

Trademarks



Mean more to-day than ever before. Few purchasers, merchant or consumer, pretend to be able to tell the quality of a rubber shoe EXCEPT BY THE BRAND, and that's where the SIGNIFICANCE of the MALTESE CROSS comes in. IT HAS THE CONFIDENCE OF THE CONSUMER because of the record back of it, and that's why BEACON FALLS RUBBERS are in demand by the best merchants. Drop us a card and we'll send you samples prepaid.

The Beacon Falls Rubber Shoe Co.

Factory and General Offices, Beacon Falls, Conn.

BRANCH STORES

CHICAGO—207 Monroe Street.

NEW YORK—106 Duane Street.

BOSTON—177-181 Congress Street.

OUT OF THE TRUST.



Obtainable through jobbers and our distributing agents all over the country

"White House Coffee!!"

WESTERN DISTRIBUTING AGENTS

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

That's the emphatic and insistent demand all along the line. There's legitimate reason for this condition—because "White House" is a type of coffee-excellence particularly adapted for fine family trade, and has a splendid record for quality and uniformity. It is packed in 1 and 2 pound air-tight tin cans—not sold in bulk.

DWINELL-WRIGHT CO., Boston and Chicago

Investment

Better than a 5% Gold Bond
with the

Globe Food Co., Ltd.

Grand Rapids, Michigan

Capacity of factories
1,100 cases per day.

Prospectus containing full particulars
sent free of charge.

Address secretary of the company

Charles F. Bacon

18 Houseman Block

Grand Rapids, Mich.

Sunlight

A shining success. No other Flour so
good for both bread and pastry.

Walsh-DeRoo Milling Co.

Holland, Michigan



OUR
New Deal
FOR THE
Retailer

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

Absolutely Free of all Charges
One Handsome Giant Nail Puller

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

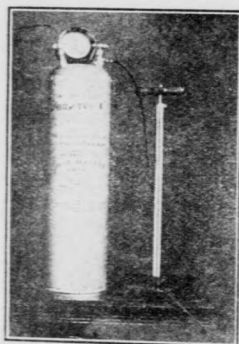
HOW OBTAINED

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

Eagle Lye Works, Milwaukee, Wisconsin

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Ann Arbor
**QUICK LIGHTING
GASOLINE LAMPS.**

and Lighting Systems



Don't you want to know
more about our up-to-date
store lighting? Wouldn't
your customers like a bet-
ter light for their homes?
If so just address a card to
us giving your name and
address and let us tell you
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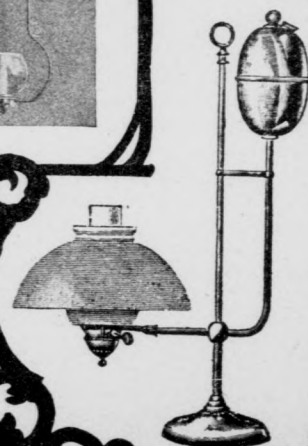
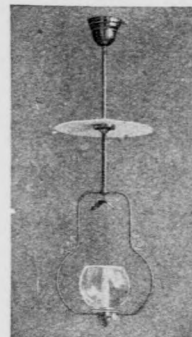
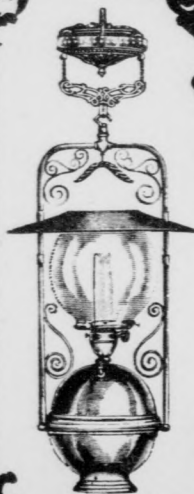
Arbor" Lamps.

Try "Ann Arbor" mantles. They are the
cheapest and the best. "Ann Arbor" No. 32 special
gasoline mantle \$1.25 per dozen.

The Superior Manufacturing Co.

107 2nd Street

Ann Arbor, Mich.



MICHIGAN TRADESMAN

Twentieth Year

GRAND RAPIDS, WEDNESDAY, MARCH 11, 1903.

Number 1016

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 demand letters. Send all other accounts to our offices for collection.

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.

O. R. 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 dividend 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

IF YOU HAVE MONEY

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

Martin V. Barker
Battle Creek, Michigan

IMPORTANT FEATURES.

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RECENT BUSINESS CHANGES.

Springport—Comstock & Ferris have purchased the flouring mill of Swift Bros.

Detroit—Strong, Lee & Co. have settled with their creditors at 60 cents on the dollar.

Decatur—The cannery of the Decatur Canning & Packing Co. will be sold at sheriff's sale at Paw Paw April 18.

Saginaw—The Standard Lumber Co. is succeeded by the Scheurman Lumber Co. in the hardwood lumber business.

Detroit—The Herman Mayer Manufacturing Co., capital \$35,000, has been organized to manufacture the Lorenzen arithmetical device.

Edmore—J. F. Snyder, H. A. Maley, J. W. Pfeiffer, S. Knapp and J. H. Gibbs have formed the Edmore Canning Co. with a capital stock of \$10,000.

Sanilac Center—John A. Templeton, who operates a sawmill at this place and who is also engaged in the lumber and coal business, has sold out to Cook & Leonard.

Detroit—M. Blumenthal & Co., manufacturers of ladies' skirts, have uttered a chattel mortgage for \$15,000. The German-American Bank is the principal creditor.

Lowell—The Lowell Canning Co. has decided to raise the price on tomatoes to 25 cents per bushel. The company has contracted for twenty-five acres and fifty more will be taken.

Shepherd—The Shepherd Canning Co. has been organized with a capital stock of \$11,000. The factory buildings are being erected and will be equipped in time for the early crop. A. W. Wright is President of the company.

Detroit—The Western Cap Co., a partnership consisting of Harry W. Lewis, Louis Stone and Samuel Muscowitz, has filed a petition in voluntary bankruptcy. The liabilities amount to about \$1,500 and the assets a little less.

Breckenridge—The Breckenridge Canning Co. has been organized with a capital stock of \$15,000. The principal stockholders are as follows, each of whom holds an equal amount of stock: A. F. Crawford, C. A. Zubler, A. W. Stone, P. C. Thomas and John Mitchell, Jr.

Alma—The Alma creamery is now owned and operated by the Central Michigan Produce Co. The hand separator will be substituted for the gathered cream system, thus procuring more cream and of a higher quality from a given amount of milk and a better grade of butter.

Albion—The Albion Engine & Motor Co. is the style of a new enterprise established at this place. The capital stock is \$25,000 and is divided as follows: Wm. D. Brundage, 950 shares; H. R. Stoepel, 1,200 shares; N. D. Carpenter, 200 shares, and A. E. F. White, 150 shares.

Flint—The Michigan Paint Co. has merged its business into a stock company with an authorized capital stock of \$15,000, held by the following persons: I. V. Bates, Flint, 999 shares; A. B. C. Hardy, Flint, 1 share; Harry

S. Weiss, Detroit, 499 shares, and W. R. Brown, Detroit, 1 share.

Saginaw—The Valley Automobile Co. is the style of a new manufacturing enterprise recently established at this place. The authorized capital stock is \$10,000, held as follows: F. H. Fennor, 200 shares; C. W. Penoyer, 100 shares; H. T. Wickes, 200 shares; A. D. Eddy, 200 shares and W. A. Brown, 300 shares.

Jackson—Articles of association have been filed by the Geo. A. McKeel Co., Limited, for the manufacture of ferrules and novelties, with a capital stock of \$50,000. The company is officered as follows: Phillip H. Withington, Chairman; Geo. A. McKeel, Vice-Chairman; Wm. Sparks, Secretary, and Winthrop Withington, Treasurer.

St. Joseph—The St. Joseph Boat Manufacturing Co. has been organized with a capital stock of \$10,000 to engage in the manufacture of boats. The shareholders and the amount of their holdings are as follows: J. M. Ransom, St. Joseph, 280 shares; H. A. Hamilton, St. Joseph, 160 shares; E. F. Smith, Chicago, 280 shares; A. Babcock, Grand Rapids, 100 shares, and J. P. Hamilton, Battle Creek, 50 shares.

Detroit—The Bower Hair Renewing Co., Limited, has been organized by R. T. Bower, Dr. J. D. Collier and Walter Bower, of Detroit, and Charles McCarthy and Geo. Eckel, of Petoskey. Mr. Eckel will have charge of the company's business in the Upper Peninsula. The balance of the State will be looked after by R. T. Bower and the manufacturing department will be in charge of Walter Bower.

Battle Creek—The Anthony Manufacturing Co., Limited, has been organized to manufacture the ventilating dress shield formerly made by the Anthony Shield Co., of Chicago. The concern is capitalized at \$150,000, with \$100,000 common and \$50,000 preferred stock. The officers of the company are Oliver W. Hull, of Chicago, Chairman; Sherman W. Moody, Secretary, and James R. Williams, Treasurer.

Petoskey—The Petoskey Climax Wood Dish Co., Limited, has been organized with a capital stock of \$25,000. The stockholders are C. A. Reynolds, A. M. Coburn, Leon Chichester, M. E. Benjamin, A. G. Oven, S. Rosenthal, J. Steinberg, E. C. Barnum, G. W. Bump, Chillon L. Smith and W. G. McCune. A contract has been made with one of the largest timber firms in the country for enough maple logs to stock the plant until a supply can be cut next winter. All of the machinery, except the boilers and engine, for the equipment of the plant has already been purchased. It is expected that the output will be several hundred thousand dishes per day by the first of June.

Heman G. Barlow, Secretary of the Judson Grocer Company, is compelled to knock off from office work for a few weeks on account of a recurrence of his old trouble.

Homer & Johnson have engaged in the grocery business at South Frankfort. The Judson Grocer Company furnished the stock.

**This
is
your
last
chance**

to buy stock in a concern that will eventually pay a larger dividend than most other stocks pay. Don't fail to investigate at once.

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 forehanded and get in on the ground floor.

WOMAN IN BUSINESS.

She Is Not of Necessity an Unlovely Character.

Written for the Tradesman.

You have doubtless read more than once and heard oftentimes that contact with the wicked outer world mars and eventually destroys the peculiar delicacy that is the great charm of a woman's nature. The fragile flower can not stand the whipping of the wind. A little rough handling and the bloom on the grape is forever gone. There is at least a measure of truth in all this.

Moreover this is an age of specialties and specialists. We expect no one person to do two things really well. It reasons out that the woman whom Nature has lavishly endowed with beauty and attractiveness, and whom Fortune has favored to such an extent that she can devote her time to making absolutely the most of her precious gifts, should, in the natural order of things, excel in her specialty and be much more charming than her sisters who pursue other ends. Educated in all graciousness and gracefulness, with no more serious care than her complexion, in common phrase, she "would be a poor stick" if she were not charming.

The business woman can not eat her cake and have her cake. She can not have the exquisite daintiness of the woman who can spend time and money without stint for manicuring and hair dressing and massage. She can not carry the air of perfect grooming of the woman who makes a study of her clothes, employs the most fashionable modistes to make her gowns and can afford to discard a creation that proves unbecoming.

Then no one may follow any calling seriously for a number of years without bearing on mind or body or both the unmistakable marks of his avocation. The blacksmith has his brawny arm, the plough-boy his plodding gait. The school-ma'am retains the "manner that is teachy" long after she quits her profession. Unconsciously to herself, the business woman's mode of speech will take on a certain decision and brevity and directness which are not of the boudoir nor the ball room. Her movements must often be rapid, even at the sacrifice of grace and dignity.

But she need not be a dowdy. She need not be the sort of middle-aged creature one sometimes finds in a store, with frowzy, unkempt hair, skirts sagging at the belt and all her dress so manifestly out of repair that one fears her clothes will actually fall off from her, in spite of the safety-pins in evidence for holding them on. A plain, neat, well-fitting gown adapted to one's work is best. No half-worn finery should be worn in a store. And because the voice can not always be as exquisitely modulated as the society woman's, it need not become harsh nor strident.

Above all things avoid the swaggering manner which some women make the mistake of adopting. If you make a great big howling success, don't brag about it. Most people are not very successful at anything. Down in our hearts most of us know we are failures. Who more disagreeable than she who arrogantly flaunts her success before us? The few who count themselves successful want to tell how smart they are and not listen to your telling how smart you are.

On the other hand, do not weary your friends by recounting all the trials and losses incident to your lot in life. They all have troubles of their own.

There are certain virtues that are acquired in the honest pursuit of any honorable calling—virtues which, if not exactly peculiar to that calling, have in it especial opportunity for exemplification and development. The poet expresses this idea nicely when speaking of war:

And though our shrinking souls abhor
The cruel deed, the wild excess,
The valor that is born of war
Is kin to every nobleness.

The great business virtue is honesty, squareness. This is not saying that all business people are honest. But it is a field in which one must have absolute honesty, of the kind that will stand stress and strain, or be speedily becomes a rascal. Dishonesty in a business person is like cowardice in a warrior, a failing that can not be condoned. He or she who resorts to trickery of any kind is bound to lose the respect of the honorable portion of the business world.

It is a hard saying, but none the less a true one, that downright honesty is not a common virtue among women. The fault is not so much with the women as with their education. We are an easy-going people and think that it costs more than it comes to to resent little impositions. The great multitude of transactions that women make are small and many drift unconsciously into little mean ways of taking advantage who would be horrified at any insinuation that they were not perfectly honest. Then most women look at all business only from the buyer's standpoint. They never learn that the seller has any rights in the case at all.

Ask any merchant what per cent. of women, even those prominent in church and society circles, can be depended upon to take goods they have had ordered especially for them, if they happen to conclude that something else would please them better. How many never make claims for rebates and reductions to which they are not justly entitled? How many would hesitate about returning an article after it had been tossed about and rumpled up or even been worn and soiled? Ask anyone who deals much with women if they do not take unlimited privileges in the way of "backing out" of agreements into which they have fairly and squarely entered?

Let the woman entering business decide that there are times and places when she must forego the time-honored privilege of changing her mind if she would be honest and honorable. Let her firmly resolve to avoid not only large defalcations, but all petty meannesses as well. Many opportunities will present themselves where she can "gouge" a little if she will. The wholesale houses will allow some unjust claims from a good customer, although they soon despise such a one. There are chances to steal a little here and there from customers, but do not do it. So deal that, whatever balance your ledger shows at the end of the year, you will feel it is

rightfully yours and not the result of a multitude of small dishonesties. And with those whom you employ deal in a spirit of fairness and justness, of live-and-let-live.

The womanly woman will find many opportunities in business as elsewhere to do little kindnesses to those with whom she comes in contact, to speak words of needed encouragement, to lift if but for a moment some overheavy burden. She will hold the doing of these things a privilege and not consider whether there is any "money in it" or not.

There are certain unlovely traits of character which the home woman or the society woman is never liable to fall into from which the business woman may be exempt if she so wills. The business woman, if she wants to succeed, must keep her head on her. She must be self-controlled. She must hold her tongue. It means a money loss to her if she fails in any of these. Accordingly she is not apt to lapse into peevishness, fretfulness or the gossiping tendency. She acquires a certain breadth of view that the more sheltered woman does not so easily get.

The business woman at her best estate is not the kind of woman whom all men or all women will especially admire. She can not be of the frolicsome, kittenish kind or the clinging-vine type or the childishly-innocent and ignorant variety. Those who adore these kinds will have none of her, but, as I have endeavored to show, she is not of necessity an unlovely character. Quillo.

Stone That Bends.

"Firm as a rock," "unbending as flint" are phrases often used, but as a matter of fact there is a sort of stone that is as flexible as wooden fibre. It is, of course, very rare, and the few specimens known are now in museums. One of the finest is in the Hartley Institution, in Southampton, England, having been found near Delhi, India. It is lath-like in shape, about an inch thick and two feet long. It is a particularly flexible specimen, and can, with the hands, be curved several inches from the horizontal. Otherwise it is hard and mineral-like, having the grain of ordinary gray sandstone.

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

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.

F. M. C. COFFEES

are always
Fresh Roasted

ALABASTINE

THE ONLY DURABLE WALL COATING



The Doctor—"One layer of paper is bad enough; you have three here. Baby may recover, but cannot thrive."

Kalsomines are temporary, rot, rub off and scale.

SMALL POX
and other disease germs are nurtured and diseases disseminated by wall paper.

ALABASTINE
should be used in renovating and disinfecting all walls.

ALABASTINE COMPANY, Grand Rapids, Mich.

One Quart of Gasoline

will give more light and burn longer in our

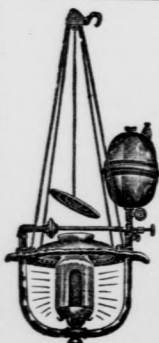
BRILLIANT OR HALO

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

Less Than 15 Cents a Month

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

BRILLIANT GAS LAMP CO., 42 State Street, Chicago



Halo Pressure Lamp, 50 Candle Power.



100 Candle Power.

The Value of X in That Fellow's Commercial Algebra.

Written for the Tradesman.

"It beats me. It's been beating me ever since the little freckled-faced red-top wormed himself in there. Nobody's noticed him and he notices nobody and yet every time the commercial sugar bowl gets a jar his lump rises nearer the top. It's the old problem in algebra over again that I got mad over at school and would not let anybody solve for me. It stood x then and it's x now. I suppose I shall figure it out some day when the answer comes too late for me to profit by it; but it's there all the same. One thing we all know without puzzling over and that is, that every blessed one of us has come down some fine morning to find him pushed in over our heads, and about the only thing we have to be thankful for is that he has not crowded us out of our places. Jim, bang that bell.—Pete, bring the cigars and fill these steins.—Now, fellows, here's to the future junior partner of the house of the Brown Warner Company, Kenneth Kearney King. May the foaming nut-brown, when it gets here, set better on our stomachs than the freckled-faced redtop does!"

There was a hitting of clumsy stone-ware and soon after a vigorous match-snapping, and when the crowd of some half dozen clerks had settled down to what they called a pleasant time, one of the "gang," who looked upon the world with kindly eyes, took occasion to say: "I don't see, Milt, why you want to bear down so hard on Ken. He is not handsome and has not the slightest idea he is. From his first birthday he has had a tough time of trying to live. His dad died before he was born and his mother, a delicate, slender woman, who had nothing but her energy to help her, managed to live by her needle and washboard; so that if he has ever had any fun he has had to see it through another fellow's eyes. I do not know anything about the value of x in your commercial problem, and I hate that sort of stuff anyway, but I am mighty sure of one thing and that is that Ken King is bothered about one botheration only and that is to do whatever he can for that 'darling Dot' as he calls his mother and I don't blame him. She is worth it and while on general principles I do not like to have the other fellow's foot on the ladder-round that I want mine on, still I guess I have only myself to thank for Ken's having his foot where I think mine ought to be. So if you do not mind, knock your steins, that Ken would not touch any sooner than he would touch rat's bane, for the well-earned promotion of Kenneth Kearney King, the future junior partner of the present house of the Brown Warren Company!"

With a good-natured laugh the steins "bumped" and soon after the bumpers went about their business.

That very evening Brown and Warner with the silent partner were sitting about their council table in the back office.

"It is only a question of time, anyway, and I rather pull Time's forelock than have him pull mine. You can see by the books that the business has more than doubled and I do not think I need to say that nobody here has any idle time hanging on his hands. It is simply a question of 'Who?' Now, then, if you have any suggestions all you have to do is to state them," and Brown, having thus introduced the subject, waited for the rest to speak.

"Of course," the silent partner remarked, "Gaston"—the general manager—"stands at the head of the line. He is all right where he is, but the minute he steps over that line good-bye peace and harmony and prosperity. His hatband is so tight now that he can not take off his hat with ease, and I would not be responsible for what will be sure to follow his coming in."

"That is good as far as it goes; but are you ready to face what follows if somebody else comes in? I have no fondness for the man anyway, but we can not afford to be unjust to him. There is not a weak spot in his commercial armor and there never has been. Our interest has been his always and he has not grudged us time, patience or talent. Now, if we ignore him we have got to make up our minds to get along without him and, what is worse, devise ways and means to counteract his resentment and hostility. He will do his best to injure us and he won't be over-scrupulous as to his methods—the very reason, so every one of us knows, why we can not ask him to be one of us," and, as he finished, Warner's look simply meant: overcome that argument if you can.

"That is not hard," answered the silent partner. "It is simply a question of money with Gaston. He has not a hundred dollars to his name and he would not have if his salary should be doubled a dozen times. All that need be done is to make the amount of capital a good deal more than he can raise and that question is answered. That kind of man has no moneyed friends and he could not get trusted for ten dollars. Whom else have you on the list?"

"There are about three in my mind who ought to have honorable mention. Stanton has been with us a good while; but somehow," Brown was talking, "time doesn't seem to have done much for him. I never have seen the time when Stanton forgot Stanton. He is always exactly on time. He will walk up and down the sidewalk in front of the store for ten minutes if he is that much early and he will drop the goods in his hands as if he had been stung the minute the clock strikes six. Bracebridge tells a good story about Stanton. That little Miss Stark, the dressmaker, 'phoned down the other day, when the boys had gone to dinner, and Stanton answered the 'phone. She wanted a few extra yards of a certain silk and she wanted it right off. She knew that Stanton was going right by her house to dinner and asked him if he would not bring it. His highness was mortally offended and he hung up the receiver in high dudgeon after telling her in a tone of freezing cuttness that 'it wasn't his business to deliver goods!' 'The impudence of these working people!' he said as he left the 'phone.' Just then Ken King came in, heard what had been going on and, because his hour was not up, he got onto his wheel and delivered the goods. The best part of the joke is that Stanton's father is a blacksmith and a second-class one at that. I do not think Stanton's our man."

"The next man whom the time question favors is Nickleson, but while he is the most delightful fellow in all the world he has not push enough to drive a go-cart. If we needed a man in here to make and keep us good-natured, he is our man. He can see a good thing in the worst man, insists on giving him the credit of it and, what is the funniest part of it, he makes the other fellows acknowledge it. We want to keep that

boy with us and give him a little more than he is worth. He has in his face more sunshine to the square inch than any other good fellow I know; but he is not quite ready for promotion yet."

"The other one is King. The one thing that boy's stuck on is forging ahead. You know, S. P., when he came in here that morning and stuck his carrot-head and freckled face through the door ajar. Don't you remember how he said as a clincher to his coaxing, 'I'll make ye glad ye took me?' He was hardly thirteen. That's nine—ten—it was ten years ago. That makes him nearly twenty-four. That is pretty young, but I will tell you what, gentlemen, he has the stuff in him and it is just the stuff we want. His head is still red and his freckles have not faded and he has not got much money; but he has everything else that a successful business man claims, backed by a dear little mother whom he works for just as he is going to work for that other precious dot of a woman that he has his eyes on already. To my mind it is not a question of whether we ought to jump him over the others, but whether we can

afford to do anything else. His treatment of his mother settles one very important feature, that wheelride to the dressmaker's another. I happen to know that his habits are simple, that his reputation is as unsullied as his character; that he is a friend-winner and a friend-seeker and that he is as thrifty as he is honest. He has not much money. Five hundred dollars, all told, will cover his possessions; but a man with the youth and the character of Kenneth Kearney King has a bigger bank account to draw on than a billion-dollar trust can boast of."

There is not any need of wasting ink to tell what followed. All we are interested in just now is, what was found to be the value of x in King's commercial algebra, and fault-finding Stanton in a fit of angry disappointment gave that when he was told that Ken King had forged ahead. "That value of x, fellows, that you heard me talking about is equal to all the commercial qualities that I have not and that Ken King has. Here's to him!"—a fact which fault-finding envy can with advantage always ponder in its heart.

Richard Malcolm Strong.

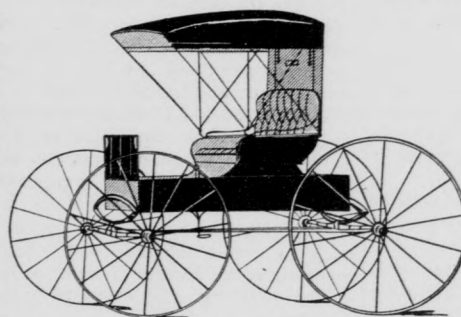
HERE'S THE D=AH

Ship COYNE BROS., 161 So. Water St., Chicago, Ill.

And Coln will come to you. Car Lots Potatoes, Onions, Apples, Beans, etc.

WE ONLY
MAKE...

GOOD BUGGIES.



Write for
our
1903
Catalogue
and
Price List.

All the
latest
styles.

Arthur Wood Carriage Co., Grand Rapids, 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

Around the State

Movements of Merchants.

Sturgis—Clinton Burch has sold his furniture stock to Aaron B. Wiles.

Sparta—F. E. Hicks has purchased the meat market of W. H. Christy.

Charlotte—F. H. VanValkenburg has opened a cigar store at 110 Main street.

Dighton—Chas. M. McCreery has sold his grocery stock to M. A. Truax.

Hastings—J. Mead & Co. succeed Chester Ciesler in the confectionery business.

Alma—D. V. Hubbell, bazaar and sewing machine dealer, has sold out to Geo. Latimer.

Baraga—The Nesbitt Hardware Co. succeeds Hugh Nesbitt in the hardware business.

Bay City—H. C. Wendland & Co. succeed the Bay City Dry Goods & Carpet Co.

St. Johns—W. E. & J. E. Stocker have purchased the bazaar stock of Aaron Rosenthal.

Marquette—J. E. Anderson has embarked in the grocery business in the Cole building.

Muskegon—J. N. Haan has sold his shoe stock at 91 South Third street to Jacob Wiersema.

Burr Oak—John Crandall has sold his cigar store, the Main, to Charles Lanning, of Sturgis.

Otter Lake—Snell Bros., meat dealers, have dissolved partnership, J. Elmer Snell succeeding.

Springport—E. C. Smith has purchased the dry goods and grocery stock of E. Wellington.

Davidson—E. E. Anderson has added a line of groceries in connection with his drug business.

Flint—B. Fillman, of Sault Ste. Marie, has engaged in the shoe business at this place.

Penn Yan—H. B. Taylor has purchased the general merchandise stock of Chas. W. Sutherland.

Bauer—Martin Kautenberg has purchased a half interest in the general stock of Henry Sweet.

Owosso—James Gray, Jr., has purchased the interest of E. M. Cox in the West Side Grocery Co.

Detroit—James H. Leitch has purchased the grocery stock and meat market of Walter M. Smith.

Flint—Frank O. Gordon is closing out his grocery stock preparatory to his removal to Seattle, Wash.

Lake Linden—David Toplon has re-engaged in the clothing, dry goods and boot and shoe business.

Greenville—The Surprise store has been opened by Maxson & Smith with a line of novelty and bazaar goods.

Springport—Albert Mitchell has sold his interest in the hardware business of Mitchell & Welkes to Charles Welkes.

Saginaw—Ebin R. Gould succeeds Mary L. (Mrs. H. J.) Kober as proprietor of the New "K" Knitting Co.

Calumet—Antonio P. Entenza and Wm. Robson have formed a copartnership and engaged in the cigar business.

Traverse City—E. A. Kildee has engaged in the grocery business, having purchased the stock of Thomas Pearson.

Ithaca—The Hibner & Otto Co., dealer in dry goods, shoes and groceries, has sold its stock to Frost & Ingledue.

Battle Creek—Geo. A. Southerton has purchased the interest of his partner in the grocery business of Southerton & Marsh.

Saranac—J. C. Osborn has purchased

the interest of his partner in the grocery and dry goods business of Patch & Osborn.

Cheboygan—DeGowin Bros. have dissolved partnership. I. E. continues the hardware business and Frank takes the groceries.

Pontiac—Charles Freeman, produce buyer, has suspended operations for the present on account of his inability to obtain cars.

Ypsilanti—Trim & MacGregor have purchased the grocery stock of Geo. L. Nash, at Wayne and will close the same out at once.

Cadillac—Frank Kubeck has retired from the clothing firm of Aldrich & Kubeck. Henry E. Aldrich succeeds to the business.

Titus—Geo. Cain, of Barryton, has purchased the grocery stock of Chris. Vashaw, and will continue the business at the old stand.

Lansing—B. G. Sheets has opened a meat market in the east side of the building lately occupied by the bicycle stock of F. J. Cole.

Bridgeton—Sharpe & Scott, whose general stock was recently destroyed by fire, have resumed business in an adjoining store building.

Kalkaska—Mrs. Wm. Childs has purchased the millinery stock of Mrs. Jennie A. Wooden and has secured the services of Miss Wheat.

Eaton Rapids—E. B. Mowers, who recently purchased a boot and shoe stock at Detroit, will not remove to that place until the middle of April.

Eaton Rapids—Mrs. John Hastings has purchased the millinery stock of W. B. Garrison and will open millinery parlors in the Gardner building.

Nashville—The New Reliable meat market, conducted by H. E. Downing, has been purchased by Roe & Son, meat dealers, and has been closed.

Grand Blanc—A. D. Banker has sold his hardware and implement stock to A. O. McNeal & Son, of Flint, who will continue the business at the same location.

Flint—H. M. Sperry will open a stock of cigars, tobaccos and "den" goods about the middle of next month in the building now occupied by the Toggery.

Shelbyville—James E. Adams, grocer and meat dealer, and L. J. Wheeler, hardware and implement dealer, have merged their stocks under the style of Wheeler & Adams.

Jackson—Goodes & Son continue the hardware, glass, agricultural implement, carriage, wagon and harness business formerly conducted under the style of Goodes & Thayer.

Lansing—C. C. Adams, A. S. Hewes and Harry Marrow, of Owosso, have organized the Lansing Paint & Wall Paper Co. and will engage in business at 321 Washington avenue north.

Kalamazoo—E. C. Pionter has purchased the half interest held by Mrs. J. H. Hoffman in the grocery stock which, until the death of J. H. Hoffman, was conducted by Hoffman & Pionter.

Lowell—L. H. Taft has sold his drug stock to A. D. Sturgis, of Grand Rapids, who has already taken possession. Mr. Taft will take a three years' course in chemistry at the State University.

Cadillac—Joe A. Vandervest & Co. will engage in the shoe and men's haberdashery business at Thompsonville April 1. Mr. Vandervest was formerly connected with Rice & Cassler, shoe dealers at this place.

South Haven—J. W. & W. A. Newcome have sold their hardware stock to

J. W. Carpenter and M. M. Hamblin, of Indiana. Messrs. Newcome will devote their entire attention to their resort and farming interests.

Ann Arbor—E. G. Hoag will shortly open a 5 and 10 cent and house furnishing goods store at the corner of Main and Washington streets. Mr. Hoag has occupied the position of Secretary of the Glazier Stove Co. for the past five years.

Cadillac—Wm. Hardick and Frank Flynn, under the style of Hardick & Flynn, have succeeded Pulver & Swedlund in the retail meat business. Mr. Flynn will have personal charge of the market and will be assisted by Albert Rupers.

Sparta—C. S. Field has retired from the furniture business of C. S. Field & Co., having sold his interest to Myron N. Ballard, who will have entire control of the business. Mr. Field has permanently retired from business and will take life easy from now on.

Bay City—H. G. Wendland & Co., dealers in dry goods, carpets, shoes and millinery, have purchased the entire stock of the Bay City Dry Goods & Carpet Co. in the McEwan building on Washington avenue and will close out the stock at its present location.

Eaton Rapids—W. B. Garrison, who has conducted a department store and millinery business at this place, has closed out his entire stock and retired from trade. The Eaton Rapids Co-operative Association has moved its stock into the building vacated by Mr. Garrison.

Lake Linden—Le Bon Marche is the name Miller & Levine have selected for their new department store. The building is 42x50 feet and the four walls are occupied by shelving or cases, while through the center are two rows of shelving, thus affording ample room for a large stock of goods.

Gaylord—A. E. Morrish, whose drug stock was recently partially destroyed by fire, has settled with the insurance companies on the basis of \$4,400—\$2,500 in cash and \$1,900 salvage. He will resume business as soon as a new stock, which he purchased of the Hazeltine & Perkins Drug Co., arrives.

Muskegon—C. E. Appel, A. J. Boucher, Charles E. Jacobson and Henry H. Banning, all for many years until recently clerks in the employ of the A. P. Conner Co., have formed a copartnership under the style of the Tower Clothiers and Shoers and engaged in business in the Tower block.

Detroit—G. & R. McMillan, wholesale and retail dealers in groceries and wines, have merged their business into a corporation under the style of the G. & R. McMillan Co. The capital stock is \$100,000 and is held as follows: Isabella G. McMillan, 7,990 shares; Geo. M. McMillan, 1,000 shares; W. A. White, 500 shares; Frank McMillan, 500 shares, and Robt. K. McMillan, 10 shares.

Lawton—B. J. Desenberg, grocer, and L. and H. Stern, of the dry goods, clothing, shoe and grocery firm of L. Stern & Co., completed the thirty-eighth year they have been engaged in trade on Feb. 28. They are interested in each other's stores and have carried on business jointly all these years without a single misunderstanding or controversy. Henry Stern, in addition to carrying on the dry goods, clothing, shoe and grocery business, has managed a farm and attends to the buying and shipping of cattle, grain, etc. It is needless to add that the syndicate has grown rich in the

business and established a reputation for probity and fair dealing which is by no means limited to the confines of this village.

Grand Haven—C. B. Boomgaard and P. J. Rycenga have leased the store building formerly occupied by F. M. Kieft, corner Fifth and Fulton streets, and engaged in the grocery business.

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

"Just as good" is usually synonymous with "considerably worse."

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

Wrought Iron Pipe

Indications point to an advance in the near future. If you wish to stock up, do it now.

Grand Rapids Supply Co.
20 Pearl St., Grand Rapids, Mich.

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.

Grand Rapids Gossip

The Miles Hardware Co. has increased its capital stock from \$25,000 to \$35,000.

Molenaar & DeGoed, who recently sold their grocery stock at Holland, have re-engaged in the same line of business at that place. The Lemon & Wheeler Company furnished the stock.

Sharpe & Scott, whose general stock at Bridgeton was recently destroyed by fire, have re-engaged in business at that place. The Judson Grocer Company furnished the groceries and H. Leonard & Sons supplied the crockery and glassware.

O. C. Boynton, whose drug stock at St. Ignace was recently destroyed by fire, has leased a brick store building in the same block and will shortly open a new stock, which he has this week purchased from the Hazeltine & Perkins Drug Co.

The American Paper Box Co. has leased the Gunn block, formerly occupied by A. E. Brooks & Co., and is installing machinery for the manufacture of the inside lock folding box and pyramid hat box and bag, on which the corporation holds patents.

The Grocery Market.

Sugar—The raw sugar market continues in very strong position. Refiners are ready buyers at present quotations, but holders are very firm in their views and are holding out for 1-16c advance, which, as yet, refiners have refused to pay. Under these circumstances the business resulting is limited. There is a somewhat improved demand for fine granulated. The market is strong and prices have been advanced five points. The stock of Michigan beet granulated is considerably decreased and it is believed will not last more than two or three weeks longer, when the trade will again buy more freely of the Eastern sugar.

Canned Goods—In most lines the interest in canned goods is rather light just at present, but at the same time the usual trade during the spring months is expected. Not so many large purchases are looked for, but a continual run of small orders for almost everything in the line, which will keep the market in good condition and sustain prices. Canned goods have been moving out quite well to the consuming trade and dealers' stocks are considerably reduced and purchases will have to be made soon to supply consumers for the remainder of the season. Tomatoes still lead the list in point of interest and prices remain firm, with a continued good demand for spot goods. Trade in futures is also very satisfactory. Corn continues to be very firmly held, but actual demand is not large. Peas sell fairly well at unchanged prices. There is some demand for peaches, but stocks are very closely cleaned up and desirable lots are very difficult to obtain. Prices are firm, but show no change. There is quite a good enquiry for gallon apples and a number of sales have been reported during the past week. Salmon continues to move out in a very satisfactory manner at previous prices. Sardines continue to be held very firm and are meeting with fair demand.

Dried Fruits—Trade in the dried fruit line continues rather quiet, although some lines are beginning to show the effect of the slow awakening of spring business. Prices, as a rule, are held

steady, but show no signs of any improvement in the near future unless there should be a considerable improvement in demand. Prunes continue practically unchanged, with about the usual run of small orders for present requirements. Stocks are only fair and will probably all go into consumption before new goods are on the market. There is a fair demand for raisins at previous prices, with stocks on hand very light. The demand must have been rather more than usual in the early part of the year, as crops were heavy, and holders now claim there is very little stock held in first hands, or at least not as much as usual at this time of the year, and it is expected that this will all be cleaned up before new crop. Currants continue in good demand, with no change in price. Apricots are meeting with good demand, but prices continue unchanged. There is, however, an upward tendency which may result in higher prices a little later. Peaches are quiet and not much improvement in demand is looked for the remainder of this season. Dates continue in fair demand at the advanced prices. Figs, however, are not doing quite so well, the market being weakened by some lots of poor stock on the market. 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—The rice market is very firm, with only small stocks on hand, which are held for full values, especially for the most desirable grades. In fact, most offerings are on too high a basis to prove attractive to buyers and consequently sales are rather limited.

Molasses and Syrups—There are practically no new developments in the molasses situation, the market remaining very firm with light stocks and small offerings. The corn syrup market continues firm, but unchanged, with buyers still anticipating their wants somewhat and with refiners still badly oversold.

Fish—The fish market continues to show good demand for all grades at full prices. Mackerel and codfish are selling well and there is also some improvement in the demand for herring, which are scarce and held very firm.

Nuts—Walnuts are the most interesting article in this line, showing more activity than anything else just at present. Pecans, which have been dull for so long, show a little picking up in demand and the market is somewhat firmer. Filberts and almonds are rather weak and demand is small. Peanuts are firmly held and are moving out quite satisfactorily at previous prices.

The Produce Market.

Apples—Cold storage stock is being moved on the basis of \$2.25 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—Local handlers quote 12@13c for packing stock, 13@15c for choice and 16@19c for fancy. Factory creamery is firmer and strong at 27c for choice and 28c for fancy. Lower prices are looked for in the near future.

Cabbage—40c per doz.

Carrots—35c per bu.

Celery—85c per doz. for California Jumbo. Home grown is entirely out of market.

Cocoanuts—\$2.75 per sack.

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

Cucumbers—\$1.65 per doz.

Dates—Hallowi, 5c; Sairs, 4¼c; 1 lb. package, 7c.

Eggs—Local dealers pay 14@15c for case count and 16@17c for candled. Receipts are large, but the demand appears to be fully equal to the supply.

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

Grape Fruit—\$3.50 per case for California; \$5.50@6 per case for Florida.

Grapes—Malagas, \$6@6.25.

Green Onions—15c per doz.

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 3008 and \$2.75 for 3608 per box. Messinas 300-3608 fetch \$3.50.

Lettuce—Head commands 20c per lb.

Leaf fetches 14c per lb.

Maple Sugar—10¼c 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 50c per bu.

Oranges—California Seedlings, \$2; Navels, \$2.50 for choice and \$2.65 for fancy.

Parsnips—\$1.35 per bbl.

Pineapples—Floridas command \$6 per crate of 18.

Potatoes—The market is a little stronger, due to the heavy shipping demand.

Poultry—Receipts are increasing and the demand is less active, which is causing prices to ease off somewhat.

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 bares, 12½c.

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.

Tomatoes—\$4 per 6 basket crate.

Turnips—40c per bu.

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.

WE WANT Every Live Up-to-Date Merchant

to handle our

Dustless Brushes

They are the Best made and guaranteed to give satisfaction or money refunded. We have styles and sizes at right prices. They are needed by Merchants, Schools, Offices, Public Buildings, Hospitals and all desiring clean, sanitary homes. Write for prices and full particulars.

GIVE US A TRIAL.

The A. R. Wiens Dustless Brush Company

227-229 Cedar St., MILWAUKEE, WIS.



BURNS AIR

92 Per Cent AIR
8 Per Cent GAS

300 GAS SYSTEMS IN CHICAGO

GUARANTEED BY 10 DAYS TRIAL

Salesmen and Representatives Wanted

In unoccupied territory.

EXCLUSIVE AGENCIES GIVEN.

Write for Catalogue and Sample Outfit

CONSOLIDATED GAS AND ELECTRIC COMPANY

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

UNITED PRODUCE CO.

Only Another Name For the Notorious Lowensteins.

Pittsburg, March 3—The fruit and produce trade of this city are evidently up against an old swindle under a new guise in the formation of the United Produce Co., which flung its banner of "Carlots handled quickly and remittances sent by wire," February 4, 1903, when it was incorporated under the laws of the State of Pennsylvania to do business here. It is Davey Lowenstein with a new name.

For several days wires have been coming to a number of houses here asking for information about the United Produce Co. Strange to say, a majority of the Pittsburg commission men were unaware of the existence of such a concern, although aware that Davey Lowenstein was likely to break out afresh at any time.

It was learned that the Lowenstein Bros., Dave and Ed., came on the Pittsburg market to do a general commission business about three years ago. It did not take long to get a reputation, as well as to get into jail, so they found out early in the game that a change of name was necessary because they had gone "the limit." The firm was accordingly changed to Lowenstein Bros. & Co., Limited.

Early this year another change was found to be advantageous, and a representative of this paper learned that they secured an alleged capitalist in the person of William I. Walter, who proves to be an old employe well schooled in the Lowenstein school.

February 4 the United Produce Co. was incorporated with an authorized capital stock of \$25,000, divided into 250 shares. February 14, David Lowenstein, Secretary and Treasurer, made a signed statement in which he claimed the entire amount of capital stock had been subscribed, and that the 10 per cent. required had been paid in.

William I. Walter, the President of the United Produce Co., was a book-keeper for the Lowensteins, so the statement put out that this is a new venture for him is not true. His name is not in the Pittsburg directory.

David Lowenstein, the Secretary and Treasurer of the United Produce Co., is the Secretary and Treasurer of Lowenstein Bros. & Co., Limited. Both concerns are doing business at the same address, in the same office and apparently using the same office furniture.

The United Produce Co. displays on its stationery, as reference, the Mellon National Bank, Pittsburg. This institution stands very high and a representative of this paper learned from W. S. Mitchell, Cashier, that only the United Produce Co. has an account with that bank. Lowenstein Bros. & Co., Limited, must have their deposit some other place. It was given out to the trade that the United Produce Co. succeeded Lowenstein Bros. & Co., Limited, but from advices received here both concerns are in full force and operation, so that if one of them can not land the goods the other can.

According to Dave Lowenstein's report the company is to do "a track business strictly; that it has just started and that all the officers are not yet elected. It does not seek consignments, but prefers buying bill of lading attached."

Almost every draft coming here the past week has been turned down by the United Produce Co. on account of the unsettled condition of the apple and onion market, and a stereotyped reply was sent the shipper that his goods were not up to grade. Davey would tell the shippers he would be pleased to handle the car for shippers' account. By this means the swindlers have two chances. If the United Produce Co. can not connect, it can fall back on Lowenstein Bros. & Co., Limited, if the shipper is inexperienced.

Several telegrams were received by Pittsburg merchants this week, particularly from apple and onion sections of New York State, and the reply in each case has been: "Don't know them." There does not appear to be any evidence of financial responsibility

and the past record of the Lowensteins is bad.

That the Lowensteins are wide awake, and onto "their lay," was shown a few weeks ago. They got in touch with Wm. C. Baldwin, of Chicago, and bought seven cars of potatoes at 61 cents a bushel when the market in Pittsburg was about 56 cents. When the first car reached here they "lifted" the draft promptly, then Baldwin let the other six cars get off, but the Lowensteins started to kicking about quality, condition, etc., and Baldwin became suspicious and ordered the cars diverted. When the Lowensteins heard of this they attached the cars and entered suit, alleging damages and possible profit. At the hearing evidence was produced showing that the Royal Trust Co., of Chicago, owned the potatoes. Before the case was completed, Dave Lowenstein agreed to accept the \$100 in lieu of all claims and the trust company paid it rather than continue litigation.

It is a little strange that an experienced potato man like Baldwin, of Chicago, should be caught by the Lowensteins. They have been notorious swindlers for years. There was one potato man from Wisconsin who did not mince matters with them. He came here, had Dave arrested, put in jail, and proceeded to prosecute. Dave weakened when behind the bars and settled as he will always do when he is properly prosecuted.

Here is a copy of a letter Lowenstein is sending into Florida. It was mailed to H. Crumpler Gary, and is as follows:

"We will deal very heavy this year in Florida celery, and take pleasure in writing you to see if we can make arrangements with you to load us carlots of celery as we will buy outright. As to our financial responsibility, we refer you to above references. Kindly advise us prospects of crop and how soon you expect shipments to be moving in carlots. Would be pleased to correspond with you as we are sure we can make a satisfactory deal with you."

The Lowensteins have done this market more harm than any half dozen snides who have been here. Some one ought to get a case before the Postal Department and it would likely put Davey where he could not swindle honest shippers.

This house has been endeavoring to do business with the Vinkemulder Company for several weeks, but the shrewd manager of the Vinkemulder house appears to have felt intuitively that his Pittsburg correspondent was masquerading under false colors and steadfastly declined to quote prices or consign shipments. Under date of March 4 Mr. Vinkemulder wrote:

Your letter of March 2 received, but it does not answer the question we asked you. We want to know who and what you are. As yet we have not seen any name appear. We have your wire of March 3, but it is useless for you to wire us, as we will not quote you until we know whom we are doing business with. In other words, we want the personnel of your company and we want references from other people with whom you have done business.

If all the shippers were to be as insistent as Mr. Vinkemulder was in this case, there would be little opportunity for swindlers to ply their vocation, especially swindlers as shameless and notorious as the Lowensteins.

It is reported that several Michigan shippers grabbed at the bait and shipped goods to the United Produce Co., for which they are now repenting in sackcloth and ashes.

All Kinds.

Customer (to grocer)—How much is your butter a pound?

Grocer—Do you mean sweet butter, dairy cream butter, best butter, fine butter or butter?

The man who sinks an oil well does not object to running his business into the ground.

Completed Proverbs.

"Before you run in double harness, look well to the other horse," but see to it that the other horse doesn't have a chance to look well to you.

"Pity is akin to love," but kinship does not always signify friendship.

"It is hard to pay for bread that has been eaten," but not so hard as to get bread to eat that has not been paid for.

"Only that which is honestly got is gain"—the rest is velvet.

"Labor overcometh all things," even the laborer.

"Employment brings enjoyment," when it brings the means to enjoy.

"A wise man is moved from his course neither by force nor entreaty," but the same often applies to a mule.

"Possession is nine points of the law," and frequently all the profits.

"Every man for himself, and the devil take the hindmost," is the cry of those who are well in front.

"In matters of taste there can be no dispute," for every man is so firmly convinced that there is no standard by which his taste can be measured.

"Whate'er is best administered is best" for the one who administers.

"Ignorance is the mother of impudence;" no father is named.

"A man who will not flee will make his foes flee," but what if his foes be made of the same metal?

"Let a child have its will and it will not cry," but its parents will.

Some Conundrums Concisely Answered.

When does a woman sneeze three times? When she can not help it.

What is the difference between your granny and your granary? One is your born kin, the other your corn bin.

How does the woodcutter invite the tree to fall? He axes it.

What flowers are always under a person's nose? Tulips.

Why is an avaricious man like one with a short memory? He is always for getting.

How many black beans will it take to make five white ones? Five, if they are peeled.

What is the longest word in the English language? Smiles, because there is

a mile between the first and last letters.

What word of six letters contains six words besides itself, without transposing a letter? Herein.

Why did Henry VIII. differ as a suitor from other men? He married his wives first and axed them afterwards.

Which is heavier, a half, or a full moon? The half, because the full moon is as light again.

Why is a dead hen better than a live one? Because she will lay wherever you put her.

Why are bogs like trees? Because they root for a living.

What words in our language have all the vowels in alphabetical order? Facetiously and abstemiously.

Which is the happiest of the United States? State of matrimony.

From a word of five letters take two and leave one. Stone.

What dance do bakers most prefer? A-bun-dance.

Why was Pharaoh's daughter like a broker? Because she drew a little Prophet from the rushes on the bank.

What date do we generally dislike the most? Man date.

How would securely hitching a horse affect his speed? It would make him fast.

What never asks questions, but requires frequent answers? The doorbell.

When may a chair be said to dislike you? When it can not bear you.

Appreciated.

He—What would you say, Miss Ethel, if I should tell you that I had called this evening to place a solitaire upon one of those dainty fingers of yours?

She—I should say, Harold, that your speech had the true ring.

QUICK MEAL GASOLINE STOVES

RINGEN STOVE CO., Manufacturers.

Write for 1903 catalogue.

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

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

Easter
Eggs

and other novelties

Putnam Factory

National Candy Co., Grand Rapids, Mich.

BANKING CONDITIONS.

As Disclosed by the Recent Official Reports.
Written for the Tradesman.

One of the most interesting columns in the recent statement of local banks is that of the savings and certificates. The certificates carried by the National banks, while in volume their tendency is upward, fluctuate more or less. The April report last year showed \$118,000 less than in February, for instance, although the year closed with a net gain of \$219,000. There is no fluctuation, however, in the steady increase in the savings deposits in the State banks. Looking back over the statement since that of October 3, 1893, not a single statement shows a loss in savings deposits as compared with the preceding report. The gain from one report to the next in some instances has been as low as \$1,000; but in recent years the gain has been from \$150,000 to \$250,000 from one statement to the next. The regularity of this indicates that the habit of saving seems to have become pretty well established. The total savings deposits in the State banks October 3, 1893, were \$1,004,701.51 and now they are \$6,906,067.58.

The commercial deposits have also had an upward tendency, each year showing a gain over the preceding year, yet the succeeding statements fluctuate and often widely. Last September, for instance, the commercial deposits aggregated \$7,316,915.37. In November they were \$562,000 less, and now they are \$257,000 more than in November. These fluctuations are due, of course, to the demands of trade and come as regularly as the seasons.

The loans and discounts also expand and contract with the seasons. Last November the total was \$15,117,576.77 and in February they were \$295,000 less. The business men who borrowed money to swing the holiday trade apparently "cleaned up" when the holiday season was over. In spite of the fluctuations, however, the expansive movement has been tolerably regular, each year showing an increase in the loans and discounts as compared with the corresponding report of the year preceding. The increase since Feb. 13, 1900, is \$4,643,000, an average of \$1,544,000 a year.

The National banks have been expanding in their holdings of Government bonds and circulation. The bonds now aggregate \$1,045,562, compared with \$1,192,907 in February, 1902, and \$637,700 in February, 1901. The circulation now is \$1,113,187, compared with \$721,450 a year ago and \$420,850 two years ago. The Old National has increased its circulation since a year ago from \$200,000 to \$400,000; the National City remains at \$250,000; the Fourth National has increased from \$200,000 to \$300,000, and the Fifth National from \$25,000 to \$100,000. The Grand Rapids National apparently contemplates a large increase in its circulation, as it has added \$300,000 to its Government bond holdings since its November report.

A few remarks upon the methods followed by the different banks in making their reports may be in order. In a general way, of course, the statements are uniform, but there is a difference in the way they are "edited." The man who got up the Grand Rapids National's last statement showed himself well informed as to what was wanted. He gave the total due from banks and the total cash and cash items. The Old National, National City and Fourth fol-

low the same model, except that the cash items and lawful money are each carried out and a bit of mental arithmetic is necessary to find out the exact amount of cash and cash items on hand. The Fifth National's statement is thrown together with a shovel. It is all there, according to law, but it is not "edited," and editing is what it needs to make it intelligible at a glance.

The chief fault with the State Bank's report is not the fault of the bankers, but of the Banking Department at Lansing. The item due from other banks is thrown into the column as a separate item with the real estate and mortgages. Due from banks in reserve cities is bunched with the coin, currency and small change to show the total of quick resources. Checks and cash items are thrown in at the bottom as a separate asset. If you want to know how much the bank has due from other banks or exactly how much actual cash the bank has on hand, awkward additions must be made to gain the desired information. The trouble is not in any lack of data, but in its improper arrangement. The amount due from bankers, whether reserve or otherwise, should be grouped together and totaled, as is done in the National Bank's statements. The various cash and cash items should be grouped together and totaled. Then an intelligent idea of what the statement means could be obtained at a glance. There may be some philosophy in placing the due from banks in reserve cities with the cash and cash items, but there is not much sense in such an arrangement. And why checks should be excluded from the column that includes exchanges from clearing house is not exactly apparent.

Lewis G. Stuart.

The Man Who Makes the Most Money.

Making things right has a whole lot to do with a firm's success. There always comes a time when something goes wrong. The goods delivered are not according to order or not up to the sample. It may be through no fault of the house, and is often a whim of the customer. However it may come about, the customer wants it made right. If the customer has or thinks he has an honest grievance, then is the time to clinch that customer. It will cost something in both time and money, but what a hold you will have on the man whom you impress with the feeling that you are just and generous, that if there is any doubt who should stand the loss you are not willing to allow him to go away dissatisfied.

Diplomacy of this character is good advertising. It leaves a good impression. It can safely be done, because the majority of men are honest. They may be mistaken about their supposed troubles, but they are generally honest in their convictions. To haggle over the matter and then give in grudgingly is bad business. There must be the same anxiety to make good that there is to protect the house against loss. It is the spirit with which it is done that counts. I have known firms to spend thousands of dollars in advertising and lose its entire force by exacting the last cent in settling disputed claims. A good man to do business with is the one who sees the other fellow's side of things. He is the one who generally makes the most money.

It is a wise doctor who knows when not to give medicine. An important part of an advertising man's business is to know what to leave out.

The Character of Chicago.

Chicago is unfused. It has not yet found itself. Historically, it happened; as a matter of fact, it is still happening. It has many organizations, but little organized life. Sometime it will have such a life. Then it will be one of the greatest, possibly the greatest, of American cities.

Constructed on a rectangular plan, its business streets present in dreary succession sheer walls of brick and stone, irregular in height, size, appearance, unadorned and ugly. Here and there a building arises which suggests an architect rather than a contractor; but beauty, municipal beauty, Chicago can not claim, save in palatial residences, splendid boulevards, and magnificent parks. Street life is still the life of the frontier. Advertisements of every description offend the eye. The saloon, cheap restaurant and variety hall, with garish signs of every conceivable nature, decorate the faces of buildings, corners and other available space with announcements of this attractions. Certain streets suggest a Midway Plaisance to catch the thousands of fugitive transients who pass through the city or call it a home.

Under foot are badly built, badly engineered pavements and sidewalks. The streets are badly lighted and are a mass of mud in spring and fall, of dust and wind in summer and winter. Overhead is a murky sky with dingy side walls, and everywhere the din and roar of surface and overhead cars, vans and truck wagons strike the ear. Noises of an indescribable municipal sort prevent conversation, even if conversation were possible, for Chicago does not stop to talk on the streets. They are filled with eager, hurrying, crushing crowds, rush-

ing, jamming and seeking only to move on. The purpose of every one seems to be to get somewhere else. Life is movement. Kipling said Chicago reminded him of an Indian famine relief-distribution force at work.

Chicago is essentially a new city. Its life is that of the keen, enterprising, rough-and-ready sort. It is eager. Conservatism has not had time to crystallize. A full life is offered to the last comer who has anything good to suggest. Its hospitality is of the open, tolerant sort. It holds no obligations to the past. It has its eye on the future. Life is always in to-day, not in yesterday. For effects it cares little, for immediate life everything, and for fundamental reality more than any other city in the world.—Frederic C. Howe in the World's Work.

An Inquisitive Merchant.

A Massachusetts storekeeper recently sent out to his customers the following list of questions:

1. Why do you trade here, or why don't you?
2. What do we cheat you the most on?
3. What are our best bargains?
4. What ought we to do different?
5. What would you do different?
6. What can you buy best here?
7. What can you buy to better advantage elsewhere?

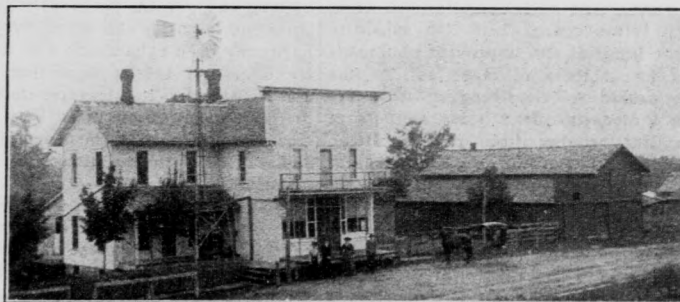
He offered to every lady who sent answers to these questions in writing a half pound of candy.

Army and Navy Kiss.

Clara—He gave me an army-and-navy kiss.

Maud—What kind is that?
"Oh, rapid fire—sixty a minute."

Are You Looking For a Bargain?



Located 17 miles south of Grand Rapids, 4 miles southeast of Moline, in the center of Leighton Township, Allegan County, in the best farming country. church and school near by.

General merchandise stock about \$1,000, such as farmers need every day. Dwelling and store 20x32, wing 16x20, all 20 feet high, cellar under both with stone wall, washroom and woodshed 10x37, one story. Bank barn 18x48, with annex 12x47, all on stone wall. Feed mill and engine room 18x64. Saw mill 20x64. Engine 25 horse (10x12) on a brick bed, 1 injector, 1 pump, 42 inch tubular boiler, 40 flues 3 inch 10 feet long, brick arch half front. Good well; 35 bbl. elevated tank, 45 bbl. cistern. Stone feed mill, Kelly duplex cob mill, corn sheller, elevators, automatic section grinder, emery wheels for saw gumming, plow point grinding, etc. We grind feed two days each week (Wednesdays and Saturdays) 6 to 9 tons each day. One 54-inch inserted tooth saw, slab saw, picket saw, log turner, (friction drive), sawdust and slab carriers.

Citizens telephone pay station in the store. Come and look at this property and see the country around it.

Yours respectfully,

ELI RUNNELS, Corning, Mich.



Devoted to the Best Interests of Business Men

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Grand Rapids

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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 11, 1903.

STATE OF MICHIGAN } ss. County of Kent

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

I am pressman in the office of the Tradesman Company and have charge of the presses and folding machine in that establishment. I printed and folded 7,000 copies of the issue of March 4, 1903, and saw the edition mailed in the usual manner. And further deponent saith not. John DeBoer.

Sworn and subscribed before me, a notary public in and for said county, this seventh day of March, 1903.

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

NOT THE MAIN PROPOSITION.

The President of a leading New England college has been expressing his disapproval because the graduates of his institution are the fathers of what he considers too small families. The President of the United States in the midst of his strenuous duties has not hesitated to place himself on record in regard to the same matter. A Pennsylvania State Representative the other day introduced a bill "to subsidize large families and to provide gold medals for mothers of large families, the bill providing prizes ranging from \$10 and a medal to cost \$50 for mothers of families ranging from nine to fifteen children; the seventh son or daughter born within the State to be educated at an expense to the State not to exceed \$500."

With no desire to enter upon the discussion of a question which can only be settled by private parties personally interested, it is submitted with all due earnestness that, be the progeny large or small, the public welfare is bettered or baned in proportion as that progeny is properly fitted for a responsible American citizenship. Number, then, is not the main proposition, but the quality, and that quality can not be improved by the prevailing methods of home education.

For years it has been a popular fad to find fault with the common school and no criticism has been and still is more pronounced than that of cramming. Notwithstanding the conceded fact that each child is a personality unto himself and so calls for mental training peculiarly his own, he is taught in masses and forced in masses through the educational machine and at the end of the course is pushed out into the world in masses, diploma in hand and ready for the responsibilities of life. He can not read; he can not spell; he can not cipher. He can not earn his living, and if we may believe the popular

clamor, the schools are to blame for it. Granting all this, it is pertinent to ask why the method so heartily condemned is so generally and so faithfully copied by the very home life that furnishes the sharpest criticism? Is book-cramming the only harmful one? It is absurd as it is harmful, if not criminal, for the six-year-old brain to be set to learn a task that should be given to a twelve-year-old. What but evil can come from giving a boy lacking the multiplication table, an example in complex fractions? What, indeed? But the harm is by no means confined to letters and arithmetic, nor is the evil at all lessened when received at home instead of at school.

There is no need of playing Diogenes and hunting with a lantern for a modern instance. The street, the church, the home circle are teeming with them. The childhood that should know only wholesome food and a warmly clad body and all the sleep that it can get is crowded by senseless maternity into the upper grades long before its time. The hardest thing to find to-day is a boy; and if one is found—the genuine twelve-year-old article, who plays hooky and dog-eats his school books and shirks his duties and fights and loves his mother with all the strength of his dear young heart—the rest of the family are ashamed of him. His sister—he hasn't any. There is a home-trained young woman around the house who has never had a girlhood and who is far ahead of her grade. She and the brother she is proud of at sixteen, by means of the home-cramming method, are graduates of several years' standing in all that pertains to social life and worth. They began with dress and parties at six, both amusements being faithful copies of their elders. The boy has his "girl" at nine years of age and the girl has her "beau." Instead of playing tag at ten, they save their strength for the theater and by the time they are old enough to be men and women, the pleasures that belong to maturity and are enjoyed then have long been exhausted; and humanity offers no sadder sight than young mature life with its pleasures thus prematurely squeezed out of it. That is the main proposition to be contemplated and studied in the question now under discussion.

The hopelessness of a wise decision lies in the fact that the home-trainers can not be made to see that they are depriving their children of the very means that they used for their own successes. The man whose vigorous home-training gave him a robust frame and a vigorous heart to fight his battles with takes infinite pains and pleasure in denying his boys the very treatment that made a man of him, and many a mother shields her daughters from the "hardships" which they need to make them the worthy woman and the worthy mother which she has shown herself to be. It may be that the numerous brood may be the means of making them all begin early to scratch for a living—and the only means; but it will be of little avail unless there is a change in the universally condemned method of crowding the child into pleasures and practices beyond its years.

Guam comes to the front again with the assertion that the level of the island has risen six inches after a long series of earthquakes. It is impossible to keep a good island down.

The article advertised brings results commensurate with its merits.

THE IRISH APOSTLE.

St. Patrick dates back to the fifth century of the Christian Era, having been born in the last quarter of the fourth. The Roman Empire, which had conquered and ruled the entire civilized world, had begun to decline. It was no longer sending out its invincible legions to over-run and subdue nations. It was engaged in the desperate struggle to maintain itself against the hordes of barbarians who were crowding upon its eastern and northern frontiers. The Roman cohorts, which had garrisoned Britain since the conquest of the island under Julius Caesar, had been withdrawn to defend the Eternal City itself, which soon afterward fell into the hands of Alaric and his Goths.

The impending break-up of the mightiest empire the world has ever known had no effect in stopping the Christian missionaries, who were striving to obey the command of their Lord to go into every country and preach his Gospel. Christ's own apostles had passed away, but such men as Augustine, Theodoret, Chrysostom, Jerome, and Cyril of Alexandria were alive and most zealously engaged in propagating their religion. Patrick deserves to be classed with them in ability, while his zeal and courage were extraordinary, and he had great need of both in the prosecution of the mission he undertook to the wild tribes of Hibernia, as the Emerald Isle was called by the Romans.

This great apostle to the Irish not only carried to them Christianity, but he did a great work in civilizing them, and the fact that the people of that comparatively insignificant island have gained high places in the history of the human race, in war and heroism, in poetry and romance, in religion and philanthropy, in statesmanship and patriotism, and in every other honorable walk of life, testifies as well to the great ability of their saint civilizer as to the excellence of the material upon which he had to work.

The seven champion patron saints of Christendom celebrated for their devoted warfare against the Kingdom of Satan were George of England, Denis of France, James of Spain, David of Wales, Patrick of Ireland, Andrew of Scotland and Anthony of Italy. Revered as may be the others, it is certain that not one of them, as the patron and benefactor of a race, is held in the high esteem and regard that are awarded by the Irish to St. Patrick. He occupies not alone a high place in their religious history, but he is also regarded with great personal love and reverence.

For fifteen centuries the memory of their saint has been actively honored by the Irish people. It is much to be doubted if the name of Washington will be as much loved by the American people after such a lapse of time.

WIRELESS TELEGRAPHY.

An improved system of wireless telegraphy is reported to have been developed in England, in which the submarine cable companies are taking an active practical interest. Although Marconi has claimed that he has achieved great results through the agency of his system, among other things the transmission of aerograms across the Atlantic Ocean, and has promised to enter at an early date into the business of transmitting commercial messages in competition with the Atlantic telegraph cables, the cable companies have been quite unmoved by his experiments and representations. The promoters of the Pacific cable, for instance, did

not hesitate to proceed with their enterprise. It was evident, therefore, that they had observed nothing in Marconi's discoveries and operations which promised to interfere in any way with their business. If the Atlantic cable companies are now taking a practical interest in the Lodge-Muirhead wireless system, as a London dispatch says they are doing, it is strong evidence that there is something in it which is meritorious, or they would be as much unconcerned about it as they have been all along regarding the Marconi system.

The latter has certainly not yet fulfilled the promises made by its inventor. The transmission of commercial messages by the Marconi system has been postponed for many months after the alleged successful transmission of private messages was accomplished. One Atlantic liner outfitted with Marconi instruments claims to have crossed the ocean in constant touch with one or other of the two stations located on opposite shores; but the nature of the communication received has not been defined. It was proposed to establish an Atlantic ocean newspaper on board the liners equipped with the apparatus, in which the more important news of both continents, as received through the air, was to appear daily; but the scheme fell through, as the extreme limit of intelligible communication proved to be only seventy miles from the site of the shore station. If the Lodge-Muirhead system in which the cable companies are taking an interest has superior merit, it will probably soon be made known through practical demonstration.

An event has occurred in the Central American republic of Salvador which is looked upon as nothing short of a political phenomenon in that land of many revolutions. A peaceful transfer of the presidency has been made from the general whose term of office had expired to the general who had been elected to succeed him. This has not happened before in fifty years, it is reported, and the good people of Salvador are represented as quite elated because they have so stable a government. It is to be hoped that another fifty years will not elapse without a recurrence of the phenomenon.

Canadian dispatches say that the Dhoubokors, the fanatical sect of Russians immigrants who gave the Manitoba authorities so much trouble at the beginning of the winter, have apparently gotten over their craze, are purchasing horses and cattle to take the places of those they abandoned in their religious frenzy and are making applications for homesteads. There is an old saying that the Lord helps those who help themselves and the Russian fanatics evidently realize that for settlers in a new country, this maxim is a particularly good one to keep in mind.

A report to the State Department from Consul General Skinner at Marseilles says the demand for American peanuts in France is practically unlimited if the American exporters can meet the prices paid for the African nuts in the shell, ranging from \$3.95 to \$4.73 per 220 pounds. During the past year about 10,000 bags of American peanuts were received at Marseilles and the Consul General says that the oil into which they were manufactured was of good quality, although the quantity was rather less than that derived from the same amount of African nuts.

IS CRIME INCREASING?

Every now and then some bold prophet comes forward and tries to frighten us by announcing that the world is in a bad way and rapidly getting in a worse way. It used to be old-fashioned hell-fire evangelists, who had a certain method in their madness. Sometimes even now we hear a prophet of evil who, failing to frighten people into thinking his way and living his way by threats of what will happen in the next world, finally announces that, as so few people seem to agree with him, it is evident that this world is going to the devil. This kind of bird of ill omen is passing away. Doubtless he did a good work in his day, but the work may be better done in these days by a different sort of appeal. We are always less effective when we point out defects and blemishes, and tell how bad a thing is, than when we find a few good qualities and indicate the promise of better things.

But it has not been the theologian only who has asserted that we were going from bad to worse in certain directions. Every little while somebody asserts that crime and vice are on the increase. Sometimes these people have figures to substantiate their statements, but more often they have none. They just know it is so. And they know it because they know it. And there you are.

Recently, however, a statement deserving more serious consideration has been published.

Dr. Arthur MacDonald has set forth the statistics of crime in a report made to Congress, and he points out that the figures show that for thirty years past crime has been increasing in the world. In spite of the progress of education

and the labors of philanthropy, "mental and nervous diseases, suicide, insanity, juvenile crime and pauperism are at present increasing faster than the population."

Now this is worthy of serious consideration. This increase, if increase there be, is probably due to the concentration of population in cities, and the more strenuous life which the man of to-day must lead if he is to keep up in the more intense competition for success. It would not necessarily follow that an increase of crime would mean that the world is growing worse, but merely that it is growing different. A boy who steals fruit from a neighbor's yard for the first time may not be on the road to the convict's cell, but may only be undergoing a process of evolution by which he shall learn not to steal again. It is conceivable that in the long run an increase of crime might be salutary. Accompanying Dr. MacDonald's report is a bill to provide for the study of criminal and defective classes, "in the hope of discovering the microbe of crime and eliminating it."

But some of us are not willing to admit, even in the face of these very definite figures, that crime is on the increase. And the reason for our skepticism is very simple, namely, that you can prove nothing about the increase or decrease of crime by statistics. The writer of this article was greatly disturbed, a few years ago, because somebody had attempted to show, by a fearful array of figures, that crime was increasing in this country at an alarming rate, and the inference was that evidently we should all presently find ourselves going to the dogs, or to the county jail. In perplexity the writer sought his friend, Carroll D. Wright, the United

States Commissioner of Labor. Colonel Wright, a master of statistics, knowing their strength and their weakness, replied that never, by means of statistics of crime, could any such proposition be positively proved, for the reasons that the laws concerning crime are constantly changing, the methods of collecting statistics vary greatly in different states and countries, and the fact that what constitutes a crime to-day may not have been regarded as a crime at all some years ago.

As new laws are added to the statute books every year, persons are arrested for new causes, and it is therefore unfair to compare the arrests or sentences of one year with those of a previous year. The main point to be borne in mind in comparing the criminal statistics of the United States with those of foreign countries is that the United States statistics of the census apply to prisoners alone, while in many foreign countries they are based on judicial proceedings and prison statistics are a secondary source of information. The movement of crime in a community can not be determined by the movement of the prison population. A decrease in prison population does not necessarily mean a decrease of crime, since the daily average prison population depends upon the duration of sentences, not upon the amount of crime. According to the International Year Book for 1899, a study of prison statistics in several of the states seems to establish a marked decrease in the prison population. But it is to be remembered that the law against petty offenses varies in execution from year to year, and this fluctuating stringency causes a variation in the statistics, which, therefore, have no significance as to the general question

of the increase or decrease of crime. In England there would appear, from the statistics of the prisons, to be a great increase in crime since 1885; but on investigation it turns out that many of the convictions counted in with the figures for these last years were for offenses that did not exist in 1885.

All this shows clearly that it is exceedingly difficult, if not absolutely impossible, to demonstrate that crime is on the increase or decrease.

The movement to change the names of villages and settlements has struck the State of Indiana. She is described as growing too fine for her parents, which is a mean insinuation. When the early settlers followed Indian trails through the Kankakee Valley, they could not foresee the rise of the great Indiana school of literature. They, therefore, bestowed upon their settlements homely names, quaint and expressive, like these: Jawtown, Stringtown, Squawkum, Pinhook, Puddletown, Bugtown, Crums, Dogtown, Bruins' Cross Roads, Turkey Run, Dice; or sweet suggestive appellations like these: Eden, Sweetness, Darling, One-Sixty-One, Waltz and Charm. Uncle Sam is now requested to change these names to others more appropriate to the land of Riley, Ade, Eggleston, McCutcheon and Tarkington. Something like "Altruria," "Graustark," "Pomerania," "Cranycrow" or "Utopia" has been suggested as a delicate tribute to the genius of the State. It is said that if the Government refuses to assist Indiana in her effort to improve her internal terminology a delegation will be formed to wait upon Booth Tarkington in the Legislature to persuade him to use his golden oratory in their behalf.

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?

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**MICA
AXLE
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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.

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—Brown goods are being sold well ahead, in fact, in many cases for many months to come; it has made the seller very independent and careless about further business for the immediate future. Buyers are now making complaints that this condition is working a hardship with them, for they need the goods, in many cases very soon, yet they can get no promises of nearby delivery, and some agents would not even state a day as to when they could deliver the goods. Most of the buyers have got in good orders for the future, however. Price no longer stands in the way. It is merely a question of ability to get the goods at any price. The southern mills have made a report that they can not accept any more orders at present prices. Most of the standard lines of bleached goods are well sold up and higher prices are being accepted, especially from converters, who are now buying in very small quantities, merely to cover their present wants. Denims and ticks show no change, although orders are infrequent. Ducks and osnaburgs are held at firm prices, and discounts are being shortened in many cases. Plaids, checks, stripes, etc., are all sold ahead and dealers are making no efforts to secure further business.

Prints and Gingham—In connection with the remainder of the market a good many lines of prints are being held at value. Prices have not advanced evenly by any means, although doubtless they will all reach the same level shortly. Jobbers have accomplished a good business at their old figures, but since the advances their buying has been confined to smaller quantities. There is a good demand for indigos, but it is difficult to secure deliveries. Stocks are smaller than for a long time past and mills are not any too well covered with the raw material.

Wool Dress Goods—Outside of the well-known staple fabrics and the sheer fabrics the business on fall dress goods lines has not been heavy. Orders have continued to come forward on the above goods during the week, and leading lines of such goods are generally well situated. The staple goods manufacturers are quite generally well situated as regards fall business. This does not mean that the plain goods market is sold up, although many of the leading lines are either sold up or open for only a comparatively small volume of additional business. Good business has been done on broadcloths in both light and dark shades. Leading thibet lines have long since passed into a secure position. Venetians, chevots, unfinished worsteds, mohairs, sackings, etc., have all played a prominent part in the business. In fact, a very fair degree of confidence has characterized the buyers' operations on staples, this confidence no doubt having been stimulated by the strong values offered by buyers. It appears to be quite common belief that plains are to stand out pre-eminently in costumes that are ready-made and in dressmakers' creations. The possibilities attending the fancy and novelty goods business continue hazy. So far the purchases of the jobber and cutter-up in this direction have been comparatively light. It is of course possible that as the season develops the attitude of the buyer to fancies will become more favorable. It seems probable that the buyer will go slow in his

operations in that direction until he has stronger reasons to believe that the retailer and consumer will look with favor on them than he now possesses. The zibeline has sold well in solid tones and, it is believed, promises favorably in fancies for the better class trade. Scotch mixture effects are not lacking in supporters, but so far the cutter-up has not given them his stamp of approval. Nub yarn and bouretted effects are also hopefully regarded, some very fair orders having been taken on leading lines.

Underwear—While orders are fairly well divided among the various lines there is a decided tendency toward better grades, which is exceedingly encouraging. Conversations with various merchants who sell the cheaper lines, largely, seem to show that orders for these goods are about as large as in any past season and the only inference that can be made and what seems to be a fact is that, as the orders for higher grades have increased, the total number of orders must be increased just that much. Fancy lines have been rather slow recently, although a few quiet colors have been admitted. There has been a decided increase in the purchase of union garments, including both men's and boys' styles. The heavyweight underwear end of the business is progressing favorably and the mills are well supplied with orders. The same condition as far as qualities are concerned exists in this part of the business and the manufacturers of fall underwear are well sold up, in many cases refusing to accept further orders. The primary section of the underwear market is quieting down and while there are a good many buyers in the market, they are only picking up odd lots here and there and have to pay top notch prices for them at that. It is not the kind of business that the agents care to accept, but it enables them to get rid of their odd lots perhaps that in some cases are not considered especially desirable. The reports from men on the road have been good. Sales have been made without trouble and although the amount of business transacted is not very much larger than that of a year ago, it is summated in a cleaner and quicker manner and is most satisfactory.

Hosiery—Plain blacks are naturally taking the largest share of business, but there is a good deal of buying being accomplished in mild fancy effects. One feature which seems to astonish many of the wholesalers is the quantity of tans which are being ordered, and this demand covers not only the lower and medium grades, but the finer goods as well going to the exclusive men's furnishing goods stores. It is thought by those who are good authorities in the trade that the future for tans is more than good. Tans are going to be big sellers and the retailers that are in on the ground floor with their orders will find that they have taken the safe track. In the primary market business has quieted down to a considerable extent and most lines are now well sold up. Although there are naturally some that are in a position to take more orders, still there is little to worry over. For with most of the lines sold up and the balance showing every prospect of being closed out at good advances, the future looks very bright. The agent has no longer cause to worry as he had at the beginning of the season. It has been a success. Prices have risen and in spite of a number of promises of breaks in quotations, they have for the most part held in good shape. Another

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.

point that is most gratifying, and of which we have spoken before, is the fact that better qualities are wanted all along the line. The consumers have been educated up to the point where they find it best to spend a little more and get very much more for their money. Another interesting feature of the market is that of cancellations. There are some being received, but not many, yet those that have come to hand are welcomed by the agents, for not only can the goods be readily resold, but usually at advances on the old prices.

Carpets—Manufacturers of carpets in general continue busy on old orders and report no change in the situation except that they are so much nearer the end of the present season. Business that is to be transacted this season is practically all in the hands of the weavers and has been there for some time, so that weavers are giving little attention to the selling end of the market. Manufacturers are giving their undivided attention to the filling of the large orders which they already have on hand and this alone will keep them very busy up to the time when the new season's goods are ready to be shown. Deliveries are being rushed to their destinations with the greatest possible speed, so that the final distributors may have ample time to get ready for the public's usual inspection of the new spring lines. Jobbers have been pushing the weavers to make deliveries as large as possible on account of the small stocks left over in the retailers' hands in order that there can be no possible chance of any business getting out of their hands. At this period of the present season the retailers occupy the greater amount of the manufacturers' attention, and from now on to the close of the spring buying season of the public, the carpet manufacturer will make it his business to collect all the data and information concerning the public's wants for carpets so that the ideas received may be brought forth in the new patterns of the following season. New fabrics in the hands of retailers to-day show but little difference compared with those exhibited last fall, except that the figures are not so large and the color effects are not so light and unserviceable. Greens and reds are shown in the great variety of patterns as usual. These colors appear to be always in the favor of the buyers for they show very little change from year to year. Old golds, which a year or so ago were exhibited so largely, are shown but little now, for the public do not seem to take to these lighter shades on account of their being so easily soiled. The carpet-sized rugs in all the standard weaves are likely to be in as great demand this coming spring as during the past year. Retailers are carrying a large stock this spring, and anticipate a heavy business. Rugs retailing from \$25 to \$40 are likely to sell as well as the higher priced fabrics, if not better. The ingrain manufacturer is doing a very good business these days, or rather his business is about all in and he is now making all efforts to get deliveries out in time for the retailer to exhibit his handiwork. Ingrains that contain much worsted stock have cost the weaver a pretty good price this season, the difference being much more than the advance in price made over carpet prices last season, although jobbers and wholesalers do not seem to give this much thought. Worsteds yarns for ingrain have probably never shown so large an advance in one season as they have in this one and to-day prices are quoted

on a pretty stiff basis. Good all-wool ingrain and supers of the better grades are in good demand and much of the business that has been taken has been in these grades.

Linens—The market for linens is in a satisfactory condition as far as jobbers are concerned. With manufacturers business is of a moderate description and the majority are waiting for the new season to get fairly under way. It is evident that the jobber has on hand a stock which will carry him for some little time without replenishing, except on certain things. The jobber has not as yet been obliged to ask an advance, as he has goods in stock that were purchased when he was abroad before the season began at old figures. Other goods are on the way, deliveries of which have extended over a long period. Reports from the various primary markets of advancing prices have induced buyers visiting this market to place their orders, as it seems to be their idea that prices will shortly show more or less of an advance when new goods have to be purchased by jobbers, and that nothing will be gained by holding off. They are accordingly making their purchases. This has undoubtedly been one of the main reasons for the present increased buying in jobbing houses, and which is expected to continue, as the retailer, it is stated, has permitted his stock to reach a low ebb. Advices from the other side continue to emphasize the firmness of prices and the impossibility of any decline in the near future based upon the conditions of the yarn and flax markets. Agents on this side state that they have found great difficulty in obtaining deliveries, which are very much behind-hand. This is especially true, it is claimed, of housekeeping linens, which have been in very fair request during the week. Representatives are of the opinion that it will be decidedly difficult to obtain an advance for next season over the rise already secured on the goods that were bought for current consumption, which were considerably above the lowest prices.

Push Colors in Dress Goods Lines.

Lightweight sheer blacks seem to be as staple as any line of spring dress fabrics. All lightweight blacks taken by the early trade have sprung from these goods and are in appearance as staple as any shown. Last season this class of goods was considered by jobbers as a mere novelty. With the development of the retail season, a different line of black dress goods is becoming predominant. More attention is given to black tailor made gowns this season than for some time. A larger demand for black goods has sprung up from a large fall trade. The materials in demand include plain chevrons, all mobairs, broadcloths, Venetians and new Panama and basket weave goods.

Retailers often pay more attention to their black goods department at the expense of other colors. It is often the case that a new clerk unaccustomed to selling goods is likely to spend much energy selling black wear. It should be understood that black is a staple color and that pushing stock must be on other colors, as black will take care of itself. Shoppers when in doubt as what to buy generally get black.

A better line of dress goods is shown in nearly every dress goods department than formerly. But it is a question how many are carrying a better class of linings to correspond. The store which nowadays carries inferior dress goods linings is doing a great damage and in-

justice to itself. This is especially so with the class of dress fabrics on the market for spring trade. These goods are utterly useless without a good class of linings. Silk linings have become more popular, but trade which calls for other varieties demands good stock.

Much confidence is felt as to checks this spring. Because of an indifferent trade on them last fall some retailers throughout the Northwest have only looked at them casually. These would do well to investigate thoroughly before filling their shelves with other goods. According to those best posted checks are important enough to consider early this season. Scotch suitings are shown in checks and mohairs are made in black and white or colored checks.

The diagnosis of love is easier than the cure.

Rugs from Old Carpets

Retailer of Fine Rugs and Carpets.

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

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

National Fire Insurance Co.

of Hartford.

W. Fred McBain,

The Leading Agency,

Grand Rapids, Mich.

Straw Hats



You may not have seen the first robin of the season, but they are on the way. Not so with our straw hats—they have arrived and our line contains some of the best and newest styles out. Prices ranging from 45c up to \$4.50 the dozen. Come in and inspect our line.

P. Steketee & Sons

Wholesale Dry Goods

Grand Rapids, Mich.

The Laborer



Appreciates the value of the patented pocket in an Empire Overall. It is the only pocket that is really practical. Empire Overalls can be sold at the price of the common every-day article and still leave a good margin. Don't you think it would pay you to try them? Our salesman will call if you say so.

Grand Rapids Dry Goods Co.

GRAND RAPIDS, MICHIGAN

Exclusively Wholesale

THE FORESTRY RESERVE.

Cold Facts Regarding Its Influence on the Contiguous Country.

The amount of benefit to be derived from the Forestry Reserve by the contiguous country will depend largely upon the future development of this surrounding territory.

It has been fully demonstrated that there is no use trying agriculture over any considerable area, and the small successes that are made are on small place, protected from the winds by growths of jack pine or the young pines, oaks and poplars that form dense thickets wherever the fire has not destroyed them. The grazing business is carried on somewhat extensively by one or two individuals, who graze their herds of cattle over thousands of acres upon which they pay no taxes and, by bringing their cattle into the Reserve after the Supervisor has made his assessments and by disposing of them in the fall they are able to make a small profit.

One other industry should be mentioned—that of dealing in sand lots. During the last three years some Chicago people have purchased lands bordering upon the western shore of Higgins Lake. These lands have been platted into lots with the purported idea of building up a great resort. Not a tree worthy the name is to be found on the entire plat of several hundred acres. Maps have been created showing the Michigan Central Railroad running alongside Higgins Lake, and the steam can be plainly seen in the picture as the train pulls in. Both Higgins and Houghton Lakes are shown dotted with steamers and launches. Great hotels with palatial cottages are shown, and back from these are found, on the map, thrifty farm houses surrounded by orchards and teeming fields. Many of these lots lie in a large pond or marsh where the lot stakes form convenient resting places for the basking dragon fly or ever-present mosquito. Hundreds of these lots have been sold to a public that is ever ready to be humbugged and the county officials have received several thousand dollars in fees for the recording of the numerous transfers that have been made. The railroad is yet eight miles away to the eastward and the nearest farm to the west is quite fifteen miles distant. No steamers or launches as yet plow through the waters and none of the fine residences have been built; in fact, the only evidence of prosperity is a small twelve by fourteen building covered with tar paper. The north shore of Higgins Lake has two very pretty resorts, kept up by people from Saginaw and Bay City. The cottages are nicely located among the tall pines and rugged oaks and form, with the pebbly beach and deep green hue of the lake, one of the prettiest pictures to be found in Northern Michigan. While these trees last, and they will last as long as protected, these resorts will retain their beauty and popularity. There is no reason why the entire region around Higgins Lake should not become as noted as are these two resorts owned by the business men of the Saginaw Valley, but before this can be brought about, the barren, burned-over plains must be allowed to cover their nakedness with a growth of such forest trees as the soil will produce. We naturally find all these resorters ardent supporters of forestry projects. They have enjoyed their summer outings among the pines and have seen the utter failures made by most of the homesteaders who have located along the

route between the railroad station and the Lake.

Higgins Lake lies in nearly the central part of Gerrish township, in Roscommon county. For lack of sufficient residents to fill the township offices it is customary in this county to combine two or more towns—each six miles square—into one township, and Gerrish township has two towns. In that portion east of the Lake forty homesteaders have located in the last seven years. Of these, less than one-half are now on their homesteads. In the town west of the Lake, only two families remain, and the same condition prevails in the towns north. Everywhere one finds the ruins of these abandoned homes. Some of these lands have produced fair crops, but for a year or two only, as the removal of adjacent timber seems to have had a bad effect upon farms and farmers.

Around the western border of Houghton Lake and in the southeastern portion of Roscommon county are some very good farming lands. The timber, originally hardwood, has been cut away and some good farms have been made, but as the removal of all the timber has been accomplished, we find these farms suffering from a drouth brought on by the dry hot winds from across the plains that lie to the west. While it may still be a subject for discussion as to the effect of forests on the rainfall of any given area, all agree that moisture is more equally distributed throughout the year in a somewhat wooded country than in an area destitute of trees. The scorching summer sun or the hot sweeping winds rapidly evaporate all moisture with which they come in contact and within a very short period after a good shower it is difficult to find any trace of recent rainfall. Therefore, the Forestry Reserve will be of great benefit to the good farming lands that may lie within or adjacent to its borders. What can the Forestry Reserve do for the population? Pardon us while we turn on the searchlight of the Census Bureau and try to find the people. Roscommon county has sixteen townships, Roscommon village being the only incorporated town in the county. In 1884 the entire county had a population of 2,588. In the sixteen years which elapsed before the census of 1900 the county lost 30 per cent., so that her entire population was but 1,787, and 465 of these were in the village of Roscommon. The county lies in the great pine belt that extended from Lake Huron to Lake Michigan, and perhaps this decrease in population may be due to the floating population of the lumber camps. It is but fair to compare it with other counties which lie in the same belt, although most of these have much larger areas of agricultural lands. Crawford county, lying north, which has two townships in the Reserve, has gained 20 per cent. in these same sixteen years, although the present population is less than 3,000 for the entire county. Otsego county, on the north of Crawford, has gained 60 per cent. Ogemaw, on the east of Roscommon, has more than doubled its inhabitants in the time mentioned. Clare and Gladwin, on the south, have increased, Clare 55 per cent. and Gladwin 300 per cent., while Missaukee, on the west of Roscommon, has increased her population from 3,386 to 9,308, or about 200 per cent., and Kalkaska, on the west of Crawford, has increased fully 75 per cent. All these counties were stripped of their tracts of pine at about the same time as Crawford and Roscommon.

That these conditions are not brought about by the location of the Forestry Reserve in the vicinity of Houghton and Higgins Lakes is shown by a comparison with counties which have been stripped of their pine during the same period and which show relatively the same conditions in the soil, Jack pine plains and small clumps of good farming lands as do Crawford and Roscommon counties, and in Oscoda and Iosco counties we find these relative conditions. No tracts have been set aside for forestry purposes in these counties, yet we find many of the abandoned homes the same as are found near the Reserve. During the last ten years Iosco county has lost nearly 5,000 residents or about one-half its present population, while Oscoda has only 1,468 residents, as against 1,904 ten years ago. The shrinkage in population in the counties which contain our Reserve, therefore, can not be charged to the location of the Reserve, but rather to the fact that much of the land taken by homesteaders for agricultural purposes is entirely unfit for the production of the necessities of life and those who remain must depend upon the extra fertility of some small isolated nook, sheltered by trees from the winds, or gain their livelihood by the labor provided by the increasing resort business or rather newer industries which incorporate themselves within this territory.

Of such industries is the Michigan Forest Reserve. In order to protect our holdings from fire we must build fire barriers, such as roads. Nurseries must be established and the cultivated strips used for this purpose can be so situated as to protect choice locations where young timber is growing. These nurseries and the planting must be fenced

You'd
Better
Hurry



and send for our price list of crackers and sweet goods. We are going to have some of the finest sweet goods for summer consumption, put up in damp proof packages, that you can find on the market, and it will be to your interest to get a line on some of these good things by placing your order before the warm weather comes on. Get in the game and be the first in your town to handle these goods.

E. J. Kruce & Co.

Manufacturers of

Fine Crackers and Sweet Goods
Detroit, Mich.

Not in the Trust.

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

and at critical periods of drouth fire wardens must be employed to detect and extinguish fires before they have time to spread. All this means labor for the people who reside nearest the Reserve, and none are better fitted for this work than some of the young men who are our near neighbors. Their knowledge of the country and their desire for something to do make them the best of assistants. In the work already done the Forestry Commission has found these people very apt and convenient. The Commission has made as good a start at this work as its small appropriation would allow and all the labor was performed by these residents and the cash paid out by the State was paid to these people, and by them to the business firms of the nearest village. As the work goes on and the Forestry Commission extends its work, the amount of cash distributed to the resident population will be necessarily governed by the appropriations of the Legislature. We see no reason why the country and population contiguous to the Michigan Forestry Reserve should not receive as much pecuniary benefit, in proportion to the money appropriated, as does the immediate vicinity of any other institution fostered by the State. The present winter has brought the matter of fuel strongly before the people of our State. I saw last week in Cheboygan green block wood sold from farmers' wagons at \$2 per cord, and this in a city once surrounded by forests, containing to-day the largest pile of sawdust in the State, and whose people five years ago could get their wood free by hauling away from the mills or by going to the forests and cutting for themselves. All over Northern Michigan the price of wood for fuel has been steadily advancing until it is a fortunate man who is the owner of a wood lot. The successful reforestation of any area contemplates a plan that requires at a certain period a thinning out process and this thinning is done at a time when the trees taken out are of a size fit for fuel. On some of the poorest class of lands it may be impossible to grow anything but Jack pine, and that is only good for fuel purposes. Should the destruction of timber continue in the future as it has in the past few years, it will be a great boon to be near enough the Forestry Reserve to take advantage of its fuel products.

In short, the Michigan Reserve, with proper fostering care from the State, is destined to become of great benefit to the surrounding country and its people. More, it will be the one place where tired humanity may find rest and get close to nature, and this appeals to the people of the State at large. The Reserve should become the asylum of retreat for all kinds of game, as it is now the home of a few specimens of most of the wild animals natural to the State.

Far exceeding the pecuniary benefits to be received from a proximity to the Reserve will be the comfort afforded by the forest and the communion with the outside world attracted to the Reserve.

F. E. Skeels.

A ten-dollar-a-week clerk may knock out the good effect of the work of a high-priced advertising man. The advertising man can make people want to buy the goods, but he can not sell them. If people are induced by the advertisements to go to the store, and are there met by a discourteous, surly clerk who growls and pouts if he has to show his goods, how on earth can the advertising man help that?

How to Make Haste.

Reader, do you know how to hurry? This is a hurrying age, and you ought to know how to keep up with it. If you think it worth while, here are a few suggestions, written for busy men, that may help you:

1. Do nothing that you don't have to do. Cut out the non-essentials.
2. Don't hesitate. Begin at once. When you are through stop and begin on the next thing.
3. Don't be too particular what part of the job you begin with. Other things being equal, do what is under your hand first, and the next nearest thing next.
4. Don't pause between jobs.
5. Don't go from one job to another until the first is done. Do one thing at a time. It takes time to change your mind.
6. Do your thinking while you are acting, and think about the work now in hand.
7. If you have assistants use them. At first do only what they can not do; afterwards help them out.
8. Do nothing twice. This makes it necessary to do it right the first time.
9. Don't lay down one tool except to take up another.

If you follow these rules, and a few more that you can make yourself, you will be able to reduce your working hours about one-half; you won't think you are hurrying; you won't be bored and worn-out by your work; and when it is over you can go home and romp with the baby with an approving conscience and a mind at rest.

Her Happy Thought.

"Saw Mr. and Mrs. Boozer at the theater last night, and, by the way, her bonnet was adorned with the tail feathers of a rooster; queer taste, don't you think?"

"Rather, but considering the tendencies of her husband, not lacking in judgment."

"In what way, please?"

"Why, as long as there is a cocktail handy her husband is not likely to go out between the acts."

Love of Country.

"When it comes to genuine patriotism," remarked the boarder who was afflicted with ingrowing humor, "you will find it only in the South."

"Produce the proofs," demanded the skeptical boarder from the wilds of Michigan.

"Take the clay-eaters of Georgia, for instance," replied the party of the first party, "and consider how dearly they love their native soil."

Sturgis—Isaiah R. Peterson has left Sturgis under a cloud. For about three months he was a trusted salesman in F. L. Burdick & Co.'s dry goods store, but last week secured a position in Kalamazoo. Certain things transpired about that time to arouse Mr. Burdick's suspicions, and on Monday morning he proposed to search the trunk of the young man, who had sleeping accommodations in the store, but boarded at the Russell House. Peterson at first refused to have his trunk overhauled, but under threats of having an officer called he submitted. Mr. Burdick found in it a number of furnishing goods articles purloined from the clothing store which were quite valuable. The fellow was allowed to go on returning the goods, but Mr. Burdick notified the Kalamazoo firm of the circumstance, as they had engaged Peterson on his recommendation. Later a \$6 pair of trousers, also taken from Burdick's store, was found in his room at the Russell House.

Every Cake



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

Fleischmann & Co.,

Detroit Office, 111 W. Larned St.

Grand Rapids Office, 29 Crescent Ave.



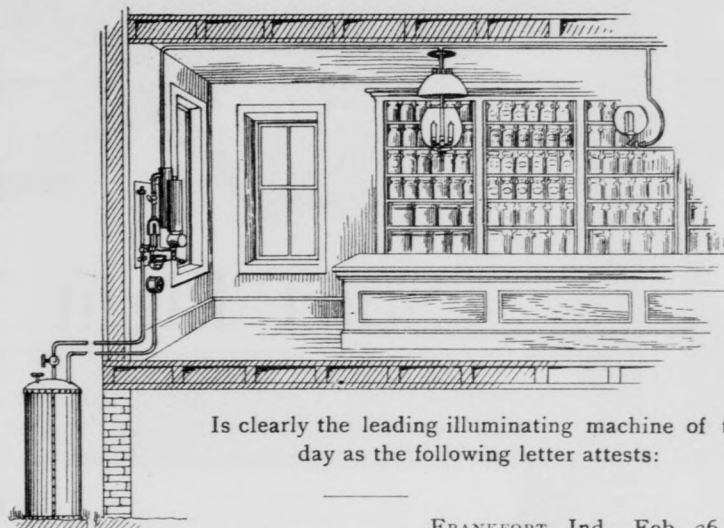
Housecleaning

The spring house, store and office building cleaning season is now with us, and all retailers will find a good demand for Brunswick's Easybright. This is a combination cleaner that will clean all varnished and painted wood-work and metals, as well as cloth fabrics, carpets, rugs, lace curtains, etc. It is a cleaner and polisher superior to any and all others now on the market.

It is cheaper and will do more work than any and all other cleaners. A quart can that retails for 25 cents will clean forty yards of carpet. All retail merchants will find it to their interest to put a case of each size of these goods in stock. The free samples and circulars packed in each case, if passed out to acquaintances, will make customers and friends. For sale by all jobbers.

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

THE IMPROVED Perfection Gas Generator



Is clearly the leading illuminating machine of to-day as the following letter attests:

FRANKFORT, Ind., Feb. 26.

I have your Perfection Gasoline Generator installed in my place of business and I cheerfully say that I am more than pleased with it. I think it is the best light in existence. I have not had a particle of trouble with it and cannot speak too highly in its favor.

VAL. F. BURNS.

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

TOUCHED ELBOWS.

Banquet Grand Rapids Hardware Dealers' Association.

The annual banquet of the Grand Rapids Retail Hardware Dealers' Association, which was given at the Eagle Hotel on the evening of March 5, proved to be a very enjoyable affair, both from epicurean and literary standpoints. After the viands had been satisfactorily discussed, ex-President DeWindt assumed the duties of toastmaster and master of ceremonies, first reading his annual report as follows:

Having completed four years' work in this Association, we meet once more in our annual social gathering.

The past year has been a most successful year in all lines of business, and the hardware business has received its full share of this general prosperity.

I was in hopes that at this annual meeting we would have the name of every retail hardware dealer in the city on our membership roll, but such is not the case. The Committee assigned to this work and other members have labored faithfully to induce each one to join us, but there are still several firms not represented. Why this is so I can not say, as they have given no good reason for not joining our ranks; but, as is often the case where good things are concerned, we do not all see alike and sometimes even stand in the way of our own advancement. Perhaps they are dissatisfied with the workings of our Association and perhaps they do not clearly understand its aims. We should not let it rest here, but each member should do all in his power to assist the officers and committees in this work—not leaving it to these few. They need your hearty co-operation. We can accomplish more work and in a more satisfactory manner if the individual members add their efforts to those of the officers.

There are all told thirty firms in the city. Twenty-three are represented in

our membership, so you see the field for work in this direction.

The work of the Association should be a part of your business and, if you wish it to be a profitable part, give it some time and thought.

Instead of absenting yourselves from the regular meetings, thus leaving the work for the faithful few, be present and then let your presence be known by the



ADRIAN DEWINDT, Retiring President

sound of your voice, giving the result of your private deliberations. After the various subjects of consideration have been thoroughly discussed and the policy of the Association decided upon, let us abide by it—and without criticism.

We need to stand by each other and to have more confidence in each one's purpose to abide by the decisions of the Association.

When a customer gets your price on a certain article and you see him a little

later with the goods bought at another store, do not at once come to the conclusion that he obtained them cheaper and that your competitor is cutting the price, as this may not be the case. Sometimes the customer is not truthful and will say that he can buy nails or glass, or whatever the article may be, for less than your price, trying to cause you to lower your figure; and it is seldom, after getting your price, that he will come back, even although he can not get it cheaper elsewhere. The next dealer he goes to see may be a better salesman than you are, or his goods and store may look more attractive, or his manner may be more pleasant; but, aside from all this, a customer dislikes to return, after trying to beat you down on your price, as by so doing he would imply that he was in the wrong, and this is contrary to ordinary human nature. The price does not always sell the goods, although I admit that it is the most important feature.

I want to urge you again to attend the regular monthly meetings. Those who attend regularly gain the most benefit from the Association, the man who attends strictly to his business gains his reward.

We have not a perfect organization and doubtless there are several lines of work which could be undertaken with profit to all.

The outlook for this year is very promising for our city. There are a number of large buildings and dwellings now in course of construction and more to be built and enlarged, and the demand for buildings for manufacturing purposes is greater than the supply. Our factories are all busy, labor has never been better employed and the business men have never been more united nor given more of their valuable time, thought and money for the interest and welfare of our beautiful city than now.

What is there in all this, gentlemen, but a bright prospect for us the coming year? So let us go forward, working for the best interests of our city and our Association; not in a selfish way, for

when we do the most for others, we do the most for ourselves.

With mutual consideration and forbearance, with good business sense and principles, we will aid and strengthen each other and will be rewarded with commercial peace and prosperity.

I have heard of unwise mothers who, after reprimanding or giving necessary counsel to their children, immediately follow it with a lump of sugar to soothe the chastened feelings. So, for fear some here may be suffering from feelings of self-condemnation, I shall now offer you not one but several sugar plums as a comforter.

Richard Brummeler sang "Out Where the Billows Roll High," and was compelled to respond to an encore.

In the absence of Mayor Palmer, Sidney F. Stevens welcomed the guests of the Association, concluding with a very interesting description of his experience as assistant advance agent for the Dan Rice circus 'way back in 1867. He boarded a packet at Cincinnati with \$50 in his pocket, \$40 of which he paid for his passage to Vicksburg. Arriving at that place, he put up at the best hotel and a day or two later struck the advance agent of Dan Rice's show for a job. On being asked what experience he had had in the circus business, he replied that he had been in the business all his life, having managed numerous successful circuses in his father's backyard in his boyhood days. The advance agent told him that he was just the man he was looking for and, placing him in charge of three bill posters, started him out ahead of the show. His first stopping place was at Yazoo City, where he met some opposition, including a Colonel who wanted to wager \$25 that Rice had no elephant. Mr. Stevens knew nothing whatever about the show because he had never seen it, but felt per-

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 10¢ 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.



fectly safe in making the wager, agreeing that if he won, the money would be his, and if he lost, it would be Dan Rice's loss. The next stop was a town up in a bayou where the people were so antagonistic to Yankees that Mr. Stevens expected to be mobbed or murdered before he left town. One of his men was arrested and it cost him fifty complimentary tickets to the circus to get him released. He gave orders on the Treasurer for his board bill and other expenses, but on account of the water lowering shortly afterward the circus was unable to get to the town, so that the complimentary tickets were never used.

T. Frank Ireland then made an urgent plea for co-operation in behalf of the State Association, which is published verbatim elsewhere in this week's paper.

Carl Judson presented the annual report of the Price Committee.

Frank L. Bean presented the report of the Socialistic Committee.

In the absence of Fred C. Canfield, Walter French gave an interesting talk on the subject of paint.

Howard Rutka sang "Conquered" and an encore, when E. A. Stowe gave a brief talk on associated effort, as follows:

Modern methods of merchandising are largely a matter of habit, and habit is one of the most difficult things to change, without some incentive to make the change. The association offers that incentive. Its very organization is an innovation, because it starts out with a set of aims and objects which contemplates the abandonment of every abuse which is detrimental to the trade and the adoption of new ideas and new methods which are enthusiastically hailed as the forerunners of better conditions ushering in an era of better times.

The local association affords the most practical method of assisting the retail dealer to get out of the rut of dead-beat-ism, competition of mail order and catalogue houses, long hours and cut prices, because, in these days of keen competition and active rivalry for trade, few merchants have the courage to stand alone in the introduction of new ideas of a revolutionary character. The association is no stronger than the individual member—no more capable of effecting coveted results than the single member—but, reinforced by the strength and encouragement which come from companionship and co-operation, the member of an association feels able to join hands with his fraters in taking and maintaining a position which he would hardly have the hardihood to take and maintain alone.

Conceding, then, that the individual merchant is fortified and strengthened by his affiliation with an association composed of men engaged in the same or kindred lines of business, what avenues are then open to him for exploitation? What abuses should he seek to abate? What reforms should he aim to accomplish?

In my opinion, there is no condition to which the individual merchant may properly aspire that the association can not legitimately espouse. Whatever is right and proper for the individual is equally the proper province of the association. Likewise, whatever is not proper for the individual is not proper for the association. Honesty is honesty, whether restricted to the individual or applied to a collection of individuals, and it is very necessary that this fact should be kept constantly in mind, because any attempt to overstep the mark invariably leads to disaster.

No association of retail dealers can afford to exist which owes its existence to levying blackmail or involuntary assessments on wholesale dealers and manufacturers. It is a melancholy fact that too many organizations of this character are apparently maintained mainly for the purpose of placing a weapon in the hands of unscrupulous

men to sandbag those who cater to the needs and necessities of retail dealers and who submit to being mulcted rather than subject themselves to the loss of trade which they fear would ensue as a refusal to stand and deliver.

It is a noteworthy fact that the organizations which resort to blackmailing tactics seldom last long and never accomplish anything to speak of for the members while they do exist, whereas the associations which insist on paying their own way and meeting their obligations in man fashion usually have long and prosperous careers, enjoying the confidence and co-operation of the wholesale trade and enabling their members to retain a measure of self-respect which is not possible where groveling methods prevail.

You will pardon me if, in this connection, I introduce a little advice on the subject of organized effort, based on twenty years' experience and observation:

Keep the best man to the front. An organization is judged by its officers. The success of an organization depends, to a great extent, on the good opinion of



CHAS. M. ALDEN, First President

those who come in contact with the association. If the jobbers and manufacturers with whom you are sometimes compelled to negotiate find that your officers or committees are weak or are susceptible to flattery, cajolery or bribery, they are not to be blamed for driving the best bargain possible and it is not to be wondered at that they entertain a very poor opinion of retailers' associations.

Having elected the best merchant who is adapted to discharge the duties of presiding officer, your President, stand by him through thick and thin, in sunshine and storm, in prosperity and adversity. Give him to understand that you made him your leader and that it is his business to lead and yours to follow; that whatever he undertakes you will assist him to accomplish; that so long as he remains your President you will second his efforts without question or quibble, implicitly believing that he is working for the good of the organization and that you will cheerfully acquiesce in the result, whether it be victory or defeat.

The same general rule of loyalty applies to the Secretary. He should be cordially supported and receive your hearty co-operation in every way possible. Instead of compelling him to ask you for the annual dues, volunteer to pay them at the beginning of the year and do not accompany the payment with a whining enquiry as to what the association is doing to benefit the members. Bear in mind that it is easier to handle a surplus than to manage a deficiency and that nothing tends more to keep an organization together and the members enthusiastic than a full treasury.

If you are asked to serve on a committee, do so cheerfully and promptly. Get at the bottom of things with as little delay as possible and, having formulated a report, put it in writing; and be

sure and attend the next meeting so as to answer any question which may be suggested by the reading of the report. Be loyal to the actions of the association. If the organization decides to discontinue the sale of an article because it is handled by catalogue houses and department stores, throw it out and firmly decline to handle it so long as the interdiction of the association remains in force.

By all means attend the meetings regularly. You have elected certain of your members officers and by so doing virtually pledged yourselves to stand by them and make their administration profitable to you and creditable to themselves. To remain away from the meetings and permit the officers to "run things" is not only discreditable to your officers, but unjust to yourself and the business you represent.

Otis Watson told an interesting incident of early days at Petoskey, after which Sidney Stevens read a poem, and supported the plea of President Ireland for the co-operation of the retail trade. The affair then closed with musical selections by Messrs. Bell, Bean, Brummeler and Rutka.

Every feature connected with the event was enjoyable and the manner in which it was conducted reflects credit on

those who had it in charge and shared in the work of preparation and execution. Nothing stronger than Deacon Johnson's ale was on tap, although the appearance of Frank Bean's nasal appendage suggested either something stronger or a very bad cold.

Depends.

"Do you know," said the accurate observer of men and things, "that the average life of a greenback or national banknote is about two years?"

"In my house," replied Mr. Phamlyman, "the average life of any kind of money is about two hours."

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.

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CASH IN YOUR POCKET



Will be saved by using the ALLEN LIGHTING PLANT. Three years on the market without a fire loss. Absolutely safe. Just the thing to take camping. Light your cottage and cook your meals. Why not enjoy city life out in the camp? Responsible agents wanted in every town.

A RUBBER STAMP

with fac simile of your name for only

\$1.25

Chas. H. Cogshall

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.

Clothing

The Clothing Trade on a Sound Foundation.

During the past two months the clothing markets have been the Mecca of buyers desiring to round out their stocks for spring and summer with their final purchases of lightweight garments. Owing to the conservative manner in which advance orders were placed the home trade of manufacturing clothiers has been exceptionally brisk. Now that the buying season has practically closed, something of an idea can be gained of the result of the season's business from the wholesaler's point of view.

In summing up the situation a prominent manufacturer stated that the season, while not as large as others of recent years in volume of trade, had been a most satisfactory one in every respect. The demand for better grade clothing was recognized and preparations were made accordingly. The greater part of the orders have been taken for medium and high-priced garments. Cheap clothing, which was such an important factor in trade a few years ago, has been practically eliminated, thus cutting off competition which, for a time, threatened the healthy growth of the better class of manufacturers. Business of the past five months has demonstrated that the clothing trade is on a sound foundation, and the general prosperity of the country is all that is needed to keep it there indefinitely.

Early deliveries have been made and the energy of the manufacturer of clothing is now being devoted to the preparation of the stocks which are to be shipped in March. A vast amount of goods is already in the hands of the retail merchants, and it is anticipated, with the good fortune of an early spring, a splendid business may be done before Easter—April 12. Experience of past seasons has taught the average merchant the fatal results of over buying, and this accounts for his conservative orders. A little encouragement from early sales will cause him to rush duplicate orders, and more dealers will depend on the wholesaler to care for their duplicates promptly this year than ever before.

This feature is a bad one, for in case of good business it is bound to result in exhausting certain styles and grades which are, of course, the best selling garments. Substitutions, the natural result, are disappointing to retailer and customer alike. It is a chance which in this day of fierce competition has to be taken, and there is no remedy at present to overcome the position in which a retailer may find himself placed in the midst of a prosperous season.

The styles for spring and summer differ but little from those worn a year ago. The shapes are modified somewhat, but bear the same general characteristics. The semi-military style retains its popularity. Coats are of medium length. The lapel is narrower and deeper, and of very graceful proportions. The English walking suit will be a prime favorite for spring, although single and double-breasted sack suits are very popular in the metropolis.

In fabrics solid colors in serges, chevots and worsteds have been largely ordered, but modest patterns, checks, plaids and stripes in delicate shades are growing in popularity and will no doubt be worn extensively as the season progresses. Cassimeres, tweeds, worsteds and chevots in soft tones of gray, brown

and olive are the materials chiefly in demand.

Outing suits for wear during the hot months are a more important feature this season than heretofore, and they are regarded more as a staple stock than simply novelties to liven up the lines shown by merchants, as was the case several years ago. Their great popularity of three years past has caused the change. The season promises to be a great "serge season," but despite this fact flannels, homespuns and like materials will be worn. The skeleton coat with belted trousers is the adopted style, and thousands of patterns in the various materials have been made up in these stylish and comfortable garments.

White and fancy waistcoats are selling in large quantities. Neat effects in duck, pique and figured wash materials are shown in both single and double-breasted effects. A serge suit worn with a white or fancy vest is a costume which will be worn to greater extent than ever before.

There is but little to say regarding the costumes for yachting, as both coat and trousers are practically the same as heretofore. The coat is either a three or four-button double-breasted sack of blue cloth, with well-peaked lapels and pockets with flaps. The trousers are either of white flannel or duck, are straight in the leg and are cut to turn up at the bottom.

Manufacturers of children's clothing report a very large business for spring and summer, and most of the factories are being worked night and day in order to supply the garments necessary to fill the orders. Sailor, Russian and Norfolk suits seem to be the more popular, but there are hundreds of variations of these styles upon the market. Flannels, serges and wool crasches seem to be taking the lead as to materials.

Wash suits for children are being sold in enormous quantities to supply the demand anticipated for the hot months. All kinds of wash materials are being utilized, but in the higher grade garments linens, ducks, piques and crasches are taking the lead. So satisfactory are these garments produced and they are sold at such reasonable prices that a vast business has been built up upon lines which were formerly but a small department associated with the regular children's houses.

The public has been informed regarding the immorality which is said to exist in the country districts of certain sections of New England. A tract distributor made revelations recently of a startling character. He is now followed by others who confirm the statements made, and make new allegations. At a meeting of the Baptist Social Union, held in Boston recently, one speaker said: "I believe there is no immorality in the Western mining camps to compare with that existing about five miles from the towns in New England." Another speaker said that the one encouraging feature in the situation is not the tract distributor or anything in that line, but the trolley car. "The trolley car," he said, "is bringing people in the rural districts into touch with the town and its beneficial influences, and the country churches are beginning to feel the helpful effect."

It is pretty hard for a man to keep on being a pessimist when a beautiful woman looks up into his eyes and tells him she is just awfully interested in his work.



Lot 125 Apron Overall
\$7.50 per doz.

Lot 275 Overall Coat
\$7.75 per doz.

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

Lot 124 Apron Overall
\$5.00 per doz.

Lot 274 Overall Coat
\$5.50 per doz.

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

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

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



**PAN-AMERICAN
GUARANTEED
CLOTHING**

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

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

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



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

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

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

**WILE BROS.
& WEILL
BUFFALO
N.Y.**

FIELD OFFICE OF A.D.V. N.Y.

Trend of the New Clothing Styles in Gay Gotham.

Some of the balmy springlike days we have been having this month brought out the robust swagger dressers in their shapes, and here and there one was observed in a light tan top-coat thrown jauntily open to display a fancy waist-coat. Down in the Wall Street neighborhood, where the full frock and semi-frock are worn to business, as well as along the Rialto and on Fifth avenue, vest slips were frequently noticeable. Enquiry at the outfitting shops in these localities uncovered the fact that vest slips are in pretty fair demand and are thought well of as decidedly dressy from now until warm weather sets in. They impart a becoming tidiness to the well-dressed business man and gentleman of leisure.

There is just as much diversity of choice among wearers as there are styles in neckwear. I have noticed that the dressy business men who daily come into New York via the ferries from Tuxedo, Lyndhurst, Meadow Brook, Roslyn and Lakewood show decided partiality for broad neckwear in neat patterns and quiet colors. While the large knotted four-in-hand is in the majority, there is a generous sprinkling of ascots and once-overs. The narrow styles and bows seem to be confined mostly to elderly men. From the swell furnishers who number the well-to-do among their patrons, I learn that broad effects are much in demand, and that there has been little call for the narrow forms, although they speak as though the best four-in-hand widths for spring will be from two to two and an eighth of an inch.

All of the best furnishers report that they have had phenomenally large sales of wing collars this season. It has been the leader in both the custom and ready-made shops. The impression seems to have been spread by the trade that for a man to be fashionably dressed, either for business or function, the best form of collar is the wing. It is the one style of collar which permits the wearer to use a varied number of scarfs, which has also contributed to the successful revival of the wing vogue. There is a fine point of appropriateness in the choice of a wing collar, however, for which I am indebted to the most fashionable collar-maker to the "upper suckles." He invariably makes it a practice to study his patrons' physique, and particularly the contour of the neck and face. From these physiognomical details he concludes that the pointed wing is best suited to the full round face, while the round points look best in setting off the angularity of the sharp or pyriform face. A person with a large fat face, he says, can becomingly wear large tabs, but the small face should be given the small or medium size, with height in proportion. The practical application of these details has undoubtedly contributed in no small part to his successful business. Apropos of the subject is the fact that the round points are not much worn, when numerically compared with the pointed form.

It is rather surprising that De Joinvilles have not been more popular than usual this season, seeing that collars suitable to their vogue have been favorites. There is not another form of cravat which adapts itself to natural folds so gracefully as the De Joinville, and it was thought that with the coming in of the large knots it would take among the fashionable beaus. But the difficulty it involves in the adjustment of the part

that encircles the collar has handicapped it. In the old days when De Joinvilles were worn by dandies a small flatiron was a common object on a gentleman's dressing table, being used to press the neck-encircling portion of that sort of tie, and also to flatten out the folded evening dress bow. The matter of pressing ties reminds me of a fastidious friend whose neckwear always looked spick-and-span yet was not always new. He said the secret of it was that he used the little long-handled iron he bought at his hatter's to iron his silk hat for pressing out his ties as fast as they became crumpled through use.

While awaiting an audience with a gentleman in a Fifth avenue shop the other day, I overheard a conversation between three of his patrons, one of whom, it appears, had just returned from abroad, and while at Paris had learned that Worth was making a specially of corsets for men. The gentleman said he had been told that the corset was growing in popularity in both Paris and London, not alone among the dandy set, but with athletic and soldierly men. It was worn by both the latter to preserve the elegant slimness of their figures while pursuing their brawn-producing amusements, and the military men found it a splendid support for the figure and a powerful militant against fatigue. He described the corset as a stiff, broad belt of webbing, stiffened at the sides with steel "bones," and worn under the waistcoat. For all this, however, I do not think the outfitter need yet trouble about including corsets in his regular stock. I tried to learn from some of the shop-keepers if they had any demand for corsets for men, but the closest I could get to it was the abdominal support favored by stout men for minimizing abdominal fatigue, and the sanitary wool abdominal support for protecting the viscera against cold, which is as much a part of the Englishman's regular wearing apparel as his shirt.

There were two radical departures from the approved stylings in overcoats attempted here this winter that were very short-lived. One of these was the frock overcoat with the long roll collar, one and two buttons, full skirted and close fitting to the waist-line. It was affected a little by some few actors, who undoubtedly flattered themselves as being fashion-plates among the "profess." The only one I saw on the stage was that worn by one of the leading characters in "The Frisky Mrs. Johnson." It is too ultra to be genteel. Another of the radical styles comes to New York from Chicago, so I am informed. It is the shawl collared overcoat. Neither would be selected by the genteel business man, and judging from the behavior of the wearers, as I studied their mannerisms, I infer that they felt somewhat conspicuously "out of good form" and will venture to assert that like most people, who once permit such a conspicuous feature to enter into their dress, they will avoid a repetition of it. A very modish tailor told me that he was compelled to make the garment according to the fancies of his customers, and that he invariably found, in regard to the man who dressed well and ordered several suits in a season, that once he selected anything radical in cut or general style, he soon tired of it, pawned it after a brief service and threw the ticket away, disgusted with his own fickleness.

Grays and browns have been quite prominent on the stage this season, as worn by the best dressed actors. And

while the wearers or their tailors have shown good taste in selecting the most advanced colors, the cut of the clothes is far from being "right up to the minute." All the sack suits, single and double breasted, I have seen before the footlights this winter have been of the exaggerated military cut, accompanied by the broad peg-top trousers, which makes the wearer look very effeminate in figure, broader in the hips than in the shoulders.—Apparel Gazette.

Couldn't Miss Her.

"You can't very well miss her," said neck-whiskered and pessimistically inclined Farmer Bentover, in reply to the enquiry of the stranger, according to the Smart Set. "Just keep on along down the road until you come to a white house, on the right-hand side, with green blinds, where there's a commanding-sized woman inside, shaped considerably like a clothes-horse, trimming a hat, or sewing a rag mat, or something of the sort, and at the same time putting up preserves, rocking the cradle, believing in predestination and a literal hell, picking flaws in the entire neighborhood, watching to see everybody that passes by, wondering to gracious where they are going and what for, and giving large, angular pieces of her mind to a small, frightened-looking husband, who appears to be on the point, most of the time, of trying to crawl inside of himself, as a kangaroo is said to hide in his own watch pocket in time of danger. Yes, that's where my second cousin, Canute J. Pennypacker, lives."

Circumstances Alter Cases.

Chimmy—Wot is de best way to teach a girl to swim?

Johnny—Well, yer want to take her gently by de hand, lead her gently down to de water, put yer arm gently 'round her waist, and—

Chimmy—Oh, cut it out! It's my sister!

Johnny—Oh! Push her off de dock!

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

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.

Some Recent Introductions in the Neckwear Line.

Two months of business have developed the fact that the retailers have carried over fair assortments of men's neckwear (even after the usual January sales) which can be made available for the spring business. Neither in shapes nor in the styles of silks are the changes so radical, but what last season's goods may be considered nearly, if not quite, as desirable as the goods of 1903.

The complaints of the retail dealers that so few really new ideas are shown is justified by the facts, but the fault can not be laid at the door of the manufacturers nor the originators of new designs, colors and combinations in silks. The fact is that nearly every avenue of original ideas has been explored so thoroughly that one wonders what there can be left to show that has not been presented before at some time or other.

There are few designs, in the way of figures, for instance, that seem to take well. When, for instance, the diamond, a block, the fleur-de-lis, the daisy, sunburst and a few other geometrical figures have been used there is little left to choose from that are not considered hazardous, judging from past experience.

The French lily had the longest run of any set figure except, perhaps, the diamond; both these figures have been used and utilized in a great number of ways until the public is tired of them.

In looking over a line of spring silks this season a dealer remarked: "Diamonds, diamonds and nothing but diamonds; why do they not get up something new and original—something that has not been out before?" Other designs were shown him in the way of flowers, sprays, etc., and he finally returned to the diamonds, saying: "After all, these have always sold well. I guess I had better stick to them," and bought his line perfectly satisfied.

The several new weaves which have been introduced this season are taking well, and if the goods should turn out satisfactory it will give the originators something new and different to work on. The same old figures, when produced in a new weave, appear new and attractive, and a new field will have been opened which can be worked up for several seasons.

It is very much the same in colors as it is in designs. For the use of men's neckwear, there are comparatively few shades that are available, and they are black, white, navy, garnet, cardinal, dark green and seal, and of these the first four are really what might be called safe. All the other shades are, many of them, beautiful, but suitable for women's wear, not men's.

Now comes the difficult task of selecting for men's neckwear manufacture a large and varied assortment of silks, and all new. Using the above shades for the ground, other colors are selected for figures, stripes, checks and spots. It is easy enough at first selecting, say, a good figure to make combinations of, say, black ground with cardinal, white, blue, gold and perhaps green. On a navy ground, white, gold, garnet and light blue; on a cardinal and garnet ground, white, black; on white ground, black, navy, medium-blue, cardinal and perhaps Hunter's green, and then the regular "bread and butter" combinations are done.

Now to go to work and originate other combinations that are good, that are sure to sell and that have never been

seen before, is not as easy as it appears to a casual observer.

Gray, fortunately, has helped out wonderfully the last few seasons, and although all lines have swarmed with them and it has been brought out in all qualities, it smiles on us this season as cheerfully as at any time, and it is considered one of the safest shades to buy freely of.

The trouble is that in this country we are apt to run a good thing so fast and hard that it rarely lasts more than one season. Unlike Europe—where men think more of quality than style and when men will often buy a style over and over again, if they have a particular fancy for it, just because they like it and it is becoming to them—here a continual change is demanded and it is often difficult to satisfy that almost abnormal craving for something different.

It seems to be a settled fact that the 1½-inch four-in-hand will remain the leading shape, at least until the advent of warm weather, having reference to all popular qualities.

In fine silks the folded-in square and the 2 to 2¼-inch Derby will be the correct shapes. It means that any shape tied as a four-in-hand of moderate width is good, and for the fine trade any shape which can be manipulated as a four-in-hand and an Ascot is right.

The metropolitan uptown stores prefer in an expensive scarf the folded-in squares, because they do not rely so much on what kind of a window display they can make. The Southwest and coast trade prefer the large squares, not folded in, because they always figure on making striking and imposing displays, which in those sections are supposed to draw in customers more than here.

New ideas will no doubt be disclosed as the season advances, and one of them will probably be the midget (1-inch) four-in-hand, probably 50 inches long, and the midget ties 5/8x28.

The turnover collars, which it is said will practically have no space, will demand very narrow neckwear.

A prominent manufacturer is showing and has already taken good orders for midget tubular ties 5/8x28. They are shown in plain colors and also with a single colored stripe running vertically in the center.

The Power of Illustration.

Illustration is a method of "putting things" which all wise constructors of advertising take into consideration, and almost all of them use. It is not only that the eye is more readily caught by a picture than by wording alone, nor that people like pictures.

Watch a man turn over a new book. If it have pictures in it, he will every time look at all of them, from cover to cover, before reading a line of even the most engrossing text. Whether the man is fond of pictures or not makes not a bit of difference. Nine illustrated books out of ten would be better if the pictures were cut out. Very often there is nothing else the matter with them, except that they would be better away. But every one looks at the pictures first; and an illustrated advertisement has three times the chance of being read that the other kind has. And pictures are not only attractive, they are convincing.

The public mind is a simple thing. It is much like the child mind. And here I propose to relate a brief anecdote.

About ten years ago I was conducting certain advertising, which had never been illustrated and was thought to be

incapable of illustration. But one day I had occasion to read a story to a little boy. It was a pathetic story about a lost dog, and pretty soon the boy, under the influence of my elocution, began to cry. "Oh, don't cry," I said, "you know it is not true; it is only a story."

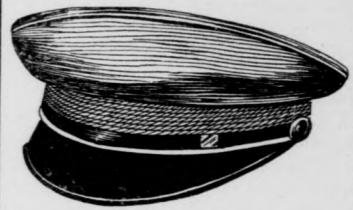
The boy pointed with tearful eyes at a picture of the dog whose misfortunes had moved his compassion. "Yes, he is true," he said, "look at his picture!" This impressed me. The moment I got to my office the next morning, I went to work and invented a plan by which these advertisements could be illustrated. In a week they were illustrated. In a month the sales had gone up 30 per cent.—Printers' Ink.

Freights and Buyers.

Every buyer, when sending an order, should state how he prefers the goods to be sent, as it may happen that with no directions from the purchaser the factory may increase the cost of the freight owing to lack of information as to the best routes. In fact, when sending an order, the buyer should give all details as to the best route to ship, how he prefers his goods packed and other facts. He should also be careful to state just what kind of goods he desires.

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.

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

Lands for Sale

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

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

500,000 Acres

750 Square Miles

Write for particulars and mention this
paper.

Mexican Mutual Mahogany
& Rubber Co.

762 to 766 Spitzer Bldg.

Toledo, Ohio

BILL HELLER'S CLERK.

How He Acquired the Store at Slab Siding.

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

Sunday at Slab Siding was even more quiet than the other days of the week. A majority of its inhabitants made a business of sleeping as late as possible, reserving only time enough to eat breakfast and get to church before the singing was over. The balance of the day was spent in "visiting around," for Slab Siding had but one church service a week, that being held in the school house.

On the Sunday following the events chronicled in the last chapter, Harm Johnson dutifully attended "meetin'," but it seemed to every one there that he acted strangely. Time and again, as the outer door squeaked, he turned his head to see who had entered, but he immediately resumed his former position with an unmistakable expression of disappointment on his not unhandsome face. Evidently Harm was looking for some one and it was equally apparent by the time services were over that that "some one" had not arrived.

After church he hurried home and precipitately bolted his dinner, heedless of the remonstrances of his mother, who was always troubled by a dread that his haste at meals would sooner or later result in dyspepsia. He then retired to his room, carefully rearranged his toilet, and presently might have been seen walking leisurely out of town. Harm congratulated himself that the deliberation of his movements and the route he had taken would disarm suspicion. He even tried to persuade himself that no one guessed him to be paying more than passing attention to any particular girl, and that his actions were entirely beyond espionage. But the delusions of youth have always made sport for their fellows, and especially in the country, where everybody knows more of the affairs of his neighbor than the neighbor knows himself, these little freaks and foibles of the unmarried furnish gossip with some of their most savory morsels and impart an occasional zest to the even life of the self-respected burgher that helps to make his humdrum existence less monotonous.

"There goes Harm Johnson all toggled up!" exclaimed Mrs. Cale Hennings. "Wonder what he's doin' up this way!"

There was a general rush and numerous Hennings, little and big, crowded to the windows and filled the open doors, staring wide-eyed at the familiar figure of the clerk as he sauntered along the road.

"Mebbe he's comin' in here," ventured Martha Hennings with a self-conscious simper. Mart was just turning fifteen.

"Not by a jugful!" asseverated Hod Hennings. "Harm hain't no use fer a gal what eats breakfast with her shoes unbuttoned. Here! You quit that!" he added suddenly, as the girl gave him a stinging slap on a convenient ear.

"He's goin' by all right enough," observed Tug Hennings. "I knowed it. What'll ye bet I can't guess right where he's bound fer?"

"He's probably just takin' a walk," suggested Mart. "He'll be back ag'in most likely."

"Hub! Takin' a walk!" pursued Tug rather ungently. "He won't be comin' back here to see you, I'll bet a dollar. He's goin' up to Dutchtown if know my letters."

"Oh, let the boy alone," interposed Mr. Hennings, looking up from his

almanack. He's big enough to take keer of hisself I promise ye. From the goin's on here a pusson'd natchelly s'pose the wa'n't but one feller in Antrim county, an' that that there feller was Harm Johnson. Don't ye never go to runnin' arter no man, Marty," he said in a more serious tone, "not even fer the President of the United States. The more ye do, the more ye kin. Ma," said he, addressing his wife, "how many seventeens is the in eighty-one?"

Hod and Tug moved out into the yard and watched the receding figure of the clerk. "He jest come around this way to make folks think he ain't agoin' out to Dutchy's," observed the latter. "Let's cut across through the woods an' have some fun with him."

"How?"

"Oh, plague him an' holler at him an'—well, he won't feel so funny if he finds out we know where he's bound fer."

"I know suthin'!" exclaimed Hod gleefully.

"What?"

"You know old Speckle hid away her nest this spring?"

"Yep."

"I found it this morn'n."

"Any eggs?"

"More'n twenty."

"Gosh!" The possibilities of the situation began to dawn upon the boy and he turned a half dozen back hand-springs that elicited applauding howls from the smaller Henningses grouped about the door.

"Come on!"

Hod scampered away toward the fringe of bushes that bordered the rear of the little clearing in which their house was set, and Tug went puffing after him. Behind a log, well hidden by overhanging brush, was the "stolen" nest of old Speckle, and in it, closely huddled together, lay the smooth brown eggs of the recreant hen—in number more than twenty.

Tug began filling the pockets of his home-made jacket. "We never can carry all o' 'em," said he.

"Can't, eh," replied Hod. "You jest watch my smoke!" Hod was younger than his brother, and as he had not yet been promoted to the dignity of shirts and suspenders, he still wore the waists of his earlier childhood—waists that were loose and baggy in the body, and that fitted snugly at the belt. Into this garment, then, he stowed away the balance of old Speckle's treasure, remarking as he did so:

"Jedgin' by the smell, some o' these eggs is jest about ripe."

"All the better fer our business, then," replied Tug. "Now, come on! We'll cut across." Dad Owens's paster lot an' through the big woods beyond, an' we'll jest about ketch him by that old hemlock stub. Then I bet there'll be music! Look out you don't lose any o' them eggs, cus we'll need 'em all."

The two young rascals hurried over the uneven ground as fast as the condition of the going and the delicate nature of their burden would permit, and ever and anon, as they stopped to crawl through a fence, or to thread the intricacies of a "windfall," Tug would exclaim: "Say, we won't do much to b-i-m!"

And Hod, sweating and breathless, would grin like a small demon at the prospect before them and reply heartily: "Not a thing!" Geo. L. Thurston.

[To be continued.]

God could not be everywhere, therefore he made mothers.

Objecting to Labor-Saving Devices.

Strange to state, there still exists a strong prejudice in some countries against the use of labor-saving appliances, on the grounds that human labor is thereby displaced. Experience has shown that wherever the machine has been introduced the demand for human labor has also increased, by reason of greater production and the opening of larger areas for use. If the people of any one section refuse improved machinery the result will be that they will have to compete, unaided, with those who are wise enough to resort to labor-saving devices. It is useless to attempt to evade the inevitable. The world is progressing, and any people or country lagging behind will be placed at a serious disadvantage in the struggle for existence.

You can not have too much sunshine in your life—absorb all that you can today; to-morrow clouds may gather over your horizon.



The Imperial Gas Lamp

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

The Imperial Gas Lamp Co.
210 Kinzie Street, Chicago

BUY OF YOUR JOBBER

IMPERIAL

COMPUTING SCALE

ONLY \$3.75

WARRANTED ACCURATE

WEIGHS 2 LBS. BY 1/2 OZS.

SAVES TIME & MONEY

COMPUTES COST OF CANDY FROM 5 TO 60 CENTS PER LB.

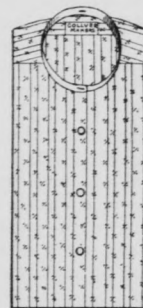
BEAUTIFULLY NICHE PLATED THROUGHOUT

PELOUZE SCALE & MFG. CO.

118-132 W. JACKSON BOULEVARD, CHICAGO.

ATTRACTIVE CATALOGUE 30 DIFFERENT KINDS OF SCALES

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

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.

WORLD'S BEST

S.C.W.

FIVE CENT CIGAR

ALL JOBBERS AND

G. J. JOHNSON CIGAR CO.

GRAND RAPIDS, MICHIGAN

Shoes and Rubbers

How New Methods Have Begotten New Conditions.

As a business man looks over the announcements of new dealers entering into the shoe business, changes in existing houses, and failures of old established concerns, he is struck by the thought that the causes that lead people into the shoe business and force experienced shoe dealers out of it are worth serious consideration. It has become the custom for men's outfitters all over the country to add shoe departments to their stores. In smaller places a considerable proportion of men entering into independent business are opening shoe stores, while many changes in firms indicate the infusion of new blood. It is safe to say that the experienced clothing or furnishings dealer has little or no knowledge of the peculiarities of the shoe business. The small dealer opening an exclusive shoe store is in many cases in the same position. Both these men may make a success of the business if they get men with technical knowledge of the business to supervise the department, at the same time making use of an up-to-date business system for the conduct of the shoe, as of other departments.

It is often the case that people express surprise that a trader knowing little of the peculiarities of a business can embark in it and make a success. It is often also a matter of surprise that a man who has been in business for many years is at last compelled to retire while younger firms and less experienced dealers are making a success of the business.

Success in the retail shoe business is determined in these days by a proper system of doing business. The system must be business like and must be adapted to existing conditions in the shoe trade.

It is certain that no dealer can make a success who does things on a guess-work basis. There are men who have shoe repairing departments in connection with their business who cannot tell how much they cost as a loss, or how much they make as a profit. They have no definite ideas of how often they have turned or can turn stock in a year. They have no system of stock-keeping that enables them to know at short notice what stock they have in the store or how different lines are moving. All this has as its result that they are all at sea about the percentage of profit they must make to do business successfully. Again, where men have well thought out systems of store management, they are often out of date and not calculated to meet the needs of existing conditions.

The shoe business, like all lines of apparel business, has undergone a great change in the last two decades. There was a time when in the shoe business, as in other lines, business was done on staples. Merchants were compelled to buy a long time in advance of their actual wants, everything they carried was practically to be regarded as a staple, varieties were less numerous than they are to-day, and the element of fancy features and fancy goods entered very little into the business.

To-day these conditions have passed away. The element of style has changed the character of the shoe business. The competition of manufacturers is forcing on the market the greatest variety in shoe styles. They come and go with great rapidity. The taste of the public is

fickle and determined by the new ideas brought out in shoes.

The whole tendency in the business is toward conditions that take the business into a class with those lines of business where style plays the first part in determining the nature of business done.

In other words, time has become a very important element in the shoe business. The tendency is to sell goods on shorter and shorter time, while the variety of styles makes it necessary for the dealer to pay close attention to the movement of his stock, so that one style shall be sold while it is new, and he shall be left with no stickers on his hands.

Another most important matter is this: When a stock is composed entirely of staple articles, it is of comparatively little importance whether it is carried over from one season to another. But when a stock is made up of novelties, it is a matter of the greatest importance that there shall be no left-overs. But with fancy goods there are bound to be left-overs. It is necessary, then, for the merchant to adjust his prices to this condition. He must set such prices on a part of the lot that sells first that the remainder of the lot, which must be sold at bargain prices, can be disposed of without impairing the profit on the whole.

If a merchant handling a variety of styles which sell out irregularly, and with many pairs of left-overs, were to mark his goods at the same low average of profit as his staple goods, he would suffer loss and fail to make the necessary percentage of profit for success in his business.

Success in the shoe business, then, demands that a retailer shall so take account of the character of his stock that the percentage of profit returned from various lines shall be determined by the rapidity of movement of goods and the quantity of each lot sold.

The shoe business is becoming a fancy business and conditions in a fancy goods business are different from those in a staple goods business, and must be adjusted to that end.

One of the greatest mistakes that merchants make is in allowing their methods to be determined by the custom of the trade in their locality. A competitor cuts prices on a line of shoes. His neighbor follows him, although the conditions of business may be such as to warrant no cut in the one case or the other. A merchant should not be governed wholly by his competitors' movements in these matters. He should know what it costs him to do business, what his rent, fuel and light, store furnishings and salary lists amount to. He should know what percentage on his capital invested he must make to be successful. He should know what he must charge up for depreciation. All these matters should be figured out carefully by him. Then he should carefully study his stock, putting such prices on the different portions of it that he is able to make a large profit on some portions and a small profit on others, but a profit that on the whole will average up well at the end of the year and give him the returns that he must make to be successful.

There are too many men who know nothing about correct system in their business. Such men can do no better than make a study of systems used in other lines of business. They should note the various elements of expense connected with a business, the different

It is Wet Weather Wisdom

To order your Mackintoshes, Rubber Coats, Drivers' Coats, Oiled Clothing and Cravenettes

NOW

Don't wait until the wet weather is upon you and then run short of goods. Now is the time to look up your stock and see what sizes you are short and what you are out of, and order up and when the wet weather does come you will be in good shape to serve your trade. Swatch cards and catalogue for the asking. Waterproof Clothing of every description.



Goodyear Rubber Co., 382-384 East Water St.

WALTER W. WALLIS, Manager

Milwaukee, Wisconsin

Our Star Line of Boys', Youths' and Little Gents' Shoes are Strong Trade Pullers



STAR LINE

Made from Oregon Box or Veal Calf and Keystone Leather. Constructed over lasts that do not retard the growth of the foot. Strongly stayed at every point of strain. They look right, fit right and wear unusually well.

Rindge, Kalmbach,
Logie & Co.,
Ltd.

Grand Rapids, Michigan

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

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

ways of taking account of them and from their knowledge of their own business and the conditions governing it they can make up a system that will enable them to know with some degree of definiteness that guesswork has been eliminated from their operations and things put on a paying basis.

No Reward Due Him.

The shrewdness of one of the founders of a famous estate in Maine gave rise to many amusing stories, one of which has recently been retold.

One day the man, who was a large lumber operator, was superintending a crew which was breaking up a log jam in the river. Suddenly the spruce on which he was standing slipped. The lumberman dropped out of sight in the water and the logs closed over him.

The nearest Frenchman saw the accident. Hopping briskly over the slippery logs, he helped the "boss" to land.

Nothing was said about the accident. After an hour or so the Frenchman began to get anxious because the reward which he considered due was not forthcoming. He approached the lumberman and, pulling clumsily at his cap, stammered:

"I see you all in, m'sieur, an' I run queek to pull you out 'fore you drowned."
"Prob'ly," snapped the lumberman, "prob'ly, if you'd been 'tending to business, as you'd oughter you wouldn't have seen me fall in."

She Made Sure.

As a Southbound train reached the union depot the other day an antique-looking dame thrust her head out of the window opposite the lunch room and loudly shouted:

"Sonny!"

A bright-looking boy came up to the window.

"Little boy," she said, "have you a mother?"

"Yes, ma'am."

"Do you go to school?"

"Yes, ma'am."

"Are you faithful to your studies?"

"Yes, ma'am."

"Can I trust you to do an errand for me?"

"Yes, ma'am."

"I think I can, too," said the lady, looking steadily down on the manly face. "Here is five cents to get me an apple. Remember, God sees you."

Probably one of the most serious mistakes of the shoe dealer or clerk is in underestimating the intelligence of his customers. It is well to remember that you are in business to sell shoes and make money for the firm and not to exploit your ability and cleverness. Do not be oracular. As a matter of fact your opinions on most subjects are of little or no interest to the man who comes in to buy shoes. Many people like to hear themselves talk and you can often score a good point by listening. It is good policy to let a customer tell you the story of his life, if it is not too long and he winds up by buying a pair of shoes.

Close Out Heavy Goods.

Now is the time to get rid of your heavy shoes. Do not save them until next winter, thinking they will be just as good then as now. Make room for oxfords and spring and summer goods. Shoes do not improve with age like wine. They lose their value.

The oftener you turn over your stock the more money you make on the capital invested. During March you will find many customers who would just as soon have a heavy soled shoe as a light one and you can get rid of a great many pairs. Then next month you will have a nice clean stock and be ready for spring business. But if you hold on to a whole lot of box calf bluchers and double sole enamels you will have your shelves crowded with dead timber. You may have to mark down a lot of your stock so as to be able to close out the most of it. Do not mind this. Just mark them down and get rid of them. The styles will be a little different next season.

One of the most successful buyers in Chicago marked every double sole shoe in his house down 20 per cent. during February and he got rid of quantities of them. One man bought four pairs all for himself and this same man, in passing through another store, saw a dressy patent leather button shoe that was reduced and bought a pair. This man has five pairs of new shoes. This just goes to show that people will buy goods if the price appeals to them. Let the people know that you are selling off heavy goods. Advertise them in your local papers and by circular letter. There will be plenty of time during the next few weeks to attend to this before the spring season opens.

Every extra pair you sell during the next few weeks will be just so much gain. One firm that just started business in one of the principal streets of Chicago last Saturday have in their window trim two shoes hanging right in the center of the front of the window. One is a freak toe and the other a piccadilly.

These shrewd merchants know that all men are not of the same taste, so they cater to all. That is the way with your winter stock. You can not sell everybody, but you can sell a good portion of them if you only go after them in the right way.—Shoe Trade Journal.

Sixty per cent. of the population of Norway live by agriculture, 15 per cent. by manufacturing and lumbering, 10 per cent. by commerce and trade, 5 per cent. by mining, and the remainder are in the professions and the army and navy and engaged in different employments.

The Lacy Shoe Co.

Caro, 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.

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.

Remember Ever

We Build Shoes
That Build Your Business.

Herold-Bertsch Shoe Co.

Makers of Shoes

Grand Rapids, Mich.

How Lasterville Managed to Get a Shoe Factory.

Well, we have a shoe factory.

I forget whether I told you about it or not, but the factory is here just the same.

It came about in this way. A nice appearing fellow from somewhere or another came here and looked at the water power and talked with a lot of the leading citizens about what a lovely village we had and what a chance there would be for making a city of it in a few years if we only had a few more factories.

He was acting as the agent for a new patent farm fence. That made his presence in the village all natural and nice. I never heard that he sold any of the fence, but he talked about it a good deal and had a section of it stuck up down at the corner of Main street and the North road, where the farmers could go and see it every Wednesday and Saturday when they were in here selling truck.

We learned afterward that he got the agency on commission and did not expect to sell any—but that is another story and has nothing to do with this one, as Mr. Kipling sometimes remarks.

Well, there was a meeting of the Business Men's Association one evening. Mr. Mann, that was his name, Mr. Mann—H. U. Mann, to be exact—Mr. Mann was invited to address the meeting.

There had been nothing doing along back at the meetings of the Association. The town had been more or less prosperous all along without any more factories than those which have been here ever since anybody can remember. There is the foundry where they make the celebrated Furrow plow. This firm does a nice safe business, and the man whose grandfather invented the plow and started manufacturing it a good many years ago lives in the eighth best house in town, goes to everything that comes along, lives comfortably and is highly respected. I think the plows must be sold all over the county, with some invasion of the four counties which bound ours.

Then there is the big flouring mill which does all the custom grinding for this section and spends the rest of its time manufacturing a special brand of buckwheat flour for the world's pancakes, the bed-ticking mill, which employs so many girls, and one or two others which have been going so long that we have got sort of used to them and never even think of except when people ask us what industries we have.

But, as I was saying, this Mr. Mann got up in the meeting. There was a pretty good attendance of business men and professional men and others. As stated, the Association has never amounted to much as a town booming machine, but the President is a popular fellow who has a good deal of money and he loves to preside, so that he goes around just before every meeting and bones people to come so that there is almost always a nice attendance at the regular monthly meetings, and after the regular order of business has been gone through with and each of the lawyers and doctors has been allowed to make a speech, the President almost always makes himself popular by opening a box or two of cigars or a case or so of something which makes a good throat wash, and the rest of the evening is spent in an enjoyable and profitable manner, the amount of money changing hands depending on how much the President brings to the meeting with him and what sort of hands the members hold.

After Mr. Mann had gotten nicely acquainted with almost everybody in town and had attended two or three of the meetings he got right up, under the head of "remarks," and proceeded to say as follows:

Mr. President and Members of the Business Men's Association of Lasterville:

I have listened with feelings of profound interest to the remarks which have been made here this evening and to the statistical report of your Secretary, which shows what an important village Lasterville is becoming, among the stirring commonwealths of this glorious State.

This lasted for six minutes and forty-two seconds corrected time, after which he told four stories which were entirely new in Lasterville and were of extreme funniness, and then when everything was fine and fit and everybody was feeling good he broke the news to them. He had been, he said, sailing, while in their midst, to a certain extent, under false colors. It was true that he was the agent of the cheapest and most durable wire fence in the world, but that was not the real reason of his presence in Lasterville.

"I came," he said impressively, "at the behest of some of the leading capitalists of my own State, to spy out, so to say, this your fair land. The fame of Lasterville has gone beyond its own borders, beyond the borders of this county and even beyond the borders of this State and its manifold advantages as a manufacturing and distributing point have been looked upon with covetous eyes from afar."

This went on for quite a while until everybody was swelled up a good deal and then he broke it to them. A great Eastern shoe factory desired a change of location. It wished to get away by itself, away from other factories, where its people could have the benefits of village life and where labor troubles would be less known. At its present location there was not available sufficient room for its constantly and enormously expanding business, neither could sufficient and certain power be secured to operate its many machines and the many more which must soon be installed.

In the search for a new location he had visited many points. There were some, he confessed, which had somewhat better advantages to offer than had Lasterville, but as his life would be identified with the plant wherever it was located he hoped and prayed that Lasterville would be decided upon. Then he told of the advantages that the addition of such an industry would bring to the town. The hundreds of working men and women who would be added to the population, other hundreds as the business increased, until—it was not at all without the bounds of possibility—from the addition of this one industry alone and the industries which would be attracted to the place because of the presence of this one, Lasterville would become a city. "A fair and beautiful city," was the way he put it, "and one of the commercial and industrial strongholds of this glorious State."

But, unfortunately, he was not sure that he could influence the choice of Lasterville as the location, for while his preferences would be consulted to a certain extent, numerous other villages had heard of the contemplated change of the factory and were bidding against each other to secure the industry. One point, he said, where the advantages were about the same as those of Lasterville, had offered a building site con-

taining four acres of land near the very center of the village, free taxes of all sort for a period of ten years and a cash bonus of \$8,000. Personally he would prefer that the great industry come to Lasterville without money and without price, but, unfortunately, such considerations had weight with more powerful members of the company than was he, and he could only present to his superiors the manifold advantages of Lasterville and let them choose. Then, being one of those men who know when they have said enough, he sat down.

Say! That was the greatest excitement ever stirred up in Lasterville. A half dozen enthusiastic citizens were on their feet in a moment, clamoring to be heard, and as a result Mr. Mann was begged to use his influence with the firm to induce it to defer the selection of a

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

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.



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

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

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

site until Lasterville could show what it could do.

After a little urging, Mr. Mann consented, but he did not do it too tumultuously. Wrinkled his brow and thought, and wanted to if he dared and all that, but finally decided to chance it and said come what might, he would hold his report back for three days.

Well, then, there was mounting in hot haste. Subscription papers fairly lugged themselves around the village, and loyal-spirited citizens of means almost stood in line to subscribe, and long before the three days was up a special meeting of the Lasterville Chamber of Commerce (the name of the organization was changed at this very meeting) was called, and the committee reported that the loyal citizens of Lasterville had subscribed a fund amounting to \$9,876.50 to offer to the Consolidated Footwear Syndicate as a bonus for locating its plant in Lasterville, and in addition the committee was authorized to offer on behalf of one of Lasterville's leading citizens, the splendid water-power site known as Misty Falls Park, containing three acres of land, as a location for the factory, without money and without price. The people gasped. Dear old Misty Falls Park owned for so many years by old Mr. Grippenny, who had always been considered so mean that nothing could move him. Old Grippenny had been enthused in some way (some said it was by H. U. Mann) to such an extent that he had given this beautiful property. A good many people who had known Misty Falls Park as the scene of many a joyous Sunday afternoon and of full many a church picnic of purest joy serene winced a little to think of the picturesque spot being devoted to a factory, but even these thoughts were forgotten in the joy of Lasterville's coming commercial and industrial supremacy, and in a few well-chosen words, in which he almost choked with emotion, Mr. Mann received the offer and stated that were his feelings and his interests alone to be consulted he would accept it at once; he could only transmit the offer to the more important powers of the Consolidated Footwear Syndicate and urge its acceptance.

The President of the Consolidated must have gotten up out of bed to wire a hurry-up acceptance, for on the evening of the second day another special meeting of the Chamber of Commerce was called, and, in the most eloquent speech yet made, Mr. Mann accepted, on behalf of the Consolidated Footwear Syndicate, the munificence of the progressive citizens of Lasterville, congratulating the beautiful village and its enterprising inhabitants on securing such an enterprise, and predicting a future for Lasterville which must have made the early beauty sleep of New York, Boston, Pittsburg and Chicago feverish and uneasy.

Then the doctors and the lawyers and one minister made speeches, but little less enthusiastic, and the result is that Lasterville has a shoe factory.

I wish that this letter was not getting so long. I would like to tell you a lot more about it. Maybe I will next time I write.

Perhaps some of you fellows are living in towns where they have been able to secure industries in some such way as this. If you do you will recognize the whole idea. If you do not you have not missed much.

Meantime we are doing an average business and we have determined to sell mostly for cash this coming year.—Ike N. Fitem in Boot and Shoe Recorder.

Mothers of Great Men.

We hear much of the forefathers and far too little of the foremothers, declares the Philadelphia Ledger. History for the most part has been written by men. It refers, therefore, chiefly to masculine exploits. The annals of the home are not the material of which history is usually composed, yet the character of the home and of its presiding genius, the wife and mother, is the controlling factor which fixes the destiny of men and women distinguished for greatness or goodness. Benjamin West said that a kiss from his mother made him a painter. Napoleon Bonaparte held that the future good or bad conduct of a child depended entirely on the mother. He was not, from the view point of many persons, a creditable representation of gentle home influences. He has been called the incarnation of slaughter. Such forcefulness as he possessed he attributed to the training of his mother, who, he said, found means by tenderness, severity and justice to make him love, respect and obey her. "From her I learned the virtue of obedience."

In the report of one of the inspectors of parochial schools in England, published some years ago, the significant observation was made that the managers of a certain factory when about to employ a boy made enquiry respecting the mother's character. "If that was satisfactory they were tolerably certain that her children would conduct themselves creditably; no attention was paid to the character of the father." An English writer, commenting upon this, remarks that if the mother is a woman of prudence, force and intelligence the children will be successful, "whereas in cases of the opposite sort, where the mother turns out badly, no matter how well conducted the father may be, the instances of after success in life on the part of the children are comparatively rare."

This is rather a startling observation, but it is probably justified by experience. The influence of the mother on the character of her children during their formative period is incomparably greater than that of the father. The molding influence of the mother is apparent in the lives of such differing personalities as Cromwell, Wellington and Washington. It is traceable in the lives of the majority of the men of action. The biographies of great preachers, statesmen, writers, orators, famous merchants and men of large affairs and the forbidden story of crime establish, it is confidently believed, the justice of the Napoleonic maxim that the future good or bad conduct of a child depends chiefly on the mother.

Great mothers have not secured justice from the historian, but they are represented in their illustrious progeny. With few exceptions our statesmen and leaders of thought and action attribute whatever measure of eminence, success or respect they have reached in the world to the direction given to their intelligence and energies by their mothers. It is said to be the right of every child to be well born. Fortunate is the child who has a good mother. The loss of such a mentor, friend and guide is the most calamitous event that can happen in any household.

Signs Suitable For a Grocery Store.

Stroller, the versatile contributor of the Grocery World, says he was recently importuned by the advertising director of Gimbel Bros., of Philadelphia, to prepare a series of signs suitable to display in the grocery department. The

result of his labors was as follows:

This is the cleanest grocery store in the Universe. Every employe, except the manager, bathes daily. The manager says he'll die first.

No clerk in our grocery department ever has an impure thought. Everything in this department is strictly pure.

All clerks in this department are required to shampoo nightly. Any one finding anything in our dried fruit but absolutely clean hair, please at once advise the office.

In deference to the wishes of the many church members among our customers, we do not handle deviled foods of any kind.

Our groceries are so much better and stronger than those that the members of our firm have been getting at other stores that our firm are afraid that their greater strength and richness will make them ill, and they therefore buy nothing from this department.

Some sausages are made from common dog meat. Ours are not—exclusively St. Bernards.

Excepting the pork products, everything that comes into this department is personally tasted by member of our firms.

Our advertising manager will pay one cent apiece for laudatory adjectives to apply to the grocery department in advertising. (Need not necessarily be true to life).

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.

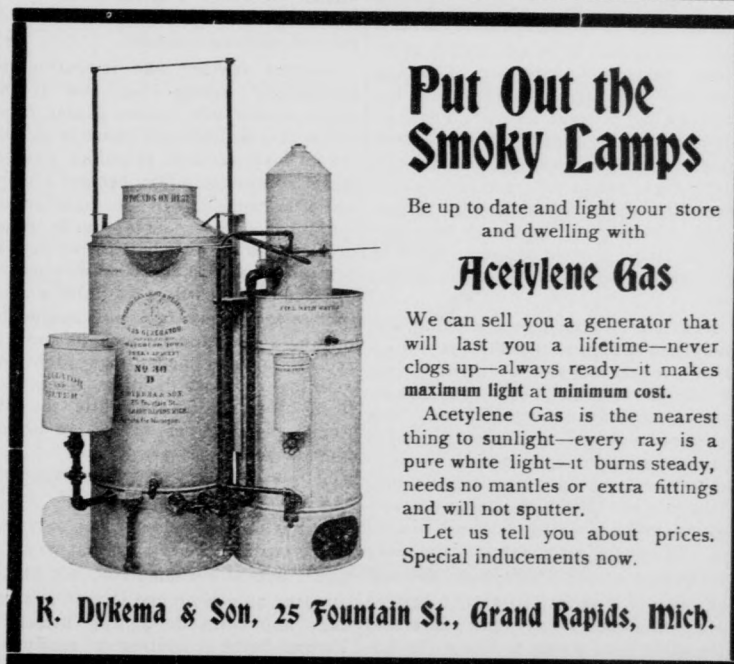
Brown & Sehler,
Grand Rapids, Mich.



Mayer's
COMFORT SHOES

Embrace every feature that goes to make style, comfort and durability. Our gored shoes run just a little ahead of anything made by our competitors. The goring used in the production of these shoes is the very best made and will retain its strength until the shoe is worn out. All styles and grades. Dealers who handle Mayer's Shoes have the advantage of handling a product that is backed by a liberal advertising appropriation. For prices and particulars address

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



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.

Woman's World

Mountains of Advice That Are Hurlled at Women.

If any additional proof were needed that women are only a little lower than the angels it would be found in the meekness and forbearance with which they receive the mountains of advice that are continually hurled at their defenseless heads, while the fact that no woman has yet arisen and murdered the false prophets who have led her into the wilderness of crochet tidies and knit antimacassars, where you drop one and purl three, and pick up seven and skip eleven, must forever stand as a monument to the forbearance of the sex under great provocation.

Nor, as time wears on, does this nuisance show any signs of abating. The average woman's page of the newspaper still teems with advice, and it is a curious and amusing anomaly, at this late day, when we all feel not only competent to take care of ourselves, but to run the universe, that it should be thought necessary to placard every foot of the way with gratuitous instruction to the fair sex.

Somehow it seems to suggest that we are not so advanced after all and that we are still, as a sex, anxious to rely on somebody else's judgment and have somebody else on whom to blame the result of our mistakes. One thing is certain—there would be no such columns unless there was a demand for them, but nobody can imagine a man wading through pages of daily advice about how to put on a coat and tie his cravat, and manage his clerks. Fancy a man about to smoke turning to the column of "Hints to Husbands" and reading something like this:

"First procure a good Havana, or one of some other brand. The best are quite expensive, costing from 15 to 25 cents apiece, but very good ones may be obtained at a cheaper price. It is advisable to always purchase from a reputable dealer, as young and inexperienced smokers can not always distinguish between a genuine Cuban wrapper and a Pennsylvania cabbage leaf. Careful and thrifty men generally purchase in large quantities, as much as a box at a time, while others hold that this is an incentive to wastefulness and a temptation to the servants. However, this is a matter to be decided by individual taste and judgment. Having procured the cigar, cut off the end before putting it in the mouth. Then ignite a match by scraping it upon some rough surface, and apply it to the end of the cigar not in the mouth. Draw a few quick whiffs, when, if these directions are carefully followed, the cigar will be found to show a minute spark of fire, and give off an aromatic odor," etc.

Now, there is not a person living who would not recognize this for the idiocy it is, but just this sort of inane drivel is offered to women every day and by them accepted in all good faith. You can not pick up a paper in which women are not being told by some Solomon how to sweep a room, set a table, manage their husbands, bring up their babies, make a living, become beautiful, acquire the art of fascinating men, and heaven knows what else beside, and the pity of it is that all women believe these things and break their hearts and ruin their lives trying to follow the advice of these theorists.

To my mind, there is no other literature so immoral and so calculated to do real, actual, tangible harm published as this, and it ought to be suppressed by law. Take, for instance, the case of the oracle who holds forth upon the domestic problem. One would think that surely that was ground so delicate and so dangerous that an angel would scarcely dare to tread, but it presents no difficulties to the inspired writers of the "Answers to Correspondents Column," and I know of one poor, forlorn little woman who found herself in the divorce court by following this sage counsel: "Make your husband jealous," wrote the adviser, "coquette with him if you wish to reawaken his love. Make him think he has a rival," and a silly little goose of a woman took the advice at par. She concocted a lot of red-hot love letters, addressed to a man she knew but slightly and who had never given her a sentimental thought, and then she left the billet-doux where her husband would be sure to find them. Part of the advice worked like a charm. It made the husband jealous all right, but instead of reawakening his love it filled him with disgust and revenge and he promptly sued her for divorce, submitting the incriminating dummy letters as grounds for his action.

Scarcely less mischievous than these are the fairy tales that are published telling how women without any training or knowledge of business or capital go to cities and make fortunes by doing some freaky kind of work. These rosy romances have enticed more poor girls away from good country homes and been the means of fomenting more tragedy and despair and wrecking more lives than any other agency I know of. There is not a mail in which I do not get letters from poor girls asking me if I do not think they could get rich if they would come to the city and establish tea rooms and lounging rooms or if they could not make a fortune by exercising pet dogs or hanging pictures for millionaires or taking care of canary birds, and when I answer, sadly, that they could not make their salt doing such things, they send me clippings from the Ladies' Own or the Chambermaids' Gazette, describing how some poor girl set up a tea room where she sold thin bread and butter and acquired thousands in a few weeks or how some other maiden receives a princely salary for trimming lamp wicks in the houses of the rich and fashionable.

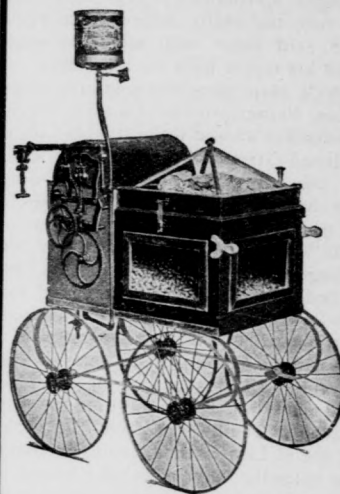
Another adviser who is coming out particularly strong just now is the beauty doctor, who assures us that, if we follow his instructions, those of us who are fat may acquire sylphlike figures, those who are thin may become plump, while the homely will be transformed into rosy Venuses. This sounds innocent enough to read, but in reality as first aid to invalidism it has no equal on the face of the earth. No middle-aged woman can reduce her embonpoint by turning a few back somersaults and executing a few handsprings night and morning without landing, sooner or later, in a sanitarium, while the thin woman who gorges herself on oil and fats and sweets, as per advice for getting plump, is just as good for dyspepsia as a nickel is for a ginger cake.

And it is also useless. The only way to be beautiful is to born that way. If nature denied a woman that, not all the jumping around on one foot or swaying back and forth or boiling herself in Turkish baths or banting or stuffing is going to do anything for her but give

her nervous prostration and ruin her digestion, and she had better make up her mind to be ugly and comfortable, and devote herself to putting something inside her head and her heart that will make people forget her complexion and her waist measure. If any woman followed the ordinary advice of the beauty doctor she would have to have an annex put on to each day, for she could never in the world get through all the exercising and manicuring and shampooing and steaming and so on in twenty-four hours.

Sometimes when the feminine adviser is of a peculiarly saturnine and malevolent disposition, she adds directions for constructing a Turkish bath at home by means of a tub of hot water, a blanket and two broomsticks, and an alcohol lamp. It is only after you attempt this that you realize how easy it is to vary the monotony of home life with hairbreadth escapes and adventures. This is varied with counsel about how to construct an empire chair out of a cheese box with a little brocade, a few real Persian hangings, some brass bosses and \$50 or \$860 worth of other material. This is very simple, and ten thousand women know just exactly how well it pays, for they have tried it themselves. Or it may be the young housekeeper is counseled to always keep a stock pot, where by the exercise of unending labor and unending oversight any woman can save three cents' worth of grease a day at the expenditure of \$10 worth of time and attention. More women have worn themselves into nervous wrecks by attempting to keep a few cold potatoes from going into the garbage can than in any other way in the world; and all at the instance of the household economist of the newspaper.

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, 3/4 lb. sample and recipe free), Flavoring Extracts, power and hand Ice Cream Freezers; Ice Cream Cabinets, Ice Breakers, Porcelain, Iron and Steel Cans, Tubs, Ice Cream Dishers, Ice Shavers, Milk Shakers, etc., etc.

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

Souvenir or View China

that you are looking for see our travelers
or write

Geo. H. Wheelock & Co.

113 and 115 W. Washington St.

South Bend, Indiana



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

Nowhere, though, is the general purveyor of universal wisdom so at home as when she tackles the subject of how to manage a husband. Those of us who have married men who are pretty good sort of fellows do not want to manage our John or Tom, and we would have precious little respect for him if we could lead him with a string. Moreover, after considerable experience of our Toms' and Johns' little ways, we do not need any woman who does not know a man from a logarithm to teach us our business when we want to inveigle him into doing the things he said he never would do or to wheedle him out of a check double the size it ought to be. It is at a time like that that we feel that exact science would fail and a cut and dried formula be as naught, and we put our faith in the home-made deductions we have figured out for ourselves.

But think of the simple suggestions that are daily offered women for managing their husbands: He must be fascinated, amused and entertained. Think of a woman capable of doing all of that, in addition to keeping house, managing the children, doing the family sewing, going into society and running the church, bothering with a mere husband! Why, she would be a female Napoleon bossing armies. And who would be willing to live if they had to be a perpetual vaudeville show? There may be women who are always interesting even when they have the toothache, who can fascinate at breakfast in a mother Hubbard, and who are witty and entertaining day in and day out, but they are few and far apart. More than that, it is doubtful if any man wants to be always entertained or amused, and there are certainly times when he would not turn on his heel to look at Cleopatra herself.

No man with a particle of heart or with a grain of sense in his head marries a woman without expecting to share in her troubles, her tears as well as her smiles, and people who love each other are not worrying about their ability to fascinate.

Of course, people who have no children are the only ones who know just how to bring them up. They are the only ones who have never seen a pet theory knocked silly by an actual condition, so they can lay down laws about child rearing as inflexible as the statutes of the Medes and the Persians. This is why the speakers at mothers' congresses are young boys and old maids. They tell us we must never say "must" to a child, that we must never spank a refractory little sinner, that we must never tell a child a tarradiddle and that we must never fail to answer a question! How simple these things in theory and how impossible in practice, and how ridiculous to make any rules when every child is a complete and unabridged conundrum in himself that must be worked out by new rules.

But none of these drawbacks discourage the givers of advice. They go serenely on their way, continually confronted by the theories of life and not the conditions, confident that their advice ought to be good even when it is not.

Dorothy Dix.

How Far Should a Girl Encourage a Man She Likes?

The amount of encouragement which may be given by a girl to the man she likes is an interesting and important question. Many women intuitively feel the correct way to proceed, while others have to acquire the knack.

The subject is one which appeals

especially to young girls who are entering upon what is possibly their first serious love affair. A girl has, perhaps, been the recipient of decided attention, and her feelings are in a way to become seriously engaged. All her life she has heard and accepted the axiom that a girl loses her modesty and womanliness if she in any way "runs after" a man, but her youth and zeal feel impatience at the slow march of events. To her the delight of being sought soon ceases to be a pleasure if it brings with it an uncertainty as to what is to come of it all. She has an impetuous desire of some assurance of affection, some earnest of a tie between this man and herself, and she is often sorely tempted to break the bonds imposed by conventionality and try to obtain some indication of the man's feelings for her.

It is a very natural state of mind, for the young live in the present rather than in the future, and a small amount of bliss to-day will weigh (for the moment) heavily against prospects for tomorrow or next year. In this, however, the sexes differ considerably. The man is probably some years older, and it devolves upon him to think of the future rather than the present. Consideration of ways and means is a very practical, but very necessary, feature of happy lovemaking, and this often delays a definite proposal or revelation of sentiment.

Then, again, a man likes to take time to make up his mind. He may wish to enjoy love's dream a little longer, and he strongly resents being brought up to the scratch. The nice girl must, therefore, exercise care in the amount of encouragement she gives a man in the early stages of lovemaking. Man is by nature the hunter, and his

eagerness for the chase is stimulated by a little uncertainty and coyness.

A girl may feel, after a man has indicated a preference for her society and paid her some attention, that it is hard that he does not come to the point or speak any word of love. He seems to her to be really in love with her; he even occasionally comes to the verge of a declaration, but hangs back unaccountably—from diffidence she supposes. In such circumstances it is a great temptation to help him out—to break down the barrier which prevents their souls from fully uniting.

Even in such a case a girl should ponder very seriously before she makes any advances, and must proceed with the greatest tact even if she is right in her surmise that the young man is merely shy and would be grateful for her help. A man resents any evident attempt to make him speak, and for a girl to try to corner him is only to lower herself in his eyes. He will not forgive an error against good taste, nor will he be encouraged by any compromising attitude. Men have, too, an ineradicable aversion to being made to feel that they are even inferentially looked upon or paraded as a girl's property.

A girl should always maintain such a position that if the man withdraws she is in no way compromised. In encouraging him without loss of dignity, she requires either a way to retreat for herself, or to make it impossible for him to retreat without loss of honor. Of course, with a good, honest, well-principled man, a girl is always safe to show a sympathy that she genuinely feels. Indeed, with men of this class there would be little actual danger in a girl frankly revealing her real preference for one who had sought her society. Unfortunately, all men are not of the well-principled variety, and worse than humiliation might be in store for a girl who innocently enough showed a tenderness.

Cora Stowell.



If a Man Could Tell You

How to save a dollar every day, wouldn't you listen to him? Over 300,000 successful merchants say that National Cash Registers save them money every day they use them. Many say they save from \$5 to \$15 a day.

Isn't it worth while to investigate such an article? If so, cut off the attached coupon, fill it out and mail to us today. Remember, every day you wait *you lose money*.

Over 40 sizes and styles of perfect-working, practical registers at prices between \$25 and \$150. Two hundred other styles at higher prices. Fully guaranteed second-hand registers for sale.

**NATIONAL
CASH REGISTER COMPANY**
DAYTON, OHIO

CUT OFF HERE
NATIONAL
CASH REGISTER
COMPANY.
Gentlemen: Please
have your agent call
and explain to me how
a National Cash Register
will save money for me every
day in my business, as per your
"ad" in the
MICHIGAN TRADESMAN.

Name _____

Address _____

BOYCOTTING THE GROCER.

Hank Spreet's Experience With a New Problem.

Written for the Tradesman.

When the people of Kelly Center boycotted Hank Spreet, the village grocer, it was, of course, Bill Bliven, his old and cordial enemy, who was at the bottom of the unexpected and inexplicable movement. The boycott is something with which the village grocer is seldom called upon to contend and it found Hank Spreet quite as unprepared to combat it as it would any of the many merchants who read the Tradesman if similarly placed. For that reason Hank's method of disposing of the matter may be of some interest.

Those who have followed the fortunes of Hank Spreet during the months that the writer has attempted to give a truthful chronicle of his numerous adventures have perhaps observed that, no matter what the occasion, the emergency or the contending circumstances, Hank Spreet, through the exercise of his philosophical mind and natural tact, has always come out on top. It may as well be said here, as discovered later in the chapter, that in this case, as in every other, Hank Spreet showed his ability to overcome those who would overcome him, and came out of the engagement with flying colors and his person and his store still intact. Yet had this problem been presented to the reader he would probably have been no more puzzled than was Hank at first sight in meeting this new experience in his life as Village Grocer.

When the boycott was first instituted no one seemed to know just what was the original cause, although it was rumored that it was something that Hank Spreet had said to Bill Blivens. By the time the story had traveled a sufficient distance, say three quarters of a mile, it was to the effect that Hank had insulted the touchy Bill Blivens in a rank and outrageous manner in his remarks and that it behooved all of the good friends of Bill to stand together and resent the insult by shutting off the grocer from their future patronage.

There was a little truth as to much falsehood in this story, as there is in every story. A lie pure and simple is not a dangerous thing; but if it has with it a minute particle of truth, it can do an inestimable amount of damage. A falsehood so equipped is like a pirate sailing under a nation's flag. The flag itself in itself is not dangerous, but it conceals the bold, fearless crew gathered under its sheltering folds until the prey is within their clutches.

It was true that Hank had said something to Bill and that this had made Bill determined to no longer give the Kelly Center grocer his trade. In making this resolve, Bill was a good deal in the situation of the office boy who said that his employer had told him that he was fired and so he quit. Bill had run a considerable score at Hank's grocery and dry goods emporium and Hank had simply informed him that he must either pay up or get his goods elsewhere. At this Bill had felt grossly insulted and had taken the alternative, which involved no immediate expenditure of money and had transferred his valuable patronage to the new grocer at Beeneville.

Bill, however, was determined, in deserting the Kelly Center grocer, not to go alone and he set industriously at work to tear down the trade which Hank Spreet and his honored father before him had built up in the village of

Kelly Center. Bill's active canvass, it must be admitted, was not without results. It is difficult for a man to conduct a grocery business in a small town and not say some things or do some things which will antagonize his customers, however good his intentions may be. These jumped with avidity at Bill's boycotting idea and Blivens soon had in his wake a considerable following, who, humanlike, added something to the story of Bill's insult and did not neglect to do proper justice to what they considered their own wrongs.

Hank kept his peace through this campaign, although it must be confessed that he was somewhat troubled. So far as known, the first man to whom he expressed an opinion on the subject was Eli Grasslot and the grocer was inclined to take a magnanimous view of the situation.

"I ain't got no hard feelin's against Bill," Hank said, "'cause perhaps I hev give Bill some hard rubs at times. However, I don't think it will be me who will be most hurt in the long run. You'll notice that it is my cash customers that Bill has been going after the hardest, and if he cuts into my cash trade very deep some one else is likely to suffer a darn sight more than I do."

To Eli this statement of the situation was enigmatical. He entirely failed to grasp the drift of the grocer's remark; but later developments showed him very plainly what it was that the grocer had foreseen before the people of Kelly Center had appreciated the true portent of the boycott. These people, of course, watched with close interest to see what move, if any, Hank would make to meet and defeat the boycott which was being raised against him in his section of the township. They heard and saw very little to satisfy their curiosity. The grocer remained apparently passive under the affliction and Bill began to fear that the grocer was not very seriously jarred by his efforts.

The first sign that he recognized the new condition of affairs in Kelly Cen-

ter which Hank showed was a sign lettered on the reverse side of a soda advertisement and containing but two words:

"NO TRUST."

It was old man Rutter, whose potato crop had been a failure, who first was made to appreciate the fact that this sign, often displayed in country grocery stores as a principle, but nearly as often ignored as a practice, had some real significance. Hank's cash trade had, within the space of a few days, nearly deserted him; but those who had book accounts still hung on. They included some very excellent people, to whom Hank would hardly have thought it necessary to use the direct language he had employed in the case of Bill Blivens, but no store, unless it has unlimited capital, can hope to operate profitably or for a great length of time if not in the enjoyment of some degree of cash business. Hank realized this fact more even than the man who had instigated and the people who had joined the boycott against him.

Thus it was that old man Rutter was disturbed one day when he discovered that the sign Hank Spreet had displayed was no bluff. For the first time in its history, the Spreet grocery had been placed on a strictly cash basis. Hank explained the situation as gently as possible to old man Rutter. While firmly refusing him further credit, he told the old man that this position he had not taken of his own volition, but by force of circumstances; and he did it in such a tactful way that, while old man Rutter went away with no tea or sugar in his basket, he also departed with no harshness in his heart for Hank Spreet. He realized that Hank's order was not a cause but an effect; and Hank had made it plain to him where the real cause lay. Rutter, while the first, was not the last to feel the force of Hank's new order and many a man who had been accustomed for years to live through a hard winter on Hank's

McLachlan University

MICHIGAN'S BEST RESULTS PROVE IT

Send for list of pupils placed last year.
Send for catalogue.

D. McLACHLAN CO.

19-25 S. Division St. GRAND RAPIDS.



A Safe Place for your money.

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

immediately and easily when you want to use it.

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

Our financial responsibility is

\$1,960,000

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

3% interest

Your dealings with us are perfectly confidential.

"Banking by Mail"

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

Old National Bank,

Grand Rapids, Mich.



YOU ARE ALWAYS SURE of a sale
and a profit if you stock **SAPOLIO**.
You can increase your trade and the
comfort of your customers by stocking

HAND SAPOLIO

at once. It will sell and satisfy.

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.

generosity found himself confronted with a new and serious problem.

The reader has already been assured that in this boycott business Hank Spreet came out on top, but it had a more important and far-reaching effect than the temporary boycott from the machinations of Bill Blivens. The people of Kelly Center were suddenly brought face to face with the fact that they owed an obligation to Hank Spreet and that they had been accepting what was a favor as a matter of course. They discovered that Hank Spreet had been their rock in time of storm and their bank during temporary financial stringency. They found that the boycott, while it was intended to injure the grocer, had reacted upon the village itself. They saw that the confidence between the grocer and his patrons and the patrons and the grocer had been suddenly overturned, if not destroyed. They recognized in the boycott movement not a clever trick to whip the grocer into line with the ideas of some other person, but a boomerang which must ultimately fly back upon the people themselves.

When Will Day and others of the villagers ran up against Hank's strictly cash proposition, a back wave suddenly sprang into motion in Kelly Center and Bill Blivens to his horror saw his boycott losing ground. With scarcely the lifting of a finger, Hank Spreet had set a force at work in Kelly Center which was stronger and more in earnest than any that Bill could muster to his cause.

Old man Rutter and Will Day and the others were not in a position to pay cash at a moment's notice, but they had neighbors and friends and relatives who were, but who had joined Bill Blivens' boycott movement. What more natural than that Rutter and Day and the rest should suddenly enlist under force of circumstances on Hank's side of the cause? Before many days had passed the grocer felt that almost imperceptibly the tide had turned and was surging back in his favor. It was not long before Bill Blivens recognized this also and it further disconcerted him that Hank had surely and certainly got the best of him without harsh language and without perceptible effort. The boycott seemed to have fallen by its own weight. The greatest surprise with the people of Kelly Center was yet in store, however. The cash trade which Bill Blivens had deflected for a time to the rival grocer at Beeneville began to pour back into Hank's establishment, but the "No Trust" sign was his battle flag and he left it flaunting there in the eyes of the enemy even after the enemy had presented swords. Old man Rutter was informed gently and firmly that the Spreet establishment was now on a cash basis and that the falling off of the cash trade had made it imperative that some of these old accounts should be straightened up before the grocer would again be in a position to extend credit. Thus it was that certain friends of old man Rutter, Will Day and the rest, who had previously joined in the boycott movement, were called upon to advance some cash before those who were actually dependent upon Hank's credit department could resume the relations with the grocer which they had once enjoyed.

This was the last rampart which the grocer had captured before he felt that his victory was complete and he won it as certainly and surely as any troop that ever swept over the battlefield. The names of Rutter and Day et al were eventually restored to their old positions on Hank's books, but not until their

accounts balanced properly on the ledger. It would take a stronger force than Bill Blivens could hope to muster to start another boycott in Kelly Center.

The boycott itself, so far as any outward sign or spoken word, has passed from the memory of Hank Spreet. After the tide set back in his favor there remained but one more chapter to close the incident forever after. One day Bill Blivens himself walked in and, in a manner which was intended to be unconcerned, essayed to make some purchases; but the grocer met him, as he had the others, firmly, with the statement that before a new account was opened the old one would have to be straightened up. Bill went away thinking somewhat deeply, but the combative spirit seemed to have left his heart and within a few days he reappeared with the cash necessary to make it square between him and the village grocer. When Bill's dollars had gone snugly into the till and the store was for a time deserted, Hank sat down in a reflective mood and thought the matter over. Then he took down his well thumbed book and examined the pages in silence for a few moments. When he spoke it was to himself, but the tone was one of satisfaction:

"I don't know," he soliloquized, "but what I owe Bill Blivens a vote of thanks. There were some doubtful accounts on these old books before he started to boycott this here grocery, but if I know anything about the laws of mathematics, I figure that this boycott, when the accounts collected are totaled up, has left me about two hundred and seventeen dollars and twenty-eight cents to the good." Douglas Malloch.

Plain Facts Plainly Told.

Singed cats are winning races every day. Clothes count, but they do not make up the difference between real brains and commonplace ability coupled with mild endeavor. I do not believe that it is necessary for genius to go clothed as a tramp. But because it is not wearing diamonds I do not believe in putting it into the class below without further investigation.

Life is like a horserace. We can enjoy the rearing, tearing, prancing nag which madly endeavors to begin the contest before the word is given. But when on the back stretch that mild, homely buckskin proceeds to walk past all of the fancy movers we are ready for a change of admiration.

Out in South Dakota where my wife's uncle runs a ranch the neighborhood is discussing the work of two young men who obtained their start in that community. One was a shock headed, freckle faced youngster who when he was in knickerbockers, or as we used to call it, "short pants and suspenders," was not remarkably quick at his books. The other was a brilliant lad of more than ordinary promise. When they started out in the world the community waited for big things from Clarence. They forgot all about George. Clarence made a mighty good start, warmed up past the grand stand in fine shape. He is now in the back stretch, but has all he can do to keep up to the wheels of his red haired friend, who has finally struck a wonderful gait. Other conditions equal it is quite easy to see who will win in the home stretch as the fancy goer is almost winded.

This is but one instance. Do not go too much on appearances. They count for something but not for everything. One of the brightest editorial writers in

the West can not keep his tie on straight or his hair combed. One of the ablest railway managers in the country looks more like one of his contractors. The cat with fine fur and a ribbon around its neck has often been beaten in the run to cover by the cat just off the ash pile.—Eli in Commercial Bulletin.

Spoke Before He Thought.

Dr. Price-Price—This prescription will cost you about 75 cents at any drug store. If that doesn't cure your cold I'll try another. Five dollars, please. Patient—Why, you've got a cold yourself, Doctor. Taking anything for it? Dr. Price-Price—Oh! just a little sugar and lemon.

A Georgia youngster who goes to Sunday school has decided that the reason you never see an angel with a mustache, is because they have such a close shave to get there.

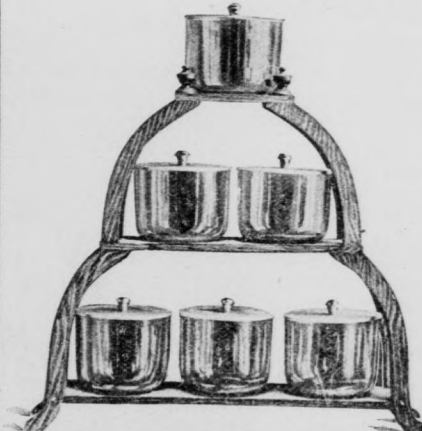
Save Oil, Time, Labor, Money
By using a
Bowser Self Measuring Oil Outfit
Full particulars free.
Ask for Catalogue "M"

S. F. Bowser & Co. Ft. Wayne, Ind.



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

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.

Salt Sellers

Sellers of Diamond Crystal Salt derive more than just the salt profit from their sales of "the salt that's ALL salt." It's a trade maker—the practical illustration of the theory that a satisfied customer is the store's best advertisement. You can bank on its satisfaction-giving qualities with the same certainty you can a certified check. Sold to your dairy and farmer trade it yields a double gain—improves the butter you buy and increases the prices of the butter you sell. For dairy use the ¾ bushel (14 pound) sack is a very popular size and a convenient one for grocers to handle. Retail for 25 cents. For more salt evidence write to

DIAMOND CRYSTAL SALT COMPANY,
St. Clair, Mich.

JOIN HANDS.

Urgent Plea to the Retail Trade of Michigan.*

Permit me to make my grateful acknowledgment for the pleasure afforded me in being invited to be one of your number on this delightful occasion. I feel at home with hardwaremen and the atmosphere seems more congenial to me, for I have been in the hardware business for twenty-one years. There is this marked similarity between Chauncey Depew and myself: We both talk best after we are fed at somebody else's expense. There is, however, a marked difference between us as to what we say after feeding, a fact you will doubtless observe in a few minutes, so I will make the observation first. Before I proceed to the discussion of the meaty subject which you have assigned me, may I not express the hope that this and similar banquets shall bring the trade together in a stronger guild and demonstrate that good fellowship can overcome and survive the rivalries and jealousies of competition? We usually mean by the word "business" that occupation by which a man makes money and takes care of himself, his family and those dependent upon him. It is the principal concern of life to most—nearly all—of us. Touch a man in his pocket and you hit pretty near his heart. The conditions of life and the world into which we are born make it so. Naked came we into the world, and if we have anything to wear or eat or drink, we have to get out and hustle for it. That is business. Now if we are in business for the money there is in it, and we are, we must use our heads as well as our hands, which brings me to my subject, "The advantages to be gained by belonging to the State Hardware Association." For many of the facts in this discussion, I am indebted to the National Hardware Bulletin.

The general evils which confront every small retailer in the land to-day are first, the catalogue house and the department or racket store; second, the indiscriminate selling to consumers by wholesalers and manufacturers; third, the absence of business and up-to-date methods on the part of the retailers themselves, which is, indeed, the most serious of all, because the most difficult to reach.

What has organized co operation done to improve conditions relating to catalogue and department store competition? It has done this: It has brought enough influence to bear upon the Atkins Saw Co. and the Kelly Ax Co. and other manufacturers of staple hardware to entirely withdraw their goods from catalogue houses and department stores. It has secured the hearty pledge of co-operation of the National Jobbers' Association, which embraces more than 95 per cent. of the jobbers of the United States, to unreservedly support us in our efforts to bring about a better state of affairs along these lines. It is impossible to over-estimate the value of this joint campaign. Statistics prove that up to the present time, probably not over 10 per cent. of the total hardware business of the country is done by these modern giants of merchandise, but the ratio is rapidly changing. It is still for the best interests of the manufacturer and jobber to stand by the retailer. Ten years from to-day, if this matter is unchecked, the figures will be very different, consequently, the pressure which the state and

*Address by T. Frank Ireland, President Michigan Retail Hardware Dealers' Association at third annual banquet of the Grand Rapids Retail Hardware Dealers' Association.

National retail Hardware Dealers' Associations and the National Jobbers' Association are able to bring to bear upon any manufacturer at present is irresistible. E. L. Roberts, the largest catalogue house in Minnesota, failed with liabilities indefinitely known, but reported over \$800,000, with assets about \$200,000. It is stated that there are over 30,000 creditors, and the farmers kept on sending money even when the business was in the hands of a receiver. Reports say that manufacturers are signing away their claims rather than be known as doing business with this house. It is openly charged that they had a large amount of binder twine bought from a large harvester company in Chicago and one of the Chicago jobbers will lose heavily. Roberts says that "difficulties in buying goods from manufacturers, owing to the opposition of retailers' associations, aided very

is presented in the proper light, we are sure there will be few who will not co-operate in this particular.

As to the lack of businesslike and up-to-date methods on the part of the retailer, we consider that a very serious problem, but I think its solution possible in no better way than to join the State Association, attend its meetings, take part in its business and its discussions, rub up against other men, get new ideas and be filled up with enthusiasm. Thomas W. Palmer once said "enthusiasm, which is the one saving thing in life, is better than wealth. I want to say whatever happens, do not lose your faith and your enthusiasm. With enthusiasm lost and faith fled, man is dead." We have a powerful ally in the trade press of the land, which is constantly publishing progressive and suggestive articles, which the trade will do well to read carefully and heed as far



much in embarrassing him." These are some of the things which we have accomplished along these lines.

What has been done in the way of improving the conditions regarding the competition of jobbers and manufacturers direct? We have done this: We have received the pledge of the National Jobbers' Association to assist us in discouraging this condition among their members. The help for this, however, lies practically in the hands of the retail dealers of any state. Michigan, Minnesota, Wisconsin and several other States have to a large extent, stopped this among their local jobbers. If the hardware men of the country would refuse to patronize the jobber who sells to the consumer direct, the matter would be cleaned up definitely, and finally in twenty-four hours. No jobber can afford to have his name known to the hardware fraternity as a violator of established trade ethics, and when the matter

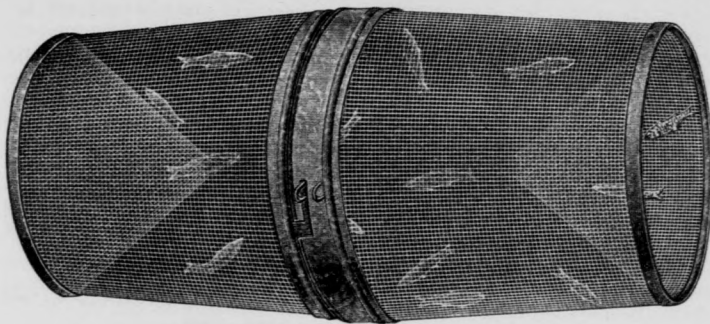
as it is applicable to their business. Take one or more good trade papers, read them and profit by what you read.

This is distinctly an age of co-operation and organization in every line. Wage-earners, manufacturers, wholesalers and what-not have their National, state and local organizations. Surely the retail merchant doing business under ever-changing conditions and meeting new and powerful competitors at every turn needs this co-operative effort. A single thread will sustain but a trifling weight. This is the individual dealer. A hundred or two threads, properly interwoven, will sustain a very heavy weight, but the breaking point is quickly reached when we begin to pile on the load. That is the State Association. A dozen or fifteen of these strong cords, twisted into one mighty cable, is capable of sustaining practically limitless weight. That is the National Association. Are you one of the threads? If

not, join your State Association at once, strengthening the cord just so much, and, in turn, strengthening the National Association. A matter which came up recently was the effort made by a Chicago catalogue house to improperly influence postmasters by offering a premium on the money orders made out in their favor. The wording of the letter which covers this point is as follows: "We will allow you one dollar for every money order issued by your office drawn in our favor and amounting to \$50 or over. Fifty cents for every order from \$10 to \$25 and ten cents on every order from \$1 to \$10." This proposition is in violation of the postal regulations and, when the matter was brought to the attention of the Department at Washington, the head of the Department took prompt action. He advised us that upon receipt of this letter, which had been sent to him by a postmaster, he immediately wrote the offending firm, who at once promised to withdraw the letter. In the Postal Guide he also called attention to the fact that it was against one of the statutes for any postmaster to receive any fees or commission outside that provided by the Government and that if they did it was a violation on their part and would be severely punished. The house promised to withdraw the letter but we have reliable information of the fact that some postmasters are still disregarding the instructions of the Government and receiving the commissions on these orders. I wish to add that as soon as these houses found their game blocked by Uncle Sam they at once made overtures to the railroad agents or some of the employees about the station to hand out catalogues and receive a commission. The state associations in several states have succeeded in getting the railroad companies to have this practice stopped and the officers of the Association in your State have received complaints against the Michigan Central and Pere Marquette, which are now being investigated and we hope to soon have this practice stopped.

The belief of the present State officers is that local associations are the best aids to the State Association. The State Association is trying to promote local associations as one will help the welfare of the other. I am pleased that the work is half done in your city and by you in the organization of this local association. Chicago and Milwaukee have probably the two best retail hardware associations in the United States. Nearly all of the members belong to it and nobly assist in the State work. Grand Rapids and Saginaw are the banner cities in local hardware associations in Michigan, but, gentlemen, Saginaw has nine firms belonging to our Association and Grand Rapids one. Will you be outdone in this respect? I shall not consider my trip to your city of any use, or my paper a success, unless I take back with me applications filled out by every member of this local organization. You are a generous and broadminded lot of men, and when you are asked to "chip in" for any worthy object or local enterprise, you never fail to respond. I am here to-night to tell you that State and National Associations have done and are doing you good both directly and indirectly. We want and we need your help. You have heard of that selfish and profane philosopher who said he did not care a d—m what happened, so long as it did not happen to him. The difficulty is that whatever happens to the trade does happen to us, either

"Sure Catch" Minnow Trap



Length, 19½ inches. Diameter, 9½ inches.

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

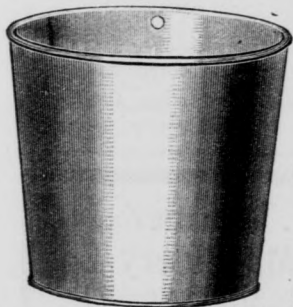
Retails at \$1.25 each. Liberal discount to the trade.

Our line of Fishing Tackle is complete in every particular. Mail orders solicited and satisfaction guaranteed.

MILES HARDWARE CO.

113-115 MONROE ST.

GRAND RAPIDS, MICH.



SAP PAILS

Sap Pans and Syrup Cans

Let us have your orders.

WM. BRUMMELER & SONS,

Manufacturers of

SHEET METAL GOODS.

249-263 So. Ionia St.

GRAND RAPIDS, MICH.

Buckeye Paint & Varnish Co.

Paint, Color and Varnish Makers

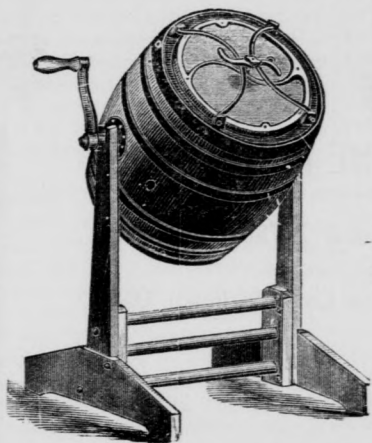
Mixed Paint, White Lead, Shingle Stains, Wood Fillers

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

Corner 15th and Lucas Streets, Toledo, Ohio.

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

The Favorite Churn



We are
Exclusive Agents
for
Western
Michigan
and are now enter-
ing orders for
Spring
shipment.

Foster, Stevens & Co.

Grand Rapids, Michigan

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.

for good or bad. To sum up, what are the advantages to be gained by belonging to the State Association? In the first place, when you pay your \$4, you become a member not only of the State Association, but the National as well. The National Association mails its members a Bulletin once a month, with instructions to keep it in the safe, and every number is worth the whole of the \$4 in my estimation. You meet the brightest and most successful business men in the State and in sixteen or eighteen states, as this is the number of states which belong to the National Association. You are helping to stop the enactment of a bill which if passed will practically ruin the business of every small retail dealer, namely, the parcels post bill introduced by Senator Pettigrew which is still pending in Congress under the name of House Roll 6,055 introduced by Representative Henry. Under this bill, the limit of the amount which can be sent by mail is extended to 200 pounds. It provides that 60 pounds be carried for 20 cents, and every 20 pounds thereafter 10 cents up to 100 pounds, 5 cents for each 20 pounds additional. Again, mutual fire insurance is issued to the members of most of the State Associations at cost, although Michigan has taken no action on this subject as yet.

When a few watchful, energetic, successful hardware dealers met a few years ago and organized the first hardware association, they directed attention to the dangers ahead and called for the united influence of every firm to meet and oppose them. Had this call been unanimously heeded, we would not be confronted to-day by so many manufacturers who are figuring upon selling direct and the jobber who recognizes no boundary or restriction. The growth of racket, department and mail order houses would also have been checked. To-day no man can shut his eyes to the evils that exist and threaten our future, or read the far-reaching devastation that may result, not only to our business, but to every property owner in our towns and cities. Injurious legislation is threatened. Mail order concerns resort to underhanded, even unlawful, methods to cripple the retailer. They are united in their efforts to capture our trade and drive us from the field. These are not idle dreams. You know they are stubborn facts. No hardware dealer is so blind he can not see. What are you going to do about it? Will you join and assist the loyal, faithful firms that have been striving to better conditions? Is it a question of expense? You are losing more every week than our yearly dues. Are you afraid the knowledge of your membership will be used against you by competition? We defy any one to show anything but benefit received by joining and working with us. Do you ask for results? We can show them in the many complaints satisfactorily adjusted, goods removed from mail order channels or listed at a higher price, better feeling between competitors, better business men, pleasant times and enjoyable acquaintances formed at meetings. We have stopped postmasters from acting as agents for mail order concerns, railroads from delivering catalogues, and assisted in keeping the parcels post bill in the hands of the committee. We also helped to put upon the statute books the only garnishment law that ever amounted to anything in the State. We need your aid. You ought not to expect us to urge your joining a movement calculated to assist you equally

with ourselves. Then aid and encourage your State officers by sending in your application. At our last State meeting in Detroit, every member pledged himself to go to the meeting next year with a new member, and last fall I got my hardware neighbors to join us, and one member of the firm will attend the meeting in Detroit, but I shall not feel right if I do not see, at least, a dozen members from Grand Rapids at that meeting. Join us and then do not keep it to yourself. Get your neighbor to join. It will help him and you, too. Our competitors are largely what we make them and, as we work together in Association work, we find them to be straight, upright and companionable fellows and our intercourse to be mutually pleasant, as well as profitable.

Gentlemen, Belding is about thirty miles east of here. I should appreciate a visit from one or all of you, and should take pleasure in showing you through our factories and silk mills.

I thank you for your kind attention.

Described the Man Exactly.

A number of years ago suit was brought against the cashier of the State Bank of Iowa Falls to recover an alleged deposit, which deposit the bank denied. During the trial at Eldora the defendant's attorney made a very convincing argument for his client, and took pains to tell the jury of his client's high social and religious standing and of the confidence of the people which he enjoyed, and endeavored to impress upon the minds of the jury that the defendant was not the kind of a man to make a mistake in the handling of other people's money. T. H. Milner, a witty, as well as a very shrewd lawyer, represented the other side, and in addressing the jury, said:

"Gentlemen, I heartily concur in what my brother has said of the defendant; I agree with him in each and every statement that he has made pertaining to Mr. —'s good self; but I would have you consider deeply this one fact—Canada is full of just such men."

To St. Paul and Minneapolis.

The train of trains is the Pioneer Limited of the Chicago, Milwaukee & St. Paul Railway. It has no equal, and it runs over the Fast Mail route.

Leaves Union Passenger Station, Chicago, 6:30 o'clock every evening. Robert C. Jones, Michigan Passenger Agent, 32 Campus Martius, Detroit.

He that eats until he is sick must fast until he is well.

Some Methods of Advertising a Retail Hardware Store.

This is a great subject and lifts the curtain for the imagination to roam to the ends of the earth. We can picture it in its multitudinous forms and curious devices, but we forbear. In the allotted space it would be impossible to exhaust or dissect this far-reaching problem, and if I should attempt to lead you through the vast swamps of theoretical and practical advertising both in this and other countries you might fear that one of my stature would become entangled in the brush and never come out.

The first point to consider is our constituency. Who are the people we want to reach? Many an advertiser shoots the tree full of shots and never hits the game, just because he fails to study the characters of the individuals whom he wants to influence. Study your audience. The World's Fair directors provided guides before the opening of the great fair, but the great reading, thinking American people needed them not, and in two or three weeks none were to be seen.

There is a deep, still current of general intelligence among the American people and it demands something akin to its nature or the producer of words finds them returning to him empty.

Try to swim against the onward flow of the tide in some of our great rivers, and find yourself unequal to the task. Easier, however, is it than to progress in the face of the vast tidal wave of intelligent public opinion. The moral, respectable and educated people of as a rule own the property, buy the goods and give volume to trade. Those who fail to come under this description are anxious to have the impression go abroad, but they lay claim to at least semi-respectability. The pimply dude attached to the damp end of a cigarette buys very few goods and seldom pays for what he gets possession of. The American people and especially those of the great State of Michigan weigh words as well as nails, measure men's characters by their attempted wit and resent the first approach at placing before the family circle the semi-indecent picture or language that bears the marks of double meaning. More and more every year the millions in our "harvest field" are demanding

clean words, respect for their wishes and straightforward, honest, wholesome presentation of what we have to say that is to go before their families.

The successful advertiser can not ignore the fact that men and women as a rule know what they want, intelligently test the merits of an article of merchandise and utterly repudiate the shams and fakes. It is good business policy to recognize these facts, and as intelligent thinking business men, we are under obligations to ourselves, the communities in which we live, our families, and

NEW OLDSMOBILE TOURING CAR



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

Oldsmobile Runabout, Improved for 1903 at \$650.00.

CATALOGUE ON REQUEST.

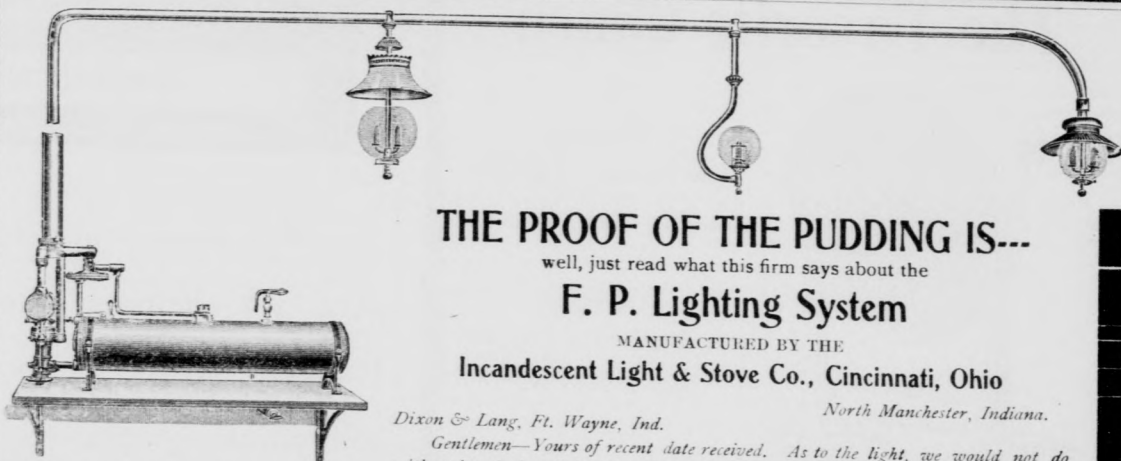
Adams & Hart, Selling Agents
Grand Rapids, Michigan

C. C. Wormer Machinery Co.

Contracting Engineers and
Machinery Dealers

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

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



THE PROOF OF THE PUDDING IS---

well, just read what this firm says about the

F. P. Lighting System

MANUFACTURED BY THE

Incandescent Light & Stove Co., Cincinnati, Ohio

North Manchester, Indiana.

Dixon & Lang, Ft. Wayne, Ind.

Gentlemen—Yours of recent date received. As to the light, we would not do without it; the best light we ever used. It is no trouble at all. Wouldn't have it
Yours very truly,
Helm, Snorf & Co.

out for \$1,000. Get the F. P. and you get the best there is.

Are you using Electric lights in your store? If you are, we can put in a plant that will save you enough money in a year to pay for itself, and after the first year it will pay you 100 per cent. on your investment. Are you using coal oil lamps? If you are, we can give you twenty times the light at the same cost and with less trouble to operate than one coal oil lamp makes you. If these points interest you and you want to learn more about the best Gasoline light on the market, write us and we will tell you.

Dixon & Lang, Michigan State Agents, Ft. Wayne, Ind.

P. F. Dixon, Indiana State Agent, Ft. Wayne, Ind.

our God to elevate public sentiment as much as possible.

There is another class who may not have any claim to education and very little to culture, but who are possessed of a great fund of good common sense and can puncture a bombastic bubble with a celerity and directness that are astonishing.

The Nevada girl is a representative of this class. She asked for "hoes" in a general store, when the dudish "tenderfoot" began to dilate upon the blue and red silk stockings, but was halted with the remark, "You idiot, I want a hoe!"

There is a small and ever decreasing minority that can be wheedled and led by what is not legitimate advertising. These will not support any business and are as variable as the wind. May their shadows ever grow less.

The second point to be considered in advertising is what we have to offer. The consummation of the whole business is to make sales, and the first essential is to have good goods. Without these all our efforts are vain.

The best advertising in the world is a first-class article, at a fat price, properly presented by a salesman who knows what he is talking about and has common sense enough to stop when he has said enough.

The groundwork of the whole process known as advertising is a well selected, clean, properly arranged stock of goods supplying the wants of the purchasers, consisting of the elements described above as customers, better known as the "Dear Public."

How can we attract the attention of the largest number of people to these goods at the least possible expense? A clear knowledge of what we have to offer (that is, the leading characteristics and the purpose of the article) coupled with easy politeness is the essential of a presentable stock.

Without attempting to enumerate the vast array of mediums through which the message can be carried to the public ear, I will name one fundamental rule I have always ascertained to be correct. It is, that the medium upon which the customers place the most value is by all odds the best. The man who will pay for and scan every article in his church paper would throw away as unworthy of his attention the very same matter if handed him gratis, in another form at a county fair. The dodger thrown into a vestibule, whether it be yellow, red or green, is usually consigned to the waste basket without examination or comment. In my opinion there are only two legitimate methods of good advertising outside of good goods, properly offered with personal politeness. One is to address the customer direct by letter, catalogue or such form of circular as will convey the impression at once that it is important.

The other is a properly worded advertisement with or without illustrations, changed at frequent intervals and printed in a periodical daily, weekly or monthly that the customer thinks enough of to subscribe and pay for.

Billboards, frames of cards in hotels and barber shops, hotel registers, umbrella tops, horse covers, fences, street cars, theater programmes and a world of other similar literature are only valuable to the man who has arrived at a point where he is the leader, and his name is looked for on all sides as a matter of course. The average dealer gets little or nothing from this kind of advertising. It is a rare case when good comes

from it. The billboard, if properly erected and appropriately covered, is good for a time. All advertising, when it becomes stale, loses its edge and has little more value than a last year's bird's nest.

Advertising that can not be freshened can safely be classed with the very poorest. Just now the advertiser is in his honeymoon with the calendar, but I fear he will be like the man who said he loved his bride so well he wanted to eat her up the first year, and wished he had, the second. The expense far outweighs the benefits. Children are bright and sparkling messengers of information we wish to convey. If you want a mother to feel attracted to your store just have a kind word and look or some little souvenir for the child. Train yourself to notice the children and you will be a better man and sell more goods. The little tots may make you nervous and sometimes pull articles down, but they are the telegraph lines to the mothers' hearts and the answers will come back prepaid. Local church papers are comparatively useless, but fair treatment and an occasional donation to any church or charitable society is bread cast upon the waters. It shall be seen after many days.

How shall we word our advertising? Say what you mean, and mean what you say. Do it in as few words as possible and say something. Withering sarcasms about the other fellow across the street do not interest your customers and many of them might think that the Cat-o-Nine-Tails was wielded by the wrong person. Listing special articles for sale is strong advertising, but giving prices, as a rule, is objectionable. Do not load the message with too much matter. A model advertisement was that of a seed house, for which they paid \$200 as a prize to the writer, who was a youth of seventeen. It was this: "The Sower has but one Chance."

If possible "as much as lieth in you live peaceably with all men." Never waste words on your competitors, but let your advertising convey information. Describe something, offer a definite article for sale, call attention to improvements, carry a message, not a blank. Study new plans, fresh, attractive methods and above all avoid sameness. There is a class of advertising that defies classification or description in detail or plan to use it. Sometimes it consists of the personality and is purely the property of our person. Smallest store and biggest proprietor. It may be a peculiar ability to present a clean, attractive stock by a model plan of arrangement.

It may be a persistency in never letting go of a customer while the least vestige of dissatisfaction remains, pleasant things said about people, little courtesies on the street and in public gatherings, special attention to aid by word or deed when public enterprises are at stake.

One of these peculiarly strong moves that are so difficult to describe, but which always win, gave Garfield the presidency. Not least among the means for effectual advertising is a loyal staff.

Men and women, to be useful to you, must be loyal not only to the place, the store, but to the management, full of thought for the general good, active, ready to suggest, but always ready to carry out ultimately decided plans. Be loyal to them.

With an appreciative public, a full and complete stock, good live newspapers, a warm and receptive feeling

for all who may call on you, especially the newspaper men, a thorough knowledge of the business, you should succeed in this wonderfully prosperous land.

D. Y. McMullen.

Against the Girls.

Wife—I believe that more women than men go to heaven.

Husband—You do? What makes you think so?

Wife—Women live better lives than men.

Husband—I grant it, Mary, but there is one thing that leads me to think there are few women on the other side.

Wife—What is that?

Husband—It is spoken of as the silent shore.

"If anyone asks for me, James, I shall be back in ten minutes," said Mr. Fosdick. "Yes, sorr," replied the Irish office boy; "and how soon will you be back if no one asks for you?"



Get our prices and try our work when you need

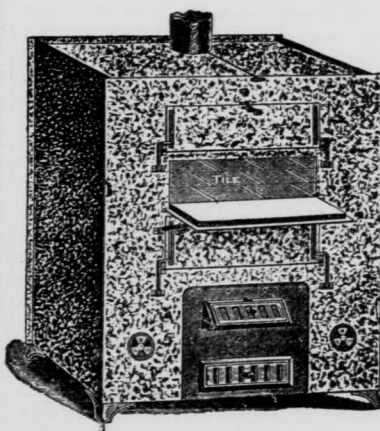
Rubber and Steel Stamps Seals, etc.

Send for Catalogue and see what we offer.

Detroit Rubber Stamp Co.

99 Griswold St.

Detroit, Mich.



BAKERS' OVENS

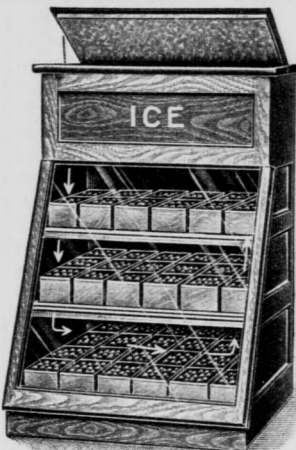
All sizes to suit the needs of any grocer. Do your own baking and make the double profit.

Hubbard Portable Oven Co.

182 BELDEN AVENUE, CHICAGO

1,000 SOLD IN 1902

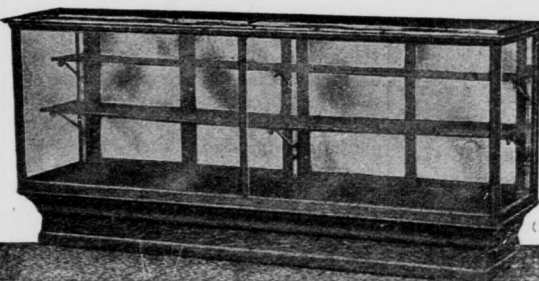
Grant's Berry Cooler



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 drip 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.



SUNDRIES CASE.

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

Shipped knocked down. Takes first class freight rate.

Grand Rapids Fixtures Co.

Bartlett and S. Ionia St., Grand Rapids, Mich.

Learned a Most Impressive Lenten Lesson.
Written for the Tradesman.

Without knowing it Mrs. Mehitable Wilkins had got to be the biggest tyrant in Marlborough. In a general way the little thrifty town had for a good many years felt the oppression and become irritable under it, the only comfort to be found in the provoking condition of things being the fact that, much as they suffered, that much-nagged and relentlessly persecuted husband of hers was "up against it" far more. How he lived and moved and had his being was a constant wonder. If he could stand it they ought to, the more so because Mrs. Wilkins was the dearest, most charitable, most devoted Christian in the community. Was anybody sick? She was first at the bedside. Was any public movement to be carried on? Her brain conceived the best plan, and her tireless hand never let go the plow until the object was accomplished. In season and out of season she toiled for the good of others and yet she found time to go on with bringing her husband up in the way he should go that when he should be old, he would not depart from it.

How this came about is easily and simply stated: For the first five years of their married life Josiah Wilkins stood at the head of his household as he had at the head of his store and both had thrived under his management. Then one day a disease had come upon him and Mehitable Wilkins true to herself and the man she loved took his place at the store, or rather at the bedside of her husband, dictated there what should be done, so that when her husband's slowly returning health was fully restored, she still kept up the business until the merchant hardly made a move—and then hardly dared to make one—without consulting his wife.

As might have been expected the result was not all that could be hoped for. Having found it easy to give way to his wife when the weakness of sickness was on him he did not find it easier with his returning strength to assert himself, until he was forced to acknowledge that the tyranny to which he was daily subjected was greater than he could bear. So for something like ten years he lived and endured hoping that time and his wife's good sense would finally straighten things out.

Had this been confined to his business so that he could have kept it from the world, it would not have been so hard to bear; but the petticoat tyrant, once enthroned, like all tyrants, proceeded immediately to extend the boundaries of her kingdom and, this accomplished, to abuse the absolute power she had acquired. What Josiah ate and drank and what he put on; where he went and with whom and what he did came naturally under her dictation because she had nursed him back from the very gates of death and neither he nor she wanted to live over again that experience. So when he went out she muffled him up and she went with him to exercise over him the same watchful care when he was ready to come home. This settled the question of companionship, and almost without knowing it he found his social circle limited to the rector of the parish and the wardens, all of whom he detested. He liked a game of cards, but when he proposed anybody but the detested few it was wonderful what a lot of good reasons prevented the coming of the good fellows he wanted.

Another trait which began to be especially noticeable in his wife was her overflowing generosity in whatever per-

tained to his time and money and personal services. Without consulting him his name always headed the contribution list with a generous amount attached. His convenience as to his wife-proffered service was never considered. "Of course Josiah is always ready to go home with you whenever you will come and it makes no difference how late you stay;" and, busy or idle, he had to drop whatever he had on hand to carry out this whim or that which, for the time being, his kind-hearted wife had decided must just at that instant be done.

So ten years had wearily rolled away and ten more would have as wearily followed had it not been for a chance remark and its reply which came to Josiah's ears one evening as he was approaching the rector's study. The passage leading to it from the outside door in the church basement was a long one and the early-coming spring that year had made it desirable to have the doors open, so that when Mr. Wilkins entered the basement door the thick matting deadened his footfall and he heard that dear senior warden, whom it would have been a delight to strangle, remark "Don't trouble yourself about the storekeeper. Just tell his wife what you want, and the thing is done. He doesn't dare to say his soul's his own unless she tells him 'tis." This was followed by the rector's voice saying, "Mrs. Wilkins is a most worthy woman and it is a pleasure to see her firm hand at the wheel of the domestic vessel. If you say five hundred dollars for the Easter offering I am quite sure that Mrs. Wilkins will assume half the amount. The vineyard is fortunate in having such a workman in it as Mrs. Wilkins and equally so her husband such a willing servant. So long as she is at the head we can be sure, during the Lenten season, of Mr. Wilkins' money and presence. So we'll put him down for the two hundred and fifty."

Josiah Wilkins did not go into the study. Instead he turned on his heel and as silently as he had entered went out and walked a while under the stars. The conversation he had heard furnished him food for thought and he proceeded to partake of its nourishment. Was it not early to be talking of Easter offerings and was it just the thing to put him down for half of the amount to be raised when both wardens were priding themselves on being the richest men in town; and was it the rector's duty to speak of him as a nobody in just that way, because he had let his wife run things to suit herself? When was Easter—when was Lent? To-day was Tuesday and—was to-morrow Ash-Wednesday? Sure, and his wife would be asking what he was going to give up before he went to sleep.

Then was the time he stopped talking. He crowded his hands down into his pockets as far as they would go and with head bent went thoughtfully on beyond the limit of the sidewalk and out on the country road. After what he had heard there could be but one thing for him to think of and when the walk was over it had covered the last ten years. In it he saw himself as others had seen him and as he reached his gate he had concluded to change not only their point of view, but the view itself.

Was he equal to it?

His first thought was whether it was worth while to be equal to it. What if Hitty had put on his nether garments? What if she had taken the lead in every way? Hadn't she done better than he would have—no—could have done?

She had forgotten time and again to ask his opinion, but she knew it and what was the use? She had stopped his smoking; they didn't have any card parties and dainty suppers any more; she had made him give up his red ties and she had laughed him out of his fussiness over his hats and shoes, but what of it? It was all for the best. If she thought he cared she wouldn't have pushed things so and—by George! he'd just try her on that line and see what the outcome would be. Just let him see the sign of first-fiddle playing and that should settle it.

"Josiah Wilkins, where have you been?"

"Why?"

"Because I want to know."

"What do you want to know for?"

"Why because. Where were you?"

"O, Hitty, don't bother yourself about what doesn't concern you. What's become of the evening paper?"

"But it does concern me. I want to know where you've been?"

"And I want the evening paper. Shall we let one want balance the other and call it a draw?"

"The senior warden stopped in to say that our share of the Easter offering is two hundred and fifty dollars and he happened to see the paper and I told him to take it; you wouldn't care."

"How long is it since old Tom Gray settled my money affairs for me? And I just wish you wouldn't be quite so free with my paper until you find out what I want. I pay for it and I want the first reading of it."

Mrs. Wilkins looked at the usually indifferent Josiah as a mother looks upon a rebellious boy. Then, with a voice that meant that the thing was settled once and forever, she said: "Well, I've fixed both and that's all there is to it. You can go and get your paper, I suppose, if you want it."

"That's exactly what I'm going to do. I'll get it and I'm going to say to him that if he wants to pay two hundred and fifty dollars as an Easter offering

he can; I won't. After this, my dear, let me take care of my own contributions."

"But that's what we've given every Easter for the last ten years and you haven't said a word against it."

"Because I didn't know it until you had paid in the money. After this I'm going to manage my own accounts."

"But, Josiah, what will folks say?"

"What they haven't said for a good many years: 'If you want anything of Wilkins, tell his wife. He doesn't dare to say his soul's his own unless she says he may.' So I'll cancel that; and then for my Lenten sacrifice I'm going to stop letting even my wife manage my affairs for me. If anybody dares to say anything about it to you just say to them, Hitty, that it isn't any of their business. I'm going around by the way of The Tockwotton for a game of billiards with Ford Clifford after I leave Gray's, so you needn't sit up for me if you feel at all sleepy."

Too dumbfounded to speak Mrs. Wilkins let her husband depart without a word; but she was ready for him when he came in something after eleven o'clock—or at least she thought she was. Her "Well!" pronounced as it is apt to be by people who have the right and are determined to use it was followed by statements very sharply put, and there was a good deal of gas consumed before she had finished. Then Josiah said all he wanted to in just two minutes and then he went to bed.

All the outside world ever knew about it was that Wilkins did not pay any Easter offering and when the senior warden asked her about it, he was not pleased with her reply and he did not take the trouble to repeat it. To the rector, who expressed surprise at Mr. Wilkins' action, the good woman answered that she had changed her views in regard to Lent and the benefits derived from it, and that she had learned the most impressive lesson that season she ever had.

The two wardens, communing together the following Easter, after an exchange of confidences, concluded that Josiah Wilkins had "cut the apron strings."

Richard Malcolm Strong.



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.**

Clerks' Corner.

Where Some Clerks Give Cause For Complaint.

A phase of substitution which not only insults the buyer, but works positive harm to the substitutor, is met with in some shoe stores. The "just as good" racket is worked to its uttermost, at times, but substituting another size for that asked for, especially if the dealer does not happen to have that particular size in stock, is perhaps the most common method of substitution found in the shoe business.

There is yet another—that of endeavoring to sell a buyer a finer quality than is desired.

Perhaps it is natural, and probably, in certain classes, admirable for a salesman to try to sell a higher-priced pair of shoes than is asked for. It is considered a part of good salesmanship to turn buyers toward better things. There can be little criticism offered on the practice, unless that practice is persisted in to a degree which becomes obnoxious. And it does sometimes become so. I recall an instance where a lady asked for a pair of \$1.50 school shoes for her little son. The first pair tried on did not suit; the shape did not please. Second pair did not suit, either. Then that salesman got it into his noddle that he could sell the lady a \$2 quality, and forthwith brought the better shoes to try on. They happened to fit, suited as to appearance, and the lady said she would take them. Then the "chump" had to tell her that they were \$2. She was disappointed. But she answered quietly that she did not want to pay \$2. "But, they are much better shoes than the \$1.50 ones," chirped Smarty, "will wear twice as long, and look better all the time." But the lady said she did not want to pay the price. The clerk, usually a pretty bright one, could not see that he was making a mistake, but continued urging until the lady's patience was overtaxed, and she let him know it.

Now, whether she bought finally or not, it is a sure thing that she carried away with her a not too pleasant impression regarding the salesman, which impression would naturally include the store. She would hesitate about going there again.

Then there is the case of the customer who wants a certain well-advertised shoe which the dealer does not keep. There being less profit, often, in these goods for the dealer, he naturally does not care to push them. However, if he expects to sell something "just as good," he treads upon tender ground and is likely to sink up to his neck in trouble.

Perhaps the worst phase of all the substitution evil is the giving of the wrong size where the right one does not happen to be at hand. Some dealers keep a set of rubber stamps by the aid of which they can "produce" any size required. They act upon the idea that most shoe buyers do not really know what size they want. This is partially true. Often a woman is so set upon size that no matter how the fit of the shoe might please, unless that shoe is marked with her "size," she won't take it. I say "she" because I believe the women err in this respect more than do the men. Now, it is really better that a woman should have the size which best fits her foot than go away with one marked her size which in reality does not fit at all. The only difficulty is in making her believe it.

The smart thing for the salesman to understand is that a woman's being set upon her "size" is a condition which confronts him and not a theory. If he goes upon the theory that she is wrong, he is likely to strike a snag. What he ought to do is to try and set her right and show her that the fit is the thing. It may be a hard job, but it is the job for him to do, just the same. He may have but fair success; perhaps a questionable success. But—this is sure—if he fools that woman he has made an enemy for his employer. Sooner or later she is going to find it out.

I recall a case where the buyer was exceedingly wroth because the salesman gave her a size she did not ask for, under the notion that this buyer would not know any better. The store owner was warned that his salesmen were substituting sizes, but he did not stop the evil. That buyer just referred to went again and what she asked for was not at hand, but the salesman who waited upon her would not admit it and allow her to go elsewhere to secure what she wanted. Rather than do so he foolishly hunted for another pair, put the half-size mark upon them, told the woman who had already chosen the sort she desired but wanted half a size larger than the boy had tried on) that this marked pair was what she wanted, and wrapped them up at her request. This woman took his word for it; took the shoes home; put them upon her boy, who wore them all day long, with nothing more than what seemed like a new shoe tightness. It became apparent, however, that there was something radically wrong, and investigation proved the fraud.

The boy was unable to continue wearing those shoes and they were laid aside—\$1.50 lost, and a customer made angry. I heard from her most intimate friend that she would not buy another pair of shoes at that store under any circumstances and this friend says she has kept her word, and now deals elsewhere.

The man who thinks it impossible to be honest in retailing is a mighty foolish fellow, not to put it any stronger. It would be ten times better for him to tell a customer that the size she desires is not in his store at present, thus keeping her respect for his honesty, than it is for him to insult her intelligence by subterfuge, which almost any woman can discern if she has a mind to.—Wm. Woodhouse, Jr.

Col. Wamsley, of Randolph county, West Virginia, was excused from jury duty, to which he had been drawn, on an original and unique excuse. The Colonel keeps a groundhog and is testing its reliability as a weather prophet and, as coming to court would greatly interfere with his study of the natural history of groundhogs, Col. Wamsley claimed that science would probably lose more by breaking into his course of study than justice would gain by his jury service and he was accordingly excused from serving on the jury.

The annexation of Puerto Rico to this country has proved of mutual benefit, commercially at least, to the countries concerned. The people of Puerto Rico now find a market in the United States for five times as much of their products as they did in 1897, the year preceding the transfer; and the people of the United States find a market in Puerto Rico for more than five times as much of their products as in 1897. Here is an object lesson for other lands that may be in close proximity to Uncle Sam's dominions.

If You Do a Credit Business

It will be to your interest to investigate our

Coupon Book System

It places your business on a cash basis in the easiest, simplest and cheapest manner yet devised. We will cheerfully send samples, prices and full information if you will let us know you are interested.

Tradesman Company

Grand Rapids,
Michigan

CHECK RAISING.

How It Is Easily Facilitated By Careless People.

Written for the Tradesman.

"So they've been raising checks again; and this time in Cleveland," remarked the man with the side whiskers as he laid his paper on the chair beside him and selected a cigar from the black leather case that he took from his coat pocket. "It's a wonder there isn't more of that sort of thing than there is," he continued, as he scratched a match on the sole of his boot.

"Ever have much experience in that line?" asked the insurance agent with a sarcastic smile.

"Yes, and no. I've seen a little of it in my time and suppose I might easily have been a victim if it hadn't been for a friend. I was one of the witnesses in the Sprague-Hanson forgery case at Muskegon, and I pointed out the weak spots in the Macdougall defense in Detroit when there was a little matter of \$28,000 difference between the bank and its customer. I don't pose as an expert in such matters, but some things have been forced on my attention that cause me to think that check raisers are sometimes scarcely less criminal than the makers of checks."

The night clerk gasped and looked about uneasily to see if there was an officer in the corridor, and a man in gray tweed stealthily shifted his revolver to the side pocket of his coat. The insurance agent moved his chair to a position that permitted the shadow of an ornate pillar to fall across his face now, while that of the man with the side whiskers was in the full glare of the electric lights, and then enquired:

"What makes you say that?"

"Because as a rule the makers of checks are so culpably careless."

"Then you would place carelessness and criminality in the same class?" It was the man in tweed who spoke.

"Sometimes yes, and justly so. Does the starving man stop to enquire into the ownership of the bread that happens to be placed within his reach? He eats, as a matter of course, for the law of self-preservation is stronger than any that has ever been placed upon the statute books. 'Lead us not into temptation' is good as far as it goes; but a better reading to my notion would be: 'Place us not in the way of temptation.' If lawyers were dependent upon their fees for showing poor devils how to avoid crime instead of trying to pilot them out when they are once snugly in; and if detectives earned their salaries by pointing out to mankind how not to set unintentional snares for its weak brethren, the world would soon reach the borderland of that millennium which will never otherwise come to pass."

"Well, but what's that got to do with the raising of checks?" asked the insurance man with some show of impatience.

"I was coming to that. It isn't much to tell, but it may help you to an understanding of what I have been saying. Several years ago I went into business in a little town in Northern Michigan. I was entirely inexperienced in such matters, and my partner—well, he rather looked up to me as the leading light in our operations, so you can see we were a pretty green pair.

"Among other commodities we handled cigars. Business was light and our bills were rather small, but we did all our own work, so most of what we made was 'clear gain.' About once a

month we had a call from John Hardman. John owned a little cigar factory in one of the neighboring villages, peddled his goods about the country in a one-horse wagon, and was, in a way, the business oracle for a large number of merchants in that new country.

"There were no railroads, no telephones or telegraphs, no rapid communication of any sort, few trade papers and little but hearsay to tell us about the markets or what our competitors in neighboring towns were doing. Hardman went about sowing information and good advice as a farmer distributes his seed, and many were the good turns he did those who patronized him.

"After an exceptionally prosperous winter's business we decided to open an account with a Cadillac bank, and I well remember with what satisfaction I wrote out and signed the first check that we drew upon our deposit." The speaker produced a pad of paper from his pocket and quickly penned the following:

No. 1. West Hayrow, Mich.,
June 3, 1883.
Rice & Messmore, Cadillac, Mich.
Pay to the order of John G. Hardman
Eight.....Dollars \$8
H. E. Chester & Co.

Then he allowed his listeners to examine the check, which they did in a bored manner, and at length handed it back without especial comment.

"Notin' peculiar about that," remarked the insurance man with a yawn.

"Now, that's just what I expected," pursued the speaker. "Nothing peculiar about that except—Well, it's the exception that made this check interesting, as I will explain presently.

"I gave it to Hardman and he receipted his bill and then said in a casual way:

"So you boys have opened a bank account. Well, business must be looking up some."

"We admitted that it was.

"Lots of goods on hand, nice run of custom and a snug bundle in the bank, eh?"

"We didn't want to brag, but that seemed to be about the size of it.

"That's good; first class. Always like to see my customers prosper. Now about this check, I suppose there'll be no trouble about getting the money on it?" He said this in a meditative way, as if talking to himself, but it nettled me unspeakably.

"Of course it's good," I answered. "I hope you don't think I'd write you out a check for a measly eight dollars and have it go to protest! We aren't in that kind of business. Our check is just as good for eighty dollars—or for eight hundred, when it comes to that—as it is for eight, and besides, you can have currency if it'll make you feel any better."

"Hardman ignored my irritation. 'The check may be good,' said he, 'but it doesn't strike me as being altogether right after all. I'm a little afraid of a paper like that. Somebody might monkey with it, you know.'

"Well," I replied testily, 'if it gets burned or lost you won't be out anything, for we can then issue you a new one.'

"Yes, I understand all that, but suppose this check turned up at the bank and called for eighteen hundred dollars! What would happen in a case like that?"

"Why, how could it do that? It's drawn for only eight."

"Now we're getting at the merits of the case. What's to prevent some

fellow from putting a "1" before your '8' and two ciphers after it? And why couldn't he write in 'een hundred' after your 'eight?' That's what I'm getting at. And how would the bank know but that you had done it yourself?"

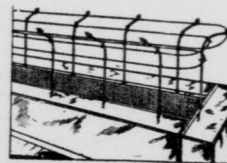
"Why, the bank would know," I replied triumphantly, 'because we haven't that much money on deposit. It would simply refuse to pay the check.'

"That might let you out at present, but supposing the time comes when you have a larger credit. What then? And what if the check should be raised to eighty dollars, or eight hundred? You see it's easy enough for an expert penman to do that," and John exemplified his ideas with a pencil.

"Still, this is written with ink. Some other kind of ink would look different and give the fraud away, even if he could imitate my writing, which I very much doubt."

"Ink is only a commercial commodity. The inks in common use are easily obtained. A man that was capable of raising your check would know enough to match your ink. It's very simple."

"Yes, but the bank. That would be responsible. If I draw a check on it



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.

DON'T ORDER AN AWNING



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

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

CHAS. A. COYE

11 and 9 Pearl Street

Grand Rapids, Michigan

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.

H. M. REYNOLDS ROOFING CO.

Grand Rapids, Michigan

MANUFACTURERS

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

for eight dollars and it pays eighty or more for it, it's none of my funeral. They're supposed to know what they're about."

"Not in a case like this. The maker of a check is expected to take ordinary precautions against occurrences of this kind, and you haven't taken any at all. You've left your check open to the operations of the veriest novice. You openly tempt rascality of this nature. Any hard-up book-keeper could manipulate your paper as he chose."

"Well," said I, after some hesitation, "how are you going to prevent it?"

"There is no way of heading off a thoroughbred crook, but you can make it mighty interesting for him. For instance, I would write the figures so close to the dollar mark that there is no room to squeeze in another, and right after the '8' I'd either put '00-100,' or I'd make a big double cross that would show for itself that no figures were to follow. Then I'd do practically the same with the written numbers—start them clean over next the left margin—and draw a line after them so plain and heavy that no one but a crazy man or a sure enough expert would think of try-

ing to obliterate it. Your conscience will then be clear, and you stand only a running chance of butting into a gang of professionals. There are check protectors that cut the figures out of the paper, but even they are not proof against the operations of the determined check raiser, but a combination of the precautions I have mentioned help to make life a burden to him, because he preferably chooses an 'easy mark.' "

"And were any of your checks ever raised?" enquired the insurance man, with some show of deference.

"Well, no," replied the man with the side whiskers as he stared gloomily at the glowing logs in the gasoline grate. "But it wouldn't have made any difference if they had. The bank burst that same year with most of our money in its charge, and we sort of went out of the check business. I haven't opened a similar account since."

George Crandall Lee.

Any Old Way Will Do.

Politician—Congratulations, Sarah, I've been nominated.
Sarah (with delight)—Honestly?
Politician—What difference does that make?

Tale Told by an Old Traveler.

While a messenger for the Adams Express Co. fifteen years ago I took on at a small station a genuine "nigger" bound valued at \$50. He was a vicious fellow and I did not try to cultivate a close acquaintance. We traveled all right for 100 miles or so, when all at once the dog came tearing out of the crate. I did not try to stop him, but just let him go. When we stopped at a water tank I did not try to close the door, but let him "hit the trail." In fact, I helped him all that I could by throwing coal at him (by the way, I was on top of the highest pile of trunks in the car), this being all that I could pick up to defend myself with except my Colt .45, and I knew better than to shoot the dog.

I was drawing only \$60 per month then, and when that dog left the car I saw \$50 of it pinned to his tail. Well we pulled out, and I was in a "peck of trouble." I could not afford to pay \$50 for a dog and, worse still, losing my job was out of all reason. We had still to run one hour and fifty minutes, and I had that time to think it over. So by the time we reached Grand Rapids,

I had made up my mind to make a report of the whole matter and pay for the dog. Of course, I was blue. When we stopped the agent came to the car, and when he saw me he said: "Great Scott! Kid, what have you been crying about? Did you get rattled?" I said, "No, sir!" At that moment a negro boy came along with an exact counterpart, except the biting qualities, of the lost dog, and I said, "Say, Bill, you want to sell that dog?" "Yas, boss." That made me feel good.

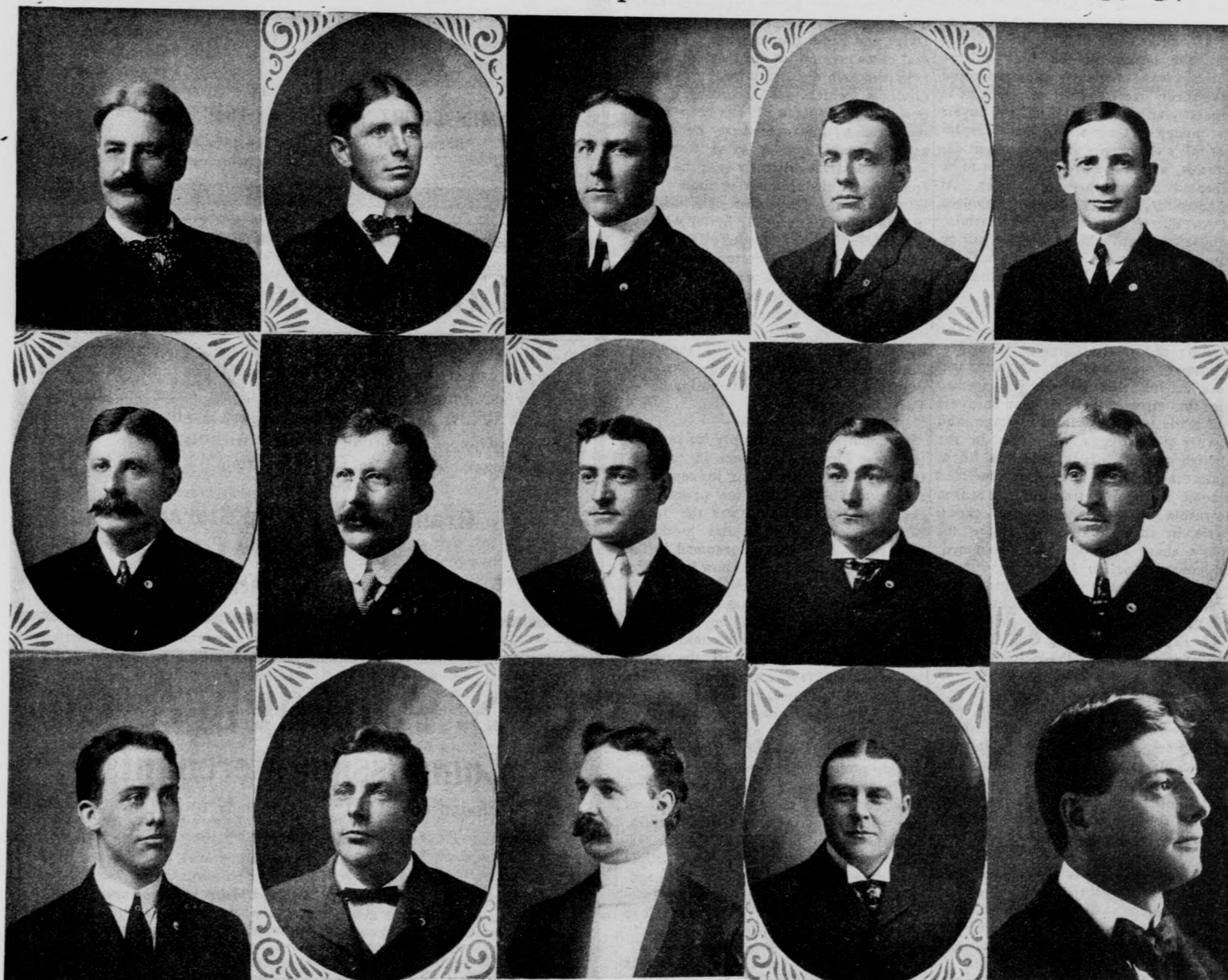
Well, I bought his dog for 50 cents and put him in the crate; and until this day that dog man is selling full-blood "bloodhounds" from that 50-cent dog—or his get. I have visited his kennels and have heard him blow about his fine dog that he paid \$50 for at Ft. Wayne, and I smiled and drifted.

A Good Suggestion.

The preacher had apparently almost reached his peroration, but he had apparently almost reached it before, and the congregation was suspicious.

"What can I say more?" he asked in impassioned tones.
"Amen," answered a man in a back seat.

Some Members of Grand Rapids Council No. 131 U. C. T.



Geo. T. Smith
Hull Freeman
F. J. McWilliams

F. M. Howard
J. H. Clark
C. J. Wormnest

J. A. Keith
J. S. Major
A. D. Otis, Jr.

D. A. Drummond
Jno. Hondorp
B. S. Davenport

F. C. Stevenson
F. E. Morley
H. D. Hydorn

Butter and Eggs

Interesting Facts Connected With Canadian Egg Exports.

During the past two years our exports of eggs to Great Britain have steadily decreased, especially during the present season of 1902-03, the shipments from this port, St. John, N. B., and Portland, Me., up to February 12, being 216,269 cases, against 251,173 cases for the corresponding period last season, showing a decrease of 34,904 cases. Since the commencement of the present year the shipments of Canadian eggs via St. John, N. B., and Portland, Me., were 22,305 cases, as compared with 3,554 cases for the same period last year. The reason why so few eggs were shipped after the first of January last year was owing to the scarcity which then existed, causing prices to advance considerably above an export basis. In fact, contracts that had been made for shipment in January and February, 1902, had to be cancelled, and the shippers here were glad to pay the English importers a good profit to release them from their engagements. This year, however, things were reversed, as many dealers and shippers, remembering the high prices which ruled last winter, were determined to have good stocks of cold storage eggs on hand this winter as well as some pickles, in order to reap the benefit of the high prices, which it was confidently expected would have been realized before this. It is generally admitted that English buyers lost money on their spring contracts for last fall's shipments and subsequent deliveries, which are pretty sure not to be repeated during the coming year. At 6s 6d to 6s 9d c. i. f., per long hundred of 10 dozen, buyers in Great Britain, it is said, might take chances on spring contracts for future shipment; but beyond 6s 9d, it is said, or 7s at the outside, they will not operate. The great improvement in size and quality of Russian eggs renders them keen competitors of Canadian, one of our largest exporters, who was in England last year, stating that he was surprised to see the strides that Russian shippers had made in both style of package and quality of their eggs laid down in the British markets. It is therefore about time the cut-throat policy practiced among shippers during the past season in rushing up prices above an export basis, in their anxiety to secure the lion's share of goods, was abandoned. Of course, English buyers were in a measure to blame for encouraging that policy, by following up prices as they did; but as they paid rather dearly for their experience they are not likely to repeat it.—Montreal Trade Bulletin.

The Free Seed Humbug.

When money is paid indirectly, people are—as a rule—much more liberal than when it is paid directly, and this is the only explanation that we can see why the farmers do not rise "en masse" and compel their representatives in Congress to put a stop to the useless waste of money in the so-called free distribution of seeds!

We presume it is perfectly hopeless to expect its discontinuance and equally so to attempt to divert the "free seed" stream into a more useful channel, but, nevertheless, we shall again appeal to the common sense of our readers in the hope that they will work to form a public opinion against providing Tom, Dick and Harry with free radish, tomato or carrot seeds.

If the money was spent on rare and new seeds exclusively and these were distributed to the experiment stations only, there would be some sense in it, and such distribution need not be confined to the state experiment stations, but might be extended to private associations when the members agreed to report results.

We refer to such associations as the Wisconsin Agricultural Experiment Association, two hundred members of which—according to an exchange—have carried on co-operative work in different counties in the State in growing grain and forage plants. These experiments are discussed at the annual meeting when plans for new experiments are laid.

If there were many of such associations, the free distribution of seeds by the National Government might be made of great value instead of—as at present—a waste of money.

Do we expect any such reform? Certainly not! As long as the voters will allow their representatives to control this diminutive "pap" to distribute among those who are always on the lookout for something "free."

Unclean Water at Minnesota Creameries.

Startling discoveries of unsanitary conditions surrounding creameries have been made by inspectors of the State Dairy and Food Commission. In several cases creameries are located where it is impossible to drain away the waste products, which are accordingly deposited in cesspools. It has been found that in many instances these pools are sunk in sandy soil or loose strata of rock and drain directly into the wells from which the creameries draw their water supply. The utensils are washed in this foul water and the butter worked and washed in it. Samples of the water have been sent to the State Chemist for analysis. Where the water is found to be polluted, these creameries will be required to cement their cesspools or go out of business. Great care will be taken by the inspectors, who will send in samples whenever there is any reason to suspect the wells are contaminated.—Fairmont News.

The matter of food supply for some of the great European powers is unquestionably one of the strong influences in the world which make for peace. At the time of the Crimean war the farms of Great Britain and Ireland produced nearly all the wheat consumed in the United Kingdom, whereas now four-fifths of the amount used is imported. In case of war with a first-class naval power, the food supply would be seriously threatened. If the enemy could blockade the British ports half the nation would have to face starvation in three months. Of course, it is not to be expected that any one nation or any two nations could do this at present, but still it is a question whether British warships could protect the vessels on every sea carrying provisions. The United States provides a little more than one-half of the wheat imported into Great Britain, and the United States and Canada together, about three-fourths. Russia would be less troubled about food supply in case of war than any other European power, as she raises more than enough for her own people.

The Hartford Times makes an attack on our system of punishing certain petty offenses, and its criticisms are worthy of consideration. It is declared that the system pauperizes and corrupts instead

of improving the people committed to the jails. The fault is rather with the system than with the men who manage the jails. "There is nothing more illogical than to take a man who has a family dependent on him and because he is found drunk or commits a minor offense, feed and warm him in jail while his family goes cold and hungry. When he is punished, his power to earn money by labor should be utilized and utilized for the benefit of his family. It is of no particular consequence whether he likes it or not, except to the politicians who may want his vote or his work at the next election. His obligation to support his family ought to be enforced first of all."

One of the pleasures of succeeding is the knowledge thus gained of the number of friends one has.

You ought to sell

LILY WHITE

"The flour the best cooks use"

VALLEY CITY MILLING CO.,
GRAND RAPIDS, MICH.

ELLIOT O. GROSVENOR

Late State Food Commissioner

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

1232 Majestic Building, Detroit, Mich.

Gas or Gasoline Mantles at 50c on the Dollar

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

We want your POULTRY

Butter and Eggs

Highest cash prices paid.
Write and let us know
what you have. Do it now,
not to-morrow.

JAMES COURT & SON, Marshall, Michigan

Branches at Allegan, Bellevue and Homer

Cold Storage

References: Dun or Bradstreet or your own Banker

Cold Storage Eggs

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

Grand Rapids Cold Storage
& Sanitary Milk Co.

Grand Rapids, Michigan

E. S. Alpaugh & Co. Commission Merchants

16 to 24 Bloomfield St.

17 to 23 Loew Avenue

West Washington Market

New York

Specialties: Poultry, Eggs, Dressed Meats and Provisions.

The receipts of poultry are now running very high. Fancy goods of all kinds are wanted and bringing good prices. You can make no mistake in shipping us all the fancy poultry and also fresh laid eggs that you are able to gather. We can assure you of good prices.

References: Gansevoort Bank, R. G. Dun & Co., Bradstreet's Mercantile Agency, and upon request many shippers in your State who have shipped us for the last quarter of a century.

Cold Storage and Freezing Rooms

Established 1864

LAMPS AND BOOKS.

Some Suggestions Concerning Their Effective Display.

Written for the Tradesman.

In algebra there are certain problems which seem to be intended to catch the unwary, and in this respect there is certain similarity between window dressing and the science of higher mathematics. There are many good window trimmers who are occasionally confronted, almost without their knowing it, with a problem in display and arrangement which shows immediately whether they are well grounded upon the rules of window dressing or whether they will fall like the student of mathematics who is not quite sure of the method to employ or the principle to apply.

There are certain displays which at first consideration do not seem any more difficult than others, but which will test the art and talent of the window trimmer to the utmost before he will achieve the best and most artistic effect.

The next time you pass a lamp window, or the next time you arrange one, stop and see if it is open to criticism. Did it ever occur to you that lamps are one of the most difficult things to display well that will be found in a general stock? Reference is had, of course, to the elaborate creations which in recent years have attained such a vogue and relegated the good old hanging lamp of our childhood to the rear.

Various articles of display require the application of two exactly dissimilar methods. There is one class of goods which requires the employment of individuality, while the other class calls for a display in its entirety. If you will run over in your mind the windows which you have seen or arranged recently, you will recall immediately that there were certain things in which the best effect was obtained by presenting to the eye of the passer-by each separate object so that it attracted his attention to itself, while there were other things which by the use of correct grouping left the entire window an impression upon his mind.

I believe that a lamp display requires the application of the former rule, and that in the display of these goods, the window trimmer should aim at a good display of individual objects rather than to impress the passing throng with a general arrangement. One of the great mistakes in the display of lamps is the tendency which some trimmers find it so hard to resist, of crowding too much into the window. Better have a few lamps well arranged than a display of many which will confuse the eye and which will create individual inspection only in the way of comparison.

Another window which at first thought will seem simple is the book window, yet some trimmers fail woefully in their attempt to display this class of goods. The book window should be made to appeal to the book lover, the real book lover. The book lover as a class is growing more numerous. There is all the difference in the world between a book lover and a book reader. The book reader is a man or woman who reads something because somebody else has told him that he must read it. The book lover is a person to whom a book is an intimate friend, and it is this man or woman for whom it is a pleasure to write, and whose presence in the world keeps men writing books who might make millions by dabbling in stocks or selling coal.

In thinking of the friends we love we think more than merely of the amusement or the pleasure or the assistance that they have furnished us. We remember their features, and not only their good qualities, but their other qualities as well. To the book lover a book is a thing almost as real and breathing as a personal friend, and so the various attributes of the book appeal to him, and the recreation that it may afford him in an idle hour is not the only consideration he bears in mind. The book lover's book is well thumbed. It is read more than once. It is handled carefully. It is never loaned.

If you want your book window to appeal to the book lover, and he is your best customer, it should show not merely catchy titles, but the material attributes of the books themselves. Arrange your window so as to show every feature of the books—binding, text and illustration. An open book in a window display will appeal more to the book buyer than stacks of closed volumes, which impress only by their number. To the man who is not a book lover a proper display will have some drawing power by appealing to his innate curiosity.

There are one or two rocks on which a window trimmer sometimes falls. One is in crowding a window with too much display. Do not try to put your entire stock into one show window. Leave the impression with the people that there is more inside. Be careful to secure a correct and harmonious arrangement of color.

The employment of too much crepe paper, cheesecloth and other embellishments is in a degree fatal to a successful window. The very use of these things is an evidence of weakness, although their employment is something that can not be avoided. If they are used to excess, however, they are often inclined to give an element of cheapness to your window. Cheap material and cheap colors are seldom pleasing. The best way to display goods is by displaying the goods themselves. There are, of course, some lines which if used alone will not give a pleasing effect, but so far as possible every detail of a window should be the goods themselves.

There are, then, certain things to be aimed at according to the class of goods displayed: First, and always, harmony of color. Next is to preserve the individuality of the articles displayed where that is possible, while still arranging a grouping that is complete and artistic. Next is the use of goods that are attractive in themselves and lastly is that the price of these goods shall be attractive.

The window trimmer may wonder what he has to do with the price, as that is generally supposed to be arranged at a roll-top desk somewhere in the rear of the establishment, but he has a great deal to do with it, because no goods should be displayed without the price attached. It is the price, after all, which appeals to the customer and the passer-by. If there is no price, your window is nothing but an exhibit instead of an auxiliary in securing trade. You want your window to be something more than an exhibit.

When I was in Buffalo two years ago I saw a bedstead which I was informed was priced at three thousand dollars. I was much interested in the article, but I did not have the slightest intention of buying. In Chicago during the horse show I saw an eleven thousand dollar gown displayed in Marshall Field &

Co.'s window. I was interested in that also, but if it had been marked down to ten thousand nine hundred and ninety-nine dollars, I think I would still have been able to tear myself away without purchasing it for my better half. There is no question but what these displays interested me, but they did not, for a moment, inspire me with a desire to buy, and that is what a window trimmer is aiming at.

Do not be satisfied with an exhibit; only be satisfied with a window that you are confident is a trade puller.

Charles Frederick.

Fresh Eggs

SHIP TO

LAMSON & CO., BOSTON

Ask the Tradesman about us.

Buyers and Shippers of

POTATOES

in carlots. Write or telephone us.

H. ELMER MOSELEY & CO.

GRAND RAPIDS, MICH.

"First Run"

NOW is the time to ask us for prices and get your orders in for the FIRST RUN of SAP, which insures the VERY FINEST FLAVORED MAPLE SYRUP and SUGAR.

We guarantee the quality and ask to submit you prices.

Michigan Maple Sugar Assn., Ltd.

119 Monroe Street.

Grand Rapids, Michigan

Butter

I always want it.

E. F. Dudley

Owosso, Mich.

WHOLESALE OYSTERS

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

DETTENTHALER MARKET, Grand Rapids, Mich.

The New York Market

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

New York, March 7—Coffee reports from Brazil show heavy receipts and very firm prices. In fact, quotations there are said to be above a parity with those ruling here, where the general situation is mighty dull. Buyers seem to take little, if any, interest in the situation and purchase only enough to keep broken lots in repair. Quotations for Rio No. 7 is unchanged at 5½c. As to receipts, they are running along something like 30,000 bags a day at Rio and Santos together and just why the market in Brazil should be so firm is hard to understand except on the theory of speculation. In store and afloat there are 2,698,326 bags, against 2,455,882 bags at the same time last year—figures which indicate no dearth of coffee, whatever may be the present feeling in Brazil. Mild grades are quiet. Buyers take only the smallest possible lots and quotations are barely steady on about the same basis as last week.

There is more firmness in sugar and buyers are showing rather more life as the season advances, although the market can by no means be characterized as active. Most of the business is in withdrawals under old contracts and new business is very slow. While refiners profess to ask list prices, there always seems to be a "but" and there is still this element of uncertainty, owing to the disarrangement of the factor system. As last noted, most firmness exists in country green teas and pingsueys. Offerings are very light and full values are obtained. Other sorts of teas are moving with some degree of freedom, but the market is not as active as sellers wish it might be.

The rice market is firm. Sales are not large, but stocks are so light that the market is pretty well cleaned up. Choice to head, 5½@7c.

Pepper retains its strong tone, but there is little doing in this or other spices, aside from every day business. No change to note.

Offerings of molasses are light and so is demand. There is a little doing in withdrawals under old contracts, but, upon the whole, the week shows little animation. Quotations are absolutely without change. Syrups are firm and most of the stock of desirable goods is quickly taken at full rates.

In canned goods the week shows no change in essentials from a week ago. Prices are about on the same level. Many reports come to hand of new factories which will be erected this year and, if we have good crops, the outturn promises to be as large as that of the cereal factories at Battle Creek and other Michigan towns. The trade was very much interested in the Pacific Packing & Navigation Co. receivership. This concern was organized in August, 1901, and back of it were men who had money to burn. One of the chief organizers was a man of a great deal of experience in the business and everything seemed coming their way. Let a man go into the office and the cold sweat would start down his back when he was brought into contact with the High Mightinesses who deigned to speak at all. But there was a fly in the ointment and this was the miserable other packing company—miserable to them—that was so wicked as to make a big cut in quotations and at the first round the big combine was knocked—well, almost as high as Gilderoy's kite. It is evident that some of the combine suffered severe losses, but they can probably afford it. Simply "one of life's little ironies."

Dried fruits are about the duller thing in the grocery trade. The large sizes of prunes are doing pretty well, but there is great room for improvement, although it is doubtful if it comes very soon.

There is a pretty good demand for butter and, while arrivals are quite large, they are quickly taken care of. Best Western Creamery, 27@27½c; seconds to firsts, 23@26c; Western imita-

tion creamery, 17@20c; factory, 14@14½c.

With moderate arrivals and very strong advices from the West the egg market is very firm. Some stock from Northern Ohio was reported sold at 18¾c, and although this may seem rather extreme, it is certain that 18¾c for desirable Western stock will not be out of the way, and from this down to 15c for "dirties."

The cheese market shows some increase in strength this week and at the close 14¾c is the rate for full cream stock. The demand is fairly good and stocks are becoming closely sold up.

Why Don't You Know?

Do bananas pay?

"I do not know," says the merchant.

Why do you handle them?

"Because the trade asks for them."

Do oranges pay?

"I think they do," says the merchant.

How do you know?

He guesses at it.

Now the question is how to make business less of a guess game and more of a certainty. The grocer or the grocery department handling fruits should have some kind of a system of checking up the profits on each item exact. There should be some simple system whereby the exact profit on a bunch of bananas could be told and recorded for future reference. This system should enable the merchant at the end of the month or at the end of the week to know exactly what line of goods has made him money and what line has lost in money. The merchant who goes from January 1 to January 1 without any intelligent idea of what he may be making on his dried fruit or on his fresh fruit or on green vegetables, is going it in the dark.

Every merchant undoubtedly realizes the need of a system for more closely checking up these results.

Has any merchant such a system?

This paper is looking for information on this topic.

Systems can be too elaborate to be useful. They can be so elaborate as to be even unprofitable. A simple business system for keeping track of profits and loss in any department of the store is what the average merchant needs and will welcome.

Who has it?—Commercial Bulletin.

Novel Plan of Guaranteeing Fresh Eggs.

Consul J. I. Brittain writes from Kehl, Germany, to the State Department at Washington:

A unique method for insuring the freshness of eggs has been adopted by the Dairymen's Association in the vicinity of the city of Kehl. The agents of this Association go among the farmers each day and purchase eggs, the farmers guaranteeing that these have been laid within the previous twenty-four hours. In consequence of this guaranty, the Associations pay the farmers 3 pfennigs, or about half a cent, above the regular market price for each egg. The Dairymen's Association then makes a record of each purchase by giving the farmer a registered number and numbering each egg in a corresponding manner. When a consumer chances to find a stale egg, he returns it to the dealer, who in turn charges it to the Association, which reports the matter to the farmer. The method is a protection to all parties concerned, and is said to meet with much success. The eggs are delivered to the dealer in cases containing five dozen each.

A Tender Touch.

Bobby—Mamma, dear, didn't you say I was worth millions to you?

Mamma—Yes, darling; why?

Bobby—Could you give me twenty-five cents?

SEEDS

Timothy and Clover. Send us your orders.

MOSELEY BROS., GRAND RAPIDS, MICH.

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

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?

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.

SHIP YOUR

BUTTER AND EGGS

—TO—

R. HIRT, JR., DETROIT, MICH.
and be sure of getting the Highest Market Price.

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.

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

WIFE AS PARTNER.

Relationship Which Does Not Always Prove Satisfactory.

About two weeks ago a grocer who has since moved West, and whose confidence I am therefore not violating, particularly as I am giving neither name nor address, told me of an interesting incident in his own life which is rather apropos of what I said not long ago about partnerships between father and son.

In fact, this grocer was inspired to relate the story to me through reading those articles.

"There's one thing worse than partnerships between father and son," he observed, "although that's pretty bad."

"What is it?" I asked.

"Partnerships between husband and wife," he replied.

"Aren't every husband and wife in partnership?" I asked.

"Oh, yes," he answered, "but I don't mean that way. I mean actual business partnerships."

"I don't believe I ever heard of any," I replied. "In fact, my understanding is that a husband and wife can not legally go into partnership."

"Well, I went into partnership with my wife, all right," replied the grocer, "whether it was according to law or not."

"Didn't go, eh?" I said.

"Go!" he exclaimed, "it nearly broke up the whole shebang! We started off our married life that way and it was the worst thing we could have done. We're over it now all right, but I tell you for a while I thought it would separate us sure enough."

"I married a school teacher, who had a good bit more capacity for business than most women," he began, "and we both had the same ideas about husband and wife sharing everything. I had great confidence in my wife's judgment and, to tell the truth, I was glad to get somebody in the business with me—even a woman."

"So when we got married, I drew up a little agreement of partnership, making over a half interest in the business to my wife. She was to be an equal partner in every way except that her name was not to appear in the firm name. It was John Jones & Co. and she was the company."

"Well, my wife's a systematic little body, and she wanted me to divide the duties of the store into two parts, and give her one, so she would know just what she was to do. You can not do that, you know, in a country store; you might in a city place; but I thought that wasn't practicable, while she thought it was, and we had our first little argument over that."

"The first thing we had a real time about was when I bought five cases of soap—to get one case free. We had agreed to go slowly in buying, but I thought this was a good deal, inasmuch as the soap was a fair seller, but my wife thought it was plunging and took me to task for it rather severely. She insinuated that she ought to do the buying. That cut me, because she had only been in the business six months, while I had been in it six years."

"So we had quite a lively little time over that."

"Another time, I had to go to New York on business and one day a lot of women got around my wife and persuaded her that we ought to handle three or four new things that were just then being advertised in the monthly magazines. I never put these new things in

until they have been on the market long enough to see whether they are any good or not, but my wife was persuaded that we could sell a great lot of them and when the jobber's salesman came around the next day she gave him an order for a case of each.

"Gee whiz! but I was hopping mad when she told me about it. I read the riot act to her in great shape but she reminded me that she was an equal partner and had as much say in the business as I had. We had it pretty hot and heavy and she wouldn't speak to me for three or four days."

"We got over that after a fashion and then the one clerk that we had—one of the brightest, smartest young fellows I ever knew—got into trouble with a girl and there was quite a stew about that in the town. My wife was for discharging him at once. She was raised a Presbyterian which is almost as bad as being a Puritan I think, and she could not bear to have Charlie around the store after that."

"He was the best clerk I ever had or knew. I knew I could not get another like him and I refused point blank to fire him. Then she said she would if I did not, and I flared up and said if she did the whole thing would come to an end right there. She set her mouth in a straight line and I knew that she would not give in. It was near closing time that night, and I said nothing more just then, but after we had closed the store and had gone upstairs, I said I wanted to talk to her, and we had it out right then and there. I asked her whether she did not see what a mistake we had made in hitching up together in the business. I asked her if she did not realize how many fights we had over business matters and how few over outside things. I told her I was not content to go on this way; that my home was not happy and that it was not what I had expected. Then I proposed that we tear up the agreement and call the deal off, so far as the store was concerned—I to run the business alone and she to take care of the home and help me in the store a little when I needed her."

"She is a sensible little woman, and after a little while she gave in and I never was so glad of anything in my life. I could not have stood the thing much longer—why, I lost ten pounds in about two months!"

"Since then I have been as happy as a married man can be. This is not sarcasm. My wife and I seldom have any squabbles, and when we have any, they are soon over."

You fellows are the best judges as to whether your wives ought to be allowed to read this article or not.—Stroller in Grocery World.

A Costly Mistake.

"I'm going to be more careful in the future," said the photographer. "A girl from the country came in to have her picture taken the other day, and after posing her I told her to look pleasant."

"Did she?"

"I should say she did. She grinned so that her young man, who just happened in, thought she was flirting with me, and he broke two skylights and a showcase before the police could take him away."

The best goods to sell are those that satisfy the customers. When the customer finds that you can supply him with a superior article, and save him considerable labor, he will not only remain a constant patron, but will recommend you to others.

Recent Business Changes in Indiana.

Brazil—Shaffer & Campbell, grocers, have dissolved partnership. The business is continued by A. W. Shaffer.

Clayton—Fred W. Brown has sold his grocery stock to Sam Phillips.

Greensburg—Corbett & Robe continue the hardware business formerly conducted under the style of Corbett, Robe & Gaines.

Idaville—John N. Small succeeds James Small in the hardware business.

Indianapolis—H. Frommeyer has purchased the interest of his brother in the queensware business of Frommeyer Bros.

Knightsstown—S. E. Buchtel & Co. have merged their jewelry business into a corporation under the style of the S. E. Buchtel Co.

LaFayette—Benjamin Hirsh has purchased the clothing stock of Reitemeier & Ditzler.

Letts—C. F. Myers continues the general merchandise business of Fraley & Meyers in his own name.

Russelltown—Spencer, McCutchan & Co. succeed Spencer & McCutchan in the hardware business.

Wabash—Swadley & Son, druggists, have dissolved partnership, E. W. Swadley succeeding.

Puzzled the Expert.

"There is a strange body in your oesophagus," said the expert manipulator of the X-rays.

"Yes," said the subject, "I have felt it there for a week or two."

"I can not tell, however," proceeded the scientist, "whether it is your missing false teeth or one of your wife's biscuits."

Lightning may not strike twice in the same place, but where pay dirt has been found there may be more.

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. Wilmink

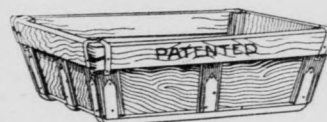


Have You
Any Hay
or Straw?

We want all you have quick, any quantity, and will pay highest spot cash prices, F. O. B. your city. Write and let us know what you have. References: Dun's or Bradstreet's and City National Bank, Lansing. We job extensively in Patent Steel Wire Bale Ties. Guarantee prices.

Smith Young & Co.,

1019 Michigan Avenue East, Lansing, Michigan



Delivery and
Display Baskets

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

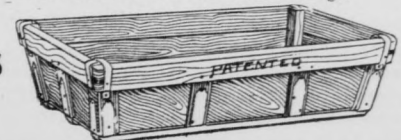
1/2 bushel size..... \$2.50 per dozen
3/4 bushel size..... 3.00 per dozen
1 bushel size..... 3.50 per dozen

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

Manufactured by

Wilcox Brothers

Cadillac, Mich.



CUTTING PRICES.

Under What Circumstances Cuts Are Justifiable.

Written for the Tradesman.

We hear a good deal of argument from every quarter of the country against the cutting of prices. This is probably caused from the fact that in almost every town in the country are stores that lower prices in order to draw trade. The proprietors are pictured as hard-hearted men whose sole ambition seems to be to knock the profits out of all business and so demoralize the mercantile trade that nobody can make a success of retailing. Like all other propositions, this one has two sides.

I was writing an advertisement for a department store recently and, while getting prices in the grocery department, noted that every brand of breakfast food handled by the house was being sold at actual cost, not even enough profit being figured on to pay the freight. There was not an exception. The knife was being used on them all. Not one escaped.

"Here's a department that is not paying very big dividends," I remarked.

"Well," answered the proprietor, "the man who expects to get full prices for each and every article he sells in this day and age of the world will get left. No, there is no profit in this line of goods, notwithstanding the heavy demand, but we make a big spread about the reduction and it draws people to the store. It serves as a lever to sell goods in the other departments. We are well satisfied with the results."

Now, perhaps some merchants will think this store is ruining business. They will probably argue that it is pursuing a mistaken policy. They will, perhaps, think that more money could be made by keeping the price up to a figure that would pay the freight and leave a comfortable margin of profit. But as this store, in a town of 1,300 people, makes an annual profit of not far from \$10,000, it would seem that its policy of conducting business along these lines is all right.

As has been said before, there are two sides to every question. A man can cut prices and injure his store. To profit by reductions of this class he must let the people know about them. If he hides his light under a bushel, he makes a fatal mistake. There is not a department store in the country that does not cut prices on various articles of everyday use. But these stores never keep still about it. They use it as an instrument for drawing trade to the store. They climb upon the housetop, as it were, and proclaim to the world the wonderful values they are offering. The newspaper page fairly flames with their announcements. The sides of barns throughout the rural districts and the woodsheds here and there are gayly papered with advertising of attractive design. Each package they send out carries a little dodger on which are given the many opportunities of money-saving to be found at their place of business. The public can step neither to the right nor the left without being confronted by the interesting information that the road to economy lies in the direction of So-and-So's emporium of low prices. And so it comes about that the public rushes to So-and-So's to investigate, while the fellow who cuts his price and rests on his oars with the expectation of reaping a reward for his efforts in behalf of the people really loses more in the deal, because his re-

ductions fail to draw enough extra trade to make up the difference.

It must be remembered in considering the question of prices and quality that the people who want something cheap constitute the great majority of the population of the country. In every community there are people who consider quality the only consideration when buying goods, and if they find what they want they are willing to pay a good round price for it. But where we find one such person, we discover a dozen who are steadily gazing in the direction of the price mark. The high class trade of the country is limited. The limitations of the average pocket book are such that most people are continually looking for a chance to save money in their shopping. And right here is where the man who offers bargains gets the big end of the deal. It is where he shows his judgment of human nature. He knows that to get the people to looking in his direction he must do more than simply ask them to trade at his store. He must demonstrate to them that it is to their interest to patronize him. He knows that all the arguments in the world are as nought when compared with low prices quoted in an attractive manner. This a weapon that knows no superior power. It strikes from the shoulder at every blow—and it wins.

What has made Wanamaker famous? Bargains. What brings a continual flow of money into the coffers of the mail order houses? "Saving the wholesalers' and retailers' profits to the consumer." What has made State street in Chicago famous the country over? The everlasting advertising of bargains by the department stores of that locality. Go into the most remote corners of the country, away back where the people who never saw a trolley car reside, and you will hear the women talking of the bargains of Chicago. You will learn, if you listen closely to their conversation, that they long for a chance to share in the excitement of the grand rushes of the bargain basement. Their relief is the catalogue of the mail order house. Herein are offered bargains, bargains, bargains, goods "at half price," "greatly reduced," "remarkable values," etc., etc. Do they patronize them? Go into the express office and note the printed matter on the exterior of the packages that await the coming of the owners. There you will find an answer that will bring astonishment and cause you to respect the vast wisdom of the men who control the publicity departments of the mail order houses. You will discover mail order merchandise in stacks—stoves, clothing, dry goods, bicycles, and every known article under the sun.

Human nature is a curious thing. A man will go to a country auction sale and pay more than the original price for an article that has been used two or three years on the farm, but when he goes to town to buy merchandise he wants it dirt cheap. It seems to be a supreme characteristic of the human animal to want something for as near nothing as possible. The lowest type of bargain hunter patronizes the get-rich-quick swindles, and as man rises higher in the scale of human intelligence he demands other grades of material things at the lowest possible figures.

This trait in human character is illustrated in the trading of horses, in the hiring of labor, the letting of contracts to the lowest bidder, etc. From the day the boy plays his first game of marbles until the tolling of bells tells of that final

sleep toward which each man is speeding, his aim is to "get the best end of the deal." A great man has said that the difference between great men and the common herd is that some men look and see nothing, while others look and discover, profiting thereby. The merchant who studies humanity with close scrutiny will discover many things that will bring dollars in his direction.

Raymond H. Merrill.

There will be rejoicing among the prohibitionists when the immigration bill becomes a law, for it eliminates liquor selling from the capitol at Washington. For years the prohibitionists have been directing their efforts against the so-called capitol canteen. It is a question, however, whether the prohibition is due to their work. The provision was inserted in the bill, it is said, for the reason that it would be inconsistent to outlaw the canteen in the army and on Ellis Island, and permit it to flourish in the National capitol for the benefit of the National legislators.

The wise girl always has a string to her beau.

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.

The Hit of the Season

SELLS ON SIGHT

The Schaefer Handy Box Fruit Jar Rubber



The rubber that sells and seals; extra heavy and extra good. Your fruit will be preserved if you use this rubber. Dealers can increase their trade by selling these rubbers. Packed one dozen in a box, 5 gross in a carton, 20 cartons in a case. Retail at 10c per dozen, and it's all in the rubber. For sale by first class jobbers. Price and sample on application. If your jobber does not handle the Schaefer Handy Box Rubber write direct to the manufacturer.

W. H. Schaefer, 770-772 Spitzer Building, Toledo, Ohio



"For Muscle"

Nutro-Crisp

The Ready Cooked Granular Wheat Food
A Delightful Cereal Surprise

Produces firm flesh, rosy cheeks, bright eyes, steady nerves—abounding health.

The fact that one never tires of it proves that it is Nature's Food. Nothing equals Nutro-Crisp for school children. It feeds the brain.

A "benefit" coupon in every package for your society.

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.

Formal Opening of the New Hall and Club Room.

Grand Rapids, March 9—In our new home. The first meeting of Grand Rapids Council, No. 131, U. C. T., held in the new council rooms Saturday evening, March 7, was positively the largest and best meeting ever held by the Council and we question if a better local council meeting was ever held in Michigan, there being 125 members present and a number of visitors. Every officer was present and in his chair and the work done by all was certainly fine. Twelve applicants were given the full initiation, one re-initiated and one transferred from Milwaukee, No. 54—Bertram L. Gray. Those initiated were Fred. A. Castenholz, Ed. P. Andrew, Dilman Witmer, C. H. Schneider, Archie H. Dowd, K. W. Byron, E. S. Pettyperce, Milford J. Nash, H. M. Allison, Perry Barker, D. C. Scribner and Frank T. Gilpen. The number of members at the close of the meeting was 224 and the end not yet in sight, for there is no question but that before the close of this year the Council will number over 300. Our new Council room and club rooms are the finest in the State, with not one cent of debt hanging over our heads. Everything is paid for and a good balance in the treasury. It will yet take some work to get all things as they should be in the club room, but it will be something when completed that all can feel great pride in and take much pleasure and comfort when going there. The following officers were elected:

Senior Counselor—W. B. Holden.
Junior Counselor—S. H. Simmons.
Past Counselor—W. S. Burns.
Conductor—T. E. Dryden.
Page—W. D. Simmons.
Sentinel—A. T. Driggs.

C. P. Reynolds and J. H. Miller were elected to succeed themselves for another year on the Executive Board and F. J. Davenport was elected on the Board for one year, to take the place of T. E. Dryden, who, being elected to the position of Conductor, resigned from the Executive Board. The newly-elected officers were duly installed by Past Senior Counselor W. R. Compton and conducted to their stations by Past Senior Counselor John D. Martin. The newly-elected Senior Counselor, W. B. Holden, then took charge of the meeting and appointed as a Floral Committee W. E. Starr, B. S. Davenport and H. L. Gregory, and as Official Reporter for the year Past Counselor W. S. Burns, in place of Past Senior Counselor John D. Martin, who for the past two years has held that position. The business of the evening all being over the meeting was duly closed and all were seated at the banquet table, with Past Counselor W. S. Burns acting as toastmaster, and Wilbur is all right in such a position, as he proved himself Saturday evening. A corps of waiters, under the leadership of Howard Rutka were for the next half hour pretty busy people, for everything provided by Caterer Jandorf was fine and the boys did ample justice to it all. Many fines were imposed by the toastmaster and policeman Bert Bodwell was called upon to make many arrests. You should have seen Bert's whiskers. Taken altogether, the banquet was of a very fine order, there being plenty of everything good to eat and many short addresses made by those present. A beautiful U. C. T. watch charm was presented to retiring Senior Counselor W. S. Burns and also one to C. C. Herrick for securing the largest number of members. The many friends of Secretary-Treasurer L. F. Baker raised a fund and presented

him with a beautiful diamond stud. As the hour was getting late the toastmaster requested all to again go to the Council room, where the musical and entertainment part of the programme would be carried out, the first introduced being Fred J. Ephlin, who with his funny stories and monologues proved very entertaining, as also did Frank Cobb in his recitations. We sincerely hope that both will again in the near future give us more. John Keith entertained with some elegant music on the violin, Howard Rutka sang for us in his usual ever-pleasant way, singing by special request, "The Holy City." We always like to hear Howard sing. He can not come too often or stay too long. The last number on the programme was a six-round boxing match by two pupils from Will Smith's physical culture school, being under the personal direction of Mr. Smith, which brought to a close one of the finest entertainments and banquets ever held by any council of United Commercial Travelers in Michigan.

John D. Martin (Ja Dee).

Gripsack Brigade.

Henry Snitsler (Grand Rapids Dry Goods Co.) took an order for dry goods to go to East Chicago, Ill., one day last week.

Alpena Argus: J. B. Michaels succeeds Geo. Wheeler, resigned, as traveling salesman of the Holmes & Kelsey Co., wholesale grocers.

A. W. Peck (Hazeltime & Perkins Drug Co.) is confined to his bed at Traverse City with an attack of the mumps. He is keeping in touch with his customers by means of the telephone. He expects to be able to resume his road work next week.

The Gideons will hold their first State convention in this city in May, covering two days—Saturday and Sunday. There are two camps in the State—No. 1 at Detroit and No. 2 at Grand Rapids. It is expected that No. 3 will be organized before the State convention convenes.

Ft. Wayne News: A. L. Randall, who has been on the road for several months in the interest of the Mackintosh-Huntington Hardware Co., of Cleveland, will terminate his contract with that firm March 15, when he will return to Ft. Wayne to give his entire time to the Randall wheel store.

M. M. Mallory, who has taken the State agency for the Hibbard Food Co., Ltd., of Battle Creek, is meeting with a flattering reception at the hands of the trade. Mr. Mallory asserts that his present position is the most agreeable one he has ever held and says he will not handle a grocery line again if he can avoid it. He expects to be able to see his customers four times a year and confidently looks forward to the time when he can afford to employ several assistants to cover the retail trade, while he attends to the necessities of the jobbing trade.

Quarterly Meeting of the Board of Directors.

Saginaw, March 9—At the regular meeting of the Board of Directors of the Michigan Knights of the Grip, held at Saginaw on March 7, all the members were present.

Secretary Brown reported receipts of \$122 in the death fund and \$170.50 in the general fund, making a total of \$292.50.

Treasurer Bradner reported the following balances on hand: General fund, \$678.22; employment and relief fund, \$66.24; death fund, \$1,881.

A communication was received from A. W. Peck, announcing the formation of a local post at Traverse City.

On motion, the request that the organization be designated as Post T was granted.

The following resolutions were adopted:

Resolved—That a vote of thanks be extended to the traveling men of Traverse City for the good work done by them in furthering the interests of the Michigan Knights of the Grip by securing so many active members.

Resolved—That we recognize the fact that the traveling men of Traverse City have secured a greater number of active members in the same time than at any other period or place in the history of our organization.

Resolved—That a copy of these resolutions be forwarded to Post T, of Traverse City.

The claim of Isaac N. Lash was allowed.

The claim of Edwin H. Povah was allowed.

Directors Hurd and Jones were made a committee to investigate the membership of Charles Ballard.

A motion was adopted heartily endorsing the action of the Legislative Committee of the Michigan Knights of the Grip in supporting the bill introduced into our State Legislature by Senator Brown, known as a bill "to regulate the sales of a stock of goods in bulk."

The Legislative Committee was instructed to convey to the State Legislature our endorsement of this bill as an organization.

The Committee on Revision of Constitution was instructed to meet with the Board of Directors on the first Saturday in June, with mileage and hotel bills paid.

The following bills were allowed:

| | |
|-------------------------------------|---------|
| C. W. Hurd, board meeting..... | \$ 6.04 |
| M. Howarn, board meeting..... | 6.32 |
| B. D. Palmer, board meeting..... | 6.78 |
| C. W. Stone, board meeting..... | 8.71 |
| Manley Jones, board meeting..... | 8.28 |
| James Cook, board meeting..... | 8.04 |
| H. E. Bradner, board meeting..... | 5.72 |
| H. C. Klockslem, board meeting..... | 4.97 |
| M. S. Brown, sundries..... | 4.22 |
| William K. McIntyre, printing.... | 77.26 |
| M. S. Brown, salary..... | 14.42 |

H. E. Bradner, salary..... 5.85
Tradesman Company, printing... 9.25

It was decided to hold the next Board of Directors' meeting at Detroit the first Saturday in June. Carried.

A vote of thanks was extended to Mr. and Mrs. M. S. Brown for entertaining the Board Friday evening.

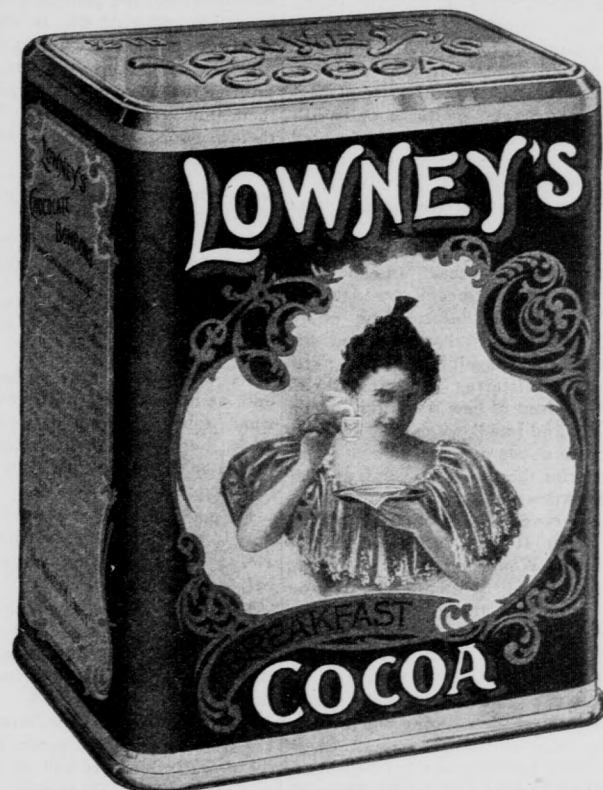
M. S. Brown, Sec'y.

"Many Are Called, But Few Are Chosen."

At the regular examination session of the Michigan Board of Pharmacy, held in this city last week, eighty-eight presented themselves for examination. Out of the fifty-eight applicants for registered pharmacist certificates eighteen were successful; and out of the thirty applicants for assistant's papers nineteen were successful. The list of the successful ones is as follows:

Registered Pharmacists—A. C. Arnold, Perrinton; F. A. Boet, Grand Rapids; F. B. Calkins, Port Huron; G. M. Clarke, Strathroy, Ont.; R. M. DePree, Holland; H. H. Diessner, St. Joseph; E. L. La Londe, Alpena; Mont Lovthian, Unionville; Charles Miner, St. Ignace; B. A. Piaskowski, Alpena; Philo Soles, Portland; Oswald Stamm, Harbor Beach; C. O. Swanson, Tustin; E. E. Vahey, Port Huron; Calvin Wadsworth, Jr., Saginaw; J. P. Wierenga, Grand Rapids; George B. Wright, Mineral, Ill.; Thomas Yake, Deckerville.

Assistant Pharmacists—Julius Arndt, Detroit; Fred B. Ashton, Detroit; Frank Bedtelyou, Hadley; A. B. Campbell, Big Rapids; J. E. Coppens, Lowell; W. D. Crandell, Jackson; C. J. Dutmers, Grand Rapids; D. E. Flood, Gladwin; Fred H. Greene, Deckerville; L. D. Hickey, Nessen City; J. F. Hayes, Port Huron; Fred M. Hall, Sault Ste. Marie; C. W. Harner, Big Rapids; John G. Hoyt, Remus; C. P. Jameson, Detroit; John T. Norton, Rockford; H. J. Pyle, Grand Rapids; A. A. Snowman, Lapeer; J. L. Winslow, Midland.



Received Highest Award **GOLD MEDAL** Pan-American Exposition

The full flavor, the delicious quality, the absolute PURITY of LOWNEY'S COCOA distinguish it from all others. It is a NATURAL product; no "treatment" with alkalis or other chemicals; no adulteration with flour, starch, ground cocoa shells, or coloring matter; nothing but the nutritive and digestible product of the CHOICEST Cocoa Beans. A quick seller and a PROFIT maker for dealers.

WALTER M. LOWNEY COMPANY, 447 Commercial St., Boston, Mass.

WHOLESALE DRUG PRICE CURRENT

Advanced—
Declined—Menthol, Oil Peppermint.

| Acidum | | Conium Mac. | | Sollia Co. | |
|--------------------------|-----------|------------------------|-----------|----------------------------|-----------|
| Aceticum | 60 25 | Copaiba | 80 25 | Tolutan | 2 50 |
| Benzoleum, German. | 70 25 | Cubeba | 1 30 1 35 | Prunus Virg. | 2 50 |
| Boracic | 2 17 | Euxanthos | 1 50 1 60 | Tinctures | |
| Carbolicum | 22 27 | Erigeron | 1 00 1 10 | Aconitum Napellis R | 80 |
| Citricum | 40 27 | Gaultheria | 2 80 2 40 | Aconitum Napellis F | 80 |
| Hydrochlor. | 30 2 | Geranium, ounce | 2 80 2 40 | Aloes | 80 |
| Nitrosum | 30 2 | Gossypil, Sem. gal. | 2 80 2 40 | Aloes and Myrrh | 80 |
| Oxalicum | 12 10 | Hedera | 1 80 1 85 | Arnica | 80 |
| Phosphoricum, dil. | 2 15 | Juniper | 1 50 2 00 | Assafetida | 50 |
| Salicylicum | 50 53 | Lavendula | 90 2 00 | Atropa Belladonna | 50 |
| Sulphuricum | 1 10 2 10 | Limonia | 1 50 1 25 | Aurant Cortex | 50 |
| Tannicum | 1 10 2 10 | Mentha Piper | 5 00 5 25 | Benzoil Cortex | 50 |
| Tartaricum | 38 40 | Mentha Virid. | 5 00 5 50 | Benzoin Co. | 50 |
| Ammonia | | Myrica | 2 50 2 75 | Boronia | 50 |
| Aqua, 16 deg. | 40 6 | Olive | 4 00 4 50 | Cantharides | 75 |
| Aqua, 20 deg. | 40 6 | Picis Liquida | 10 12 | Cardamom | 75 |
| Carbonas | 13 15 | Picis Liquida, gal. | 35 35 | Cardamom Co. | 75 |
| Chloridum | 12 14 | Ricina | 92 88 | Castor | 1 00 |
| Aniline | | Rosmarini | 1 00 | Catechu | 50 |
| Black | 2 00 2 25 | Rose, ounce | 6 50 7 00 | Cinchona | 50 |
| Brown | 80 1 00 | Succini | 40 45 | Cinchona Co. | 50 |
| Red | 45 50 | Santal | 30 1 00 | Columba | 50 |
| Yellow | 2 50 3 00 | Sassafras | 2 75 7 00 | Cubeba | 50 |
| Bacca | | Sinapis, ess., ounce | 2 65 | Cassia Aconitifol | 50 |
| Cubeba, po. 25 | 22 24 | Tigil | 1 50 1 60 | Cassia Aconitifol Co. | 50 |
| Juniperus | 6 7 | Thyme | 40 50 | Digitalis | 50 |
| Xanthoxylum | 30 35 | Thyme, opt. | 1 60 | Ergot | 50 |
| Balsamum | | Theobromas | 15 20 | Ferri Chloridum | 35 |
| Copaiba | 50 55 | Potassium | | Gentian | 50 |
| Peru | 1 70 | Bi-Carb. | 15 18 | Gentian Co. | 50 |
| Terabin, Canada | 80 85 | Bichromate | 13 15 | Guaiac | 50 |
| Tolutan | 45 50 | Bromide | 33 35 | Guaiac ammon. | 50 |
| Cortex | | Carb | 12 15 | Hyocyanus | 50 |
| Ables, Canadian. | 18 | Chlorate, po. 17 19 | 18 18 | Iodine | 75 |
| Cassia | 12 | Cyanide | 34 38 | Iodine, colorless | 75 |
| Cinchona Flava | 12 | Iodide | 2 30 2 40 | Kino | 50 |
| Euonymus atropurp. | 30 | Potassa, Bistat, pure | 28 30 | Lobelia | 50 |
| Myrica Cerifera, po. | 30 | Potassa Nitras, opt. | 70 10 | Myrrh | 50 |
| Prunus Virgini | 12 | Potassa Nitras | 60 8 | Nux Vomica | 50 |
| Quillaja, gr'd | 12 | Prussiate | 23 28 | Opil. | 50 |
| Sassafras, po. 15 | 12 | Sulphate po. | 15 18 | Opil, comphorated | 50 |
| Ulmus, po. 20, gr'd | 38 | Radix | | Opil, deodorized | 50 |
| Extractum | | Aconitum | 20 25 | Quassia | 50 |
| Glycyrrhiza Glabra | 24 30 | Althea | 30 33 | Rhatany | 50 |
| Glycyrrhiza, po. | 28 30 | Anchusa | 10 12 | Rhel | 50 |
| Hamatox, 15 lb. box | 11 12 | Arum po. | 20 25 | Sanguinaria | 50 |
| Hamatox, 15 | 13 14 | Calamus | 20 40 | Serpentaria | 50 |
| Hamatox, 1/4s | 14 15 | Gentiana | 12 15 | Stromonium | 50 |
| Hamatox, 1/4s | 16 17 | Glycyrrhiza, pv. 15 | 16 18 | Tolutan | 50 |
| Ferru | | Hydrastis Canaden. | 2 75 | Veratrum | 50 |
| Carbonate Precip. | 15 | Hydrastis Can. | 2 80 | Veratrum Viride | 50 |
| Citrate and Quinia | 2 25 | Hellebore, Alba, po. | 12 15 | Zingiber | 20 |
| Citrate Soluble | 75 | Inula, po. | 18 22 | Miscellaneous | |
| Ferrocyanidum Sol. | 15 | Ipecac, po. | 2 75 2 80 | Aether, Spts. Nit. 2 F | 30 35 |
| Sulphate, com'l, by | 2 | Iris plox, po. 35 38 | 35 40 | Aether, Spts. Nit. 4 F | 34 38 |
| Sulphate, pure | 80 | Maranta, 1/4s | 25 30 | Alumen | 24 3 |
| Flora | | Podophyllum, po. | 22 25 | Alumen, gro'd, po. 7 | 4 4 |
| Arnica | 15 18 | Rhel | 75 100 | Annatto | 40 50 |
| Anthemisi | 22 25 | Rhel, cut | 75 100 | Antimoni, po. | 40 50 |
| Matricaria | 30 35 | Rhel, pv. | 75 100 | Antimoni et Potass T | 40 50 |
| Folia | | Spigelia | 35 38 | Antifebril | 20 25 |
| Barosma | 35 40 | Sanguinaria, po. 15 | 2 18 | Argent Nitras, oz. | 42 |
| Cassia Aconitifol, Tin- | 20 25 | Serpentaria | 60 70 | Arsenicum | 10 12 |
| nevelly | 20 25 | Senega | 1 10 1 15 | Balm Gilead Buds | 45 50 |
| Cassia Aconitifol, Ali. | 25 30 | Smlax, M. | 2 25 | Bismuth S. N. | 1 65 1 75 |
| Salvia officinalis, 1/4s | 12 15 | Sellia | 10 12 | Calcium Chlor., is. | 2 9 |
| and 1/4s | 12 15 | Symlocarpus, Foeti- | 2 25 | Calcium Chlor., 1/4s. | 2 10 |
| Uva Ursi | 8 10 | dus, po. | 2 25 | Calcium Chlor., 1/4s. | 2 10 |
| Gummi | | Valeriana, Eng. po. 30 | 2 25 | Capitell Fructus, al. | 2 15 |
| Acacia, 1st picked | 6 65 | Valeriana, German. | 15 20 | Capitell Fructus, B. po. | 2 15 |
| Acacia, 2d picked | 6 45 | Zingiber a | 14 16 | Caryophyllus, po. 15 | 12 14 |
| Acacia, 3d picked | 6 35 | Zingiber j | 25 27 | Carmin, No. 40 | 3 00 |
| Acacia, sifted sorts. | 6 28 | Semen | | Cera Alba | 50 60 |
| Acacia, po. | 45 65 | Anisum, po. 18 | 2 15 | Cera Flava | 40 42 |
| Aloe, Barb. po. 18 20 | 12 14 | Aplum (graveleons). | 13 15 | Cocculus | 2 40 |
| Aloe, Cape, po. 15 | 6 20 | Bird, is. | 4 6 | Cassia Fructus | 2 35 |
| Aloe, Secotri, po. 40 | 6 30 | Carul | 10 11 | Centraria | 2 10 |
| Ammoniac | 55 60 | Cardamom | 1 25 1 75 | Cetaceum | 2 45 |
| Assafetida, po. 40 | 55 60 | Coriandrum | 8 10 | Chloroform | 55 60 |
| Benzoinum | 50 55 | Cannabis Sativa | 6 4 7 | Chloroform, squibbs | 1 10 |
| Catechu, is | 60 65 | Cynodum | 75 1 00 | Chloral Hyd Crst. | 1 35 1 60 |
| Catechu, 1/4s | 60 65 | Chenopodium | 15 16 | Chondrus | 20 25 |
| Catechu, 1/4s | 60 65 | Dipterix Odorata | 1 00 1 10 | Cinchonidine, P. & W | 38 48 |
| Camphora | 64 69 | Foeniculum | 2 10 | Cinchonidine, Germ. | 38 48 |
| Euphorbium, po. 35 | 2 40 | Foenugreek, po. | 7 9 | Coclea, list, dis. pr. et. | 4 80 5 00 |
| Galbanum | 2 1 00 | Lini | 4 6 | Croosotum | 2 45 |
| Gamboge | 2 1 00 | Lini, gr'd. bbl. 4 | 4 6 | Creta | 2 2 |
| Guaiacum | 2 35 | Lobelia | 1 50 1 55 | Creta, prep. | 2 5 |
| Kino | 2 75 | Pharlaris Canarian. | 7 8 | Creta, Rubra | 2 8 |
| Mastic | 2 70 | Rapa | 5 8 | Crocus | 38 40 |
| Myrrh | 2 45 | Sinapis Alba | 9 10 | Cudbear | 24 28 |
| Opil | 2 40 2 50 | Sinapis Nigra | 11 12 | Dextrin | 8 10 |
| Shellac | 35 45 | Spiritus | | Ether Sulph. | 75 80 |
| Shellac, bleached | 40 45 | Frument, W. D. Co. | 2 00 2 50 | Emery, all numbers | 2 6 |
| Tragacanth | 70 2 1 00 | Frument, D. F. R. | 2 00 2 25 | Emery, po. | 2 6 |
| Herba | | Juniperis Co. O. T. | 1 25 1 50 | Ergota | 85 90 |
| Absinthium, oz. pkg | 25 | Juniperis Co. | 1 75 3 50 | Flake White | 12 15 |
| Eupatorium, oz. pkg | 25 | Saacharum N. E. | 1 90 2 10 | Galla | 2 23 |
| Lobelia, oz. pkg | 25 | Spt. Vini Gall. | 1 75 6 50 | Gambler | 8 9 |
| Majorum, oz. pkg | 28 | Vini Oport. | 1 25 2 00 | Gelatine, Cooper | 2 60 |
| Mentha Pip. oz. pkg | 23 | Vini Alba | 1 25 2 00 | Gelatine, French | 35 60 |
| Mentha Vir. oz. pkg | 23 | Sponges | | Glassware, flint, box | 75 80 |
| Rue, oz. pkg | 22 | Florida sheeps' wool | 2 50 2 75 | Less than box | 70 |
| Tanacetum Voz. pkg | 22 | Nassau sheeps' wool | 2 50 2 75 | Glue, brown | 11 13 |
| Thymus, V. oz. pkg | 25 | carriage | 2 50 2 75 | Glue, white | 15 25 |
| Magnesia | | Velvet extra sheeps' | 2 50 2 75 | Glycerina | 17 4 25 |
| Calcined, Pat. | 55 60 | wool, carriage | 2 1 50 | Grana Paradisi | 2 25 |
| Carbonate, Pat. | 18 20 | Extra yellow sheeps' | 2 1 25 | Humulus | 25 55 |
| Carbonate, K. & M. | 18 20 | wool, carriage | 2 1 25 | Hydrarg Chlor Mite | 2 1 00 |
| Carbonate, Jennings | 18 20 | Grass sheeps' wool, | 2 1 00 | Hydrarg Chlor Cor. | 2 1 10 |
| Oleum | | carriage | 2 75 | Hydrarg Ox Rub'm. | 2 1 20 |
| Absinthium | 6 25 6 50 | Hard, for slate use. | 2 75 | Hydrarg Ammoniat | 50 60 |
| Amygdala, Dulc. | 50 60 | Yellow Reef, for | 2 1 40 | Hydrarg Unguentum | 50 60 |
| Amygdala, Amaræ. | 8 00 8 25 | slate use. | 2 1 40 | Hydrargyrum | 2 85 |
| Anisi | 1 60 1 65 | Syrups | | Ichthyobolia, Am. | 65 70 |
| Aurant Cortex | 2 10 2 20 | Acacia | 2 50 | Indigo | 75 1 00 |
| Bergamit | 2 85 3 25 | Aurant Cortex | 2 50 | Iodine, Resubli | 3 40 3 80 |
| Calicut | 80 85 | Zingiber | 2 50 | Iodoform | 3 80 3 85 |
| Caryophyll. | 75 80 | Ipecac | 2 50 | Lupulin | 2 50 |
| Cedar | 80 85 | Ferri Iod. | 2 50 | Lycopodium | 65 70 |
| Chenopadi | 2 2 00 | Rhel Arom. | 2 50 | Macleis | 65 70 |
| Cinnamoni | 1 00 1 10 | Smlax Officinalis | 50 60 | Liquor Arom et Hy- | 2 25 |
| Citroneilla | 35 48 | Senega | 2 50 | drarg Iod. | 2 25 |
| | | Scilla | 2 50 | Liquor Potass Arstini | 10 12 |
| | | | | Magnesia, Sulph. | 2 3 |
| | | | | Magnesia, Sulph, bbl | 1 14 |
| | | | | Manna, S. F. | 75 80 |

| Menthol | 7 00 7 50 | Seidlitz Mixture | 20 22 | Linseed, pure raw | 45 48 |
|---------------------------|-----------|---------------------------|-------------|------------------------|---------------|
| Morphia, S. P. & W. | 2 25 2 50 | Sinapis | 2 18 | Linseed, boiled | 46 49 |
| Morphia, S. N. Y. Q. | 2 25 2 50 | Sinapis, opt. | 2 30 | Neatsfoot, winter | 59 65 |
| Morphia, Mal. | 2 25 2 50 | Snuff, Maccaboy, De | 2 41 | Spirits Turpentine | 72 78 |
| Moschus Canton | 2 40 | Voes | 2 41 | Paints | |
| Myristica, No. 1 | 38 40 | Snuff, Scotch, De Vo's | 2 41 | BBL. L | |
| Nux Vomica, po. 15 | 35 37 | Soda, Boras | 2 11 | Red Venetian | 1 1/2 2 1/2 |
| Os Sepia | 2 10 | Soda, Boras, po. | 2 11 | Ochre, yellow Mars | 1 1/2 2 1/2 |
| Pepsin Saco, H. & P. | 2 10 | Soda et Potass Tart. | 2 11 | Ochre, yellow Ber. | 1 1/2 2 1/2 |
| P Co. | 2 10 | Soda, Carb. | 1 1/2 2 | Putty, commercial | 2 1/2 3 1/2 |
| Picis Liq. N. N. 1/4 gal. | 2 10 | Soda, Bi-Carb. | 3 1/2 4 | Putty, strictly pure | 2 1/2 3 1/2 |
| doz | 2 10 | Soda, Ash | 3 1/2 4 | Vermilion, Prime | 13 15 |
| Picis Liq., quarts | 2 10 | Soda, Sulphas | 2 2 | American | 13 15 |
| Picis Liq., pints | 2 10 | Spts. Cologne | 2 2 60 | Vermilion, English | 70 75 |
| Piper Nigra, po. 80 | 2 10 | Spts. Ether Co. | 50 55 | Green, Paris | 14 1/2 18 1/2 |
| Piper Alba, po. 22 | 2 10 | Spts. Myrica Dom. | 2 2 00 | Green, Peninsular | 13 16 |
| Pilx Burgun. | 2 10 | Spts. Vini Rect. bbl. | 2 2 00 | Lead, red | 3 6 1/2 |
| Plumbi Acet. | 10 12 | Spts. Vini Rect. 1/2 bbl. | 2 2 00 | Lead, white | 3 6 1/2 |
| Pulvis Ipecac et Opti | 1 30 1 50 | Spts. Vini Rect. 10 gal | 2 2 00 | Whiting, white Span | 8 9 1/2 |
| Pyrethrum, boxes H. | 2 10 | Strychnia, Crystal | 90 1 15 | Whiting, gliders | 2 8 1/2 |
| & P. D. Co., doz | 2 10 | Sulphur, Subl. | 2 1/2 3 1/2 | White, Paris, Amer. | 2 1 25 |
| Pyrethrum, pv. | 25 30 | Sulphur, Roll | 2 1/2 3 1/2 | Whiting, Paris, Eng. | 2 1 25 |
| Quassia | 80 10 | Tamarinds | 80 10 | cliff | 2 1 48 |
| Quinia, S. P. & W. | 30 40 | Terebenth Venice | 28 30 | Universal Prepared | 1 10 1 20 |
| Quinia, S. German | 30 40 | Theobromas | 40 50 | Varnishes | |
| Quinia, N. Y. | 30 40 | Vanilla | 9 00 16 00 | No. 1 Turp Coach | 1 10 1 20 |
| Rubia Tincturum | 12 14 | Zinci Sulph. | 7 8 | Extra Turp | 1 00 1 10 |
| Saccharum Lactis pv | 20 22 | Oils | | Coach Body | 2 75 3 00 |
| Salsol | 4 50 4 75 | Whale, winter | 70 70 | No. 1 Turp Furn. | 1 00 1 10 |
| Sanguis Draconis | 40 50 | Lard, extra | 85 90 | Extra Turk Damar | 1 55 1 60 |
| Sapo, W. | 12 14 | Lard, No. 1 | 80 85 | Jap. Dryer, No. 1 Turp | 70 79 |
| Sapo M. | 10 12 | | | | |
| Sapo G. | 2 15 | | | | |

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

**All Grades of Sugar
Corn Syrup in Cans
Town Talk Plug
Fibre Tubs**



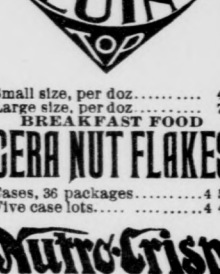
DECLINED

Sauerkraut
Straw Paper
Pearl Barley

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| Wash Brick..... | 1 | 1 |
| Gluing..... | 1 | 1 |
| Breakfast Food..... | 1 | 1 |
| Brooms..... | 1 | 1 |
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| C | | |
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| Chewing Gum..... | 3 | 1 |
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| Chocolates..... | 3 | 1 |
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| Condensed Milk..... | 4 | 1 |
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| Grains and Flour..... | 7 | 1 |
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| | | | | | |
|---|----|-------|---------------------------------------|----|-----------|
| 1 | | | 2 | | |
| AXLE GREASE | | | Shoe | | |
| Aurora..... | 50 | gross | No. 8..... | 1 | 00 |
| Castor Oil..... | 60 | 7 00 | No. 7..... | 1 | 30 |
| Diamond..... | 50 | 4 25 | No. 4..... | 1 | 75 |
| Frazier's..... | 75 | 9 00 | No. 3..... | 1 | 90 |
| IXL Golden, tin boxes | 75 | 9 00 | Wiens' Dustless Sweeper | | |
|  | | | No. 6..... | 1 | 50 |
| Mica, tin boxes..... | 75 | 9 00 | No. 8..... | 2 | 00 |
| Paragon..... | 55 | 6 00 | No. 1..... | 3 | 00 |
| BAKING POWDER | | | No. 2..... | 3 | 50 |
| Eggs | | | CAN RUBBERS | | |
| ¼ lb. cans, 4 doz. case..... | 3 | 75 | Schaefer Handy Box Fruit Jar Rubbers | | |
| 2 doz. case..... | 3 | 75 | Packed one dozen in a box | | |
| 1 lb. cans, 1 doz. case..... | 3 | 75 | 60 boxes in a carton (5 gross) | | |
| 5 lb. cans, ¼ doz. case..... | 8 | 00 | 1 to 25 gross lots. @.75c per gross | | |
| JAXON | | | 50 to 50 gross lots. @.70c per gross | | |
| ¼ lb. cans, 4 doz. case..... | 45 | | 25 to 100 gross lots. @.65c per gross | | |
| 1 lb. cans, 4 doz. case..... | 85 | | CANNED GOODS | | |
| 1 lb. cans, 2 doz. case..... | 1 | 60 | Apples | | |
| Royal | | | 3 lb. Standards..... | 2 | 85 |
| 10c size..... | 90 | | Gallons, standards..... | 2 | 00 @ 25 |
| ¼ lb. cans 1 35 | | | Blackberries | | |
| 6 oz. cans 1 90 | | | Standards..... | 5 | 00 |
| ¼ lb. cans 2 50 | | | Beans | | |
| ¾ lb. cans 3 75 | | | Baked..... | 80 | @ 1 30 |
| 1 lb. cans 4 80 | | | Red Kidney..... | 80 | @ 2 00 |
| 3 lb. cans 13 00 | | | String..... | 70 | @ 70 |
| 5 lb. cans, 21 50 | | | Wax..... | 75 | @ 80 |
|  | | | Blueberries | | |
| BATH BRICK | | | Standard..... | 1 | 20 |
| American..... | 75 | | Brook Trout | | |
| English..... | 85 | | 2 lb. cans, Spiced..... | 1 | 90 |
| BLUING | | | Clam | | |
| Arctic, 4 oz. ovals, per gross 4 00 | | | Little Neck, 1 lb..... | 1 | 50 |
| Arctic, 8 oz. ovals, per gross 8 00 | | | Little Neck, 2 lb..... | 1 | 00 |
| Arctic 16 oz. round per gross 9 00 | | | Clam Bouillon | | |
|  | | | Burnham's, ¼ pint..... | 1 | 90 |
| BREAKFAST FOOD | | | Burnham's, pints..... | 3 | 60 |
| Cereal But Flakes | | | Burnham's, quarts..... | 7 | 20 |
| Cases, 36 packages..... | 4 | 50 | Cherries | | |
| Five case lots..... | 4 | 40 | Red Standards..... | 1 | 30 @ 1 50 |
| Nutro-Crisp | | | White..... | 1 | 50 |
| The Ready Cooked | | | Corn | | |
| Granular Wheat Food | | | Fair..... | 90 | |
| A Delightful Cereal Surprise | | | Good..... | 1 | 00 |
| Cases, 24 1 lb. packages..... | 2 | 70 | Fancy..... | 1 | 40 |
| TRYABITA | | | French Peas | | |
| Peptonized Celery Food, 3 | | | Sur Extra Fine..... | 25 | |
| doz. in case..... | 4 | 05 | Extra Fine..... | 15 | |
| Hulled Corn, per doz..... | 95 | | Fine..... | 15 | |
| BROOMS | | | Moyen..... | 15 | |
| No. 1 Carpet..... | 2 | 70 | Gooseberries | | |
| No. 2 Carpet..... | 2 | 25 | Standard..... | 90 | |
| No. 3 Carpet..... | 2 | 15 | Hominy | | |
| No. 4 Carpet..... | 1 | 75 | Standard..... | 85 | |
| Parlor Gem..... | 2 | 40 | Lobster | | |
| Common Whisk..... | 85 | | Star, ¼ lb..... | 2 | 60 |
| Fancy Whisk..... | 1 | 20 | Star, 1 lb..... | 3 | 60 |
| Warehouse..... | 3 | 40 | Picnic Tails..... | 2 | 40 |
| BRUSHES | | | Mackerel | | |
| Scrub | | | Mustard, 1 lb..... | 1 | 80 |
| Solid Back, 8 in..... | 45 | | Mustard, 2 lb..... | 2 | 80 |
| Solid Back, 11 in..... | 95 | | Sous ed, 1 lb..... | 1 | 90 |
| Pointed Ends..... | 85 | | Sous ed, 2 lb..... | 2 | |

| 3 | | 4 | |
|-------------------------|---------|---|--------|
| Shrimps | | COCOANUT | |
| Standard | 1 40 | Dunham's $\frac{1}{4}$ s..... | 26 |
| Succotash | | Dunham's $\frac{1}{4}$ s and $\frac{1}{8}$ s..... | 26 1/2 |
| Fair..... | 1 25 | Dunham's $\frac{1}{8}$ s..... | 27 |
| Good..... | 1 45 | Dunham's $\frac{1}{8}$ s..... | 28 |
| Fancy..... | 1 25 | Bulk..... | 13 |
| Strawberries | | COCO A SHELLS | |
| Standard..... | 1 10 | 20 lb. bags..... | 24 1/2 |
| Fancy..... | 1 40 | Less quantity..... | 3 |
| Tomatoes | | Pound packages..... | 4 |
| Fair..... | 1 10 | COFFEE | |
| Good..... | 1 15 | Roasted | |
| Fancy..... | 1 25 | Dwinell-Wright Co.'s Brands. | |
| Gallons..... | 3 35 | | |
| CARBON OILS | | | |
| Barrels | | | |
| Eocene..... | @12 1/4 | | |
| Perfection..... | @11 1/4 | | |
| Diamond White..... | @11 | | |
| D. S. Gasoline..... | @14 1/4 | | |
| Deodorized Naphtha..... | @12 | | |
| Cylinder..... | 29 | | |
| Engine..... | 18 | | |
| Black, winter..... | 9 | | |
| | @10 1/4 | | |



White House, 1 lb. cans.....
 "White House, 2 lb. cans.....
 Excelsior, M. & J., 1 lb. cans.....
 Excelsior, M. & J., 2 lb. cans.....
 Tip Top, M. & J., 1 lb. cans.....
 Royal Java.....
 Royal Java and Mocha.....
 Java and Mocha Blend.....
 Golden Combination.....
 Ja-Vo Blend.....
 Ja-Mo-Ka Blend.....
 Distributed by Judson Grocer
 Co., Grand Rapids, C. El
 lott & Co., Detroit, B. Desse
 berg & Co., Kalamazoo, Symon
 Bros. & Co., Saginaw, Jackson
 & Co., Jackson, Melsel &
 Goeschel, Bay City, Flinbach
 Co., Toledo.

Telfer Coffee Co. brands

| | |
|-----------------|----|
| Belle Isle..... | 20 |
| Red Cross..... | 24 |
| Central..... | 26 |
| Jamo..... | 27 |
| Juvo..... | 30 |
| Koran..... | 14 |

Delivered in 100 lb. lots.

CATSUP
Columbia, pints..... 2 00
Columbia, 4 pints..... 1 25

CEREL CEREAL

Cere Kofa

Put up in cases of twenty-four packages, twenty ounces each.
Per case..... 2 50

For sale by all jobbers

CHEESE

| | |
|-----------------|-------|
| Aome..... | 2 15 |
| Amboy..... | 2 15 |
| Eisle..... | 2 15 |
| Emblem..... | 2 |
| Gem..... | 2 15 |
| Gold Medal..... | 2 |
| Ideal..... | 2 15 |
| Jersey..... | 2 15 |
| Riverside..... | 2 14 |
| Brick..... | 14 15 |
| Edam..... | 2 90 |
| Leiden..... | 2 17 |
| Limburger..... | 13 14 |
| Pineapple..... | 50 75 |
| Sap Sago..... | 2 19 |

CHEWING GUM

| | |
|-----------------------------|------|
| American Flag Spruce..... | 55 |
| Beeman's Peppin..... | 60 |
| Black Jack..... | 55 |
| Largest Gum Made..... | 60 |
| Sen Sen..... | 55 |
| Sen Sen Breath Perfume..... | 1 00 |
| Sugar Leaf..... | 55 |
| Yucatan..... | 55 |

CHICORY

| | |
|----------------|-----|
| Bulk..... | 7 5 |
| Red..... | 7 5 |
| Eagle..... | 7 |
| Frank's..... | 6 |
| Schener's..... | 6 |

CHOCOLATE
Walter Baker & Co.'s

| | |
|-------------------|----|
| German Sweet..... | 23 |
| Premium..... | 31 |
| Vanilla..... | 41 |
| Caracas..... | 35 |
| Eagle..... | 28 |

CLOTHES LINES

Sisal

| | |
|-----------------------------|------|
| 60 ft, 3 thread, extra..... | 1 00 |
| 72 ft, 3 thread, extra..... | 1 40 |
| 90 ft, 3 thread, extra..... | 1 40 |
| 60 ft, 6 thread, extra..... | 1 29 |
| 72 ft, 6 thread, extra..... | 1 29 |

Jute

| | |
|-------------|------|
| 60 ft..... | 75 |
| 72 ft..... | 90 |
| 90 ft..... | 1 05 |
| 120 ft..... | 1 50 |

Cotton Victor

| | |
|------------|------|
| 50 ft..... | 80 |
| 6 ft..... | 96 |
| 70 ft..... | 1 10 |

Cotton Windsor

| | |
|------------|------|
| 59 ft..... | 1 20 |
| 60 ft..... | 1 40 |
| 70 ft..... | 1 65 |
| 80 ft..... | 1 85 |

Cotton Braided


| | |
|------------|----|
| 40 ft..... | 75 |
| 50 ft..... | 85 |
| 60 ft..... | 96 |

| | |
|-------------------------------|------|
| No. 20, each 100 ft long..... | 1 90 |
| No. 19, each 100 ft long..... | 2 10 |

COCOA

| | |
|----------------------|----|
| Baker's..... | 38 |
| Cleveland..... | 41 |
| Colonial, 1/8..... | 36 |
| Colonial, 1/4..... | 33 |
| Eppe's..... | 42 |
| Huyler..... | 42 |
| Van Houten, 1/8..... | 12 |
| Van Houten, 1/4..... | 20 |
| Van Houten, 1/2..... | 40 |
| Van Houten, 1..... | 70 |
| Webb..... | 31 |
| Wilbur, 1/8..... | 41 |
| Wilbur, 1/4..... | 41 |

CLEANER & POLISHER




**BRUNSWICK'S
EASYBRIGHT**
CLEANERS EVERYTHING.

6 oz. can, per doz..... 1 35

Quart can, per doz..... 2 25

Gallon can, per doz..... 7 50

Samples and Circulars Free.



MOCHA AND JAVA
WINELL-WRIGHT CO.
BOSTON, MASS.

| | |
|-------------------------------------|----|
| White House, 1 lb. cans..... | 10 |
| White House, 2 lb. cans..... | 10 |
| Exceelsior, M. & J. 1 lb. cans..... | 10 |
| Exceelsior, M. & J. 2 lb. cans..... | 10 |
| Tip Top, M. & J., 1 lb. cans..... | 10 |
| Royal Java..... | 10 |
| Royal Java and Mocha..... | 10 |
| Java and Mocha Blend..... | 10 |
| Boston Combination..... | 10 |
| Ja-Vo Blend..... | 10 |
| Ja-Mo-Ka Blend..... | 10 |

Distributed by Judson Groce Co., Grand Rapids, C. E.

Hoff & Co., Detroit, B. Deserberg & Co., Kalamazoo, Symon Bros. & Co., Saginaw, Jackson Grocer Co., Jackson, Melsel Goeschel, Bay City, Fielback Co., Toledo.

Telfer Coffee Co. brands

| | |
|-----------------|----|
| Belle Isle..... | 20 |
| Red Cross..... | 24 |
| Colonial..... | 26 |
| Jamo..... | 27 |
| Juvo..... | 30 |
| Koran..... | 14 |

Delivered in 1 lb. lots.

Rio

| | |
|-------------|----|
| Common..... | 8 |
| Fair..... | 9 |
| Choice..... | 10 |
| Fancy..... | 15 |

Santos

| | |
|---------------|----|
| Common..... | 8 |
| Fair..... | 9 |
| Choice..... | 10 |
| Fancy..... | 13 |
| Peaberry..... | 11 |

Maracaibo

| | |
|-------------|----|
| Fair..... | 13 |
| Choice..... | 16 |

Mexican

| | |
|-------------|----|
| Choice..... | 13 |
| Fancy..... | 17 |

Guatemala

| | |
|-------------|----|
| Choice..... | 13 |
|-------------|----|

Java

| | |
|--------------------|----|
| African..... | 12 |
| Fancy African..... | 17 |
| O. G..... | 25 |
| P. G..... | 31 |

Mocha

| | |
|--------------|----|
| Arabian..... | 21 |
|--------------|----|

Package

New York Basis.


| | |
|----------------|--------|
| Arbuckle..... | 11 |
| Dillworth..... | 10 1/2 |
| Jersey..... | 11 |
| Lion..... | 10 1/2 |

McLaughlin's XXXX
McLaughlin's XXXX sold at retailers only. Mail all orders direct to W. F. McLaughlin Co., Chicago.

Extract

| | |
|-------------------------------|---|
| Holland, 1/2 gross boxes..... | 1 |
| Felix 1/2 gross..... | 1 |
| Hummel's toll 1/2 gross..... | 1 |
| Hummel's tin 1/2 gross..... | 1 |

CONDENSED MILK
4 doz in case.



EAGLE BRAND
CONDENSED MILK
EAGLE BRAND

| | |
|--------------------------------|---|
| Gall Borden Eagle..... | 6 |
| Crown..... | 5 |
| Daisy..... | 5 |
| Champion..... | 4 |
| Magnolia..... | 4 |
| Challenge..... | 4 |
| Dime..... | 3 |
| Peerless Evaporated Cream..... | 4 |
| Milkmaid..... | 6 |
| Tip Top..... | 3 |
| Nestles..... | 4 |
| Highland Cream..... | 5 |
| St. Charles Cream..... | 4 |

CRACKERS

National Biscuit Co.'s brands

Butter

| | |
|----------------|---|
| Seymour..... | 8 |
| New York..... | 8 |
| Family..... | 8 |
| Salted..... | 8 |
| Wolverine..... | 8 |

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| Soda | |
| Soda XXX..... | 7 |
| Soda, City..... | 8 |
| Long Island Wafers..... | 13 |
| Zephyrette..... | 13 |
| Oyster | |
| Faust..... | 7½ |
| Farina..... | 7 |
| Estimote..... | 7½ |
| Saltine Oyster..... | 7 |
| Sweet Goods—Boxes | |
| Animals..... | 10 |
| Assorted Cake..... | 10 |
| Belle Rose..... | 8 |
| Bent's Water..... | 16 |
| Cinnamon Bar..... | 9 |
| Coffee Cake, Iced..... | 10 |
| Coffee Cake, Java..... | 10 |
| Cocoanut Macaroons..... | 18 |
| Cocoanut Taffy..... | 16 |
| Cracknels..... | 16 |
| Creams, Iced..... | 8 |
| Cream Crisp..... | 10½ |
| Cubans..... | 11½ |
| Currant Fruit..... | 10 |
| Frosted Honey..... | 12 |
| Frosted Cream..... | 8 |
| Ginger Gems, 1½ doz. 8 in. 11 | 8 |
| Ginger Snaps, N. B. C..... | 6½ |
| Gladiolus..... | 9½ |
| Grandma's Cakes..... | 10 |
| Graham Crackers..... | 8 |
| Graham Wafers..... | 12 |
| Grand Rapids Tea..... | 16 |
| Honey Fingers..... | 12 |
| Iced Honey Crumpets..... | 10 |
| Imperials..... | 8 |
| Jumbles, Honey..... | 12 |
| Lady Fingers..... | 12 |
| Pilot Bread, XXX..... | 12 |
| Lemon Wafers..... | 16 |
| Marshmallow..... | 16 |
| Marshmallow Creams..... | 16 |
| Marshmallow Walnuts..... | 16 |
| Mary Ann..... | 8 |
| Mixed Picnic..... | 11½ |
| Milk Biscuit..... | 7½ |
| Molasses Cake..... | 8 |
| Molasses Bar..... | 9 |
| Moss Jelly Bar..... | 12½ |
| Newton..... | 12 |
| Oatmeal Crackers..... | 8 |
| Oatmeal Wafers..... | 12 |
| Orange Crisp..... | 9 |
| Orange Gem..... | 8 |
| Penny Cake..... | 8 |
| Pilot Bread, XXX..... | 7½ |
| Pretzels, hand made..... | 8 |
| Pretzels, hand made..... | 8 |
| Scotch Cookies..... | 10 |
| Sears' Lunch..... | 7½ |
| Sugar Cake..... | 8 |
| Sugar Biscuit Square..... | 8 |
| Sugar Squares..... | 8 |
| Sultanas..... | 13 |
| Tutti Frutti..... | 16 |
| Vanilla Wafers..... | 16 |
| Vienna Crisp..... | 8 |
| E. J. Kruse & Co.'s baked goods | |
| Standard Crackers..... | |
| Blue Ribbon Squares..... | |
| Write for complete price list | |
| with interesting discounts. | |
| Lemon and Soda Cookies | |
| Put up in cases containing fifty packages. | |
| Per case..... | \$2.00 |
| Write for sample and price of | |
| Perfection Wafers to Wayne | |
| Biscuit Co., Fort Wayne, Ind. | |
| For sale by jobbers. | |
| DRIED FRUITS | |
| Apples | |
| Sundried..... | 2 5 |
| Evaporated, 50 lb. boxes..... | 2 7 |
| California Prunes | |
| 100-120 25 lb. boxes..... | 2 4 |
| 90-100 25 lb. boxes..... | 2 4½ |
| 80-90 25 lb. boxes..... | 2 4½ |
| 70-80 25 lb. boxes..... | 2 5½ |
| 60-70 25 lb. boxes..... | 2 6 |
| 50-60 25 lb. boxes..... | 2 6½ |
| 40-50 25 lb. boxes..... | 2 7½ |
| 30-40 25 lb. boxes..... | 2 8 |
| ½ cent less in 50 lb. cases | |
| Citron | |
| Coriscian..... | 13 @13½ |
| Currants | |
| Imported, 1 lb package..... | 6½ @ |
| Imported bulk..... | 6½ @ |
| Lemon American 10 lb. bx..... | 13 |
| Orange American 10 lb. bx..... | 13 |
| Raisins | |
| London Layers 2 Crown..... | 1 85 |
| London Layers 3 Crown..... | 2 80 |
| Cluster 4 Crown..... | 7 7 |
| Loose Muscatels 2 Crown..... | 7 7 |
| Loose Muscatels 3 Crown..... | 8 8 |
| Loose Muscatels 4 Crown..... | 9 9 |
| L. M., Seeded, ½ lb..... | 7 @ 7½ |
| Sultanas, bulk..... | 10 10 |
| Sultanas, package..... | 10 10 |
| FARINACEOUS GOODS | |
| Beans | |
| Dried Lima..... | 8 |
| Medium Hand Picked..... | 2 40 |
| Brown Holland..... | 2 25 |
| Farina | |
| 24 1 lb. packages..... | 1 80 |
| Bulk, per 100 lbs..... | 2 50 |
| Honiny | |
| Flake, 50 lb. sack..... | 90 |
| Pearl, 200 lb. bbl..... | 5 00 |
| Pearl, 100 lb. sack..... | 2 00 |
| Macaroni and Vermicelli | |
| Domestic, 10 lb. box..... | 60 |
| Imported, 25 lb. box..... | 2 50 |
| Pearl Barley | |
| Common..... | 2 60 |
| Chester..... | 2 60 |

6

| | |
|---------------------------|------|
| Peas | |
| Green, Wisconsin, bu. | 1 85 |
| Green, Scotch, bu. | 1 80 |
| 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 28 |
| Quaker, cases. | 3 10 |

Walsh-DeRoo Co.'s Brand.



Cases, 24 2 lb. packages. 2 00

Sago

East India. 3 3/4

German, sacks. 3 3/4

German, broken package. 4

Tapioa

Flake, 110 lb. sacks. 4 3/4

Pearl, 130 lb. sacks. 3 3/4

Pearl, 24 1 lb. packages. 6 3/4

Wheat

Cracked, bulk. 3 3/4

24 2 lb. packages. 2 50

FISHING TACKLE

1/4 to 1 inch. 6

1 1/2 to 2 inches. 7

1 1/2 to 2 inches. 9

2 inches. 11

3 inches. 15

Cotton Lines

No. 1, 10 feet. 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. 13

No. 8, 15 feet. 15

No. 9, 15 feet. 20

Line Lines

Small. 26

Medium. 28

Large. 34

Poles

Bamboo, 14 ft., per doz. 50

Bamboo, 16 ft., per doz. 65

Bamboo, 18 ft., per doz. 80

FLAVORING EXTRACTS**FOOTE & JENKS'****JAXON**

Highest Grade Extracts

Vanilla. 1 02 full m. 20 1 02 full m. 80

2 02 full m. 2 10 2 02 full m. 1 25

No. 3 fan'y 1 35 No. 3 fan'y 1 75

COLEMAN'S

HIGH Purity Extracts

Vanilla. 1 02 full m. 20 1 02 full m. 80

2 02 full m. 2 10 2 02 full m. 1 25

No. 3 fan'y 1 35 No. 3 fan'y 1 75

JENNINGS'

FLAVORING EXTRACTS

Folding Boxes

D. C. Lemon. D. C. Vanilla

2 02. 1 50 2 02. 1 20

4 02. 1 50 4 02. 2 00

6 02. 2 00 6 02. 3 00

Taper Bottles

D. C. Lemon. D. C. Vanilla

2 02. 75 2 02. 1 25

3 02. 1 25 3 02. 2 10

4 02. 1 50 4 02. 2 40

Full Measure

D. C. Lemon. D. C. Vanilla

1 02. 65 1 02. 85

2 02. 1 10 2 02. 1 60

4 02. 2 00 4 02. 3 00

Tropical Extracts

2 02 full measure, Lemon. 75

4 02 full measure, Lemon. 1 50

2 02 full measure, Vanilla. 90

4 02 full measure, Vanilla. 1 80

Souder's

doz. gro.

Regular Lemon. 90. 10 80

Regular Vanilla. 1 20. 10 40

XX Lemon. 1 50. 10 80

XX Vanilla. 1 75. 21 00

Venus Van. & Tonka. 75. 9 00

Regular Vanilla, per gal. 8 00

XX Lemon, per gal. 6 00

FISHES AT KATS

Caracas. 4 1/2 @ 7 1/2

Forequarters. 5 @ 5 1/2

Hindquarters. 6 @ 8

Loin. 8 @ 14

Ribs. 6 1/2 @ 9 1/2

Rounds. 5 1/2 @ 8 1/2

Chucks. 5 @ 5 1/2

Plates. 5 @ 5

Pork

Dressed. 8 @ 8 1/2

Loin. 11 @ 11 1/2

Boston Butts. 1 1/4 @ 9 1/2

Shoulders. 9 @ 9 1/2

Loin and. 10 @ 10 1/2

7

| | |
|------------------------|--|
| Mutton | |
| Caracas. 8 @ 8 | |
| Lamb. 9 1/2 @ 11 | |
| Veal | |
| Caracas. 8 1/2 @ 8 1/2 | |

GELATINE

Knorr's Sparkling. 1 20

Knorr's Sparkling, pr gross. 14 00

Knorr's Acidulated. 1 20

Knorr's Acidulated, pr gross. 14 00

Oxford. 75

Plymouth Rock. 1 20

Nelson's. 1 50

Cox's, 2-qt size. 1 61

Cox's, 1-qt size. 1 10

GRAIN BAGS

Amoskeag, 100 in bale. 15 1/2

Amoskeag, less than bale. 15 1/2

GRAINS AND FLOUR**Wheat**

Wheat. 70

Winter Wheat Flour

Local Brands

Patents. 4 20

Second Patent. 3 70

Straight. 3 50

Second Straight. 3 20

Clear. 3 05

Graham. 3 05

Buckwheat. 3 50

Rye. 3 00

Subject to usual cash discount.

Flour in bbls., 25c per bbl. additional.

Worden Grocer Co.'s Brand

Quaker 1/2s. 3 90

Quaker 1/4s. 3 90

Quaker 1/8s. 3 90

Spring Wheat Flour

Clark-Jewell-Wells Co.'s Brand

Pillsbury's Best 1/2s. 4 60

Pillsbury's Best 1/4s. 4 50

Pillsbury's Best 1/8s. 4 40

Pillsbury's Best 1/4s paper. 4 40

Pillsbury's Best 1/8s paper. 4 40

Lemon & Wheeler Co.'s Brand

Wingold 1/2s. 4 40

Wingold 1/4s. 4 30

Wingold 1/8s. 4 20

Judson Grocer Co.'s Brand

Ceresota 1/2s. 4 40

Ceresota 1/4s. 4 40

Ceresota 1/8s. 4 30

Worden Grocer Co.'s Brand

Laurel 1/2s. 4 40

Laurel 1/4s. 4 30

Laurel 1/8s. 4 20

Laurel 1/2s and 1/4s paper. 4 20

Meal

Bolted. 2 60

Granulated. 2 75

Feed and Millstuffs

St. Car Feed screened. 19 50

No. 1 Corn and Oats. 19 20

Corn Meal, coarse. 14 50

Corn Meal, fine old. 19 00

Winter Wheat Bran. 21 00

Winter Wheat Middlings. 21 00

Cow Feed. 20 00

Screenings. 19 00

Oats

Car lots. 38

Corn

Corn, car lots, new. 47 1/2

Hay

No. 1 Timothy car lots. 9 00

No. 1 Timothy ton lots. 11 50

HERBS

Sage. 15

Hops. 15

Laurel Leaves. 15

Venna Leaves. 25

INDIGO

Madras, 5 lb. boxes. 55

S. F., 2, 3 and 5 lb. boxes. 55

JELLY

5 lb. palls. per doz. 1 85

15 lb. palls. 35

30 lb. palls. 67

LICORICE

Pure. 30

Calabria. 23

Sicily. 14

Root. 11

LYE

Eagle Brand

High test powdered lye.

Single case lots.

10c size, 4 doz cans per case 3 50

Quantity deal.

With every 5 cases or 1/2 case free with 3 cases.

Condensed, 2 doz. 1 20

Condensed, 4 doz. 2 25

MALTED 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 55

Liebig's, imported, 4 oz. 8 50

MOLASSES

New Orleans

Fancy Open Kettle. 40

Choice. 26

Fair. 22

Good. 22

Half-barrels 2c extra

MUSTARD

Horse Radish, 1 doz. 1 75

Horse Radish, 2 doz. 3 50

Bayer's Celery, 1 doz. 3 50

8

METAL POLISH**SEARCH**

BRASS COPPER NICKEL STEEL TIN

REMOVES ALL RUST

APPLY WITH SOFT CLOTH

WASH OFF WITH COLD WATER

OR CHAMPA

MADE IN U.S.A.

MADE IN U.S.A.

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9

RICE**Domestic**

| 12 | 13 | 14 |
|--|----|----|
| Lubetsky Bros. brands B. L. Lubetsky Bros. brands Dally Mail, 3c 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.....32 Palo.....31 Kyo.....34 Hiawatha.....41 Battle Axe.....33 American Eagle.....32 Standard Navy.....36 Spear Head, 16 oz.....41 Spear Head, 8 oz.....43 Nobby Twist.....48 Jolly Tar.....39 Old Honesty.....42 Toddy.....33 J. T.....36 Piper Heldsick.....61 Boot Jack.....78 Honey Dip Twist.....39 Black Standard.....38 Cadillac.....38 Forge.....30 Nickel Twist.....50 Smoking Sweet Core.....34 Flat Car.....39 Great Navy.....34 Warpath.....25 Bamboo, 16 oz.....24 I X L, 5 lb.....28 I X L, 16 oz. palls.....30 Honey Dew.....35 Gold Block.....35 Flagman.....38 Chips.....32 Kiln Dried.....21 Duke's Mixture.....38 Duke's Cameo.....41 Myrtle Navy.....39 Yum Yum, 1 1/2 oz.....39 Yum Yum, 1 lb. palls.....37 Cream.....36 Corn Cake, 24 oz.....24 Corn Cake, 1 lb.....22 Plow Boy, 1 1/2 oz.....39 Plow Boy, 3 1/2 oz.....39 Peerless, 3 1/2 oz.....32 Peerless, 1 1/2 oz.....34 Air Brake.....36 Cant Hook.....30 Country Club.....32-34 Forex-XXX.....23 Good Indian.....23 Self Binder.....20-22 Silver Foam.....34 TWINE Cotton, 3 ply.....18 Cotton, 4 ply.....18 Jute, 2 ply.....12 Hemp, 3 ply.....12 Flax, medium.....20 Wool, 1 lb. balls.....6 1/2 VINEGAR Malt White Wine, 40 grain.....8 Malt White Wine, 80 grain.....11 Pure Cider, B. & B. brand.....11 Pure Cider, Red Star.....11 Pure Cider, Robinson.....11 Pure Cider, Silver.....11 WASHING POWDER Diamond Flake.....2 75 Gold Brick.....3 25 Gold Dust, regular.....4 50 Gold Dust, 5c.....4 00 Kirkoline, 24 lb.....3 25 Pearlina.....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 Seacrine.....3 50 Rub-No-More.....3 75 WICKING No. 0, per gross.....25 No. 1, per gross.....30 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.....68 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.....29 Faucets Cork lined, 8 in.....65 Cork lined, 9 in.....75 Cork lined, 10 in.....85 Cedar, 8 in.....65 | | |

If you were in our place and knew you were selling goods for less than market, what would you do to impress that fact upon your trade?

Send men to their stores with samples? But if we do that our cost of selling will be so swollen that we will be forced to raise our prices.

Pay railroad fares to bring buyers in to market? That's equally bad—in either event we shall lose the single advantage that makes it possible for us to quote the lower prices.

It seems to us there is one way and only one way open to us:

We issue a catalogue that shows our goods just as they are and quotes our best prices in plain black and white. Will you not meet us halfway by securing a copy and then sending to us for sample lots for the only satisfactory test of value—comparison in your own store?

Drop a line to BUTLER BROTHERS, Chicago, asking for a copy of the new catalogue No. J457 and same will go to you by first mail, provided you are a merchant

One thing sure, we never before sent out a catalogue that so well deserved the close heed of buyers who know values when they see them and are open to buy where a dollar buys most.

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

| CANDIES | |
|----------------------|--|
| Stick Candy | |
| 75 | Standard.....bbls. palls |
| 75 | Standard H. H.....7 |
| 25 | Standard Twist.....8 |
| 90 | Cut Loaf.....9 |
| cases | |
| 60 | Jumbo, 32 lb.....7 1/2 |
| 65 | Extra H. H.....7 1/2 |
| 60 | Boston Cream.....10 |
| 25 | Best Fan.....9 |
| Mixed Candy | |
| 40 | Grocers.....6 |
| 40 | Competition.....7 |
| 50 | Special.....7 1/2 |
| 50 | Conserve.....7 1/2 |
| 75 | Royal.....8 1/2 |
| 75 | Ribbon.....9 |
| 80 | Broken.....8 |
| 80 | Cut Loaf.....8 1/2 |
| 22 | English Rock.....9 |
| 45 | Kindergarten.....9 |
| 70 | Bon Ton Cream.....8 1/2 |
| 65 | French Cream.....9 |
| 75 | Dandy Fan.....10 |
| 75 | Hand Made Cream.....10 |
| mixed | |
| | Premo Cream mix.....11 1/4 |
| | 12 1/4 |
| Fancy-In Pails | |
| 00 | O F Horsehead Drop.....10 1/2 |
| 00 | Pony Hearts.....15 |
| 50 | Coco Bon Bons.....12 |
| 50 | Fudge Squares.....12 |
| 45 | Peanut Squares.....9 |
| 55 | Sugared Peanuts.....11 |
| 20 | Salted Peanuts.....10 |
| | Starlight Kisses.....10 |
| 50 | San Blas Goodies.....12 |
| 75 | Lozenges, plain.....9 |
| 75 | Lozenges, printed.....10 |
| 25 | Champion Chocolate.....11 |
| 25 | Eclipse Chocolates.....13 1/4 |
| 50 | Quintette Choc.....12 |
| 50 | Champion Gum Dps.....8 |
| 50 | Moss Drops.....9 |
| 75 | Lemon Sours.....9 |
| 25 | Imperial.....9 |
| 75 | Ital. Cream Opera.....12 |
| 35 | Ital. Cream Bonbons.....11 |
| 30 | 20 lb. pails.....11 |
| 80 | Molasses Chews, 15 lb. cases.....12 |
| | Golden Waffles.....12 |
| Fancy-In 5 lb. Boxes | |
| 75 | Lemon Sours.....250 |
| 75 | Peppermint Drops.....250 |
| 75 | Chocolate Drops.....250 |
| 75 | H. M. Choc. Drops.....250 |
| 75 | H. M. Choc. Lt. and Dk. No. 12.....21 00 |
| 75 | Gum Drops.....235 |
| 75 | O. F. Licorice Drops.....250 |
| 75 | Lozenges, plain.....255 |
| 75 | Lozenges, printed.....255 |
| 75 | Imperial.....255 |
| 75 | Mottos.....250 |
| 75 | Cream Bar.....255 |
| 75 | Molasses Bar.....255 |
| 75 | Hand Made Creams.....80 250 |
| 75 | Cream Buttons, Pop. and Wint.....255 |
| 75 | String Rock.....255 |
| 75 | Wintergreen Berries.....255 |
| FRUITS | |
| Oranges | |
| 00 | Florida Russett.....2 |
| 00 | Florida Bright.....2 |
| 00 | Fancy Navel.....2 65 |
| 00 | Extra Choice.....2 85 |
| 00 | Late Valencia.....2 |
| 00 | Seedlings.....2 |
| 00 | Medt. Sweets.....2 |
| 00 | Jamalca.....2 |
| 00 | Rodi.....2 |
| Lemons | |
| 00 | Verdell, ex fcy 300.....2 |
| 00 | Verdell, fcy 300.....2 |
| 00 | Verdell, ex chco 300.....2 |
| 00 | Verdell, fcy 360.....2 |
| 00 | Call Lemons, 300.....3 00 |
| 00 | Messinas 300s.....3 50 |
| 00 | Messinas 360s.....3 50 |
| Bananas | |
| 00 | Medium bunches.....1 50 |
| 00 | Large bunches.....2 00 |
| Foreign Dried Fruits | |
| Figs | |
| 00 | Californias, Fancy.....@ |
| 00 | Cal. pkg, 10 lb. boxes.....21 00 |
| 00 | Extra Choice, Turk., 10 lb. boxes.....@ |
| 00 | Fancy, Turk., 12 lb. boxes.....13 1/4 |
| 00 | Pulled, 5 lb. boxes.....@ |
| 00 | Natural, in bags.....@ |
| Dates | |
| 00 | Fards in 10 lb. boxes.....2 6 1/4 |
| 00 | Fards in 60 lb. cases.....@ |
| 00 | Hallowl.....5 @ |
| 00 | lb. cases, new.....5 1/2 |
| 00 | Sairs, 60 lb. cases.....2 4 1/4 |
| NUTS | |
| 00 | Almonds, Tarragona.....216 |
| 00 | Almonds, Ivica.....@ |
| 00 | Almonds, California, soft shelled.....15 @18 |
| 00 | Brazils.....@11 |
| 00 | Filberts.....212 |
| 00 | Walnuts, Grenobles.....215 |
| 00 | Walnuts, soft shelled, Cal. No. 1, new.....216 |
| 00 | Table Nuts, fancy.....213 1/4 |
| 00 | Pecans, Med.....210 |
| 00 | Pecans, Ex. Large.....211 |
| 00 | Pecans, Jumbos.....212 |
| 00 | Hickory Nuts per bu. Ohio, new.....@ |
| 00 | Cocoanuts, full sacks.....@ |
| 00 | Chestnuts, per bu.....@ |
| Peanuts—new crop | |
| 00 | Fancy, H. P., Suns.....4 1/2 @ 5 1/4 |
| 00 | Fancy, H. P., Suns Roasted.....6 @ 6 1/4 |
| 00 | Choice, H. P., Jumbo.....7 @ 7 1/4 |
| 00 | Choice, H. P., Jumbo Roasted.....8 @ 8 1/4 |
| 00 | Span. Shld No. 1.....5 1/4 @ 6 1/4 |

Keeping Down the Dust.

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

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

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

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

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

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

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

Easily Calculated.

An Irishman was filling barrels with water from a small river to supply a village which was not provided with waterworks. As he halted to give his horses a rest a gentleman rode up and asked:

"How long have you been hauling water, my good man?"

"Tin years or more, sor."

"Ah! And how many loads do you make a day?"

"From tin to fifteen, accordin' to the weather, sor."

"Well, Pat," said the gentleman, laughing, "how much water have you hauled altogether?"

The Irishman jerked his thumb in the direction of the river at the same time giving his horse the hint to start, and replied:

"All the wather that yez don't see there now sor."

The most civilized countries have the largest trade with each other. If the United States sells largely to Great Britain, France, Germany, Austria, Italy and Spain, those countries also have large accounts of their own which are annually paid to the United States. Trade is simply exchange of products, and benefits all countries engaged therein.

15

STONEWARE

Butters

| | |
|--------------------------|------|
| 1/4 gal., per doz. | 48 |
| 1 to 6 gal., per gal. | 6 |
| 8 gal. each. | 62 |
| 10 gal. each. | 66 |
| 12 gal. each. | 78 |
| 15 gal. meat-tubs, each. | 1 60 |
| 20 gal. meat-tubs, each. | 1 60 |
| 25 gal. meat-tubs, each. | 2 25 |
| 30 gal. meat-tubs, each. | 2 70 |

Churns

| | |
|-------------------------|-------|
| 2 to 6 gal., per gal. | 6 1/2 |
| Churn Dashers, per doz. | 84 |

Milkpans

| | |
|-------------------------------------|----|
| 1/4 gal. flat or rd. bot., per doz. | 48 |
| 1 gal. nat. or rd. bot., each. | 6 |

Fine Glazed Milkpans

| | |
|-------------------------------------|----|
| 1/4 gal. flat or rd. bot., per doz. | 60 |
| 1 gal. flat or rd. bot., each. | 6 |

Stewpans

| | |
|------------------------------------|------|
| 1/4 gal. fireproof, ball, per doz. | 85 |
| 1 gal. fireproof, ball, per doz. | 1 10 |

Jugs

| | |
|-----------------------|-------|
| 1/4 gal. per doz. | 60 |
| 1/2 gal. per doz. | 45 |
| 1 to 5 gal., per gal. | 7 1/2 |

Sealing Wax

| | |
|----------------------------|---|
| 5 lbs. in package, per lb. | 2 |
|----------------------------|---|

LAMP BURNERS

| | |
|------------|----|
| No. 0 Sun. | 35 |
| No. 1 Sun. | 36 |
| No. 2 Sun. | 45 |
| No. 3 Sun. | 85 |
| Tubular. | 50 |
| Nutmeg. | 50 |

MASON FRUIT JARS

| | |
|---------------------------|----------------|
| With Porcelain Lined Caps | |
| Pints. | 4 25 per gross |
| Quarts. | 4 50 per gross |
| 1/2 Gallon. | 6 50 per gross |

Fruit Jars packed 1 dozen in box

| | |
|------------|------|
| No. 0 Sun. | 1 74 |
| No. 1 Sun. | 1 98 |
| No. 2 Sun. | 2 92 |

Anchor Carton Chimneys

| | |
|------------------------------------|------|
| Each chimney in corrugated carton. | |
| No. 0 Crimp. | 1 88 |
| No. 1 Crimp. | 2 08 |
| No. 2 Crimp. | 3 02 |

First Quality

| | |
|--------------------------------------|------|
| No. 0 Sun, crimp top, wrapped & lab. | 1 91 |
| No. 1 Sun, crimp top, wrapped & lab. | 2 18 |
| No. 2 Sun, crimp top, wrapped & lab. | 3 08 |

XXX Flint

| | |
|--------------------------------------|------|
| No. 1 Sun, crimp top, wrapped & lab. | 2 75 |
| No. 2 Sun, crimp top, wrapped & lab. | 3 75 |
| No. 2 Sun, hinge, wrapped & lab. | 4 00 |

Pearl Top

| | |
|---|------|
| No. 1 Sun, wrapped and labeled. | 4 60 |
| No. 2 Sun, wrapped and labeled. | 5 30 |
| 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 38 |
| No. 2 Crimp, per doz. | 1 60 |

Rochester

| | |
|------------------------|------|
| No. 1 Lime (85c 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 60 |
| 2 gal. galv. iron with spout, per doz. | 2 50 |
| 3 gal. galv. iron with spout, per doz. | 3 50 |
| 5 gal. galv. iron with spout, per doz. | 4 50 |
| 3 gal. galv. iron with faucet, per doz. | 3 75 |
| 5 gal. galv. iron with faucet, per doz. | 5 00 |
| 5 gal. Tilting cans. | 7 00 |
| 5 gal. galv. iron Nacetas. | 9 00 |

LANTERNS

| | |
|--------------------------------|-------|
| No. 0 Tubular, side lift. | 4 75 |
| No. 1 B Tubular. | 7 25 |
| No. 15 Tubular, dash. | 7 25 |
| No. 1 Tubular, glass fountain. | 7 50 |
| No. 12 Tubular, side lamp. | 13 50 |
| No. 3 Street lamp, each. | 3 60 |

LANTERN GLOBES

| | |
|---|------|
| No. 0 Tub., cases 1 doz. each, box, 10c | 45 |
| No. 0 Tub., cases 2 doz. each, box, 15c | 45 |
| No. 0 Tub., 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. | 24 |
| 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 |
|--|----|

Hardware Price Current

Ammunition

Caps

| | |
|---------------------------|----|
| G. D., full count, per m. | 40 |
| Hicks' Waterproof, per m. | 50 |
| Musket, per m. | 75 |
| Ely's Waterproof, per m. | 60 |

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

| | |
|-----------------------------------|------|
| No. 12, 12 1/2 lbs., per 1/2 keg. | 4 90 |
| 1/2 keg, 6 1/2 lbs., per 1/4 keg. | 2 30 |
| 1/4 keg, 3 1/4 lbs., per 1/8 keg. | 1 63 |

New Rival—For Shotguns

| | |
|-----------------------------------|------|
| No. 12, 12 1/2 lbs., per 1/2 keg. | 4 90 |
| 1/2 keg, 6 1/2 lbs., per 1/4 keg. | 2 30 |
| 1/4 keg, 3 1/4 lbs., per 1/8 keg. | 1 63 |

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 |
| 1/2 keg, 12 1/2 lbs., per 1/2 keg. | 2 30 |
| 1/4 keg, 6 1/2 lbs., per 1/4 keg. | 1 63 |

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. | 9 00 |
| 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

| | |
|-------------------------------|-------|
| Com. 4 piece, 6 in., per doz. | 75 |
| Corrugated, per doz. | 1 25 |
| Adjustable. | 40&10 |

Expansive Bits

| | |
|-----------------------------------|----|
| Clark's small, \$18; large, \$26. | 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; 25 and 26; 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. | 33 1/2 |
| Yerkes & Plumb's. | 40&10 |
| Mason's Solid Cast Steel. | 30c list |

Hinges

| | |
|------------------------|-------|
| Gate, Clark's 1, 2, 3. | 60&10 |
|------------------------|-------|

Hollow Ware

| | |
|----------|-------|
| Pots. | 50&10 |
| Kettles. | 50&10 |
| Spiders. | 50&10 |

Horse Nails

| | |
|-----------|-------|
| Au Sable. | 40&10 |
|-----------|-------|

House Furnishing Goods

| | |
|----------------------------|-------|
| Stamped Tinware, new list. | 70 |
| Japanned 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 8 Tubular, Doz. | 5 00 |
| Warren, Galvanized Found. | 00 |

Levels

| | | |
|-------------------------------|-----|----|
| Stanley Rule and Level Co.'s. | dis | 70 |
|-------------------------------|-----|----|

Mattocks

| | | | |
|-----------|----------|-----|----|
| Adze Eye. | \$17 00. | dis | 85 |
|-----------|----------|-----|----|

Metals—Zinc

| | | |
|------------------|--|-------|
| 500 pound casks. | | 7 1/2 |
| Per pound. | | 8 |

Miscellaneous

| | | |
|-------------------------|--|----------|
| Bird Cages. | | 40 |
| Pumps, Cistern. | | 75&10 |
| Screws, New List. | | 85&10 |
| Casters, Bed and Plate. | | 50&10&10 |
| Dampers, American. | | 60 |

Molasses Gates

| | | |
|-----------------------------|--|-------|
| Stebbins' Pattern. | | 60&10 |
| Enterprise, self-measuring. | | 30 |

Pans

| | | |
|-------------------|--|----------|
| Fry, Acme. | | 60&10&10 |
| Common, polished. | | 70&5 |

Patent Planished Iron

| | | |
|---|--|-------|
| "A" Wood's patent planished, Nos. 24 to 27. | | 10 80 |
| "B" Wood's patent planished, Nos. 25 to 27. | | 9 80 |
| Broken packages 1/4c per pound extra. | | |

Planes

| | | |
|-----------------------------|--|----|
| Ohio Tool Co.'s, fancy. | | 40 |
| Sciota Bench. | | 50 |
| Sandusky Tool Co.'s, fancy. | | 40 |
| Bench, first quality. | | 45 |

Nails

| | | |
|--|--|------|
| Advance over base, on both Steel and Wire. | | |
| Steel nails, base. | | 2 35 |
| Wire nails, base. | | 2 75 |
| 20 to 60 advance. | | Base |
| 10 to 15 advance. | | 5 |
| 8 advance. | | 10 |
| 6 advance. | | 20 |
| 4 advance. | | 30 |
| 3 advance. | | 45 |
| 2 advance. | | 70 |
| 1 advance. | | 50 |
| Casing 10 advance. | | 15 |
| Casing 8 advance. | | 25 |
| Casing 6 advance. | | 35 |
| Finish 10 advance. | | 25 |
| Finish 8 advance. | | 35 |
| Finish 6 advance. | | 45 |
| Barrel 1/2 advance. | | 85 |

Rivets

| | | |
|-------------------------|--|----|
| Iron and Tinned. | | 50 |
| Copper Rivets and Burs. | | 45 |

Roofing Plates

| | | |
|------------------------------------|--|-------|
| 14x20 IC, Charcoal, Dean. | | 7 50 |
| 14x20 IX, Charcoal, Dean. | | 9 00 |
| 20x28 IC, Charcoal, Dean. | | 15 00 |
| 14x20 IC, Charcoal, Alloway Grade. | | 7 50 |
| 14x20 IX, Charcoal, Alloway Grade. | | 9 00 |
| 20x28 IC, Charcoal, Alloway Grade. | | 15 00 |
| 20x28 IX, Charcoal, Alloway Grade. | | 18 00 |

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—GOOD PAYING WALL PAPER and paint business in the city of Grand Rapids; stock invoices about \$4,000; established sixteen years. Don't answer unless you mean business. Good reasons for selling. Address No. 186, care Michigan Tradesman. 186

FOR SALE—A STOCK OF GENERAL MERCHANDISE, will inventory about \$2,500, in the thriving village of Pigeon, Huron county, Mich.; good reason for selling. Address Jackson & Giese, Pigeon, Mich. 184

FOR SALE—DRUG STOCK IN NORTHERN Michigan, town of 10,000; invoices about \$1,600, doing business of over \$5,000 a year. Address No. 183, care Michigan Tradesman. 183

I HAVE A FINE RESIDENCE AND FIVE lots in this city. I will trade for a good stock of general merchandise. Address No. 751, care Michigan Tradesman. 751

FOR SALE—34 INCH POWER PAPER cutter we have outgrown; strong and accurate and as rapid in operation as any screw clamp cutter. Price, \$200; terms to suit purchaser. Tradesman Company, Grand Rapids. 187

WANTED—TO BUY DRUG STORE. Address No. 182, care Michigan Tradesman. 182

FOR SALE—STORE PROPERTY IN HEART of growing Grand Haven, near Cutler block. Is now used as a bakery. Suitable for that or any other business; also summer home on Spring Lake and farm lands. Address H. S. Nichols, Grand Haven, Mich. 181

FOR SALE—AN ESTABLISHED MANUFACTURING industry; small capital required; expenses very low; an exceptional opportunity; good reason for selling. Address M. C. care Michigan Tradesman. 179

FOR EXCHANGE—320 ACRES 12 MILES West Toledo, \$35 per acre, for merchandise; 142 acres near corporation line, Toledo, \$15,000, for merchandise. Henry Edmister, Toledo, Ohio. 170

RICH MINE OPPORTUNITY—BLACK ROCK mines; 400 acres mineral; 2 claims; 2 groups; 1 group 6 claims about 4 miles from billion-dollar copper mine at Jerome, now taking out over a million a month; in same mountain; same ore; assays \$15 to \$30 copper, gold and silver per ton, mainly copper; 140 ft. shaft in vein 4 to 8 feet wide; 100 ft. drift on vein; steam hoist and pumps, camp buildings; big proposition; we want more money to develop quick; will sell limited amount of stock at 50 cents for 60 days; we own it all; every dollar spent to make it worth two; no stock job or scheme; best safe mining proposition that has been offered for many a day; must go quick if at all; good references. Address Black Rock Gold and Copper Mining Co., Flagstaff, Arizona. 168

FOR SALE—STEAM LAUNDRY FULLY equipped and good established business, located in one of the best towns in Southern Michigan, county seat. Will close out all, including good horse and covered wagon, for \$500 cash. A rare chance to the right man. Address W. M. care Michigan Tradesman. 167

BONDS—\$15,000 5 PER CENT. LIGHT AND power bonds, denomination \$1,000. Egyptian Investment Co., Herrin, Ill. 166

FOR SALE—AN ESTABLISHED GROCERY store; daily sales \$60; stock about \$1,300; twenty factories in town; a snap. Address L. Goldberg, Chicago Heights, Ill. 165

FOR RENT OR SALE—NEW DOUBLE brick store, 4x80 feet; one of the finest opportunities in Southern Michigan. Address Baughman & Yunker, Gobleville, Mich. 164

FOR SALE—STOCK OF DRUGS AND FIXTURES, involving about \$800; no opposition; good chance for registered pharmacist. Address No. 175, care Michigan Tradesman. 175

WANTED—LOCATION FOR DRUG STORE, or will add stock to general merchandise, or exchange same for general merchandise. Address No. 176, care Michigan Tradesman. 176

FOR SALE—WELL-SELECTED DRUG stock worth about \$2,000. Good prescription and farming trade; established in one of the best business towns of Michigan since 1885; also two-story frame building occupied as a drug store and dwelling, together or separate, the latter cheap and on easy terms. Address No. 1345 Johnson St., Bay City, Mich. 173

FOR SALE AT A BARGAIN IF TAKEN AT once—One of the best farms in Southern Michigan, 160 acres, easy reach of market, good buildings, fences, etc., 18 acres of oak timber. A splendid farm for grain or stock. Under high state of cultivation. Address No. 172, care Michigan Tradesman. 172

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—OWING TO OTHER BUSINESS requiring my entire attention, I will sell my old-established, money-making dry goods business—best and cleanest up-to-date stock and store in bustling Michigan town; inventory about \$10,000. Can reduce half in thirty days. Easy terms. Lock Box 28, Alma, Mich. 163

FOR SALE CHEAP—SMALL MANUFACTURING plant near Chicago. Well equipped foundry, machine and woodworking shops; brick buildings, low taxes, good water, cheap fare, six railroads. Address B. B. Potter, Griffith, Ind. 171

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

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

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—500 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 STOCK 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 for 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 unencumbered city property. Address Hardware, care Michigan Tradesman. 154

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 photograph gallery; reasonable; just vacated. Address No. 138, Michigan Tradesman. 138

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

FOR SALE—GENERAL STORE AND STOCK in small town, inventory 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

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

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

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 inventory about \$4000; located in a good town in Northern Michigan; good cash trade. Address B. C. care Michigan Tradesman. 150

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—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

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

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

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. Follmer & 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 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 1,300, 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 furnishings 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

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

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

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

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

FOR SALE—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—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

CHOICE FARM FOR SALE OR TRADE for merchandise. Shoe stock preferred. Lock Box 491, Shelby, Mich. 129

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

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

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

MISCELLANEOUS

WANTED—POSITION BY AN ASSISTANT registered pharmacist; sixteen years' experience. Address L. E. Bockes, Bellaire, Mich. 185

WANTED—EXPERIENCED DRY GOODS salesman for retail store, lady preferred; one capable of taking charge and to help in buying and who understands all details. Address No. 178, care Michigan Tradesman. 178

WANTED—EXPERIENCED YOUNG MAN to work in general store in country town. State experience, references and salary expected. Married man preferred. Address F. W. Norte, Kendall, Mich. 180

WANTED—POSITION BY ASSISTANT registered pharmacist. About seven years' experience; married. Address No. 169, care Michigan Tradesman. 169

WANTED—SALESMEN EVERYWHERE to sell Crocker's. Premium assortments. Can be worked as a side line. Free samples—weight four pounds, 30 per cent. commission. Don't answer unless you mean business. The Merchants' Supply Co., East Liverpool, O. 177

WANTED—REGISTERED PHARMACIST; young man preferred. Send references and state salary. Address No. 174, care Michigan Tradesman. 174

WANTED—POSITION BY A CHEESE- maker of long experience. E. N. Pettet, Sparta, Mich. 154

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. 139

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 AT ONCE—REGISTERED PHAR- macist. State salary and send references. Young man preferred. F. E. Heath, Middleville, Mich. 127

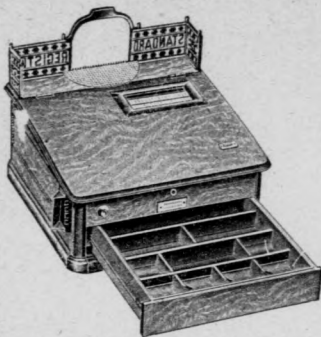
WANTED—SALESMAN TO HANDLE OUR full line on commission or salary. Address Angle Steel Sled Co., Kalamazoo, Mich. 99

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

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Strictly first class.
Rates \$2 per day. Central location.
Trade of visiting merchants and traveling men solicited.
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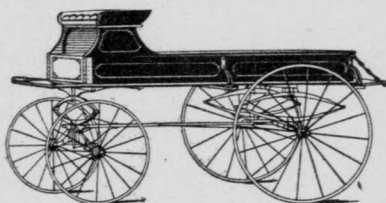
It will be a sunny day when you put Bright Spot Mantles on your counter. Our display box with a dozen mantles is irresistible. The Bright Spot Mantles sell on sight—because they are so bright—they don't shake to pieces either, with every jar. They outwear three ordinary mantles. Every customer of Bright 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

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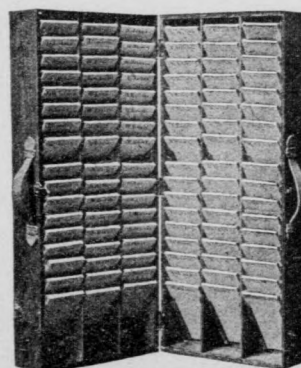
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That gives you the Total Amount your customer owes you with Every Bill of goods he buys;

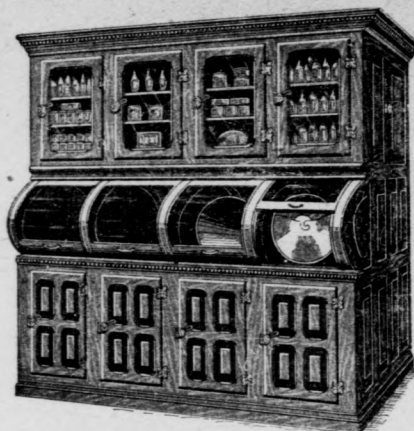
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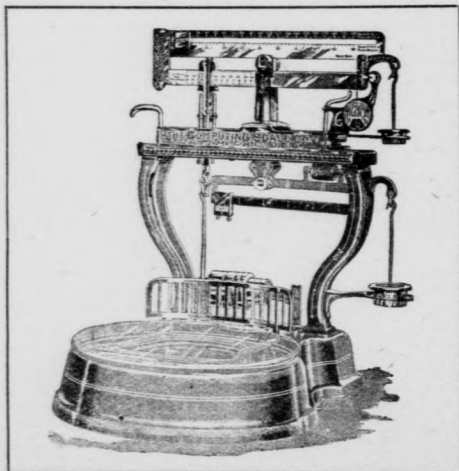
| Number | Weight | Length | Depth | Height |
|--------|--------|--------|-------|--------|
| 672 | 840 | 46 | 41 | 84 |
| 673 | 1120 | 68 | 41 | 84 |
| 674 | 1650 | 90 | 41 | 84 |
| 675 | 1980 | 112 | 41 | 84 |

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