

## 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.

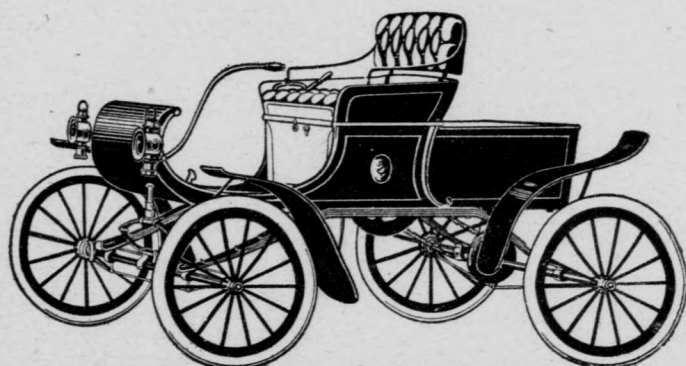
#### BRANCH STORES

CHICAGO—207 Monroe Street.

NEW YORK—106 Duane Street.

BOSTON—177-181 Congress Street.

OUT OF THE TRUST.



\$650 with wood wheels and fenders

All Roads Alike to

## OLDSMOBILE

The Best Thing on Wheels

Noiseless—Strong—Speedy—Reliable

After twenty years' experience in building gasoline engines, and with over 7,000 Oldsmobiles in the hands of actual users, the Olds Motor Works offers the 1903 Oldsmobile with a more liberal guarantee than ever.

Our first carload (6 Oldsmobiles) of the 1903 models will arrive early this week. Other carloads due here April 1 and a little later. Oldsmobiles are the only Autos that have ever been shipped here in lots of six. We sell no experiments—no machines that have not been made and on the market at least three years. We invite closest inspection of the new Oldsmobile by all prospective buyers. We also sell the Winston Touring Car, \$2,500, and the Knox Waterless at \$1,200. Can take care of a few more good agents in Western Michigan. Catalogues on request. Some good secondhand bargains.

ADAMS & HART, 12 West Bridge Street, Grand Rapids, Mich.



# "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 better light for their homes? If so just address a card to us giving your name and address and let us tell you all about the "Ann Arbor" lighting system and the "Ann 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.

# 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**

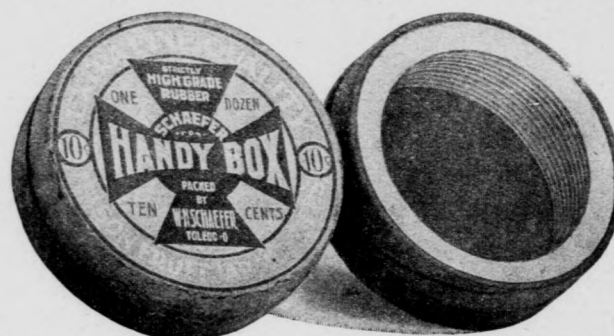
18 Houseman Block

Grand Rapids, Mich.

## 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

## Sunlight

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

**Walsh-DeRoo Milling Co.**  
Holland, Michigan



# MICHIGAN TRADESMAN

Twentieth Year

GRAND RAPIDS, WEDNESDAY, MARCH 18, 1903.

Number 1017

## MONEY

### Earns Money Quickly

if invested in our propositions. Best out, safe, sure, profitable for large dividend. For complete particulars and our list

ADDRESS

Chas. E. Temple & Co.

625 Mich. Trust Bldg.  
Grand Rapids, Mich.

### IF YOU HAVE MONEY

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

Martin V. Barker  
Battle Creek, Michigan

## Noble, Moss & Co.

### Investment Securities

Bonds netting 3, 4, 5 and 6 per cent.

Government Municipal  
Railroad Traction  
Corporation

Members Detroit Stock Exchange and  
are prepared to handle local stocks of all  
kinds, listed and unlisted.

808 Union Trust Building, Detroit

## Commercial Credit Co., Ltd.

Widdicombe Building, Grand Rapids  
Detroit Opera House Block, Detroit

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

## William Connor Co.

### Wholesale Ready-Made Clothing

#### Men's, Boys', Children's

Sole agents for the State of Michigan  
for the

S. P. & A. F. Miller & Co.'s

famous line of summer clothing, made in  
Baltimore, Md., and many other lines  
Now is the time to buy summer clothing.

28-30 South Ionia Street  
Grand Rapids, Mich.

## Collection Department

R. G. DUN & CO.

Mich. Trust Building, Grand Rapids

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

C. E. McCORNE, Manager.

### IMPORTANT FEATURES.

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## Who are Douglas, Lacey & Company?

### It Will Pay You to Investigate Them and Their Plans

Exchange of stocks.—Whenever any company  
for which we act as Fiscal Agents proves by  
intelligent development to be unworthy of  
further expenditure of money, we immediately  
call in the stock outstanding among our cus-  
tomers and issue in exchange, from the trust  
fund, the stock of some company that has pro-  
ven to be successful, on a basis of absolute  
protection for the amount invested.

Dividends Permanent.—Any company once  
entering the dividend list will continue as a  
permanent dividend payer, even should there  
be periods when the property should be unpro-  
ductive; and it would only cease to pay regular  
dividends in the event that the ore should give  
out or the property prove unsuccessful; and in  
that event the stock outstanding would be  
taken up in exchange for the stock of some  
successful company deposited in the trust fund  
for that purpose.

Thus it will be seen that the trust fund is an  
absolute protection, not only for the principal  
invested, but for the permanent dividends as  
well.

The dividends declared on any stock depos-  
ited in the trust fund furnish a reserve to in-  
sure the permanency of the dividends of the  
earning companies represented, but any com-  
pany borrowing from the fund for the purpose  
of paying dividend during any quarter when  
from any cause they may be short of their reg-  
ular earnings, must reimburse the fund from  
their excess earnings in subsequent quarters.

Information pertaining to any of our 24 com-  
panies will be furnished to any one upon his  
applying to or calling upon

## Currie & Forsyth

1023 Michigan Trust Bldg.,

Grand Rapids, Mich.

### The Grain Market.

Wheat, contrary to general expecta-  
tions, has been weak during the past  
week, springlike weather having had a  
depressing effect. Argentine shipments,  
as well as Russia offering wheat at re-  
duced prices, had their effect also. The  
general situation as regards stocks on  
hand was in favor of a steady market,  
especially as the Government report  
as to the amount in farmers' hands  
made only 164,000,000 bushels, against  
174,000,000 bushels at this time last  
year. This was considered in favor of  
the long interest, but all this had no  
effect as to holding up the market. The  
visible showed only a decrease of 681,-  
000 bushels, where over 1,000,000 bush-  
els had been expected. However, the  
amount on passage decreased 1,600,000  
bushels and foreign prices were steady,  
but as the weak feeling on this side  
seems to prevail, we may see a little  
further depression in the price of wheat,  
especially in futures. May wheat is  
73½c, against 74½c last week. Cash  
winter wheat is off 1c from a week ago.

Corn has slumped fully 2½c per  
bushel for May. This, of course, is  
owing to the poor quality coming in.  
Exports in corn have been large, but,  
with over 1,000,000,000 bushels back in  
farmers' hands it is hard to elevate  
prices. Conditions favor lower prices  
and probably May will go to 40c per  
bushel. However, this is the opinion  
of the short sellers. There is not much  
trading in the corn pit. This is to be  
expected on account of the poor quality,  
and as warm weather is coming on, it is  
likely to make the corn in the elevators  
heat, so buyers are not anxious to pur-  
chase except for immediate use, and  
are not inclined to invest for holding.

Oats, likewise, are rather shaky and,  
while they are good, they are not favor-  
ably looked upon at the present pinnacle  
prices.

Rye is dormant, offering at 2c less  
than a week ago. At the present out-  
look there is not much inducement to  
purchase rye to hold, as prices will be  
lower.

Beans are also easier by fully 5c per  
bushel. There is not much demand,  
especially as they are higher than buy-  
ers are willing to pay. Holders are loath  
to take lower prices unless compelled to  
do so and are still looking for an ad-  
vance, wherein we think they may be  
mistaken.

Flour is in fair demand at going  
prices for both local and domestic use  
and prices are held steady.

Mill feed shows no signs of shading  
in price, as the demand is fully equal  
to the supply.

Receipts of grain have been below  
normal, being as follows: wheat, 43  
cars; oats, 15 cars; rye, 5 cars; flour,  
2 cars; beans, 1 car; potatoes, 13 cars.

Millers are paying 70c for No. 2 red  
wheat.  
C. G. A. Voigt.

Grocery Store Party Given By J. George  
Lehman and Wife.

The invitations read as follows:  
"Wanted, a lady and gentleman to work  
in a grocery store. Apply at 88 Mt.  
Vernon street at 7 o'clock, March 13."

The large plate glass front door bore the  
sign, "Grocery Store, Walk in." On  
arriving the guests, receiving no re-  
sponse from the doorbell, walked in  
and were confronted by a large hand  
pointing upward. On descending from  
the dressing rooms, they were met by  
the hostess and host, who greeted them  
as perfect strangers and invited them to  
the front parlors. The guests were  
attired in the regulation clerk costume—  
the ladies in white aprons and sleeves,  
and the gentlemen in white caps and  
sleeves, with pencil and order books.  
The gentlemen secured their compan-  
ion for dinner by finding the fair pos-  
sessor of the other half of the card given  
them on which was printed the comple-  
tion of the word of which they had the  
first half. For instance, catsup was di-  
vided into "cat" and "sup." The  
large dining room was divested of its  
furnishings, except the sideboard and  
table and a few fruit pictures, and the  
walls were hung with bright posters  
descriptive of the relative merits of  
some special brand of goods and fifteen  
signs such as, "Ask to See our Blind  
Robins," "Try Our Cracker Jack,"  
"Hot Lunch Served in One Minute,"  
"Your Credit is Good," "We Furnish  
You Table Free," etc. The dining  
table was decorated with a pyramid of  
fancy groceries, and the guests found  
their places by locating the article at  
each plate named on their cards. Ten  
games of flinch were played, the favors  
consisting of cans of canned goods for  
the ladies and bags of salt, flour, etc.,  
for the gentlemen. After the games,  
the guests were invited to the dining  
room, where ensued a contest in pack-  
age tying by the gentlemen and the  
naming of several articles by the ladies,  
to decide upon the fitness of the appli-  
cant for the position. On the table were  
also placed about 150 samples of canned  
goods, soaps, syrups, etc., and after the  
host and hostess had selected the most  
proficient lady and gentleman for clerks,  
they were asked to give an exhibition of  
their skill as clerks by "closing out"  
the sample lot of goods. Suffice to say,  
the goods disappeared very rapidly,  
and the guests won for themselves the  
distinction of being artists in their  
chosen profession.

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

The state of the hide market does not  
satisfy the dealer or tanner. Hides are  
too high, poor and scarce and should  
be lower on account of quality. There  
is a demand for all that are offered at  
prices which can be agreed upon, with  
a tendency to decline.

Pelts are in light offering at fair  
values. There is no accumulation.

Furs are draggy and command lower  
prices, awaiting the outcome of the sales  
in London, which will fix values for the  
balance of the season.

Tallow does not accumulate, while  
prices hold the same as for the past two  
weeks.

Wool is lower in the Eastern markets  
and unsettled. There are no movements  
from the State of any consequence and  
the little is consigned to be on the mar-  
ket before the new clip arrives.

Wm. T. Hess.

## ANNUAL SMOKER

Of the Grand Rapids Retail Meat Dealers' Association.

The annual entertainment of the Grand Rapids Retail Meat Dealers' Association, which was held at the Bridge Street House Monday evening, was not only well attended, but proved to be one of the most enjoyable affairs ever conducted by that organization. The grand march to the dining room started about 8:30 o'clock, and after all had found places at the tables, Toastmaster Castenholz very gracefully invited all present to drink to the health of the Association, which invitation was accepted with hearty good will.

President Eble then made his annual address as follows:

It is with a feeling of pleasure and gratitude that I try to state to you the progress made by this Association. As we have quite a lengthy programme, I shall endeavor to explain to you the condition of the Association in the shortest possible time.

The Grand Rapids Retail Meat Dealers' Association was organized a little over six years ago, with a membership of about twenty members, to promote the interest and welfare of the retail meat dealers of Grand Rapids, both in a business and social way.

When this Association was first organ-

ized it held its meetings from month to month in a hall on Canal street. The committees appointed from time to time have put their best efforts of maintaining interest and making the Association a success by providing entertainments, picnics, excursions and social gatherings.

The Association has grown in membership as the years passed by, in the meantime doing very good work, as the early closing movement and the Sunday closing movement and other good examples of advancement, such as up-to-date meat markets, up-to-date fixtures, up-to-date business methods in cleanliness and in handling the purest and best grades of goods obtainable.

While making such good progress in our work, we have many thanks to offer to our friends and guests here this evening, including the representatives of the daily papers of Grand Rapids; and, last but not least, our friends and peacemakers, the officers and members of the Retail Grocers' Association of Grand Rapids. About a year ago the Executive Committee deemed it prudent and beneficial to acquire better accommodations for our Association and, through the kindness of the Board of Trade, succeeded in having access to their rooms, which we now think was a move in the right direction, as it brought us closer in touch with their organization. Our membership has grown, to the present time, to seventy members in good standing. In the year just passed

we have been trying to promote the half holiday movement and to dispense with one telephone. As these movements are just new and it takes time to bring them about, we have met with but partial success, but shall be as persistent in our work as the Board of Trade is in deepening the waters of the Grand.

Sam Brice sang two or three comic songs, with banjo and mouth organ accompaniment, when Levi Pearl made a few complimentary remarks concerning the work of the Association, closing with the request that he be elected a member of the organization.

Sol. J. Hufford read the following let-

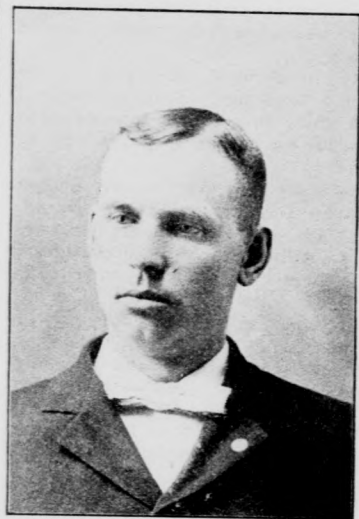


PHIL. HILBER, the absent one

ter from Phil Hilber, which was well received. The reading was frequently interrupted with applause.

Glendale, Cali., March 9.—As I have not heard from my old home city for some time, I now take the liberty to write you a few lines. Since I left Grand Rapids I have often thought of the boys at home—and I have naturally wondered if they still thought of me.

I feel rather homesick at times and once or twice I was on the point of coming home, but something would always turn up to delay me. However, I hope



L. J. KATZ, Secretary

to see my old home and friends some day.

The weather here is fine—just like June in Michigan. No snow—no frost—flowers growing outside twelve months each year. Here the people have no house plants. They do not need any, as flowers and what we call house plants grow anywhere and at any time of the year.

I tell you, Sol., this is the place to live and enjoy life. For a while I was living in Yuma, near the Mexican line, and I rather liked the climate there—better than any place I have seen.

Since leaving Grand Rapids I have visited a good many places. In going through Texas I stopped off at San Antonio a few days and, while there, I met a butcher who reminded me of Lou. Katz—a big strapping six-footer. He runs a very swell shop, sells meat in the forenoon only, except Saturdays, and, say, you fellows can take a pointer from him on collections. He just simply makes people pay up. If they are stubborn, he just takes it out of their hide. Of course, I would not recommend this method to butchers under 200 pounds.

I also ran across a butcher there who could talk louder and faster than Charley Dressler—and he was no Homer Klap, either.

Tell John Rauser to keep away from Texas. Nothing doing there in the sausage line. It is all hot tomalies. Now, if Sam Brice can make hot tomalies, tell him there are grand openings in Texas. Tell Sam that his dream of "Creole Belles" could be realized here.

How I wish Al. Stein was with me here! Al. knows a good thing when he sees it—and you are not as slow as you might be either, Sol. As I was going through El Paso I did just as thousands did before me and that is went across the line to Jarez, Mexico. I tell you,



SOL. HUFFORD, Treasurer

Sol, that is a safe place to go to. It happened to be on a Sunday and I was just in time to go to church. It was one of those old Mexican churches, built of sun-dried mud brick in 1781—they call them missions—and while standing there, as they have no seats in church, I could not help but think of Brothers Wertsch, Waltz, Mohrhardt, Kremer and a lot of the other boys, all of who attend church regularly.

Say, Sol., how is my old friend Albert Stein getting along? Does he still think of raising the price of liver? Ask him what he did with that little piece of hide. He will understand. There were others interested also.

I understand that Swift & Co. have a new manager for their Grand Rapids branch house. Where is Larson and who is helping him out now? Peggy ought to have had Larson's job.

There ought to be more Jews in the butcher business, then the trade would not think so hard of me.

So John Eble is President again. Well, John is a good one and the Association makes no mistake in having him at its head. Tell him that the beer down here is not half as good as it is in the North.

I suppose Charley Dressler is satisfied now that the Treasurer of the Association has given bonds and that the surplus is drawing interest at the bank. Is that why he does not attend the meetings?

I believe Frank Burns will be a great horseman some day, if the world lasts

long enough. Tell Frank to try breeding with the Texas steer. He could surely change his luck if he came South.

Well, Sol., I must close for this time. Give all the boys my best regards and write me all the news. Sorry I can not be with you. Good-bye. Phil.

P. S.—Tell Levi Pearl that if he gets elected City Marshal I will come back.

C. S. Grigsby gave a recitation which pleased his audience, after which voluntary remarks were made by several gentlemen.

E. Clinton Adams completed the entertainment by giving one of his inimitable exhibitions, which caused great merriment as well as wonderment.

The Butchers' Quartette, composed of Gottlieb Waltz, Charles Wertsch, John Rauser and Albert Stein, rendered a couple of selections in an effective manner.

Jas. Castenholz, as toastmaster, and Peter Thiebout, as policemen, discharged the duties devolving upon them with excellent discretion and much of the success of the affair was due to their handling of the funny portion of the programme with deftness and good taste.

## Splitting Up the Nickel.

"You would be surprised to know the vast number of children among the poorer classes in New Orleans who do not clearly understand the value and function of the nickel," said a storekeeper down town, "and it all results from the popularity of the quartie system which has always been so much a part of life in this city. They are the small buyers, who run all kinds of errands for the little family to which they belong.

"Purchases, amounting in individual cases to less than five cents, daily amount in the aggregate to thousands of dollars. It is no small part of the retail traffic of the city. The children split a nickel up into very small pieces, buying a penny's worth of this and a penny's worth of that until they leave the store or the market with an armful of little packages which will represent the day's supplies.

"Sometimes they will spend only a part of the nickel, and will get a ticket, or tickets, or maybe pennies in change. Frequently the purchase will amount to 2½ cents, and then they get a pasteboard check for the other 2½ cents, which is legal tender at the place issuing it for its face value. Checks or tickets of this kind are extensively used in this city, and they have added greatly to the circulation of a sort of crude subsidiary money.

"One of those checks is as good as gold at the grocery or market stall where it is issued. It is predicated on and gets its value from a redemption fund, just like Uncle Sam's money, except that instead of being redeemable in gold or on demand, it is exchangeable at the grocery at its face value for any of the things in stock, or good at the vegetable stall at the market place for 2½ cents' worth of anything on hand when it is presented. It is always good for what it calls for on its face."—New Orleans Times-Democrat.

## Realized at Last.

"Why did you insist on getting me an upper berth in the sleeping car?" asked the habitually austere lady.

"Well," answered her irrespressible niece, "you have been expecting for so many years to find somebody under your bed that I thought it might relieve your mind to have all doubts on the subject removed for once."



Forty years of milling experience combined with the most modern machinery are the prime factors which put

## Voigt Cream-Flakes

in a class all by themselves. Every wide awake grocer and jobber sells this delicious breakfast cereal.

**Voigt Cereal Food Co., Limited**  
Grand Rapids, Michigan, U. S. A.

## When You're in the City

on business or pleasure, don't forget that we have a line of SHOW CASES that will interest you. We want to see you and

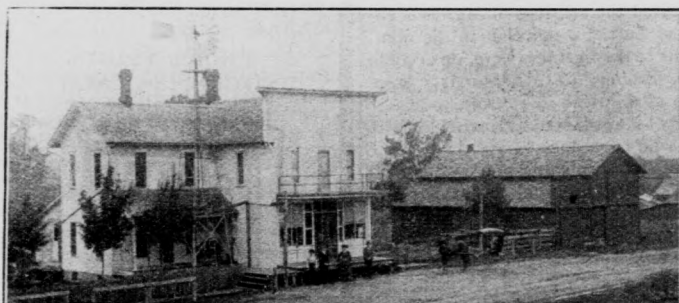
## We Are Always at Home

at the corner of Bartlett and South Ionia streets, two blocks south of Union Depot—handy when you come in, handy when you go out.

## Come and See Us

GRAND RAPIDS FIXTURES CO.

## 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.

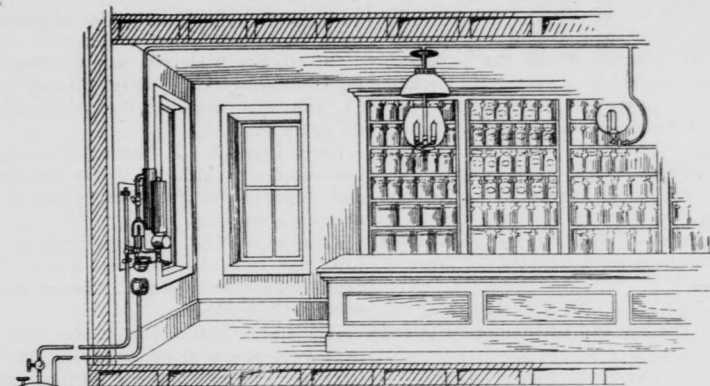
General merchandise stock about \$1,000, such as farmers need every day. Dwelling and store 20x32, wing 16x20, all 20 feet high, cellar under both with stone wall, washroom and woodshed 10x37, one story. Bank barn 18x48, with annex 12x47, all on stone wall. Feed mill and engine room 18x64. Saw mill 20x64. 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.

## THE IMPROVED Perfection Gas Generator



Is clearly the leading illuminating machine of today as the following letter attests:

GRAND RAPIDS, Jan. 13.

Replying to your enquiry would say, with the 63 test gasoline we had last week, we could not do a thing with our lights. It would smoke the mantels and would not burn flat on the generator, as it does with the higher test. I was of the opinion at first it was in the machine, but since we changed and got a higher test, we have had no trouble whatever. With the low test it would take 30 minutes to start our lights. In the barber business you must have the best light there is.

We run 9 chairs and 11 baths. We think this is the only light.

R. W. LONG.

The gasoline is always placed outside the building, thereby making your machine perfectly safe.

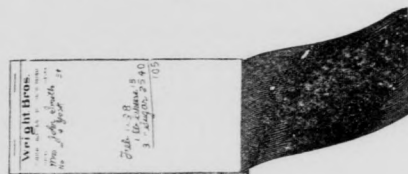
We control all territory and solicit all correspondence direct. All business of the late Perfection Lighting Co. is turned over to us.

**BUTLER & WRAY CO.**

17 S. Division Street

Grand Rapids, Michigan

## Duplicating Order Pads



Counter Check Books

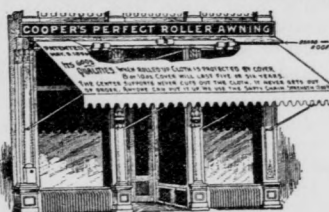
Simplify your work. Avoid mistakes. Please your customers. Samples and prices gladly submitted.

**The Simple Account File Co.**

500 Whittlesey St.,

Fremont, Ohio

## 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

## 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.

## Around the State

### Movement of Merchants.

**Smyrna**—G. P. Hoppough has sold his grocery stock to Guy Purdy.

**St. Louis**—John Behler has sold his grocery stock to J. J. Noyes & Son.

**Flint**—Lewis J. Wood has purchased the grocery stock of Frank H. Haskell.

**Clare**—Lewis & Patrick have purchased the hardware business of Lanson Wing.

**Sault Ste. Marie**—F. E. Mowley has opened a meat market at 809 Ashmun street.

**Hudson**—H. Bennett has consolidated his furniture stock with that of Lowe & Brown.

**Fennell**—C. C. McAvoy is closing out his drug stock and will remove to Grand Rapids.

**Colon**—Chas. A. Hawk deals in clothing and shoes, now sold out to C. L. Hawk.

**Howard City**—Ashman Stodart has sold his meat market to Harry Minot of Coral.

**Saugatuck**—C. H. Adams succeeds E. S. Pride & Son in the undertaking business.

**Vestaburg**—Roy Mount & Co. have purchased the grocery stock of Hartman & Meisner.

**Ypsilanti**—Stowell & Palmer have purchased the grocery stock of Stumpfenbusen & Pierce.

**Middleville**—James R. Dibble, of Burnips Corners, has opened a meat market at this place.

**Homestead**—The Case Mercantile Co. has purchased the general merchandise stock of Martin Trap.

**Union City**—Bradner & Stitt, furniture dealers, have dissolved partnership, A. E. Stitt succeeding.

**Saginaw**—Chas. F. Knutzel, dealer in groceries and meat, has sold his grocery stock to David S. Hurst.

**Morenci**—S. A. Scofield & Son, furniture dealers, have dissolved partnership, E. W. Scofield succeeding.

**Norway**—Jos. Kuwitch & Son succeeded M. Kuwitch & Son in the dry goods and clothing business.

**Olivet**—H. B. Hall has purchased the interest of Mr. Morford in the hardware stock of Morford & Miller.

**Freeland**—Wm. Bishop has purchased the general merchandise and furniture stock of Mrs. Margaret A. Howd.

**Detroit**—Keenan & Jahn, Limited, succeed the Keenan & Jahn Co. in the furniture and upholstery business.

**Petersburg**—A. O. Elder continues the clothing business formerly conducted under the style of J. M. Elder & Son.

**Union City**—Charles Tyson has taken his son into partnership in his meat business under the style of Tyson & Son.

**Jackson**—Christian and George Schlenker have merged their shoemaking business under the style of Schlenker Bros.

**Clare**—S. Kramer, of Grayling, will shortly put in a line of dry goods, men's clothing and furnishing goods at this place.

**Boyer City**—C. Kryger, of Kalkaska, has opened a clothing store in one side of the building occupied by the White jewelry store.

**Calumet**—The bankrupt clothing stock of Albert Rutenberg, conducted under the style of the People's Clothing store, has been purchased by Samuel Lawrence for \$610. The liabilities were \$8,000 and the creditors will probably receive about 10 cents on the dollar.

**Parma**—The grocery stock and meat market owned by C. W. & D. D. Bulen has been sold to W. Lee Britton and Nathan Hawes.

**Concord**—J. H. Magel & Co. general merchandise dealers, have dissolved partnership. The business is continued by J. H. Magel.

**Olivet**—Frank Herrick has purchased the meat market of Farling, Irving & Co. and will continue the business at the same location.

**Reed City**—R. T. Lewis, of Tustin, has leased a building on Upton avenue and engaged in the furniture and undertaking business.

**Kalamazoo**—The Economy Shoe Co., Ltd., has been formed with a paid in capital of \$4,000. John E. Cheney will manage the business.

**Sarasot**—Hubert Holmes has purchased the hardware stock of Abram Miltenberger and will continue the business at the same location.

**Flint**—John Windiate, who has been engaged in the meat business on Keats street, has purchased the Knowles meat market on Saginaw street.

**Clarksville**—Chas. Staley, of Portland, has purchased the stock of lumber owned by E. F. Cool and will open a lumber yard at this place.

**Gregory**—Horace A. Fick will be succeeded April 1 by S. A. Denton in the men's furnishing goods, grocery and tobacco and cigar business.

**Flushing**—S. Bresnahan and Geo. Petherbridge have formed a copartnership and purchased the stock of groceries known as the Ulmer stock.

**Concord**—Carl Snow, who has been clerking in the clothing store of Geo. T. Pratt, has been taken in as a partner and the new style is now Pratt & Snow.

**Muskegon**—Jacob Wiersema, who recently purchased the stock of shoes from J. N. Haan, at 91 South Third street, has opened the store for business.

**Vicksburg**—Frank L. Critz has sold his grocery stock to L. P. Strong and W. Z. Bowie, who will continue the business under the style of Strong & Bowie.

**Fremont**—L. D. Puß has acquired an interest in the G. E. Hain Co. hardware and implement stock and will take an active part in the management of the business.

**Manton**—Horace Jones has purchased the meat market of T. Tales, on Main street. Mr. Tales has erected a building and will engage in the meat business therein.

**Chelsea**—Louis Landsberg and Adolphus Fixel, of Detroit, and Geo. A. Etsler, of this place, have established the Chelsea Dry Goods & Shoe Co. The capital stock is \$10,000.

**Kalamazoo**—Mark Diver has sold his interest in the Co-Operative grocery on North Rose street and purchased the Profit Sharing grocery at 236 East Main street of J. W. Phillips.

**Holland**—B. Steketee celebrated the twentieth anniversary of his connection with the grocery business March 13. Twenty years ago he was a member of the firm of Peter Steketee & Co.

**Marshall**—Herbert Holmes and Jas. P. Hughes have purchased the clothing stock of T. Shanahan. Mr. Shanahan retains the merchant tailoring stock and will remove to a new location.

**Pellston**—Imerman Bros., dealers in clothing, furnishing goods, and boots and shoes, have dissolved partnership, John Imerman continuing the business at this place and A. Imerman engaging in business at Munising.

**Wheeler**—W. C. Faulkner has purchased the general merchandise stock of the Bock Grocery Co., while that company has purchased the general merchandise stock of Adam Johnstone.

**Owosso**—W. E. Bullard and Thomas Hagan, who recently formed a copartnership to engage in the clothing business, have opened their new store, which has been thoroughly remodeled and refitted.

**West Bay City**—The Monarch Drug Co. has been organized with a capital stock of \$4,000 by Alexander Zagelmeyer, 105 shares; R. E. Helmore, 165 shares and J. B. Ostrander, 140 shares.

**Lansing**—Holmes & Dancer, a firm owning dry goods stores at Mason, Stockbridge and Chelsea, have purchased the Glicman stock of goods and will continue the business at the same location.

**Traverse City**—The Hannab & Lay Mercantile Co. reports total sales of \$622,668, an increase of \$54,000 over the sales of 1901. The sales of the grocery department were \$205,000, an increase of \$15,000.

**Quincy**—Starr Corliss, who recently purchased the W. J. Austin grocery stock, will remove same to Coldwater, where he will open a store in the building on East Chicago street formerly occupied by him.

**Hancock**—Wm. F. Kotila and Oscar Keckonen, who have been engaged in the hardware business at this place under the style of Kotila & Keckonen, have dissolved partnership. The business is continued under the style of Kotila Bros.

**Escanaba**—The Escanaba Transportation Co. has been organized with an authorized capital stock of \$50,000. The stock is held by Tunis C. Ewing, 20 shares; John Devet, 4 shares; Chas. M. Ewing, 20 shares; P. Lummer, 2 shares, and R. Hoyler, 2 shares.

**Sault Ste. Marie**—B. M. Morris, proprietor of the Boston clothing house, has purchased a third interest in the Detroit Cap Manufacturing Co., of Detroit, and has secured the services of Max Schoeneman, of Chicago, to assist in the management of the business here, on account of the absence of Mr. Morris a large portion of the time in Detroit.

**Eaton Rapids**—H. Kositchek & Bros., who have been established in the clothing and furnishing goods business at this place for the past thirty-five years, have closed out the stock and Jacob Kositchek, who has recently had the management of the business, will remove to Lansing and become connected with the company's business at that place.

**Rapid City**—Adolph Hirshman, who has been engaged in the general merchandise business here and at Alden for the past four years, will remove to Sanilac. Mr. Hirshman's brother, Joe, of Central Lake, will put in a mercantile stock in the building vacated, and Freeman Park, who has clerked for Lewis Way for some time, will have charge of the business here.

### Manufacturing Matters.

**Detroit**—The Peninsular Sugar Co. declared a 4 per cent. dividend on its capital stock of \$1,000,000.

**Detroit**—The directors of the Michigan Malleable Iron Co. have voted to increase the capital stock from \$300,000 to \$600,000. Of the increase \$100,000 was subscribed in stock and \$200,000 was a stock dividend.

**Holly**—The Waukegon Fence & Supply Co. has been formed by the following persons: F. E. Barrett, 1,000 shares; J. P. Arthur, 500 shares; R.

R. Beaume, 50 shares and J. T. Green, 50 shares. The authorized capital stock is \$25,000.

**Detroit**—The United Electric Heating Co. has merged its business into a corporation with a capital stock of \$100,000. The stock is divided as follows: Robert Kuhn, 5,885 shares; Frank Kuhn, 4,000 shares, and Guido Kuhn, 100 shares.

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

## 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.

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



# Grand Rapids Gossip

## The Grocery Market.

**Sugars**—The raw sugar market continues firm, with quotations on the same basis as last week, but with comparatively few sales made, as holders are still asking 1-16c advance over quoted prices, and this refiners refuse to pay. Under existing conditions but little trading is done. The demand for refined continues quite good at unchanged prices. The stock of Michigan beet granulated is now so light, a number of the refiners being entirely sold out, that those having stock on hand are very firm in their views and are not anxious sellers. It is expected this stock will not last more than two weeks longer and then considerable improvement in the demand for Eastern sugar is looked for.

**Canned Goods**—The present outlook promises a brisk trade in the canned goods line during the spring and summer months. Fair sized orders are coming in quite freely and the fact that prompt shipment is requested shows that stocks are low and requirements urgent. Spot tomatoes show a trifle easier feeling, but there is no actual change in price. The demand during the past few days shows a little falling off, but this is not expected to last long. There is very little corn being offered and high prices are obtained for all that is put on the market. There is a fair demand for peas at previous prices. Stocks on hand are moderate, but are moving out well and no fear is expressed but that they will all be absorbed before the new crop. It is expected that this year the packers will be able to pack enough of the finer grades to fill the demand, which they were unable to do last season, owing to the lightness of the crop. Peaches continue in moderate demand, but stocks are light and but little business results. Prices remain unchanged. The demand for gallon apples continue and quite a good business is reported during the week just past. The movement of salmon at unchanged prices continues quite satisfactory. Sardines are firmly held and meeting with good demand. This is particularly true of oils.

**Dried Fruits**—Trade in dried fruits is moderate, but with no very great activity in any variety. Prices, as a rule, are held steady, but no improvement is looked for very soon, unless there is quite an improvement in the demand. Prunes show no material change, there being about the usual demand at unchanged prices. Stocks are moderate and will undoubtedly all be absorbed before new goods are on the market. Raisins are rather quiet, both loose muscatels and seeded being in only fair demand. No anxiety is felt regarding these goods, however, as taking into consideration the requirements of the remainder of the season, stocks are thought to be very light indeed. Currants show an advance of 1/8c and meet with quite a good demand. Apricots continue to be quite firmly held and are moving out well. Peaches, however, do not seem to pick up any and movement in this line is very light. There is a good demand for dates at the recently advanced prices. Stocks of these goods are rather light. Figs, however, are in heavier supply and do not seem to be wanted at the present time. Evaporated apples remain quiet and demand is limited. There is no change in price, but in case of any good sized orders prices might be shaded a trifle.

**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**—The molasses market remains practically unchanged, although there is a slightly firmer feeling, due to the possibility of damage to the Louisiana sugar crop. Offerings continue to be limited and consequently but few sales are made. The corn syrup market continues firm but unchanged, with buyers still anticipating their wants to some extent and with refiners still badly oversold.

**Fish**—Trade in fish continues good for all grades, with prices firmly held. Mackerel and codfish are in good demand and the trade in herring is increasing quite a little and the market stiffening up, on account of the scarcity of the goods.

**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 the 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. Extra Jumbos, \$2.25.

**Beeswax**—Dealers pay 25c for prime yellow stock.

**Beets**—50c per bu.

**Butter**—Receipts are not liberal and the demand is greater than the supply. In consequence of this condition the market is firm and strong. Local handlers quote 12@13c for packing stock, 14@15c for choice and 17@20c for fancy. Factory creamery is firm and strong at 27c for choice and 28c for fancy.

**Cabbage**—40c per doz.

**Carrots**—35c per bu.

**Celery**—85c per doz. for California Jumbo. Home grown, 25c.

**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, 4 3/4c; 1 lb. package, 7c.

**Eggs**—It looks like a season of cheap eggs, on account of the large number of handlers who have been nipped on the high prices which did not materialize. Local dealers obtain 13@16c for receipts and are advising their country buyers not to pay over a shilling unless they want to reap a loss.

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

**Lettuce**—Head commands 20c per lb.

**Leaf** fetches 15c per lb.

**Maple Sugar**—10 1/2c per lb.

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

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

**Onions**—Dull and slow sale at 50c per bu.

**Oranges**—California Seedlings, \$2; Navels, \$2.60 for choice and \$2.75 for fancy.

**Parsnips**—\$1.25 per bbl.

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

**Potatoes**—The market is stronger at

nearly every outside market and a higher range of values is looked for soon—possibly before the end of the week.

**Poultry**—Receipts are more liberal and the price is easing off on some lines. Live pigeons, 60@75c. 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, 16@18c; small squab broilers, 18@20c; Belgian hares, 8@10c.

**Radishes**—30c per doz. for hothouse.

**Spanish Onions**—\$1.65 per crate.

**Spinach**—75c per bu.

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

**Tomatoes**—\$3.75 per 6 basket crate.

**Turnips**—40c per bu.

Homer Klap has been commissioned by the Grand Rapids Retail Grocers' Association to hold a food and industrial exposition in this city and has selected the week of April 13 as the proper time. He has leased the vacant store on the Pearl street side of the Klingman building and is rapidly perfecting his arrangements for the event, which he confidently expects will add many laurels to the managerial reputation he now enjoys. He has secured the services of two bands, one of which will furnish music every evening. An admission fee of 10 cents will be charged and no limit placed on the amount of samples which may be given away by the exhibitors. Three dozen booths have been marked out and several have already been spoken for. Special features of a literary and amusement character will be introduced, with a view to making the show the biggest one for 10 cents ever given in the city.

The Globe Knitting Works, Goodrich at Commerce streets, has increased its capital stock from \$50,000 to \$60,000.

# 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.



## 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

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

## WE WANT

# Every Live Up-to-Date Merchant

to handle our

## Dustless Brushes



Oil flow regulated at will.

Nickel Plated Oil Reservoir.

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.

## THE BUYER.

## Some Drawbacks Incident to His Profession.

Just why the buyer asserts his own independence and launches out into business life on his own account could readily be explained in several ways. The chief reason, however, is that his employer fails to accord him the full recognition that is his due. Few merchants are willing to give a buyer credit for what he does. First, the buyer is stripped of all power and influence, which are all-important in the proper manifestation of true character, courage and individuality.

Again, the buyer may spend the best years of his life in the interest of his employer, and after years and years of service and devotion there is no future for him. At times when his sales run behind he may receive some consideration and be credited with having done his best, as well, at least, as his employer could have done under similar circumstances, but yet there is that everlasting Nemesis pursuing him, that the future lacks an incentive to continue in good work so favorably begun.

The shortcomings of employers are manifold. If they would but make the future of the buyer bright with promise by according him an incentive for his best endeavors, by granting him an interest in the department, so that he might have more to work for than to simply make a showing necessary to retain his position, employers would find results far more satisfactory in the long run.

On the other hand, the failures of the buyer are recorded against him two-fold, and it undoubtedly occurs to the employer, the moment they begin to result in losses, that he could readily get a buyer who would make money instead of incurring losses. Yet he does not take into consideration the number of failures that a new buyer is sure to make in getting acquainted with the needs and requirements of the trade and the fact that by the time he has exhausted his experiments with the class of customers whose wants the store has to meet in its respective district the change has cost a great deal of money to the firm.

The fault with most firms lies in the fact that they are steadily getting farther and farther separated from their employees and hardly realize that such a condition exists until the time comes when some important buyer announces his resignation after many years of faithful and painstaking service. Pressed for an explanation as to his reason for going away, the buyer naturally points out that all his years of devotion have apparently counted for naught, that he has but one life to live, and that after doing his best he finds there is no future for him. His case is but one of many. How few of the old-time buyers are to-day occupying the positions they formerly filled, or working in the same lines in which they started to build up character, reputation and a proud record. Indeed, how few are independent. Many are compelled, after years at the most exacting service, to take positions of lower rank, of less importance.

Fortune, you know, knocks at a man's door but once in a lifetime, and when good fortune presents an opportunity to the buyer to start in business life on his own accord, to assert his independence and to display the courage that wins mercantile success, then if the opportunity is not grasped by the hand, that future which we have all hoped to make

resplendent has been passed up and he who has failed to clinch opportunity must continue in irksome harness to the bitter end, while he who makes much of the guardian angel who has fostered his interests so carefully has ninety-nine chances out of a hundred for a future. If the hundredth turns out a failure he can at least return to his former pursuit and live on in the hope of another favor being granted him when opportunity again goes stalking abroad.

If we consider the several departments of the department store as units of trade we discover that they, more oftentimes than otherwise, strive for the unattainable, when the energy inspired to force sales at unpropitious times would have carried them to success under normal conditions. Buyers are spurred on under the most adverse conditions by the house, which is always looking for advance sales. As a result, the buyer is driven into the market through sheer force of circumstances and must buy deteriorated grades of merchandise, and force them out at the most inopportune times in order to increase sales. This most unsatisfactory state of affairs results in displeased customers and the handling of lower grades of goods than the department and its buyer have become reputed for.

Undoubtedly there is success ahead for those who specialize. And naturally the buyer who is venturing on his own hook feels more like riding a horse he knows than venturing upon a new steed whose ways he does not know.

There are many more reasons why the specialist has advantages over the department store. First, he can continuously carry a higher grade of merchandise and always be in a position to satisfy the most exacting and critical customer. The specialist can give his customer a better service, give time to the all-important details of business so essential to all-crowning success. He has less competition to overcome and his chances for a successful business career are many times greater.

Firms conducting department stores do not know what the buyers are selling. They simply sit in their offices and watch purchases and sales, taking cognizance only of the dollars and cents involved. They take supreme delight in giving the buyer fits if his business runs behind on account of a few rainy days, and keep the buyer constantly figuring on results. He is brought to realize that goods bought to-day must be sold to-morrow. Adverse conditions afford no excuse for slow sales. The buyer must keep constantly at it, turning over his stock as many times a year as the firm thinks it possible.

### Gas or Gasoline Mantles at 50c on the Dollar

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

You ought to sell

## LILY WHITE

"The flour the best cooks use"

VALLEY CITY MILLING CO.,  
GRAND RAPIDS, MICH.

### 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.

# 1 Reason Why

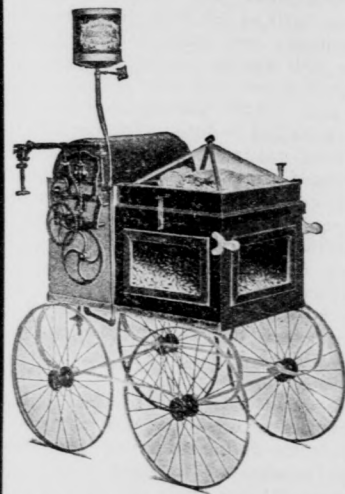
a merchant who has once sold STANDARD D CRACKERS never sells any other brand is because they are of such superior quality that his customers never ask for other kinds. They are the best on the market and you will find it pays to handle only the best goods because they bring the best trade.

E. J. Kruce & Co.

Detroit, Mich.

Not in the Trust

## Little Gem Peanut Roaster



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

Catalogue mailed free describes steam, spring and hand power Peanut and Coffee Roasters, power and hand rotary Corn Poppers, Roasters and Poppers Combined from \$8.75 to \$200. Most complete line on the market. Also Crystal Flake (the celebrated Ice Cream Improver, 1/4 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

## 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.

## 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



THE SMALL STORE.

It Is Really the Highest Type of Mercantile Life.  
Written for the Tradesman.

The foreigner who comes to America to study us and our business and political methods is always a problem to the average American. He is like the bottle of medicine we find on the high shelf in the pantry where it has slumbered among the dust and cobwebs for some years. We have no question that it is good, but we are in some doubt how to take it. That is the way the observing foreigner impresses us. It is not simply because we have a good opinion of ourselves that we believe the average foreigner who comes over here and partakes of our hospitality and then goes home and writes a book about us almost invariably does us an injustice. It would seem that the American is less critical or less egotistical than the average globe trotter, the man of some other country. We go to England, not all of us, but such of us as have the price, and invariably rave about the things we see there. Of course the foreigner will say that we find something there to rave about, while he is not similarly favored when he mingles in our midst.

It can not be egotism and patriotism entirely that make us believe that this statement is not true. We honestly think that there are things in America among our natural beauties, in our business life and in our political methods that are worthy of praise, but they seldom receive it from foreign lips. There seems to be a prejudice impossible to remove and the foreigner, who looks at America through foreign glasses, almost invariably seems to get a wrong perspective on everything we have or use or do.

There have been men who have written books about us who have been frank enough afterward to admit that they were mistaken. Dickens, the English author who enjoyed in his life and still enjoys such popularity in America, wrote vividly about us and was frank enough to admit that he might have been mistaken. Tom Moore, the delightfully musical Irish poet, criticised us even more deeply and yet in a collection of epistles he wrote about us he had the honesty to say that his criticisms might not be without error. He said:

"I am conscious that I have said just enough to offend and by no means sufficient to convince. My reader, however, is apprised of the very cursory observation upon which these opinions are based and can easily decide for himself upon the degree of attention or confidence they merit."

This was after he had said such things as these:

"In the society of Mr. Dennie and his friends at Philadelphia, I passed the few agreeable moments which my tour through the States afforded me. Mr. Dennie has succeeded in diffusing through his elegant little circle that love for good literature and sound politics which he feels so zealously himself and which is so very rarely a characteristic of his countrymen." Moore predicted, "The decay of all honest principle in America," describing Congress as "That Gallic garlic of philosophy." Yet, in the words of the martyred Garfield: "God reigns, and the Government at Washington still lives." And, since he wrote, this country which he consigned to early and inevitable moral and political decay has produced a Lincoln, a Blaine and a McKinley.

How much credence may be given

Moore's criticism may be gathered from his reference to the American alligator, which he declares, "Lies in a torpid state all the winter in the bank of some creek or pond, having previously swallowed a large number of pine knots which are his only sustenance during the time."

The American alligator would undoubtedly find it much more difficult to swallow a few cords of pine knots than the American found it to make the innocent foreign poet and journalist swallow this alligator story.

Recently I had a long and interesting conversation with H. H. Hardy, the English manufacturer who came over to study our industrial methods. The conversation unavoidably passed into an argument, for the Englishman was ready to criticise and the American to defend. In substance Mr. Hardy said, and such statements as he made which needed contradiction did not lack it:

"I arrived in New York Sunday fortnight and have been spending a week in Chicago. I have seen a great deal of the country and its people considering the short time since I landed, and I must say that I have seen many things that impressed me most favorably.

"But your street cars and your pavements—they are terrible. I speak about Chicago particularly, but New York is little better. If our street car companies kept their roads in the condition that yours do in this country they would be fined fifty pounds for every hundred yards of rails.

"The pavements are bad. There would almost be a revolution in London if we had such pavements. Just think what it would do to the gentlemen's carriages! I do not believe the wheels would stay on them.

"I do not know the reason for these things—whether it is because of bad civic government, neglect or because you are all in such a tremendous hurry that you won't stop to fix such things.

"I am over here partly on a buying expedition and partly to study your business methods. I have been very favorably struck with your business methods both in the handling of large business and business in a small way.

"One surprising thing is the number of young men. You see them everywhere. This seems to be a country of and for young men. You find them in responsible positions. I was introduced to the manager of a great department store in Chicago. He is a young man still in his twenties.

"Over in England we do not do things that way. The responsible positions are in the hands of the old men as a rule—men who have earned their way there by long experience and service. Over here no one seems to question the ability of the young men. There seems to be good reason for it, too. The young men seem to be equal to the responsibilities with which they are entrusted.

"I do not think your shop girls are as well treated here as they are in England. Poor things, it seems to me that some of them in some of the smaller stores in Chicago must have a hard time of it. I believe the hours are too long. In England a clerk works from 8 a. m. until 6 or 7 p. m. and in the cheaper shops until 10 or 11 p. m. on Saturdays."

It is interesting to note that Mr. Hardy had been in this country just a fortnight when he made these observations. The American considers himself a fairly lively traveler and observer,

yet he would hardly say that in a week he had seen enough of this country to offer an opinion upon it and its people in the small area covered by a railroad journey from New York to Chicago.

Mr. Hardy made these remarks as gentle and pleasing as possible, and yet there were things that could not avoid his criticism. He makes the same mistake that so many foreigners have made of judging the American people by a few, judging the country by seeing a small area and judging our political institutions by contact with a few politicians.

There is something in what he says about our street cars in our larger cities and yet Yerkes, the father of the Chicago street railway system, went to London and opened the eyes of the English with his rapid transit methods. If the English street railways are becoming better, it is due to the influence of American capital and American ideas. If ours are getting worse, it is not a lack of mechanical ability, but the lack of correct civic government, which is much more open to criticism in the larger cities than in such cities as Grand Rapids, Muskegon, Detroit and other Michigan cities which possess excellent street railway systems.

Mr. Hardy's error seems to be in judging American life from metropolitan standards. We have a great population outside the cities which should have received his attention. While Chicago pavements may be bad, all pavements in the country are not bad, and let it be said in justice to our democratic ideas and principles that our bad pavements, where they do exist, would worry us very little if they did no other harm than to the gentlemen's carriages. What we worry about is whether they inconvenience the common people in getting from place to place. The English gentlemen should bring their influence to bear to improve these highways in England where they are needed just as the common people of America are contributing sentiment and cold hard cash to the improvement of our highways and streets.

Mr. Hardy compliments our American business methods and he may well do so. It is a personal opinion that the American merchant, that is, the small merchant, is far and away ahead of the foreign merchant in progressive business methods. Mr. Hardy himself told me that he had come to Michigan to study our card systems, something which you will find many a small merchant in Michigan already utilizing.

The small merchant of Michigan and America excels his brother across the water in his advertising methods. He originates and attracts. A comparison of American and foreign newspapers of a local character will show the superiority of American advertising by the small merchant more than could all the argument in the world.

Mr. Hardy is surprised at the prominence of the young men in America. It would not be fair to say that all that is good in America comes from the men who are young in years, but it does come from the men who are young in spirit, who possess the energy and ambition of youth at fifty as well as at twenty. In America we progress rapidly, but whether the prominence of the young men is a cause or an effect is not so easy to ascertain.

Mr. Hardy's remark, however, is worthy of the consideration of every merchant employing young men. If this Englishman is frank enough to say that it is good, the American merchant

should assist in the development of the young man because when he helps the clerk in his employ, he helps his own business and when he inspires the clerk to greater effort instead of forcing him to it he adds to the earning capacity of his own store.

The shops of America will compare favorably both in the treatment of their employes and in other features with those of England or any other foreign country. It is unfortunate that Mr. Hardy could not see more of our mercantile life, could not see the stores such as are reached by thousands weekly by the Tradesman, where the stock may not be large, but where the methods are advanced ones and the aim always at progress.

The American merchant should not be judged by the Chicago department store. That is an institution which is little more than a machine. Men live and die in the employ of a Chicago department store without their names ever being known to the proprietor; but the small store has much more of the human about it, and all over Michigan Mr. Hardy could have found stores where employer and employe are in close touch with each other and both in close touch with the buying public. It is the small store which represents American mercantile life in its highest sense.

To men like Mr. Hardy who come to America to spend a week and go back and write a book about us, we can only offer this advice: Come back and spend a year with us and then give an opinion. Many of them have followed this advice and almost invariably the result has been that they have stayed to spend the remainder of their lives and have never gone back across the pond at all. Charles Frederick.

He who makes mistakes is not the fool, but he who fails to profit by them.



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E. A. STOWE, EDITOR.

WEDNESDAY - - - MARCH 31, 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 11, 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 fourteenth day of March, 1903.

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

#### THE CZAR'S DECREE.

The present Czar of Russia has the reputation of being eccentric, but even if this be true, his eccentricities take on the form of advanced humanity and philanthropy. Early in his reign he conceived the idea of calling a general conference of the nations with a view to bringing about general disarmament. It is by no means certain that this benevolent scheme had the support of his advisors and the ruling classes in Russia, but that the Czar himself was sincere there can be no doubt. Of course, disarmament was not adopted as it was too advanced an idea even for the most enlightened nations to adopt, but the Czar's international conference had one good result, namely, the adoption of a system of arbitration for many classes of disputes and the appointment of The Hague International Arbitration Court.

That the Czar is a sincere reformer, even although his views are out of harmony with those of his entourage, has been made again evident by his recent decree permitting universal freedom of religious belief in the Russian Empire and the abolition of the last vestiges of feudalism. The toleration of all religious beliefs is, of course, understood to include the Jews, who have been so bitterly persecuted in Russia. It is not to be inferred that the Czar has any desire to weaken the Russian national church; on the contrary, he expressly states his hope for a steady growth of its influence, but he does guarantee that none of his subjects shall be persecuted or proscribed, or their political privileges abridged because their religious views may differ from the doctrines of the national church. Such an announcement places Russia on a plane with the most advanced of European powers in the matter of religious toleration.

Another feature of the Czar's decree, and the most important, from the Russian standpoint, was the removal of all vestiges of compulsory services remain-

ing from feudal systems upon which land tenures are based. While serfdom was abolished years ago by Alexander II., the grandfather of the present Czar, there still remained certain compulsory services due from tenants of estates to the landholders. These are now abolished and the peasantry placed upon the same general footing of all Russian subjects. A system of local self-government is also to be provided for villages and towns and other similar reforms instituted, which will place the Russian provincial communities on the same general footing as are similar communities in other countries.

It now remains to be seen whether the ruling classes of Russia will take kindly to the Czar's reforms. While the Czar is absolute, theoretically, he is really not the greatest power in Russia. There is a dominant class, composed of the richest and most powerful of the landed proprietors, joined with a military clique. While they do not openly oppose the Czar, they do not hesitate to do so covertly, and many of his good intentions are thereby nullified by their machinations. Great reforms in Russia have frequently been followed by great tragedies. Thus the same Czar, Alexander II., who emancipated the serfs, was foully assassinated by Nihilists, who threw a dynamite bomb under his carriage. Attempts have been made against the life of the present Czar, and it is safe to say that the reforms he has inaugurated will not diminish the constant danger of assassination in which he lives; on the contrary, it is more than probable that the new decree of religious toleration and personal freedom will increase the Czar's risk by making new enemies. The thousands of friends his humane ideas have created are passive merely, whereas the enemies his reforms have made are certain to be extremely active and virulent.

The rise of Lawton, Oklahoma, is regarded as wonderful in the history of the Postoffice Department. The town was first built of tents and small wooden huts. A fourth class postoffice was established there, and the business of the office grew so quickly that within a year after its establishment it had jumped to a third class office. The receipts of the office for the first quarter would have justified its designation as a third class office, except that the law requires an office to remain a fourth class postoffice for a year before it can be otherwise designated. The order establishing the office went into effect July 15, 1901. In October, 1902, the order raising the office to the third class was promulgated. In 1901 the postmaster was not allowed to receive more than \$1,000 a year. Under the order issued in October last the salary became \$2,500. On June 1 next the free delivery system will be established in the town, and only three years ago the place was a tract of prairie land.

Henry Waterson has visions of a population of 500,000,000 in the United States within a century, and he speaks of a future day when the country shall have 1,000,000,000 inhabitants. It is evident that the editor of the Courier-Journal is unmindful of the significant fact that the rate of increase in a country diminishes as it grows in wealth and numbers. If it did not we should be up against it hard, for it is quite certain that the pressure on the subsistence limit would be greater than it is in China to-day.

#### THE NEW SHIPS OF THE NAVY.

Before the President's signature had scarcely dried on the Naval Appropriation Bill, the new battleships provided for in the measure were named, so great was the desire, on the part of the States not yet honored, of giving their names to armored ships to secure the prizes. The three 16,000 ton battleships, which are to belong to what is known as the Connecticut class, will be named Vermont, Kansas and Minnesota. The two 13,000 ton ships, which will follow very closely the Maine class, will be named Mississippi and Idaho.

The system of naming battleships after states has not been strictly adhered to, as some of the new monitors and all of the later armored cruisers are named after states, whereas it was the rule at one time to call armored cruisers after the larger cities and protected cruisers after the smaller cities. Up to the present time thirty-seven states have given their names to vessels of the new Navy, each state being represented by an armored vessel, although not all by battleships. Of the cities and towns of the country forty-five have given names to vessels of the new Navy.

In the process of honoring the larger states and cities first, it has so turned out that, owing to the steady progress in the size and power of the ships, smaller states and cities are furnishing names to the largest vessels. Thus Connecticut and Vermont, which are small States, provide names for 16,000 ton battleships, while New York and Texas, the largest Northern and Southern States, are represented by vessels which are now considered small and even obsolete.

The fact that so many of our states are represented by armored ships in the Navy should serve to call attention to the fact that our fleet is growing rapidly. Twenty years ago we did not have a single modern ship, our Navy being represented mainly by old wooden hulks. To-day we have built and are building, as well as authorized, twenty-five first class and one second-class battleships, ten armored cruisers and nine modern monitors, or a total of forty-five armored ships, besides a large fleet of fine protected cruisers, gunboats, torpedo boats and other craft. This is certainly progress in twenty years, but the best authorities tell us that at least twice the present strength is absolutely needed to place the country on a proper defensive footing.

Had we progressed as fast in the matter of personnel as we have in the matter of ships, there might be little cause for criticism at our naval progress, but while we have more than doubled the number of enlisted men, no increase has been made in the number of commissioned officers until at the recent session of Congress, when a very considerable increase in the number of cadets at the Naval Academy was provided for, which in time will furnish a much-needed increase in the number of officers. Should a war occur within the next few years, however, it would be necessary to employ a large number of volunteer officers from the Naval Militia and the Merchant Marine, just as was done during the war with Spain.

#### SOME CURIOUS RACES OF MEN.

A British officer who has just returned to London from West Africa reports the discovery of a curious race inhabiting the unexplored parts of the island of Fernando Po, which is located in the bight of Biafra, off the Western coast of the continent. They are prim-

itive rock-dwellers. Their habits are disgustingly filthy and most of their lives is spent in drunken carousal and debauchery. Few of them have ever seen a white man's face, and whenever one appears they seek refuge in the jungle. If they bury the dead the burial places are not in evidence anywhere, no signs of interment having been found, although an assiduous search was made. They are destitute of clothing, but that is not strange, considering the fact that their habitat is in the equatorial belt.

The "Boobies" of Fernando Po are evidently as low an order of humanity as the pygmies discovered by Stanley in the dense forests of Central Africa or the blacks of the Australian continent. Stanley found the little forest men to be a numerous race, inhabiting a section of the country in which it would be hopeless to expect any of the higher types of mankind to survive. The dark, damp, sweltering tropical jungle in which they live, and into whose depths the sunshine never penetrates, was the gloomiest, most disheartening and most difficult part of the continent traversed by Stanley in his search for Livingstone. A larger race of men than the pygmies would find it impossible to move through it to hunt for game and search for the wild roots, fruits and berries on which they subsist.

The "Boobies" must be classed with the pygmies of Central Africa, the wild men of Borneo, and the Ainos or hairy men inhabiting Saghalien, Yesso and the Kurile Islands, off the coast of Japan, as freaks of human kind, whose place and purpose in creation will ever remain a mystery. They certainly are incapable of fitting anywhere into the scheme of modern civilization and human progress.

Great results are expected from the proposed navy training station on the lakes. It is hoped that by means of this station large numbers of men who have had some experience on shipboard will find their way into the navy. The lake states have about a quarter of the country's population and during the Spanish war nearly 4,000 sailors were enlisted from the territory contiguous to the lakes. The great need of the navy is trained seamen. Not only are re-enlistments lamentably few, but the number of desertions is surprisingly large. The recent discussion of American naval strength has brought out the serious fact that out of a total enlisted force of some 25,000 men the average number of desertions is 4,656 per year.

The American Tobacco Company has furnished its Louisville plant with an upright piano. Where formerly a rule of strict silence was enforced the strains of music are heard all day, and hundreds of men, women and children sing as they work. The superintendents say that more work is done than formerly, and that it is performed with better grace. It has been pointed out that the idea is not a new one, but merely an application of principles recognized by the ancient Hebrews concerning whom we are told that "the grape gatherers sang as they gathered in the vintage, and the wine presses were trodden with the shout of a song."

There seems to be no end to the uses to which cottonseed may be turned. The hulls of the seed, which have hitherto been treated as worthless waste, have been found to be a good substitute for wood pulp in paper manufacturing, successful experiments having been made with them at Niagara Falls.



## MUNICIPAL CORRUPTION.

American municipal government is becoming another name for political corruption. There was a time when the government of the City of New York was thought to have reached the lowest depths of official dishonesty, but there are other cities just as corrupt as is New York, Philadelphia and St. Louis probably surpassing it. There is no large city in the Union that has escaped its experience with official boodling.

There are two sorts of municipal corruption. One is when the police department is in league with the criminal classes; when criminals and habitual lawbreakers are under the protection of the police and can carry on every sort of lawlessness for pay. It is under such a system which has prevailed in New York that police captains become millionaires and patrolmen grow wealthy. As for the police authorities, they are at the head of the criminal combine. This sort of business is carried on in every city of any size.

The other sort of municipal corruption is that in which the city council makes a business of selling out public property and franchises. Under such a system there is nothing that belongs to the people that is not for sale to the highest bidder. The money, however, goes into the pockets of the boodlers and never into the coffers of the city. The Mayor may be a party to such crimes, but usually he is not, because the business is wholly in the hands of the council, which is able to carry its schemes over his veto, and when this is the case the council is entirely independent of the Mayor.

Grand Rapids is by no means ignorant of both sorts of corruption, but these observations were especially suggested by the state of things which exists in St. Louis. In McClure's Magazine for March is a very striking article on the political corruption in the chief city of the Louisiana Purchase, St. Louis. Last October the country was astonished at the revelations of criminal corruption in St. Louis as they were brought out in the courts through the activity of Joseph W. Folk, the then newly-elected District or Circuit Attorney. He had begun to dig into the boodle history of St. Louis, under the administration of Mayor Ziegenhein in 1898, 1899 and 1900.

Since he commenced his work fourteen men have been brought to the bar of the Criminal Court. Some were convicted and some confessed. One Edward H. Butler was the political boss, who managed everything. Butler was a horseshoer and boss of a tough city ward. He made himself useful to the street railway companies, whose cars were operated by horses and mules and they gave him their shoeing contracts. He was a man of talents and grew to be the boss of the city. He devoted his talents to getting control of the city Legislature.

The legislative body of St. Louis is divided into two houses—the upper, called the Council, consisting of thirteen members, elected at large; the lower, called the House of Delegates, with twenty-eight members, elected by wards; and each member of these bodies is paid twenty-five dollars a month salary by the city. With the Mayor, this Assembly has practically complete control of all public property and valuable rights. Although Butler sometimes could rent or own the Mayor, he preferred to be independent of him, so he formed

in each part of the Legislature a two-thirds majority—in the Council nine, in the House nineteen—which could pass bills over a veto. These were the "combines." They were regularly organized and did their business under parliamentary rules. Each "combine" elected its chairman, who was elected chairman also of the legal bodies, where he appointed the committees, naming to each a majority of combine members.

When the Butler combine first began to operate, Butler used to watch the downtown districts. He knew everybody and when a railroad wanted a switch or a financial house a franchise, Butler learned of it early. Sometimes he discovered the need and suggested it. Naming the regular price, say \$10,000, he would tell the "boys" what was coming, and that there would be \$1,000 to divide. He kept the remainder and the city got nothing. The bill was introduced and held up until Butler gave the word that the money was in hand; then it passed. Citizens who asked leave to make excavations in streets for any purpose, neighborhoods that had to have street lamps—all had to pay, and they did pay. In later years there was no other way. Business men who complained felt a certain pressure brought to bear on them from unexpected quarters and they submitted. Here is an incident which came out in the course of the trials, as is related in the article in McClure's:

A citizen related that a railroad which had a track near his factory suggested that he go to the Municipal Legislature and get permission to have a switch run into his yard. He liked the idea, but when he found it would cost him \$8,000 or \$10,000, he gave it up. Then the railroad became slow about handling his freight. He understood, and, being a fighter, he ferried the goods across the river to another road. That brought him the switch; and when he asked about it, the railroad man said:

"Oh, we got it done. You see, we pay a regular salary to some of those fellows, and they did it for us for nothing."

"Then why in the deuce did you send me to them?" asked the manufacturer.

"Well, you see," was the answer, "we like to keep in with them, and when we can throw them a little outside business we do."

In other words, a great railway corporation, not content with paying bribe salaries to these boodle aldermen, was ready, further to oblige them, to help coerce a manufacturer and a customer to go also and be blackmailed by the boodlers. "How can you buck a game like that?" this man asked me.

Very few tried to. Blackmail was all in the ordinary course of business, and the habit of submission became fixed—a habit of mind. The city itself was kept in darkness for weeks, pending the payment of \$175,000 in bribes on the lighting contract, and complaining citizens went for light where Mayor Ziegenhein told them to go—to the moon.

There is not always honor among thieves. The rascals gave themselves away, and this is a danger to which such rascals are always liable. These boodlers and robbers were getting rich at their rascally business, and they might have carried it on in safety indefinitely if they had not begun to quarrel among themselves. One of the jobs over which they quarreled was the Central Traction deal in 1898. Here is the story as it was told on the witness stand:

Robert M. Snyder, a capitalist and promoter, of New York and Kansas City, came into St. Louis with a traction proposition inimical to the city railway interests. These felt secure. Through Butler they were paying seven members of the Council \$5,000 a year each, but as a precaution John Scullin,

Butler's associate, and one of the ablest capitalists of St. Louis, paid Councilman Uthoff a special retainer of \$25,000 to watch the salaried boodlers. When Snyder found Butler and the combines against him, he set about buying the members individually, and, opening wine at his headquarters, began bidding for votes. This was the first break from Butler in a big deal, and caused great agitation among the boodlers. They did not go right over to Snyder; they saw Butler, and with Snyder's valuation of the franchise before them, made the boss go up to \$175,000. Then the Council combine called a meeting in Gast's Garden to see if they could not agree on a price. Butler sent Uthoff there with instructions to cause a disagreement, or fix a price so high that Snyder would refuse to pay it. Uthoff obeyed, and, suggesting \$250,000, persuaded some members to hold out for it, until the meeting broke up in a row. Then it was each man for himself, and all hurried to see Butler, and to see Snyder, too. In the scramble various prices were paid. Four Councilmen got from Snyder \$10,000 each, one got \$15,000, another \$17,500, and one \$50,000; twenty-five members of the House of Delegates got \$3,000 each from him. In all, Snyder paid \$250,000 for the franchise, and as Butler and his backers had paid only \$175,000 to beat it, the franchise was passed. Snyder turned around and sold it to his old opponents for \$1,250,000. It was worth twice as much.

This is only one of numerous jobs of the most criminal nature perpetrated on the people of St. Louis.

It is declared that the St. Louis boodlers sold out fifty million dollars' worth of public franchises and put the money in their pockets. Nor can people who have control of such vast wealth, the proceeds of their crimes, ever be punished in St. Louis. Not a bit of it. The robbers were convicted by juries in the criminal courts, but they either got

new trials or their cases are hung up in the courts on technicalities, and it is common belief in St. Louis that, although aldermen have been convicted of boodling, and witnesses of perjury, not one of them will ever serve a day of their sentences, so thoroughly are they fortified by union labor and corporate wealth, criminally combined. The only classes who want to see the rascals punished are the plain people who made up the juries of conviction. These boodlers are the salaried servants of railway and other big corporations and capitalists, and they will be protected. That is the belief and that is the sentiment in St. Louis, according to the writer in McClure's, and if these things are done in St. Louis, they are done elsewhere.

The action of the Sultan of Morocco in purchasing an estate in England and depositing a fortune in gold and jewels with a London bank may not be kingly, but it is good business. Now, if the pretender triumphs, the Sultan, who can doubtless be counted on to escape from the country with his head on his shoulders, will be able to live out his days in peace, let the Moorish factions rage as they will. Better is flight and money in the bank in England than a last stand and the headsman's ax in Africa.

Almost all of the ivory imported into the United States is represented by American industries as being consumed in the manufacture of piano keys. But, strange to say, the manufacturers ship the waste material to Europe, where it is used by cutlers as scales for penknives. One would suppose that American ingenuity and enterprise would find means of utilizing the waste product profitably, instead of sending it abroad to enrich foreign manufacturers.

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## Dry Goods

Some New Things in Ladies' Furnishings and Art Goods.

Very pretty and smart is a plain, rather low, starched turnover linen collar, which has two buttonholes worked in either side of the turnover at the opening in the front, joined by two small jeweled linked buttons. With this collar are shown a couple of fine hand-embroidered ends of linen, regular tie ends, about four inches long, falling from below the buttons.

Here is a convenience for the girl's toilet or sewing table. A couple of round pieces of linen or lawn are embroidered and mounted upon cardboard. A hole is worked in the center of each piece and the two are put together with a couple of bolts of narrow ribbon between them. A ribbon is run through the hole and tied, and a loop of ribbon is fastened to the edge to hang it by. As many bolts of ribbon as desired may be put between the embroidered outsides of the favorite colors which the young woman for whom it is intended runs into her lingerie. The only way to have lingerie ribbon fresh and nice is to run in fresh ribbons with every washing, or at most with every two or three. The regular lingerie ribbon is supposed to wash, and so it does, but starch ruins the pretty softness which is its chief charm, and it is better to keep a quantity of cheaper ribbon always on hand and put in a fresh piece every time. These little ribbon cases can be found in the fancy work departments of some of the shops.

Embroidered handkerchief stocks are exceedingly pretty. One of these, in a fancy work shop, has a short turnover formed of the embroidered sides of the stock, one corner forming a point in the front. From the base of the stock fall three ends, one over another, each a little shorter than the one below, made of the other three corners of the handkerchief. From the broadest point of the embroidered ends the strips taper to the top. The under piece, which is the longest, is between four and five inches in length.

Another handkerchief stock has the stock proper made of handkerchief linen in narrow tucks or folds, with a turnover of the embroidered edges. A point is formed of one corner in front. From the base of the stock two narrow embroidered sides of the handkerchief are carried down for five or six inches, with the embroidered points out and set a little apart. Three embroidered corners of the handkerchief bridge across these two strips and are held in place with Renaissance rings. The first corner or point is set on at the end of the narrow strips and the other two are set at intervals above. The effect is good.

Heavy linen and lawn are combined in an embroidered stock which opens in the back. The linen is brought down in the front in two curved ends, separating below the base of the stock. These are embroidered around the edges. Tacked to the top of the linen stock is another the same size and shape, of fine lawn, embroidered around the edges, covering the linen, only the ends showing as the lawn rises by chance.

Japanese napkins for use at card parties have a neat border of playing cards. For teas of any kind there are napkins with tea dishes, sugar bowls, creamers, tea cups and saucers forming the border.

Small burntwood trays which are very attractive have square corners. They

are a trifle longer than they are wide, and have upon them figures of women. One unique tray has upon it a figure of a woman with her skirts drawn about her, standing on a chair, and if you will observe very closely you will see way off in one corner a tiny mouse. Another shows a figure of a girl, possibly on her way to church, as she is dressed in a bright colored frock.

The newest turnover collars are of Mexican drawn work, and are very attractive.

Stole ends are used now wherever it is possible to use them.

The craze for Japanese articles is increasing and the line of beautiful things gotten out this year is very extensive. All sorts of highly colored novelties are to be had, including plaques, screens, fans and many other beautiful works of Japanese art.

Small oil paintings, showing Indian scenes and views of Mexican deserts with the useful burro, cost one dollar and fifty cents each.

All sorts and kinds of articles in silk are ornamented with flowers in raised silk. There are attractive picture frames with wreathes of the embroidery, boxes for handkerchiefs, veil cases, everything that one can imagine. Perhaps it is not quite as attractive as the genuine embroidery, but it is very effective and is done in delicate colors.

From Russia come small trays done in metal for cigar ashes, with bears on their back, and showing the head and four paws, with a perfect representation of the coat of the animal. The inside of the tray is of gilt.

In Russian porcelain there are many pretty and interesting things. These goods are made in small quantities only, and not very far from St. Petersburg. There are numerous kinds of trays, in small size, mugs, plates, pitchers, different things showing the curious Russian lettering, most of the inscriptions having various hospitable meanings. A couple of these inscriptions are: "Welcome" and "We give you bread and salt and wish you peace." Quite high prices are placed on these articles, as the genuine ones are not easy to secure, but around the holidays it is wonderful how reasonably one can buy them.

Attractive pipe racks in flower designs have metal rings for the pipes. One of these racks is in the shape of a bootjack on end, and there is room for nearly a dozen pipes.

Match boxes have square corners and covers, each with a piece of emery paper across the front and a small tray for burnt matches.

Among the useful articles for children this year are crochet sets, but just why they should not be for grown people as well is hard to understand. One set consists of a steel crochet hook and cotton for use, with any number of patterns and bits of crochet work. For wool there come a bone needle and different kinds of wool for use.

Some of the most popular short pencils for watch chain, chatelain, or vest pocket have horses' and dogs' heads. They have been seen for some time in the form of tiny owls. When not screwed out to the full length only the head is to be seen. Small gun metal pencils with three color leads are enjoying their old-time popularity.

Napkin Sachets the Latest Novelty.

Japanese napkin sachets are novelties which a number of New York girls who like dainty things are making for their

lingerie, handkerchiefs, gloves and letter paper, and even tucking away into their coats and gowns. The sachet is something of a problem. There are sachets and sachets. They are of all kinds, from the little flowered envelopes to be bought in the shop for 10 cents each to the elaborate affair of chiffon and silk, with hand-painting and embroidery, which may cost any amount.

To be really worth while, there should be a sequence of sachets. There should be plenty of them, in the first place; they should be replenished frequently, and there should be only one scent used always. The Japanese napkins make this possible at little expense, and the sachets are easily made and as pretty as may be.

There has been a wonderful development in paper napkins within the last few years. Many of them have lost their

National Fire Insurance Co.  
of Hartford.

W. Fred McBain,

The Leading Agency,

Grand Rapids, Mich.

## 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.

## Summer Corsets



Will soon be in demand, so better make up your list of sizes now. We have a good one at \$2.25 per dozen; better grades if you can use them. An extra good article for the warm weather is our white Batiste corset, which we offer at \$4.50 per dozen while they last. We think they are worth more.

Grand Rapids Dry Goods Co.

GRAND RAPIDS, MICHIGAN

Exclusively Wholesale



## Socks!

We have a line of Fancy Socks that will prove a winner to retail at

10c per pair

Also better ones to retail at 15c, 25c and 50c per pair.

Ask our agents to show you their line.

P. Steketee & Sons

Wholesale Dry Goods

Grand Rapids, Mich.



Japanese character, but the Occidental varieties are exceedingly pretty with borders of flowers. These flowered napkins are the ones which are being made into sachets. They can be bought for 25 or 30 cents a hundred, and with the sachet powder poured into the center are folded into fancy shapes and tied with ribbons which match or are of a pretty contrasting color. Any number can be made up in a short time, and nothing as inexpensive could be prettier.

Each girl chooses for her individual sachets the paper napkins decorated with the flower which is her special favorite, the one from which comes the scent of the sachet she uses, or a flower which has some particular significance for her. One bachelor maiden is making sachets from one of the prettiest styles of napkins, these with borders of big blue bachelors' buttons upon them. These she ties with ribbons of dark blue, the shade of the flower, or a pretty green the color of the foliage. Another girl, who uses violet sachet always, has violet borders to her sachet wrappers; the girl who believes in lucky charms has pink clover blossoms and green clover leaves. Still another has a bouquet of flowers, all sorts and kinds, but always the same odor of sachet powder, and the girl who has a liking for Japanese things uses the regular Japanese paper napkin and a sandalwood sachet.

If the ribbons add too much to the expense, or the ribbon bows are too bulky, the sachets are pinned together with one or two fancy pins, the heads matching the flower on the napkin. For violet sachets nothing is better than a good quality of powdered orris root, which gives the natural odor of the flower.

#### Glove-Counter Palmistry.

"Do I believe in palmistry," repeated the glove store salesgirl. "I do not know much about it. But just let a customer hold out her hand to be fitted and I can read her main traits of character without ever noticing her face."

"The woman who extends her hand with the thumb shut in under the fingers is apt to want the best gloves in stock at the cheapest price, and is likely to find some flaw or misfit in the glove after it is on that no one else can see. Reasonable people, with determination of character, unconsciously shut the thumb over the fingers when the hand is folded in repose."

"If a girl puts out her hand to be measured and the fingers bend backward a little and are not overtapering at the ends I know that she has a sweet, sunny disposition and is considerate of others."

"Customers with fingers more square than tapering are sure to thank you for your services after you have fitted them, and will generally make some comment pleasant to hear. They have good taste, as a rule, and do not select ultra-fashionable shades and styles."

"The woman with fine-tapering fingers has good taste, too. But she is formal and seldom considerate. I never expect such a one to thank me for having tried to please her. And she seldom does, taking it as a matter of course, I suppose, that a salesperson's duty is to please and that she is paid to do so."

"From looking at a customer's hand I can tell whether she will want her gloves to draw on and off easily or try to wear them so tight that she could hardly turn a door knob, lift her skirts, or otherwise use her hands with them

on. Fewer women want their street gloves tight now than used to be the case. But a good many still persist in wearing their evening and full-dress gloves a quarter size smaller than they should be."

#### The Doll Season.

"It is a curious fact," said a well-known doll expert, "that low prices for wool makes doll prices high, while when wool brings a high price dolls are cheaper. We watch the wool market closely, and when prices are high place heavy orders for dolls in the European markets. When wool is advancing more sheep are raised, and the skins are therefore more plentiful. Of late years we have been having a great deal of trouble with kid dolls, the leather being of an inferior quality. This year, however, we will have better dolls at popular prices than ever before. The skins are coming from Australia, and being tanned in Germany and England."

"There is a new patented process by means of which the eyelashes on the cheaper grades of dolls are made of real hair instead of silk. These make a very handsome appearance, and are to be found on dolls ranging in price from fifty cents upwards."

"There is a new celluloid head, having a bisque finish, which more nearly approaches the old wax doll in appearance than anything heretofore produced. Wax dolls were never satisfactory in this climate. They are very susceptible to sudden changes of temperature, and show every finger mark. England, by the way, is the only country where there is now any sale for wax dolls. The even climate makes it possible to carry them in stock without serious loss."

"This will certainly be a great year for dolls. Models have been much improved, better goods can be procured at the same prices, and in fact everything points to a tremendous demand."

#### Nottingham Lace Trade.

Fashions are greatly in favor of lace, particularly cotton laces, insertions and galloons for the home trade, the nearer continental markets, and for certain export branches, says the United States Consul at Nottingham. The demand includes a larger proportion than usual of the higher qualities of goods. There was probably never a time when the varieties were so extensive and the qualities so rich. There is a large output of lace curtains and kindred fabrics, but the demand scarcely equals the great supply. New designs are being prepared by manufacturers of certain lines, especially aprons, children's frocks, blouses and collarettes, which form an increasingly important branch of the local trade. The long-depressed embroidery branch does not improve, and the demand is insufficient to keep the machinery well employed or to encourage the production of novelties. The silk lace branches languish, and the output has of late been considerably reduced. Fashions are unfavorable to them and, besides, French manufacturers are taking the bulk of the trade. The large business in fancy articles and the further anticipated expansion induce the preparation of many novelties, which are now in progress.

On the whole, production is now fairly abreast with the demand; prices show no quotable change. Extensive preparations are being made for next season.

A technicality is something that helps the wrong to defeat the right.

## 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.,

87, 89, 91 Campau Street,

Grand Rapids, Michigan

## Village Improvement

### Does Your Town Need Lining Up or Livening Up?

One of the best things that can be said of a merchant in an ordinary sized town is that he is public spirited—that he is always interested in building up and improving the place, in all possible ways.

In a big city, this can not count for much, simply because a big city is too vast a concern for the work or influence of any one man to be prominent. In the small town, there is an opportunity for leadership, and in most towns there is need of it.

Most American towns and villages are willing to do things for the general betterment, if they know what to do. But the mass of the public is inert and negative. It awaits suggestion, lies dormant until some one with force and originality and real initiative starts it in motion.

There are many things that can be done to make a town more attractive, more comfortable, more healthful, beautiful, useful—to make it in every way a better place to live in.

There is one thing very certain: a place where the citizens all wait for "the town" to make improvements and to keep things in order will never be clean and will never be improved fast enough to keep up with the need of repairs. A town where people will walk around and over garbage while they wait for the "town collector" to come around, instead of going after that garbage themselves and disposing of it, will never be anything but an ill kept, ill smelling place. The thing to do is to awaken people to the necessity of individual work.

The best list of possibilities the Tradesman has ever seen was one circulated by the Civic Improvement League which asked for volunteer workers in the following lines:

- Abatement of smoke nuisance.
- Arbor day celebration.
- Billboard regulation.
- Care of vacant lots.
- Care of railroad and traction rights-of-way in city and country.
- Care of streets and alleys.
- Cleansing and beautifying public buildings and school houses.
- Children's Improvement Association.
- Civic improvement reading course.
- Free public baths.
- Good roads and good streets.
- Garbage.
- Improvement of city water front.
- Improvement of rear yards.
- Junior Civic League.
- Lectures on nature and outdoor topics.
- Legislation.
- Municipal architecture.
- Marking historical buildings and localities.
- New members of the league.
- Open-air concerts.
- Open-air picnic grounds.
- Preservation of groves and natural features.
- Parks.
- Public lavatories and closets.
- Public gymnasiums.
- Planting about factories.
- Proper naming of streets and roads.
- Public sanitation.
- Private parks.
- Prize awards for home planting.
- Popular instruction in landscape gardening.
- Removal of unsightly fences.
- Street, road and riverside planting.
- Suppression of noise.

Suitable groupings of public buildings.

School gardens.

School yard planting.

The "city gateway"—railway station and grounds.

Tree planting on streets.

Town or neighborhood lectures.

Vine planting.

Waste-paper boxes.

There is certainly a variety of important municipal matters in which every citizen should be interested.

Now, can't you "start something" in the line of such work in your town? Don't try to start everything at once, but take up a few of the things that your town needs most and get people interested. Talk up the subjects. Keep right on talking, until they say you are a regular crank on the topic. It takes an enthusiast to start anything in this world.

Stir up the newspapers. Write out your ideas in good shape, and they will be glad to print what you write, or talk it to an intelligent newspaper man and let him write it. Be sure, however, that he gets it right. Transference of thought, even by the aid of speech, is not always easy. It depends on both sender and receiver.

Get such work started, and then follow up with other suggestions. Get the town interested, and everybody will help. You know what your own town needs.

A merchant, or a firm, that takes up this matter can get a vast amount of favorable publicity out of it, can benefit the town and benefit their own trade.

### Care of Overcoats.

A merchant tailor, in talking to a customer about the care of an overcoat, said: "Men in general do not take good care of their clothing. When a new overcoat comes home, the owner tugs it off anyhow, and wears it flapping open. Every new coat should be carefully moulded, by the wearer, into the shape of his every-day figure. He should get his shoulders well into it, and in order to arrive at that result, he should have assistance on at least the first six occasions on which he wears the garment. The coat should be carefully buttoned downward, but the reverse is so often the case. For at least one hour, each of the first six days of use, the coat should be kept buttoned. It will then adjust itself to the peculiarities of the figure."

The above advice is very sensible, and it would not be a bad plan to have it printed on a card and distributed to customers in clothing stores and clothing departments.

### Points to Remember.

No man should become a merchant unless he is willing to put in the best years of his life in trade.

Because some men think they can go into merchandising for a few years, clean up a fortune, and then quit, explains some of the mercantile failures that we read about every week.

To successfully conduct a general store to-day requires careful and constant attention, and no man can devote his best energy to any work that he does not like.

It is an old saying among sailors that there is work to be done all of the time on a ship. That is as true of a store—something to be done every moment of the day and part of the night if the hours of rest can be devoted to it.

All the world advertises an advertiser.

## About "Bright Spots"

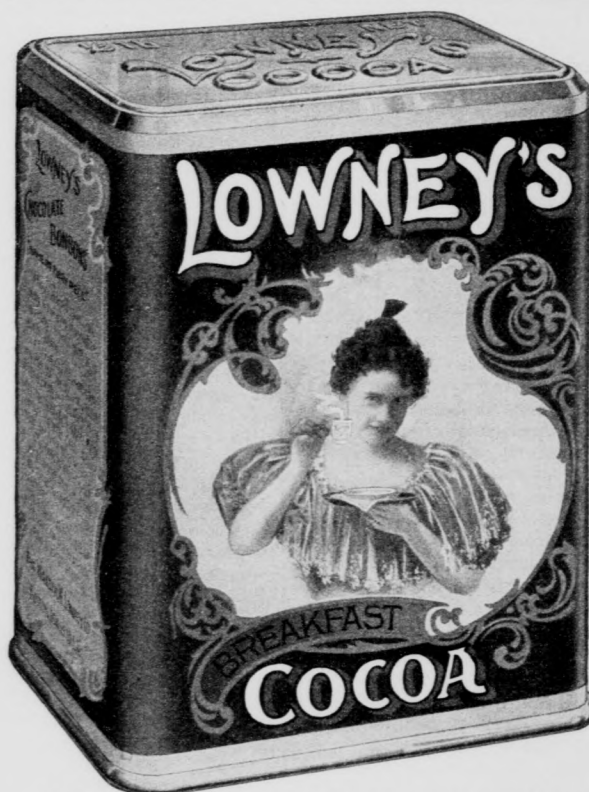
"The Best or Nothing."

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

**Workman & Company,**

**93 Pearl Street, Grand Rapids, Michigan**

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



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.**



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.

## 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 woodwork 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.



# NOT THE GREAT THINGS

Which Usually Cause Success to Come Our Way.

Written for the Tradesman.

We hear ministers, lecturers and writers discussing the value of small things in everyday life. They claim it is not the great things we do that cause success to come our way, but rather the little, trifling things that are tended to with accuracy and exactness. While the eye of the multitude is fixed on the big achievements of the successful, we are apt to forget that it was the training gained while attending to duties of minor importance that made it possible for the successful man to grasp the opportunities for doing great things.

But this line of thought seems to have passed the buyers of many mercantile establishments by without making even the slightest impression. They many times forget that a little thing that they have paid no attention to may lose them valuable customers. They buy goods with a view to supplying the demand for bulky articles, but the little odds and ends that go to make up a complete stock of goods are sadly neglected, and as a result many shoppers are disappointed.

Let me give a few illustrations concerning this matter, not theoretical, but actual facts that have come to my notice recently. Not long ago a lady went into a dry goods establishment that advertised to keep everything under the sun that is in any way connected with this line of business. She had previously purchased cloth for a waist and desired on this occasion to buy some small white cord to use in its makeup. But no such thing could be found in the store. There was black cord, blue cord and cord of every other hue, but after hunting through the store from top to bottom the saleslady was unable to find the desired article. The lady went to another store, with the same result.

Now what was the result? She was angry, for she knew that common white cord was being used all over the country in dressmaking establishments. She knew that these stores should keep it in stock. It was impossible to proceed further with the making of the waist until she had sent to a nearby city by a friend to secure what she wanted. This was a trivial affair. In regard to dollars and cents these stores did not lose much at the time, but the lady now has a bad opinion of the establishments and has acquired the habit of going to the city to do her trading.

And now for another illustration. I know a young man who had been troubled a great deal by having his neckties creep up around his collars. Probably the majority of the readers of the Tradesman know what a delightful sensation steals over a man when he is attending a social function and discovers that everybody is looking in his direction because his tie is making a tremendous effort to climb to his ears. Well, the young man in question was going to attend a party. All the clean collars he had were standups. He put one on and resolved to stop at his clothing store on his way through town and purchase some sort of thing to hold down his tie. But what was his consternation to find that the clerk had never heard of any such a thing. He tried another store. The clerk had heard that such things were made, but blandly informed the young man that they were too small to bother with.

Here's result number two. The wrothy young man sent to Chicago the

very next day for a mail order catalogue and has been buying a considerable amount of his furnishings in the windy city ever since. He has formed a habit that is growing on him. Where formerly he spent all his money at home, now about a third goes across the Lake, and who is to blame? Even a blind man can see without much trouble.

Another young man desired to purchase an ascot tie. He knew they were always stylish and he desired to appear well. But when he called at his clothing store he was informed that they had never kept such styles in stock. Thereupon he went to the city and found what he wanted. While there he laid in a supply of shirts, collars, etc. The local merchant lost on this deal more than the value of a single sale. Other young men wanted ties similar to the one worn by this young man. He told them that he purchased it in the city, and they, too, went away from home to do their trading. And to cap the climax, the manager of the clothing department in this store also went to the city and purchased an ascot. Does this store keep ascots in stock now? Hardly. You couldn't buy one there if you had a million dollars, notwithstanding the fact that the head salesman stands behind the counter day by day wearing the very thing that he refuses to place in stock. Rather a strange proceeding, don't you think?

Perhaps readers of the Tradesman will smile when they read this and say to themselves that I have been stretching the truth. But every statement herein made is absolutely true from beginning to end. I could name many more such occurrences that have come under my notice. I can take the reader into stores where the clerks will tell you confidently that they haven't what you want, that they probably never will have and that if you want to be real up-to-date in your wearing apparel you should go to some other place. At the same time the stores advertise to be the headquarters of all people who want the best, the latest goods out and the lowest possible prices.

Any man of average intelligence knows that it does no store any good to have people telling their friends that it is a place of last resort in shopping. If they fail to find what they want two or three times, they will soon consider that there is nothing in the store fit to purchase. It is easy to lose friends, but it takes effort and lots of it to keep them, in the mercantile trade. If a store advertises to keep all that a person can desire it should be the aim of that store to try to live up to its assertions. It should be the policy of the buyers to see to it that customers are satisfied in regard to the little things as well as the greater ones. It is all well enough to announce in the column of a newspaper that you buy your goods in carlots and can thereby save the people money on their purchases. But when a shopper discovers that you do not handle small things of everyday use the underpinning has been knocked from beneath the advertising. When a person wants a thing he wants it bad. And when he finds that he can not get it he wants it more than ever. Somewhere this want can be supplied. Depend upon it, that no matter how trivial the want, there is somebody looking for this person. It may be that it is some big mail order house or some big department store. It matters not. When somebody else supplies this want of your customer your hold is weakened. And when the second want is supplied it is dollars to

doughnuts that the other fellow is on top. Therefore, it will be seen that a thing in the mercantile trade can hardly be so small that looking after it will not be time well spent.

Raymond H. Merrill.

Advertising is business and needs no disguise, yet there are ways of gilding its protuberances that sometimes appease the squeamish, and the squeamish, like the poor, are always with us and in evidence.

The highest art in advertisement writing is persuasiveness. One may please, instruct and entertain and still be short of the fulfillment of that highest desideratum, the ability to attract trade.

The man who thinks he has his business to a point where it "runs itself" is living in a fool's paradise. A business left to run itself can reach but one end, and that is, the ground.

## 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.

## Decline in Price

For 1903.

## Tanglefoot Sticky Fly Paper

Will be sold to the retail trade at \$2.80 per case (250 double sheets).

This increases the retailers' profit to over

120%

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

The O. & W. Thum Co., Grand Rapids, Mich.

## The Test That Tells

the superiority of Diamond Crystal Salt, is the test given the dairy products at the various butter and cheese-makers' conventions. No better illustrations of the exceedingly high quality of "the Salt that's ALL Salt" could be offered than the records of these tests. At the last National Creamery Buttermakers' Convention, Milwaukee, in October; at the last Michigan Dairyman's Convention; at the recent Minnesota Buttermakers' Convention and the Minnesota Dairyman's Convention; at the Illinois Dairyman's Convention, and at the Wisconsin Cheesemakers' Convention, butter or cheese, salted with Diamond Crystal Salt, was awarded the highest prizes. There's a good reason for this; and the same good reason that wins prizes for the butter maker, will win trade for the grocer who sells Diamond Crystal Salt—it's the merit of the salt. For more reasons why you should sell "the Salt that's ALL Salt," write to

DIAMOND CRYSTAL SALT COMPANY,  
St. Clair, Mich.

## Clerks' Corner.

Not the Creature of His Surroundings.  
Written for the Tradesman.

March, fitful and wayward and always disagreeable, got out of the wrong side of the bed that morning and proceeded at once to business. He blackened the sun and he angered the wind, and into the rain and sleet that he managed to send out he placed a chill that crept into men's marrow and made them as bad as the weather that everybody was swearing at. Men who had to be out crawled as far as they could into their upturned coat collars and growled back at the humanity that presumed to speak to them. Women, veiled and muffled from the cold, hurried along the streets as silent as ghosts and as fast as the insulting wind would let them and the boyhood let loose made the most of its chances to get even with the maturity abroad, with whom it has a constant feud.

It was under these distressing circumstances that Max Welton heard the voice at the foot of the stairs say with a touch of touchiness in its tones, "Max Welton, this is the third time I've called you and if you expect to get to the store in time you must get right straight up. I shan't call you again."

The boy was not an angel nor had he the faintest desire to stand with that choir of heavenly minstrelsy and his first impulse was to throw down the stairs a reply appropriate to the time and the occasion; but the youthful Max had never been without a warm place in his heart for his mother and with a voice as cheery as the sunshine at that moment exulting on the other side of the clouds he called back, "All right, mother. Pour my coffee and I'll be drinking it before you've cracked your eggs."

"It's no wonder she's cross this morning," he said as the raw air seized him when he threw back the covers. "It's going to be a day for kicks and slaps and no end of fault finding. When mother feels it, the best of the world is sure to get on its high heels; and it's going to be a good time for me to see if I can't get the better of my surroundings. I'll begin this day right here. Max, my young one, keep your eyes wide open this stormy day and see how many scraps you'll keep out of by not losing your temper. Above all things don't you answer back—that's your pet sin, you know. Better change your ring to keep it in remembrance," and with the changing of that article of regard and adornment he came into the little dining room.

Of course there was a frown on the dear, motherly face. It wasn't right for the breakfast to be spoiling after she had been so long in preparing it that detestable morning, with the wind shaking the blinds and the doors and the clouds darkening the room and making it to her home-seeing eyes the head center of domestic discomfort. So she stood at her chair ready to "say things," but before she could begin up went her little trim body into the robust nineteen-year-old's stout arms and the sweet mouth now on a level with his was kissed before it had a chance to say a word of further reproof.

"I won't do it again, mother, I won't do it again! I didn't mean to do it now, but the night was a wild one and—I guess I didn't hear you the first time you called! M—m! How good your coffee smells. It isn't every fellow that has such a breakfast as this to sit down to in the morning with a little

mother cheery in blue ribbon, one knot in her hair and another at her throat. Guess I shall have to kiss you again!" and he did and when he got through she didn't care how often he came down late provided it didn't get him into trouble at the store.

There was not any gloom in that dining room after that and with the only sunshine on his face that the morning had seen he went whistling the raggedest kind of ragtime through the gate that slammed snappishly behind him. Old Erosb, who stood at the corner waiting for the street car with the corners of his mouth pulled down even with his chin, scowled at the noise at first, but as the musician drew near with his smiling face and stopped the "noise" long enough to put out his hand for a shake, somehow the mouth corners were lifted a little and the boy's brightness managed in some way to lighten the frown.

"That was good," the whistler thought as he passed on. "I hope I can do as much for the other fellows at the store. On such days it does seem as if Langley couldn't be got along with without pounding and I don't know but a little muscular violence is the best thing for him. Still a man at the head of a concern like that has trials the rest of us know nothing about, and I guess after all the best way is not to trouble him and if he bristles—er—when he bristles up—not to notice it and above all things not to answer back. That seems to put the Old Harry into most men in the shortest time of anything I know of. I don't care for it"—the I was in a very large Italic—"but it does stir me up when he bears down on Susie Johnson. She's so little and so frail and so afraid of him that—well, I just hope he will let her alone and if he does not, by thunder, I will lick him! There I go! That is a mighty pretty temper to be in when I get to the store;" and to change the atmosphere he struck up his liveliest tune on the highest key and whistled himself into the best of humor long before the store was in sight.

He found things there just as he expected. Langley's face was blacker than a thunder cloud and he had already polished off two or three of the boys and was ready for Max the minute he opened the door.

"The weather does not seem to dampen your spirits, Miss Macy," he said to that rather sharp-featured old maid, who took care of the books and who at that instant was looking at him through the pay window. "You never looked prettier in your life than you do this minute framed by your window. Hold me, somebody, lest Romeo shall be clambering into his Juliet's window!"

"Goose!" murmured the not over-fair Juliet; but she laughed and the rest laughed, the first sound of merriment the office had heard that morning and a sound that thunder-bearing Langley came at once to see about.

"Good morning, Mr. Langley, you ought to have seen old Erosb this morning. I saw him on the street corner waiting for a car and I struck up my liveliest ragtime. By the time I got up to him he was ready to knock me down. He looked as if he had a job of souring milk on his hands and had got to settle right down to business. I made believe not to notice that and made the old reprobate shake hands with me and, if you will believe it, I left him laughing—that is, as much as old Erosb can laugh. Which corner of his mouth is it

## A New Customer Says

"Lily White flour moves very well. Everyone who uses it takes the pains to come and tell me what good bread it makes."

If you sell Lily White you'll have the same experience and it is much more pleasant and profitable than to have customers coming back to find fault.

### Lily White

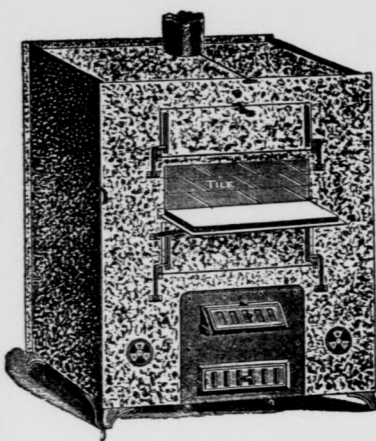
"The flour the best cooks use"

Is the kind that brings customers back to buy more and anything that will do this is a good thing to handle on general principles.

Some firms spend a great deal of money just to get people into the store.

**Valley City Milling Co.**

Grand Rapids, 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

## 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.



that goes down first when his fits come on him?"

The question was not asked for an answer and it received none. There was first a glare from two frowning eyes at the youthful presumption before him and then, wondering at the innocence that could not see the danger it was trifling with, like old Erosb, whom Langley thoroughly hated, the thunder cloud lost something of its blackness and the atmosphere of the store like, that of the home the young fellow had left, grew lighter, and nine o'clock found everybody inside indifferent to the state of the weather and doing his best to counteract the baneful influence of that raw March day.

To no one inside was the change in the air more grateful than to little Susie Johnson and to no one was the cause of the change more certain than it was to her. More than once had the gloom been banished by this same all-powerful sun and the little blossom that feared the tempest never looked up with more grateful eyes to the sunshine than hers did when Max Welton came into the store that morning. She did not see him, but she knew he was there, exactly as she knew by its overwhelming presence the baneful influence of Langley in his worst moods. Nor was the sunshine in this instance unconscious of its influence, nor was it unwilling to exert it. It brightened every corner of the little department that the blossom blessed. It kissed the petals and the leaves and warmed the soil and the atmosphere and then, one day when June had come and all the world was glad, the flower was transplanted into the little home garden where there was no more gloom and a kindred spirit reigned that was not the creature of its surroundings, but was instead so thoroughly the ruler of circumstances that it could and did bring light from darkness and sunshine from storm and good from evil.

Richard Malcolm Strong.

#### Libel On Women's Financial Acumen.

A woman boarded a street car the other day, tendered the conductor a five-dollar bill and received in change four silver dollars and a handful of small change. She looked at the silver, then cast a reproachful glance at the conductor, who was making his way toward the door.

After handling the money for some time longer and giving expression to her views on the inconvenience of the silver, she turned around to the passenger sitting next to her—a well-dressed man, reading a newspaper—and said:

"Would you mind kindly giving me bills for these silver dollars?"

"Not at all, madam," replied the man, taking a roll of bills from his pocket and handing her four single dollar bills, which she folded up and put away in her pocketbook. She was still jingling the small change in her hand, and as the conductor passed she asked:

"Conductor, will you let me have a dollar bill for this change?"

"Certainly," said the conductor, taking a bill from his pocket and handing it to her, in return for which she handed him the ninety-five cents.

"Beg pardon, but there's only ninety-five cents here," he said, as he counted over the change.

"Yes, you know I gave you five cents before," was her rejoinder.

"That's all right, but I need five cents more to make up the dollar," insisted the conductor.

"Don't you see," persisted the woman, "the ninety-five cents and the five I gave you before make one dollar?"

"That nickel you gave me for your fare, madam," said the conductor.

"Yes, and that with what I've given you now makes up the dollar," insisted the woman.

Emptying the change in her lap and picking up his dollar, the conductor went forward to collect other fares. Turning to the obliging passenger next to her again, she said:

"I don't like to trouble you too much, but could you give me \$1 for this change?"

"With pleasure, madam," he said, as he laid down his paper and took out his roll of bills for the second time.

He was well aware of the fact that he was a nickel short, as were the other passengers, who had been watching the proceedings with a good deal of interest and amusement. After the bill had been neatly folded up and put away in the woman's pocketbook and he had resumed reading his paper, it looked for a few moments as if the incident had come to a close; but such was not the case. Suddenly turning around to the man again the woman broke out with:

"Oh, I owe you five cents."

"That's all right, madam," replied the man, looking up from his paper.

"No, but I must pay you."

"It'll do some other time," he said, evidently tired of going through the process of making change.

"Oh, no, I'll pay you now," she insisted, taking out her pocketbook and looking all through it for a nickel. "I haven't five cents in change, but if you give me the ninety-five cents I'll give you the \$1."

At that moment the man noticed that the car had stopped at his corner, and he made a rush for the door, his brain in a whirl and trying to make out whether it was he or the woman that was crazy, or whether the conductor or all three were prospective patients for a lunatic asylum.

#### An Odd Sea Anemone.

Most varieties of sea anemones attach to rocks or spiles or other hard substances, but there are some that make their home in sand, in which they can bury themselves completely, or above the surface of which they can as readily rise. Such sea anemones are found at some places along the Long Island shore of the sound.

Extended, these sea anemones may be seven or eight inches in length, or more; collapsed, they settle down so that their tentacled upper disk is flush with the surface of the sand or mud in which they bury themselves, or it may be drawn down a little below it, making a little depression, a veritable trap for any small living creature that might chance to wander that way.

Or for its own protection this sea anemone can settle down into its hole farther still, so that the sand will tumble in on it or wash over it.

Said a fisherman who was telling of this sea anemone's characteristics: "It comes the nearest being able to crawl into its own hole and pull the hole in after it of anything I know of."

#### The Strollers.

Gunner—I found a jeweled garter the other day and received \$5 for returning it.

Guyer—I found a garter the other day and it cost me \$10.

Gunner—How was that?

Guyer—I returned it to the wrong woman and she had me arrested.

The portrait painter may not have much money with which to speculate, but he occasionally dabbles in oil.

## 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

## 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

## 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.

## Clothing

Furnishing Goods Conditions of New York and Chicago.  
Chicago.

Business among the wholesale furnishers has not varied greatly in character or volume since our last report. Some houses report that they have had a very nice house trade, while others say that the volume of business has not been of an extent to require extended comment.

Business seems to be irregular in its character and volume all along the line. Collections range from fair to good and any unsatisfactory features about business are attributed to purely natural causes that are the source of no uneasiness.

House trade among the shirt houses has ranged from fair to good. Buyers are much interested in the new style of collars which are now being brought out in high turn-downs, calculated for wear with all styles of scarfs. The high turn-down collar has not been well adapted to the use of large shapes and manufacturers are devoting more attention than in previous years to making improvements that shall overcome these defects. Collars with extra folds in the back to give freer passage to the scarf, collars with specially designed openings in front, and collars with various modifications of the thickness of the folds are all being brought out in an effort to satisfy the demand for a more adaptable collar. The trade evidently looks for a greater business on the high turn-down collar than ever this summer, and sales of wing and other style collars show the effect of this tendency.

In outing shirts a very good business has been done in plain bosoms, while the pleated shirt is preferred in semi-dress shirts. Shirt houses are still busy in catching up on spring deliveries. There is a continuance of the demand for figured effects, although stripes in moderately pronounced patterns are called for by a part of the trade.

In neckwear some of the leading houses report an unexpected demand for ascot scarfs, but business is for the most part on the narrow four-in-hands. Some houses have included lines of satins in their lines for fall, as they think there may be a moderate demand for them then. Batwing ties, in the two-inch width, have been sold by others. In all neckwear, small figured effects in silks are called for, although in Easter neckwear more pronounced figures have been ordered.

In hosiery and underwear business has been perhaps more active than in other lines of furnishings. Fancy hose in striped effects, moderately pronounced, have had a good sale. Figured effects have also been in good demand. Some houses report a tendency to revive tans. Black and blue grounds are preferred by most buyers.

In underwear a good business has been done on summer weights. Mercerized underwear is much sought for and fancy colors are in good demand. On all lines of underwear for summer, orders have been received in good volume, fancies being well sought after.

New York.

An occasional buyer is observed in this market, and business is somewhat irregular, as the first half of the season is about closed. As noted in our previous issue, the season has not been as good as a year ago on general lines. Hope of a betterment is now centered on Easter trade and the last half of the

season—summer trade. It is believed that supplementary business will show a satisfactory increase over open orders. The effort to book Easter business has met with a fair response from retailers, as an early spring is looked forward to. Easter falls on April 12, a little later than last year, which is considered more favorable for business, as the weather is likely to be more propitious for the budding of summer styles than if it was early, as was the case last year, when a chilly Easter put a damper on the retail furnishing goods business.

All initial business in the shirt, collar and cuff division is about over for the season. Trade has been satisfactory, and, as retailers bought fairly well at first, no great expectations are entertained of a supplementary demand unless the unlooked-for happens. In another month road men will be off on their initial fall trips with new samples. Dark grounds with fine stripes and small figures are most talked about, and thought to be most appropriate for that season.

The neckwear people are making efforts for Easter business with very gratifying results, so far as they have progressed, the best business being done on white grounds, creams and pearls with self figures, and also with brightly-colored swivel and mock-swivel effects.

Hosiery and underwear lines occupy a peculiar position. Importers and manufacturers are apparently more concerned about filling orders now on the books than they are about securing additional business. They are not receiving their goods as fast as they are wanted for shipment to customers, and the tardy arrival of merchandise in the face of the large business secured for the present season has held up the market on desirable stuff.

Other branches of the furnishing goods market appear to be in the transitory stage, with not much doing for summer and the time a little too early for fall.

### Increase in Price of Stiff Hats.

The Manufacturers' Association, which is composed of manufacturers of hats in Danbury and Bethel, has sent out three different kinds of schedules to cover three different branches of the trade. One, to those makers who handle bodies in the rough from the forming mills, another to the jobbing trade and a third to the retail trade. The circular which was sent out to the retail trade is as follows:

During recent years there has been a gradual increase in the cost of material and labor entering into the manufacture of hats, which increase has not been accompanied by a corresponding advance in the selling price of the manufactured article.

The advance in the cost of production, together with the cost of extras, which during late years, have been required by the trade, has increased to such an extent as to entirely wipe out all profits from certain lines of goods.

Under these circumstances the Manufacturers' Association has found it necessary to make, and has agreed to establish, the terms, discounts and costs of extras hereinafter stated, to take effect Monday, February 23, 1903:

No regular trimmed hats to be sold for less than \$15 per dozen.

No regular trimmed seconds to be sold for less than \$12 per dozen.

No dating.

Payments ten days from invoice date, 8 per cent.

Payments between 10 and 30 days from invoice date, 6 per cent.

Payments between 30 and 60 days from invoice date, 5 per cent.

Payments between 60 and 90 days from invoice date, 4 per cent.

After 95 days from invoice date, net.

Elastics or overcords on any grade, 25 cents per dozen extra.

Extra printing in gold, 25 cents per dozen for each impression.

Extra printing in silver or embossing, 12 cents per dozen for each impression.

Gold or woven labels mean the same.

Jiggered or strung leathers, 25 cents per dozen extra.

Eyelets, 25 cents per dozen bats extra.

Wide bands over 14 ligne, 50 cents per dozen extra.

No \$15 hat to be reversed bound or wide under.

One hat in a box, 50 cents per dozen extra.

### Arranging It Satisfactorily.

Master Edward, 4 years of age, was very fond of his grandmother, and spent most of his time at her home. One afternoon he came home from play so very tired that he could eat no dinner, and asked his mother to put him to bed. She took him upstairs, and when he was ready for bed said:

"Now, my little boy must say his prayers."

"I can't—I am so tired."

"You want to go to heaven, don't you? Then you must say your prayers."

"Are you doin' to heaven, mamma?"

"I hope to, and want to see my little boy there."

"Is papa doin' to heaven?"

"He hopes to."

"Well, you and papa go to heaven, and I'll go around and see grandma."

About the only time a woman measures her words is when she sends a telegram.



**BROWNIE Overall.**

**LOT 117.**

Sizes 4 to 15  
\$5.00 per Doz.

Sizes 8 to 15  
\$3.25 per Doz.

Sizes 11 to 15  
\$5.50 per Doz.

IDEAL CLOTHING CO.  
GRAND RAPIDS, MICH.

**THE IDEAL CLOTHING CO.**  
TWO FACTORIES  
WHOLESALE MANUFACTURERS.  
GRAND RAPIDS, MICH.



**Abuses in Collar Selling Which Should Be Corrected.**

The agitation of the question of abolishing, or at least of reducing, the cost of the acknowledged abuses connected with collar selling may lead, ultimately, to some reform that will be welcomed by every house in the trade. The subject is now uppermost in the minds of the leading manufacturers, and if they could be brought to put any faith in each other the premium feature in selling would be wiped out in a very short time. Every showcase, sign and other inducement that is given by manufacturers is given grudgingly. None of these things are done with any degree of pleasure. The abuses have been forced on the trade by the strong houses and the weak must bend to necessity. Retailers have to learn their end of the collar business before merit and value will be the chief considerations in buying. When it is value that tells the collar market will undoubtedly undergo a most radical change. Instead of over 90 per cent. of the manufacturers bending their united efforts on one line of collars, other brands, other grades and other prices will prevail. Conditions will not be good in the industry until there is more than one line upon which to trade. To-day the manufacturers with one or two exceptions are doing all their business on the two for a quarter collar, and that is the reason why the price of marketing is so high.

There are many ideas and propositions before the trade. Some claim variety will be the cure for all ills, others say divide the qualities in the materials and not on the prices exclusively. One new quality under discussion is a cotton collar to retail at three for a quarter, another for ten cents straight, and yet another for fifteen cents straight. The new schedule would be something like this:

**Cotton Collars**—Lowest grade, retail at 3 for 25 cents; next grade, retail at 10 cents each; next grade, retail at 2 for 25 cents.

**Linen Collars**—Lowest grade, retail at 15 cents each; next grade, retail at 3 for 50 cents; next grade, retail at 25 cents each.

This schedule is based upon the presumption that 10 cents is the minimum and 25 cents the maximum price for collars. Outside of specials these prices may be accepted as marking the lowest and highest figures that can be secured in retail trade under ordinary circumstances.

If the new idea could be put through, manufacturers would then sell on the intrinsic value basis. To-day this is far from the case. Under the New York law linen collars only can be stamped linen, yet it is an open secret that the law is not lived up to. There are collars made in Troy which are advertised or marked as linen, when, as a matter of fact, they are not made of a fabric containing any flax. It will be far better for the retailer as well as for the manufacturer when it is understood that every collar billed is a collar sold, and that every dollar entered up is a dollar due. Ordinary discounts for prompt payments, and ordinary expenses for selling goods are legitimate. They are necessities of trade and can not be done away with. As they are based upon sound business principles they do no harm and can not be classed among the abuses. Any movement that has for its object the reform of bad conditions of long standing must pass through the stages of discussion before it can enter the stage of

organization. When the manufacturers meet, and that can not be long deferred, they will come together with a clear purpose in view, and that purpose will be attained if all hands can agree to trust one another. It has been suggested that the "community of interests" plan be adopted. This would be better than the formation of a trust and it would, if properly organized, give to the manufacturers, as a body, the control of their business which is now practically controlled by the retailers.

When quality is accepted as the guide to price, retailers must know something about the value of everything that goes into a collar. They must not stop merely at the linen or the cotton, but must know what the interlining is, the thread, everything, in fact, that is part of the collar. There are many elements of expense in collarmaking which do not show in the goods. Laundry work is very expensive and is, to a great extent, developed by costly experiments. Then there is the boxing, the cost of bad selling styles and other perfectly legitimate items of cost which can not be figured out precisely.—Haberdasher.

**The Boys Behind the Counter.**

**Lansing**—L. R. King has resigned his position with H. E. Turney and taken a similar position in the grocery store of John Buehler. His successor is E. A. Rogers, of Clio.

**Ewart**—John Bennett has resumed the position which he gave up when he went to Elk Rapids, as manager and buyer in the dry goods department of Davy & Co. M. Harding resigned the position to go into business for himself, the exact location not being given, although probably at Morley, where he formerly lived.

**Jackson**—Fred Koch, who for the past three years has been a valued employee of the Globe store, leaves for Indianapolis, Ind., in the near future to take a more lucrative position with a dry goods house of that city.

**Muir**—Leo Martin succeeds Arthur Brock as clerk in the drug store of Mrs. W. S. Terrill. Mr. Brock will go to New Mexico.

**Byron**—H. C. Walke has a new clerk in his grocery store in the person of C. C. King.

**Ludington**—L. E. Griffin, of Shelby, has taken charge of the general store of Mrs. H. Wendell.

**Port Huron**—William W. Allen has taken a position as clerk in Nelson Mills' grocery store.

**Lansing**—Frank Taylor has taken a position in C. D. Woodbury's shoe store.

**Ann Arbor**—W. Courtland has resigned his position with Cutting, Reyer & Co. and taken a position with Mack & Co. in their men's furnishing department.

**Lansing**—Claude Housel, of Mason, has succeeded Harry Andrews as clerk in E. C. Bacon's drug store.

**Cadillac**—Joseph A. Vandervest has severed his relations as salesman with Rice & Cassler, the shoe men, and started for the Pacific coast.

**Quincy**—Frank White has retired from the grocery store of H. A. Graves. He is succeeded by Geo. Comstock, who has been clerking in the dry goods store of Max Glazer.

**Fremont**—Mrs. Will Rutherford, Daisy Starns, Lawrence Sweningson and John Duursema are the clerical force in the new general store of Frank H. Smith.

**Cadillac**—Morgan & Murray have a

new clerk in their hardware store in the person of E. Minkston.

**Harrietta**—Fred W. Craig has retired from his position in the general store of Barry Bros. & Curtis.

The United States has a national debt equal to only \$12 per capita. The per capita debt of England is \$74; France, \$150 and Australia, \$263. Australia has the largest per capita debt in the world. The United States debt was largest in 1864, when the Civil War had piled up \$2,381,000,000, or \$79 per capita. The Civil War debt was rapidly paid, and in 1892 it had fallen to \$580,000,000. It was increased to \$1,046,000,000 by the Spanish War, but has fallen again to about \$930,000,000. In 1865 the average interest paid by the U. S. Government was 7.3 per cent. Now half the debt bears only 2 per cent. interest, and the United States is the only nation in the world that has been able to sell a 2 per cent. bond at par. In 1865 the interest on the national debt was \$150,000,000 a year, or about \$4.29 per capita, and now the interest per capita is only 35 cents a year.

John Wanamaker is known as a great storekeeper. His stores are successful, his employees well paid and satisfied. He lays down certain rules for the guidance of his employees and he lives up to the letter of these rules himself. One of the fundamental rules of the Wanamaker regime is that customers must feel satisfied. Goods are cheerfully exchanged or the money when desired is immediately refunded in full.

Edward Miller, Jr., dealer in dry goods, clothing and boots and shoes, Evansville, Ind.: I rather like your journal, for it is filled chockfull of very interesting matter. It seems to carry much real sound advice for the merchants in general. Enclosed please find my check for \$1, for which send your journal for one year.

**Ellsworth & Thayer Mngf. 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



**That Air of Jauntiness**

which is a distinguishing characteristic of

**PAN-AMERICAN GUARANTEED CLOTHING**

added to our famous guarantee,

"A NEW SUIT FOR EVERY UNSATISFACTORY ONE,"

makes it the best selling line of Popular Price Clothing for Men, Boys and Children in the United States. And the Retailer's profit is larger, too—Union Label has improved quality—has not changed the price, though.

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**UNITED GARMENT WORKERS**

APRIL 12, 1914

REGISTERED

**AMERICA**

UNION MADE

Men's Suits and Overcoats

**\$3.75 to \$13.50**

High grade materials, all wool, stylishly cut and handsomely finished, substantial trimmings, stayed seams—every suit made so that it will uphold our guarantee. Our salesmen or our office at 10 Kanter Building, Detroit, will tell you about it. Or a postal to us will bring information and samples.



**WILE BROS. & WEILL**

**BUFFALO, N.Y.**

### Growing Demand For Clothing For Automobileists.

A matter of immediate concern to the merchant clothier is the growing demand for, and interest in, clothing for autoists. Every town and city of importance throughout the country has its devotees and their number is rapidly increasing.

For a time the autoist contented himself with wearing ordinary clothes, but with the introduction of garments appropriate to the motor car he has felt the necessity of adopting the novel things devised for his comfort and convenience.

Up to the present time retail clothiers, outside of the largest cities, have made little or no effort to cater to this class of trade. The ordinary heavy ulster, at first adopted by men, has been found insufficient protection against wind and dust. Special rigs for the sport are now the proper thing. The evolution of distinctive costumes for automobiling has now reached a stage in which utility and styling are being combined. Some of these latest garments are really ingenious in their construction.

Apparel for autoists comes within the province of the retail clothier. If the leading firms in a town of say fifty thousand inhabitants where good roads abound, and boasting of a number of autoists, were to announce that they were making a specialty of automobile clothing and dress accessories, a very satisfactory amount of business could undoubtedly be obtained. Clothiers in towns of a hundred to two hundred thousand inhabitants should have no trouble in securing quite a large trade.

The opportunity is now with the retail merchant. When some years ago the bicycle came into popular use clothing appropriate to the sport was taken up by clothiers and introduced with satisfactory results. Golf followed, and clothiers in large towns, where the sport has obtained a footing, reap a very profitable trade from the patronage of golfers. Now comes the autoist, and his needs should be supplied through the up-to-date, well-equipped clothing store.

A large investment of money is not necessary, unless the size of the city and number of autoists in the place warrant it. In that event an investment of \$2,500 would prove amply sufficient for a full stock of assorted garments and accessories, such as caps, gloves, leggings and goggles.

For the merchant who preferred first to test the possibilities of trade in this direction an investment of \$500 would be sufficient for a variety of styles as a sample stock upon which orders could be taken. These could be telegraphed in to the manufacturers and importers and filled the following day. A sample stock, carried in this way, would undoubtedly prove the nucleus of larger business ultimately. Once knowing the sources of supply the merchant can quickly establish relationship with the manufacturers and importers and secure the desired novelties. A considerable expenditure of money in advertising this department is not required. A portion of the regular advertising space, used by the merchant in his local newspapers would suffice to call the attention of followers of the sport to the fact that the store is headquarters for all the necessities of an autoist's rig.

Automobile costumes first gained individuality in France. They were designed with the utilitarian idea in view. Now they have reached such a stage of

perfection that the dress of the owner is readily distinguishable from that of the hired chauffeur and the racing automobilist. American manufacturers have recently taken up the manufacture of this kind of apparel, and are steadily increasing their output, and varying their styles, some of which show as much originality as anything designed by the French.

Probably the newest and most ingenious suit is that which has the appearance and utility of a paddock suit. It is made of gray whipcord. The skirt is detachable from the waist, permitting the autoist to work about his vehicle in a sack coat, when necessity may require a few repairs en route. The sleeves have wind veils or protectors, the exterior of the sleeve having a flap clasp to tighten the sleeve about the wrist. The trousers fasten just below the knee and end in kid leather spats.

The latest French novelty is one that may do service as a laprobe, trousers or skirt. The material is of heavy waterproof blanketing. The garment is so cut that when properly folded it has the appearance of an ordinary lapblanket laid double. The buttons and flaps on the reverse side enable the owner to convert it into trousers, or a skirt for a woman, with pockets, one at each side in front. It is called "la couverture pantalon," and, as implied, may do as a pair of overalls. It is the invention of Strom & Sons, Paris. It comes in various colors and fabrics, including tan waterproof cloths.

Another French novelty is a skirt-like coat, "le parapluie du chauffeur," which has no opening except at the neck and the bottom. It is made by Strom & Sons, is rainproof and comes in light or heavyweight tan or black cloths. It is pulled on over the head and a neck piece of thin rubber sets it tight at the neck. At the wrists, also, there are elastic pieces that make it fit so as to be windproof. This sort of garment is also made in rubber goods, and is so long that when the wearer is seated, in the vehicle it falls around him and affords full protection from the rain and sleet.

The "chauffeur" is a rubber automobile coat designed to protect the wearer from the elements and is a very practical and serviceable garment in many ways. It affords complete protection, being loose and full, falling clear to the floor when the chauffeur is seated in his car. It has a blouse front, with three buttons. It is slipped over the head. The sleeves are fashioned ordinarily, excepting at the cuff, which is provided with a strap and several buttons so that the wrist can be tightly encased or left loose, as may be desired. Rubber garments in this length have a sweep of 134 inches at the bottom.

There are long coats and short coats of leather, corduroy, khaki and waterproofed cloth, the latter made reversible, with the other side of kid skin. These can be donned with the cloth side out, as a serviceable dress coat for riding, and in case the chauffeur has to crawl under the machine to adjust some of its parts, the skin side may be turned out.

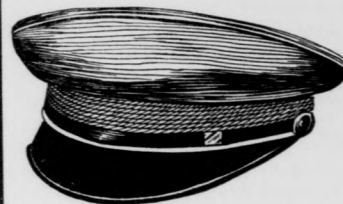
The Parisian automobile dress coats are wholly different from those made here. They are of more expensive material, have silk plush and corduroy collars and heavy frogs, and all are made with wind flaps in front that button inside the outer or main piece that buttons over.

In styles there is the long ulster pattern one, the short double-breasted sack

and the Norfolk, all in American standard leather or French kid. Some are fitted with storm and others with the narrow collar. The leather overcoat is of French kid, light in weight and suitable for summer wear. There are two shades, black and tan. The long ulster style of coat has a strap, at a point just below the knee, to keep the skirt of the coat closed, protecting the legs. The sleeves, in most of the coats, are fitted with wind puffs bound to the wrist by elastic bands. The long leather ulsters wholesale from \$25 up. The short coats can be had at prices retailing at from \$9 to \$20. Vests retail at from \$3 to \$5. Kid skin pants, made in three styles, fastening just below the knee, extending in long leggings buttoning from the knee to the instep, and extending to the ankle, ending in short spats, retail at from \$10 to \$15. For those who do not care to wear leather trousers there are hip leggings, which wholesale from \$6 a pair up. Complete suits in khaki cloth, short coat, knickerbockers and leggings can be bought for from \$6 upwards, wholesale. Boot leggings can be had wholesale from \$3.50 up. Suits may also be had in waterproofed cloth in

## 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.

## Clothing Merchants

will please take notice that the

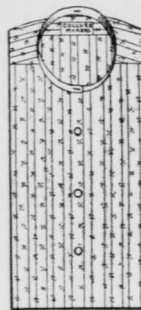
### Wm. Connor Wholesale Clothing Company

28 and 30 South Ionia Street

Grand Rapids, Michigan.

have just received instructions to close out a number of job lots at considerably reduced prices, and still have a few lots to close of Kolb & Son's manufacture at a discount of 25 cents on the dollar. Remember every kind of ready made clothing, including UNION MADE. Low prices. Just fancy \$3.25 for men's suits, and up to the very highest grades. Children's suits and all kinds of summer goods. Customers' expenses allowed. Open daily from 7:30 a. m. to 6 p. m. except Saturday, then 1 p. m. Mail orders receive prompt attention. Goods have an upward tendency, so you cannot do wrong to secure some of these lots.

## 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

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



different colors. Some of the prices given are for domestic goods, which wholesale for less than the imported. The domestic garments are made of the finest materials and are well put together.

There are various styles of caps, some of leather, others of waterproofed cloth, and again others of shantung silk waterproofed. There is the golf style, the tourist and the auto patterns. Some are provided with celluloid and mica goggles, which can be folded inside the cap when not in use. These hats wholesale at from \$1.50 to \$2.50.

Gauntlets and gloves for the autoist vary much in style. There are separate gauntlets with wind puff protectors, and gloves with gauntlets attached. These also range in price according to quality, from \$1.50 a pair up.

The use of leather in autoists' wearing apparel is for a two-fold purpose. In working about the machine the task is a grimy one, and grease and oil get on the clothing. It is easily wiped off the leather, and does not show. In running at high speed the wheels throw up pebbles, cinders, dirt and dust which cut into and lodge in wool clothing, but fly off the leather.

#### The Point Is Whether It Pays a Profit.

There are a number of persons in the grocery business who fail to realize just what conducting such an enterprise successfully demands. It is interesting to engage these people in conversation, and draw out their ideas as to the literal meaning of the word "grocer."

One fellow I know actually conducts his business under the impression that he is a sort of manufacturers' distributor; carrying a stock of merchandise that the public demand; supplying only the articles called for, and never testing his own abilities as a salesman.

The man who imagines—and it is deplorable to know that there exists a multitude of this stripe—that it is only necessary to stand behind a counter and wait for orders is on the wrong train, and should get off at the first crossing.

The man behind the counter should exert himself in his endeavors to find an outlet for his goods, as much so as does the average knight of the grip.

The merchandise carried in stock belongs to the merchant, provided he has paid for it, and in his efforts to make a success he should realize that he is conducting an independent business; independent of everybody; that he is fighting for himself, and selling his own goods.

How foolish, therefore, is the fellow who lies back on his oars and waits for the various manufacturers to sell his stock for him.

I overheard a conversation between a factory salesman and a grocer some time ago, and the view the merchant took of the situation occurred to me to be ridiculous in the extreme sense of the word.

The dialogue ran about as follows:

"This is a superior piece of goods, Mr. Grocer, and I am confident that when you once get it started you will find it a wonderful seller. I don't want a large order; in fact, I prefer to sell you a small quantity in order that you will not feel the purchase, and again, for the reason that I am positive of its duplication. Your competitors will not have the goods, as we sell only one merchant in a town. Mr. Brown handled a great deal of the goods, as you are aware, but since he has closed out his business we are compelled to secure another representative in this

territory. It is true that only a few of your customers know of the goods, but a word from you now and then will soon acquaint them of their existence."

"Look here, young fellow," said the grocer, "I don't intend to put in any new brands and work my heart out to sell them. No, sir; the factory does not pay me to introduce their goods, and I won't buy until I have to."

Now, in the first place, this grocer was aware that the product paid a handsome profit (about 40 per cent, if I remember correctly), and, in the second, that the article was of superior quality; yet, simply because his customers did not cry for it, he allowed the chance of a monopoly of a fine article to slip by.

When you know that an article is of superior quality and pays a good profit, do not wait until you are over-run with demands, but consider whether or not your trade would appreciate the goods, and if your reflections are favorable, buy them and sell them. Your profit is ample compensation for the effort.

Some years ago I represented a factory which, in order to market its products, sampled the consumer from door to door. The canvass was an expensive arrangement. The canvassers were paid seven dollars per week and expenses, and the crew numbered ten.

One day a grocer interrogated me in this fashion:

"Say, why don't your factory give us grocers a little more margin of profit and we'll reach the consumer for you all right. It would be far less expensive than paying a crowd of samplers and, besides, we'd do it better."

"Like thunder you would," said I. "Where there is one grocer like yourself in business, there are a hundred and one who wouldn't do such a thing for a gold mine. We've tried it, and paid dearly for our experience. What did they say? Well, some of their remarks would sound quite out of place in a Sunday school room, but all of them snorted and bellowed, 'Go create a demand for your goods, and we'll buy,' that's what they said."

There's a point. A grocer howls because the profits are so small, but fails to consider that he himself has made them so. The manufacturers figure the problem out this way: We'll advertise and create a demand for our goods, and then give the grocer what's left.

An old employer of mine once said: 'I can stand a stick behind the counter and sell the people what they want, but it isn't profitable. What I aim to do is to sell them what they didn't think they wanted.'

And he was right. Don't be a stick. Wake up to facts, and put some flesh and blood in your business. Sell all you can, whether at first there is a demand for it or not. Put the profit in your pocket, and consider yourself rewarded for whatever effort you have made.—George E. Powers in Grocery World.

#### To Which Class Do You Belong?

This world, as some one has reminded us, is divided into two classes of people: those who accept responsibility and go ahead and do the world's work, and those who stand by and tell how much better it might have been done. These chronic kickers sometimes vary their programme of dissatisfaction by predicting the impossibility of accomplishing any work in hand. About every good work ever done has been declared to be impossible.

When the inventor Fulton was building his first steamboat his friends and

enemies joined in the chorus: "You can't make it go." One croaker was especially persistent in dinging this into Fulton's ears. Fulton tried to argue the case with him, pointing out that the thing must go. But the answer was, not argument, but, "No, you can't make it go."

The day finally arrived when the boat was to make its first trip, this critic was present with his prophecy of evil. Finally the fateful moment arrived. The signal was given—and the boat started on its first journey. But Fulton's grouchy friend was not to be put down. After gazing in silence at the moving boat for a moment he exclaimed excitedly: "You can't stop it! You can't stop it!"

#### Wall Street Arithmetic.

10 mills make one trust,  
10 trusts make one combine,  
10 combines make one merger,  
10 mergers make one magnate,  
1 magnate makes all the money.

#### Before the Feast.

"Is luncheon ready?" asked the cannibal chief, arrogantly.  
"Not quite," answered the cook, courteously; "he is just combing his hair."

#### Forestalled.

Gladys—Did he get on his knees when he proposed to you?  
Marie—No; I was already on them.

Hell bath no fury like a woman's corn, if you step on it.



## "The Kady"

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

The Ohio Suspender Co.  
Mansfield, Ohio

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

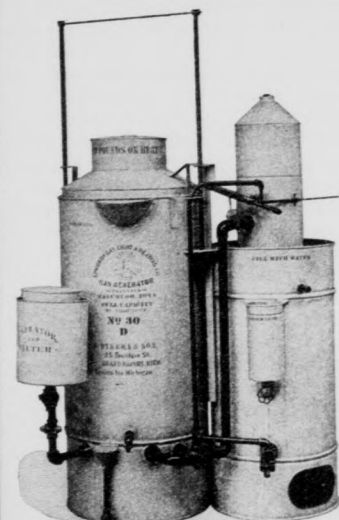
If You Sell Suits you want them to please your trade—garments that fit well, are durable, that look right—a make that they will want again.

## The Latest Styles

are worth handling. The best patterns are in Fancy Worsteds and Fancy Chevots. 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.



## 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 chimneys and will not sputter.

Let us tell you about prices. Special inducements now.

R. Dykema & Son, 25 Fountain St., Grand Rapids, Mich.

## Shoes and Rubbers

### Some Ways of Pushing the Sale of Findings.

Would you like to sell findings and have this department looking better than your competitor's? Many dealers, especially the smaller ones, seem to think that the only thing required is to buy a supply of findings and place them in an out of the way place in the store, deeming them of but little consequence. Is there not a better way to conduct this department in order to make it more attractive and reap a bigger profit? The question is readily answered in the affirmative. A good way is to place them in the front part of your store on a small table or showcase in an attractive manner. Place a few of these articles also in your show window between your shoes and keep them looking clean and neat, and you will find this will attract business. If your show windows are attractive an examination of the interior will follow and you will have no trouble in introducing this department and making it pay. But one of the greatest drawbacks this department has seems to be the indifference on the part of clerks towards people who indicate a desire to make a purchase from the findings counter. Salespeople who are worthy of their name will try their level best to dispose of the small articles and show these customers the same agreeable manner they would as if a \$5 shoe were being purchased. The up-to-date clerk is looking out for the things in stock which may possibly be overlooked by the indifferent one and allowed to go unoffered, and brings them forward with the purpose of getting the money out of them, and at the same time shows an indication to please and satisfy all patrons, no matter what the trouble may be.

Permanent customers are the main-spring of every successful business. How to get and retain them is a problem worthy of the careful consideration of every merchant. If you will establish your findings department on these lines you will have no difficulty in making it one of the best paying investments for the amount of money required to run it. Nearly every article which belongs in the findings department can be sold at a handsome profit, and it has been demonstrated beyond reasonable doubt that but little effort is required to sell these goods. Proper discretion in buying and a little ordinary taste in displaying them are all that is necessary. The salesperson when making a sale should speak of the many little articles carried, and if a person buys a pair of shoes it is easy to remark, incidentally, that the findings line is complete and further indicate your interest in the customer by showing some of the articles that you think may most interest him. If he does not want to buy probably he will mention the matter at home and later some of the other members of the family may call. The art of selling not only involves a knowledge of the goods to be sold, but a keen perception of human nature also. Customers are easily pleased and just as easily offended, and offense is more apt to happen when customers are looking for something in the findings line. Many persons are not familiar enough with the article they want to call it by name, therefore are secretive, and inclined to let the salesperson do the talking. It is just here where a great many clerks make a mistake by showing their indifference

and making the customer feel anything but at ease.

It is just as essential to study human nature and be able to respond to their many demands as it is to study the merchandise you have in your establishment. The salesperson who can beam with pleasure and remain polite and deferential under all circumstances is the one who will make a success at selling findings, and is the one who will quickly climb to the top. As to what to buy: The house from whom you buy your findings should be able to assist you to a considerable extent in determining what articles are best for you to carry. It is impossible to offer any rule by which dealers may be governed when placing such orders for findings. In order to do so intelligently it would be necessary to have a knowledge of the city, the location and the demands of the trade; however, the most important question is, Will you give this department more attention? If you decide in the affirmative, it will be an easy matter to determine what to buy.

### Securing Competent Help Not a Difficult Problem.

The problem of getting efficient help becomes more and more serious, although many employers really do not know sometimes whether they have competent help or not. What we mean by competent help are those who will use their best efforts to please the trade when the employer does not happen to be in or is watching them. The percentage, we regret to say, is very much in favor of the fellow who is a hustler only when he is watched. A great many dealers figure on the sales of their clerks as a basis for their salaries. This might be a fair way of figuring it if the dealer was constantly on the floor with his selling force, otherwise we would say it was a bad plan. It is not altogether the fellow who sells the most goods who is the best man for the house. A great many employers judge their clerks by the amount of the sales they make, while they do not seem to appreciate the work and disadvantage of a better clerk who tries hard to please, not letting things slide, as does the fellow who has the largest amount of sales when night comes.

You may ask how it is that one can sell more goods than the other? Did you ever watch the fellow who turns in the largest amount of sales every night? If not, just do so for a week, and learn his methods of handling your trade, and you will find that if he has a customer who is hard to please, after trying on two or three pairs of shoes, he will permit him to walk out or perhaps turn him over to some other clerk who is more conscientious and who tries his best to please him, while the indifferent fellow has made two or three easy sales in the meantime. You will find when night comes that the fellow who has given most of the time in trying to please customers who are hard to satisfy is the one who has done your business the most good. But what does he get at night when he turns in his sales? He is perhaps asked if he has been there all day, and what was the reason his sales did not show up with some of the others? If you expect to increase your business engage intelligent salespeople, pay them well and they will produce results.

When a man feels that he has a good position and is appreciated he will hustle to keep his end up with the leader, provided that leader be a capable, conscientious man who is capable of leading, and one who never fails to drop a

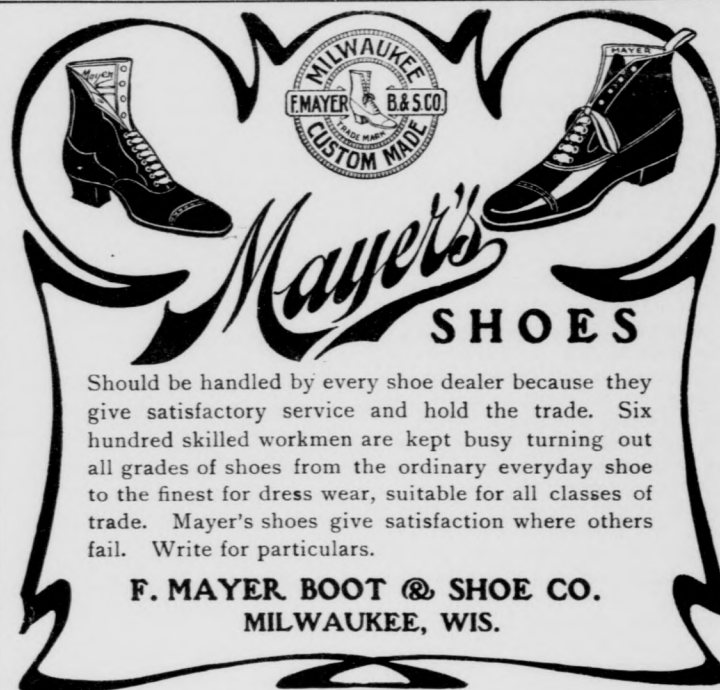
## Rubber Boots

The one article of footwear that will meet with a quick sale during the next few weeks is the rubber boot.

We strongly recommend The Boston Rubber Shoe Co.'s as being admirably adapted for hard usage. They are made extra stout, possess comfortable fitting qualities and have great durability.

Look over your assortment and have us send you a plentiful supply of the kinds and sizes you are out of.

**Rindge, Kalmbach, Logie & Co., Ltd.**  
Grand Rapids, Michigan



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

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

## 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.



## NOTICE

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

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

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

THE RODGERS SHOE COMPANY,

Toledo, Ohio

Factory at Northville, Mich.

word of encouragement to those in his charge.

The employer who takes no personal interest in his employes outside of seeing that no time is wasted, or who takes advantage of every opportunity to belittle them, will find that they will become dissatisfied, and will do no more than they really are obliged to, as, no matter how much interest they may manifest, they feel such an employer will not show any appreciation; consequently they make no extra effort to please.

It is sometimes said that good treatment is often the means of spoiling salespeople; that they become ungrateful, and will take advantage of any kindness and do as little as possible in return. In some cases this may be a fact, but such people are no good, no matter how they are treated, and you can not get rid of them quickly enough. Good men, on the contrary, will do their level best to advance their employer's interest, especially when they learn that the manager takes a personal interest and shows that he places confidence in them.

You will find it will stimulate all to do the best they can, and is a sort of flat-tery to which everyone is susceptible.

In this period of hustle and enlightenment merchants should be ashamed to complain of the inefficiency of their help, and should not expect more from each individual than his ability will allow. Every person has his limitations, some are necessarily brighter than others. The man whose salary is \$10 or \$12 and his ability indicates he is worth \$18 is worthy of recognition by some token of appreciation for his valuable services. A man with this ability can not be kept down, and if you do not recognize it, before long someone else will. Kind words are worth much and cost little, and are always welcomed by all. Politeness is something which can be exercised toward everyone, and there should be no distinction.—Shoe Retailer.

### Importance of Easter Season to Shoe Dealers.

Shoe dealers should not wait until a holiday is upon them before making plans to take proper care of the trade that the event should bring. Giving such an opportunity no attention means few, if any, special sales at such a season. We have Easter in mind. That great event in the religious world falls upon April 12. To the secular world it has come to have great meaning, being the occasion when the new fashions for spring and summer are formally displayed. The shoe men must keep pace

with the millinery stores, cloak houses and department stores, and must begin to think early—even now—of their Easter window trims, Easter advertisements and other announcements, Easter "openings," Easter souvenirs, etc. The Easter show window is one of the first matters of importance to decide upon. Confer with your clerks, if you have not a regular man for the window, and decide what is best to be done to attract the attention of the people. Most dealers make an effective window for this season by the use of Easter lilies, sometimes tied with long white satin ribbons. The background should be white and the floor the same; in fact, nothing in the window should contain color save the shoes themselves, and black shoes, shiny leather, should predominate. For a single window not more than twenty shoes should be shown. If price tickets are shown, make them of white with black lettering.

It is the custom with some dealers to suspend white doves from the ceiling. They may bear in their bills a neatly printed sign or ribbon, calling attention briefly to the spring shoes. Other white flowers may be used if Easter lilies are not available, and more doves if attainable. If a color is desired, use white and lavender, which is an appropriate and permissible combination at the Easter season. Shoes suspended by baby ribbon are attractive. A lattice work covered with white cloth or painted white, with shoes shown on metal side standards, forms a splendid background. A patent colt or kidskin, which your manufacturer will doubtless loan you for the occasion if you show his shoes, might be suspended in the background or laid, apparently carelessly, in the foreground, giving another talking point and adding another feature to the window. If you carry a line of white party slippers give them a good place in your window as Easter means the close of the season of fasting and the beginning of the time of world gaiety.

It should also be borne in mind that this is a splendid opportunity to display, for the first time, our newest and latest styles for spring. Large dealers often keep "open house," as they announce it, having special attractions the night, or sometimes the entire week, before Easter, including music by an orchestra, distribution of gifts or souvenirs, etc. Small dealers can do this in a less expensive way. There are small things, such as buttonhooks, shoe horns, etc., that can be given away, each packed in a small and neatly tied carton. The shoehorn could bear your advertisement and be an advertisement that should pay well and last at least a season. Dealers should also remember that there is a chance for special window and interior decoration in the observance of Palm Sunday. A window filled with palms, ferns, etc., is especially attractive, and, like the Easter window the week following, will attract much attention. Cut out all bargain sales for these weeks, as new goods should be sold in April. Easter, it will be noted, comes earlier this year than last.—Shoe Retailer.

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

## Lycoming Rubbers

but we also carry an assortment of the old reliable

## Woonsocket Boots

Write for prices and catalogues.

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

Waldron, Alderton & Melze,  
Saginaw, Mich.

## Wanted 500 Live Merchants

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

WALDEN SHOE CO., Grand Rapids, Mich.

Michigan Distributing Agents for the celebrated Hood Rubbers



## Famous Blue Cross Shoes for Women

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

**\$1.50**

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

### Timely Hints For Progressive Shoe Dealers.

At this season of the year people buy rubbers. So many merchants will wait until it rains, then send in an order for twenty-four or forty-eight pairs. This is a poor way. When the sun is shining on both sides of the street you must remember that it is not going to shine forever. There will be days of rain. Have one of the boys go through the rubber stock and take down the sizes.

If you have three pairs of number five women's storm rubbers, don't think that will do until next time, but order a full case of fives. Some in other good sizes. Keep a little shy on sizes two and a half and three, but in the larger sizes be ready for them when they come. Get a good neat style and don't try to get rich on them. Any store that you might happen in and find an old stock of rubbers, worth hardly anything, are likely to be 2½ in women's and size 6 in men's.

When it starts to rain and people want a pair of rubbers they feel disappointed if they go into your store and do not find a pair to fit them. It does not look like business and they are apt to give the other fellow their trade next time, whether it is a pair of rubbers or a pair of shoes. Noticed a case yesterday where a woman, being caught in the rain, saw a sign in a window, "Women's first grade rubbers, 18c, small sizes." Now this "small sizes" was painted in small letters, and she did not see it, but when she got inside they asked 50c for a pair. When she referred to the sign she was told they were odds and ends of small sizes. She walked out without buying, but went to another store close by and willingly paid 40c, and while waiting for her change she caught sight of a pair of beaded slippers which were marked \$1.25, and bought a pair. People like to trade where they can get what they want and are treated right.

Had this first merchant put his small size rubbers on the bargain table and marked them with a card saying, "These are all small sizes, price 7c," he would have made more money.

A woman comes into your store and says she wants a pair or two of shoes sent to her address. She is in a hurry and does not care to take the time to be fitted. Why, certainly you will send them. Take a look at the foot as if you could tell from the outside just what was needed. But ask just politely if you can not slip one shoe off only for a moment to see exactly what shape to send. Very few will object if you work it in a smooth, quick way. When you get the shoe off, measure the foot with stick and strap, and, perhaps while taking off the shoe you can catch a glimpse of the size the party has been wearing. Be sure you have about the right size. Then make a quick move for a shoe, slip it on, as it were, to see about the instep or toe, or anything else pertaining to the shoe, and in nine cases out of ten you can sell a pair of shoes on the spot, which will save the trouble and inconvenience of sending one, two or three pairs, which usually come back soiled; or else the party will send back the shoes with the word that they will call when they have time. But the truth is, if you send out the shoes, say she asks for a 4 and 4½ B, that she ought to wear a 5 or 5½, and she will think your shoes are not right and will go to some other place to be fitted. So fit them while you have them. They tell

you they are in a hurry, but they are not.

Saw a man in a shoe store one day who got awfully mad because the clerk could not find just what he wanted in a minute. He said, "I am a busy man and am in a hurry. You must fit me at once or I can not wait." The clerk fitted him at once, leaving two other customers waiting who had been in the store before this party came in. Then when Mr. Man bought his shoes he started for the door, but just as he reached it he met a neighbor of his and stopped, chatting with him, with his bundle under his arm, for fully one-half hour.

These people just imagine they are in a hurry. Serve them nicely. Do not get excited and you can get the money.—Shoe Trade Journal.

### Good Time to Buy Shoes.

Apprehension in regard to the price of boots and shoes is a disturbing factor in current trade conditions. There have been times in recent years when retailers, influenced by passing rumors, either bought too heavily or bought too little. Glancing at conditions all around, present or prospective, there is very little alluring or repelling to the merchant who is figuring out what to buy in the matter of footwear for the season or two which lie immediately before us.

There are two things which the retail shoe dealer can rely upon with comparative certainty—steady wholesale prices, with perhaps small but not sensational advances in boots and shoes, and a good run of business during the spring and early summer months. Shoe merchants, wholesale or retail, are, happily, no longer baffled by a multiplicity of styles, with the very evident result that stocks of shoes in jobbing or retail concerns have, possibly, never been better in hand than at the present time. The changed conditions of business which have brought about all this have been very salutary. There is less money tied up in shoes, the season for the sale of which has passed away, bills are more promptly paid and the general credit of the trade has risen to a higher commercial altitude.

The leather markets, both upper and sole, are steady. Sole leather is strong and certain kinds of upper stock are advancing in prices. The situation is healthy. Shoe manufacturers, as a rule, have covered their wants under conditions and at a time by no means unfavorable, and are enabled to carry out and fulfill their contracts on a paying basis.

The glazed kid market has, since the advent of the new year, been unusually quiet, and the situation, to some extent, favors large cash buyers. The sole leather market presents a contrast. Oak leather of standard tannage is good property, whether it be in the hands of tanner, dealer or shoe manufacturer. Texas oak of all selections enjoys a good movement. Union and hemlock sole are moderately active.

On the whole, supplies of most varieties of upper stock, as well as sole leather, are moderate and the outlook gives promise of steady quotations. Under the circumstances, retailers in planning orders for supplies of boots and shoes can do so with a feeling of security, confident that prices to-day are as low as they are likely to be and that there is little prospect of anything occurring which would tend to upset or unsettle the prevailing commercial conditions.—Shoe Trade Journal.

### An Original and Profitable Scheme.

The proprietor of a shoe store in a small Wisconsin town recently hit upon a very lucrative advertising scheme. This particular town is located in the potato belt of the Badger State and naturally everybody living thereabout is greatly interested in this product. The shoeman offered three prizes of one pair of shoes each to the man, woman and child bringing in the largest potato. The children were especially invited to engage in the contest, and as there was no selling scheme in connection they all did. Each person was given the privilege of submitting as many entries as desired. Naturally nearly every child in town searched diligently in all available potato bins. The older folks also became interested and made efforts to secure the honor and glory as well as the prizes. The newspapers gave wide publicity to the competition and finally announced the names of the successful contestants. The shoe dealer not only gained an immense quantity of inexpensive advertising, but was enabled to ship a carload of potatoes to market, which more than repaid him for his time in arranging and carrying out the contest.

### Chicago to Colorado.

New overland service via Chicago, Milwaukee & St. Paul and Union Pacific line. Through sleeper and free reclining chair car to Denver from Chicago 10.25 p. m. daily. No changes nor delays.

Booklets and folder free. Robert C. Jones, Michigan Passenger Agent, 32 Campus Martius, Detroit.



### A Safe Place for your money.

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

immediately and easily when you want to use it.

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

Our financial responsibility is

**\$1,960,000**

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

**3% interest**

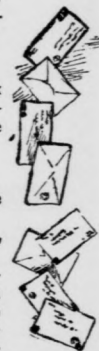
Your dealings with us are perfectly confidential.

**"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.



**E**VER since we commenced making Shoes it has been our highest ambition not only to make GOOD Shoes, but the BEST Shoes that can be put together out of leather. Our ever increasing output proves that we have succeeded. Try them.

**Herold-Bertsch Shoe Co.**

Makers of Shoes

Grand Rapids, Michigan

## 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



**What an Employer Can Do to Help the Clerk.**

Yards and yards of advice, good and bad, appears in business publications, but so far as I have read it, it seems to be largely written from the employers' side. Much of it is of a fault finding nature, without advancing a method of remedying the fault. Much tells about the employers' views, without containing anything of real benefit to the clerks. A comparatively small amount is written by bonafide clerks, and is practical and helpful to us.

The first thing a merchant should do, if he wants to help his clerks sell goods, is to treat them as part of the firm. They must feel that they, as much as the owner and manager, have a definite interest. When you can make a clerk feel that the store is his store, and that its success is proportionately his success, he will pick up a vast amount of encouragement.

In "my" store, the owner is an old man. The business is in the hands of a manager. The manager frequently says after a good day, "WE did well to-day!" "WE sold \$— worth of goods." "WE broke last year's record for this month." He makes us feel that WE are part of the business. He does not say, "Perceive how great is my genius—I did it."

The result is that he is the best friend we have. We all feel like working over time whenever he says that sales may not reach the desired point. Every clerk in this store, and it is a large one, watches the record of daily and monthly sales like a cat. Every one, without exception, wants to see each day break all previous records. The result is that we sell goods.

Our manager frequently gathers a number of us together, especially after his buying trips, and in a companionable way tells us everything he has learned about new goods, the merits of new stock, styles, prices, and the trend of the big markets. Much of it is general information, but it broadens our knowledge and helps us to sell the stock on the shelves understandingly. He frequently speaks of the various classes of our trade, suggesting this treatment of one or that treatment of another. His whole attitude is one, first of friendliness; second, of helpfulness; third, of encouragement. His aim and desire are for more business and he makes every one feel it without telling them so in words.

I speak of this to show that it is possible to get good results from clerks without putting a slave driver over them.

Many merchants complain of inefficient clerks, because their help has never had a chance to become efficient. They have never tried to help them. One can pick up an education unaided, but it won't compare for an instant with the knowledge that is picked up with occasional help over the knotty problems.

I think a merchant should watch his clerks carefully, take frequent occasion to instruct them, encourage them to greater activity by arousing a competitive spirit, see that they are well informed as to markets, prices, new fabrics, or new goods of any description. If he finds a clerk who does not respond to such encouragement, he should discharge him at once.

Clerks should be given the papers relating to their trade. A chance to read often puts valuable ideas into their heads. They should be given a chance when vacancies occur. Fill your posi-

tions from your own store. It offers an inducement to those down the ladder to keep on climbing.

And, above all, don't forget that 95 per cent. of all the clerks in Christendom are willing and anxious to learn. It is no pleasure or satisfaction to any one to feel that he is inferior.

How shall we learn unless some one who is able to teach takes the trouble to help us?

I guess this tells my ideas fairly well.—St. Paul Trade.

**Advice Which Applies to Shoe Dealers.**

The National Milliners' Association was in session in Chicago last week. Mme. Ida Hunt addressed the convention at some length. We append a portion of her remarks because they are applicable to shoe dealers as well as milliners:

"If you get a woman's confidence you've got her pocketbook," declared Mme. Hunt. "She'll follow you; she'll go miles to buy from you sooner than to buy from any one else. The first step in the gaining of your customer's confidence is always to have a smile ready for her when she enters your shop. Greet her cordially and let her go away so well satisfied with your work and your personality that she'll come back again. Don't tell her a poor story, for you must feel as well off when you have \$50 to your credit as when you have \$500."

Then Mme. Hunt enumerated several other "don'ts" which she urged her hearers to observe. Among them were: "Don't give your customer the opportunity to declare 'she took all my money and I got nothing in return.'"

"Don't neglect your business in little ways."

"Don't be pennified."

"Don't ignore the wants of the poor, forsaken looking customer and cater only to the rich and well dressed."

"Don't go rolling around from place to place. A rolling stone gathers no moss."

"Above all else," urged Mme. Hunt, "be honest and sincere. If you give your customer a yard of ribbon be sure that it is a yard. Don't say 'this is an imported rose' if it's a common American flower. If the ribbon is cotton say it's cotton. If a moneyed woman comes in do not hesitate to show her expensive hats. Size up your customer's tastes and her pocketbook at the same time and then try to suit both."

**Recent Business Changes in Indiana.**

Anderson—The Geo. W. Davis Co. succeeds Geo. W. Davis in the dry goods business.

Ashley—L. M. (Mrs. B. L.) Duncan, baker, is dead.

Bloomington—Treadway & Worley are succeeded by the Treadway Grocery Co. in the grocery business.

Cyclone—L. G. Bolt has taken a partner in the general merchandise business under the style of L. G. & Wm. W. Bolt.

Dublin—The Hussey Mower & Implement Co. has removed to Knights-town.

Freeland Park—Evans & Dean, hardware dealers, have dissolved partnership. The business is continued by Evans Bros.

Geneva—Aspy & Cougill have incorporated their flouring mill business under the style of the Geneva Milling Co.

Geneva—E. E. Conner has retired from the meat business of A. M. Redding & Co.

Indianapolis—Middleton & Logsdon

have merged their broom manufacturing business into a corporation under the same style.

Lynn—Miss Ida Dailey has purchased the interest of her partner in the millinery business of Dailey & Nicholson.

New Castle—E. N. Harlan has purchased the grocery stock of E. N. Weaver.

New Richmond—Messer & Westfall continue the implement business of H. G. Messer.

Paoli—J. R. Wells has sold his grocery stock to B. K. Deremiah.

Riverdale—A. B. Andrews continues the general merchandise business of J. T. Andrews.

Rushville—R. C. Phillips has closed out his department store stock and discontinued business.

A laugh is worth a hundred groans in any market.

**The Kent County Savings Bank**

Deposits exceed

2 1/2 million dollars.

3 1/2 % interest paid on Savings certificates of deposit.

The banking business of Merchants, Salesmen and Individuals solicited.

DIRECTORS—Jno. A. Covode, Fred'k C. Miller, T. J. O'Brien, Lewis H. Withey, E. Crofton Fox, T. Stewart White, Henry Idema, J. A. S. Verdier.

Corner Canal and Lyon Streets,  
Grand Rapids, Mich.



A time for work  
And a time for play;  
The first of May  
Is fishing day.  
Therefore prepare ye for the fray.  
Buy sporting boots without delay  
Of GLOVE BRAND, as you ought to know,  
To the angler comfort they do bestow.

Price Reduced to \$3.46 Net.

**HIRTH, KRAUSE & CO.**  
GRAND RAPIDS, MICH.

Distributors of Glove Brand Rubbers—"The Best Made."

**Keep an Accurate Record**

of your daily transactions  
by using one of our

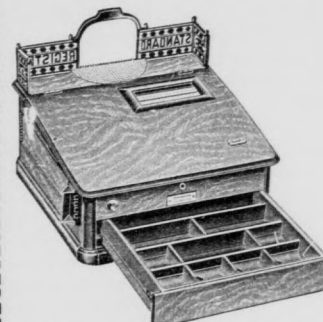
**STANDARD  
Autographic Registers**

Mechanism accurate, but  
not intricate. They make  
you systematic and care-  
ful. Send us order for

**CASH REGISTER PAPER.**

Quality and prices guar-  
anteed. Try us.

**Standard Cash Register Co.**  
1 Factory St., Wabash, Ind.



Style No. 2. Price only \$30

**30 YEARS SELLING DIRECT**

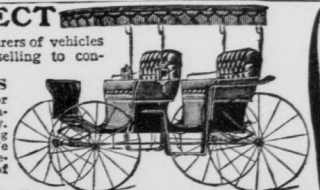


No. 644—Top Buggy; with 3/4 in. Kelly Rubber Tires. \$52.50. As good as sells for \$65 more.

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

**WE HAVE NO AGENTS**  
butship anywhere for  
examination, guaran-  
teeing safe delivery.  
You are out nothing  
if not satisfied. We  
make 150 styles of ve-  
hicles and 65 styles of  
harness.

Visitors are always wel-  
come at our factory.



No. 327—Surrey. Price \$73. As good as sells for \$80 more.

**ELKHART CARRIAGE & HARNESS MFG. CO., Elkhart, Ind.**

## Woman's World

When Woman Lacks the Courage of Her Convictions.

A young girl, who frankly admitted that she was in love with a man who did not care for her, asked me not long ago if there was any way by which a woman could win the affections of a man. For the dignity of my sex, I longed to answer "No," but I have seen so many men married in spite of themselves that I could only assure her that the woman who went out on a still hunt after any man was pretty sure to bag him for a husband.

The old theory that man is the pursuer and woman the pursued in lovemaking is a beautiful and romantic legend, but it has few facts to support it. Custom and convention deprive woman of taking any active part in courtship, but while this cripples her energies and deprives her of fair play, it does not bar her from the matrimonial game. It only forces her to arrive by a circuitous route, instead of the plain and open path. Every man flatters himself that he discovered the timid and shrinking little violet he elects to wear on his heart, but every woman knows that nine times out of ten the little floweret had her eye on him from the start, and deliberately put herself in his road, so that he could not get past her without breaking his neck.

The silent tactics with which a woman conducts a courtship are not dignified. They are even a little underhanded, but they are tremendously effective, and when a man finds that a woman is in love with him, and has marked him for her own, his only safety lies in flight. If he remains within the radius of her sphere, his name is Benedict. Little by little he yields to the flattery of being so adored. Her judgment and taste in preferring him to other men appeal to him, and from having been perfectly indifferent to her in the beginning, he commences thinking she is a fine woman, a discriminating woman, a superior woman, the ideal woman he has been seeking, and it is all over then but the wedding presents.

And he never knows, bless his dear, unsuspecting heart, how she turned the trick. For the things men do not know about women, my sisters, let us all return thanks. It is our salvation.

Now, the mere suggestion of a woman making love, and actually popping the question, is simply shocking to the majority of people. If we should hear that Sallie Smith had frankly told Bob Jones that she loved him and would like to marry him if he reciprocated her sentiment, we would lift our hands to heaven and cry out: "The brazen thing!" but when Sallie runs after Bob, when she throws herself in his way and calls him up half a dozen times a day by telephone, we all condone the fact, although it means precisely the same thing, and is not half as direct, as honest and as dignified as it would be for her to come square out with the truth.

The old idea that a girl never looked at a man until he proposed to her and never thought of him as a possible sweetheart or husband until he asked her to name the day is too idiotic and sentimental a pose for this practical day. Long, long before any man proposes a girl knows whether he is going to do it or not, for women are incredibly subtle in these matters. More than that, he knows when she is going to let him propose, and she has taken the tempera-

ture of her affections to the last fraction of a degree. A girl's heart is not a box of safety matches that will not ignite until you scratch a proposal on it. It is a piece of tinder that will go with spontaneous combustion the moment a man she loves looks at her, and when a girl tells a man she must have time to examine into the state of her affections, she means she is really going to look into his rating in Bradstreet's, and he will do well if he withdraws his offer.

Now, personally, I believe that the convention that prevents a woman from telling a man she loves him and asking him to marry her works as much unhappiness as any other one thing in the world. I do not think that there can be any doubt that women are more discerning in matters of the heart than men are, and that if women could choose their husbands, instead of having to take what they can get, there would be fewer misfit unions. Marriage means more to a woman than it does to a man. He has his business and a thousand interests outside his home, and if his wife proves uncongenial, if he finds that she is unresponsive where he looked for sympathy, narrow where he expected her to be broad and liberal in her views, even if she bores him or is surly and ill-tempered, while it is without doubt a bitter disappointment to him, it is not the blighting tragedy it is to the woman who marries one kind of a man and finds him to be another when she gets him home.

It is, therefore, more important that a woman should be pleased with her husband than a husband should be satisfied with his wife, and if either one is to have the advantage of picking the other out, it should be she. Nor, in the end, would this be any the less to the man's advantage, for the wife makes the home atmosphere, and a happy and cheerful and contented wife will make a pleasant home. The woman who has gotten the husband she wanted, the man who came up to her ideal and fired her fancy and who is forever patting herself on the back for having captured a matrimonial prize, is going to move heaven and earth to please him, and if I were a man I would take the woman who wanted me, in preference to the woman I wanted, every time. It is so much easier to be pleased than to try to please.

Perhaps no one realizes how much the shiftlessness, the extravagance and the ill-temper of women are a quiet revenge they take on society for having forced them to marry the man who asked them, instead of the man they would have asked, if they had been permitted the honest expression of their hearts.

There is, too, a pathetic side to this matter in the increasing number of old maids, women who are too fine and true to give their hands where the highest love of their hearts could not go also. We see beautiful and accomplished women, refusing offer after offer of marriage, and passing into spinsterhood, and we know only too well that they are the victims of a superstition that in its way is as cruel as the custom that makes the Indian widow burn herself on her husband's funeral pyre, for underneath the women's old-maidenhood is the romance of a blighted love. Deep down in their heart, throttled by shame and held down by convention, is the love for some man who has been too dull, or too careless, to see that he was passing by a treasure. Probably he only needed a word to call his attention

to it, probably he would have been only too glad to clasp it to his heart, or he may have been only too much of a coward to dare to claim it for his own, but no word was spoken, the man passed on, and a life was wrecked.

That men have small taste and less judgment in picking out wives the divorce courts abundantly show, and the chance are that women would display more acumen. When a widower with six children wants to marry again, he generally picks out a flighty young creature with a pink and white complexion. Very likely she marries him, for his offer may be the best thing in sight, but she would never on earth pick him out if she had the proposing to do. Her taste would run to Johnny Twostep, and she would leave her elderly suitor to the middle-aged woman who would mother his children and make his home happy and comfortable, and bring peace to him, instead of misery and discord. When Tom Poorman gets married he selects the silliest and vainest and flightiest girl of his acquaintance, but little Miss Frivolity, who marries him and keeps his nose on the grindstone the balance of his life, would have known better than to have proposed to an impecunious clerk herself. She would have asked somebody who was able to pay her dry goods bills. Many and many a rich woman would be glad to share her fortune with the poor man she loves, and who never asks her, if she only dared tell him so; many an old bachelor would be rescued from the privations of his lodging-house and landed in a happy home if only the woman who is dying to do it could call his attention to the fact of how comfortable she could make him.

There is not a bit of use in saying



## 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.

## 40 HIGHEST AWARDS In Europe and America

Walter Baker & Co. Ltd.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE

COCOAS

AND

CHOCOLATES



No Chemicals are used in their manufacture. Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup. Their Premium No. 1 Chocolate, put up in Blue Wrappers and Yellow Labels, is the best plain chocolate in the market for family use.

Their German Sweet Chocolate is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children. Buyers should ask for and make sure that they get the genuine goods. The above trade-mark is on every package.

Walter Baker & Co. Ltd. Dorchester, Mass.

Established 1780.

If it is

## 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

## Our Trade Winners

The Famous Favorite Chocolate Chips,

Violetta, Bitter Sweets,

Full Cream Caramels,

Marshmallows.

MADE ONLY BY

Straub Bros. & Amiotte, Traverse City, Mich.



that any woman with tact can do all of this without popping the question. There are men so dense they have to be slugged with a fact before they ever see it, and if they ever get to the brink of a proposal they have to be shoved over, or else they back away.

If women had the right to propose it would be a powerful incentive to domesticity. Now, when they have to take any old thing that comes along, they naturally feel that any kind of housekeeping and cooking is good enough, but no honorable woman would ever think of such a thing as asking a man for his hand and heart unless she could make him a good home. Then, too, after she had won the promise of her shrinking Adolphus, she would have to face the ordeal of the interview with his father, when Adolphus' stern papa would demand: "Young woman, can you make my son as comfortable as his mother has always done?"

Why men should so strenuously oppose woman's right to pop the question is hard to understand. One would think they would welcome rather than shun it. To have beauty on her knees before you can surely not be an unpleasant sight, to say nothing of the solid satisfaction there would be in having some fair one weeping because you were a good thing she could not get. And as a matter of fact, being made love to is not an unpleasant experience. Quite the contrary.

And a man would always have the right to decline. He could say "no," or refer the matter up to a papa, and when he saw a girl beginning to get sentimental he could head her off by telling her how much like a sister he regarded her. And he would at least know where he stood and who was mak-

ing goo-goo eyes at him and so he would be safer. It would be much less dangerous to face a business like proposition than to ward off the insidious attacks of those who are trying to hypnotize you without your finding it out.

Theoretically woman's right to propose, the advantages of her doing it, even, are indisputable. Practically she longs to do it, but she lacks the courage of her convictions, for, strange as it is, the sex that defies laws and conditions is a slave to convention and the woman who has fought her way into the front rank of the battle of life can still be shooed back over the fence by a flap of Mrs. Grundy's skirts. Dorothy Dix.

Do Women Love Bargains?

Well, they certainly do. While strolling through several of the large department stores Monday I noticed a regular stampede at some of the counters. At the handkerchief counter they had a lot of men's slightly soiled handkerchiefs at 9 cents each. Now I examined them as soon as I could get elbow room and found out from one of the salesladies, whom I am personally acquainted with, that they had any amount of them in regular stock clean and fresh at 10 cents each. But the way these women pushed and crowded to buy them was a caution.

Passing through the shoe department they had a sale on women's shoes and oxfords at \$1.79. They were all on one table and mixed up to beat the band. Three or four girls were selling goods from this table, and it was surrounded by women. Some wanted a French heel but when they found a low heel the size they wanted, they bought it. Some wanted shoes, and when they could not find their size in shoes they bought a

pair of oxfords and vice versa—they bought their size irrespective of what they came for. Met the manager of the shoe department at supper that same night and referring to the crowds at the table, he took out his little private sales book and showed me where there had been sold a trifle over two hundred pairs from that one table alone, which would make a total of \$358. These goods were bought cheap. They were good stuff, and worth the money, but all odds and ends. He can close out what is left at 98 cents a pair and then make money. I saw the original bill.

It just goes to show that if merchants will make a stir and let the people know that they are alive, they will flock to your store and when you once get them coming it will be hard pulling for the other fellow to get them away from you.

Do not forget that in a very few weeks Easter will be here and you need to have a nice line of patent colts both for men and women. Nearly everybody buys shoes for Easter—more so than for Christmas, or any other day in the year.

On St. Patrick's day have a few green flags in your windows. They only cost about 10 cents, and they will pay you 1,000 per cent. profit.—Shoe Trade Journal.

Hints to Buyers Suggested by Long Experience.

A gentleman who has been on the road for thirty years and who has been a partner in one of the largest houses in the trade for a great many of the thirty years that he has been selling goods has compiled the following list of hints for buyers:

Don't be finicky.  
Remember that absolute perfection is impossible.

Be critical but not hypercritical. Remember that manufacturers do the best they know how to do.

Don't forget that men and machines often go wrong.

Don't forget that human nature is the same thing in the factory that it is elsewhere.

Leave a little latitude for things that might happen.

The habit of complaining is easily acquired.

Returning goods that are not absolutely perfect is not always just.

It does not always pay to antagonize the men who sell the goods.

Buyers ought to have confidence in the men from whom they buy. If they can not, then they ought to hunt around until they can find some one whom they can trust.

Houses that have a good reputation can only preserve it by protecting the buyer.

Trifling faults can always be discovered, but they can not always be remedied.

There's some flaw in the best of goods.

The difference between perfection and imperfection is whatever the buyer's humor cares to make it.

Trouble always comes to the man that goes out of his way to find it.

It's pleasant not to find fault.

Don't think that every man is out to "do" you.

Don't think that you get all your salary for finding imperfections.

First find the shortage then make the claim.

Investigate before you growl; and last, but not least,

Don't get too free with your privileges.

Remember that the other fellow may be of some use to you some day.



Cash Sales



Credit Sales



Money Received on Account



Money Paid Out



Money Changed

ALL THESE KINDS

Of transactions are recorded accurately, concisely and *without the least trouble to you* by a National Cash Register. Every transaction which can possibly occur in your business can be properly taken care of, thus preventing losses. Would you like to know how? Cut off the attached coupon, fill it out and mail it to us today.

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

It enables me to accurately record each day's cash and credit sales, money paid out, received on account, etc. I can tell in a few minutes the sales for the month.

W. H. HARVEY,  
Bloomington, Ala.

National Cash Register Co.  
Dayton, Ohio

NATIONAL CASH REGISTER COMPANY.  
Gentlemen: Please have your agent call when next in my locality. I am interested in learning more about cash registers, but do not promise to buy. Saw your "ad" in MICHIGAN TRADESMAN.

Name \_\_\_\_\_

Address \_\_\_\_\_

## THE CASE OF KATE.

Hank Spreet's Health Food Does Not Seem to Agree With Her.

Written for the Tradesman.

If there was any misunderstanding in regard to the matter, Hank Spreet was to blame for it. The village grocer is supposed to know the private history of all the people in his bailiwick, their antecedents and also their decedents by name, age, condition and occupation. He is supposed to be thoroughly qualified to discuss with every man his hopes, ambitions and crops, and with every woman the hopes and ambitions and private doings of every other person. Hank did not fall far short of all these requirements, but there were a few people in the township whose private affairs were not an open book to the grocer.

It may as well be said that there was a misunderstanding in this case and this misunderstanding was the cause of the whole trouble. Of course Hank should also have been a little better acquainted with the stuff he carried in stock and the effect it would have if used according to directions, the pertinence of which remark will be observed as the details of this episode are set forth.

There may have been some excuse for the grocer, however, in the case of Hiram Bailey, who had recently moved into the township. Bailey had come from the pine stumps somewhere, where he had been making an ineffectual effort to wrest a livelihood for himself and family from among the roots. He had found it quite a wrestling match, too, for when the lumbermen carried away the timber they unearthed a soil which resembled in fertility the great expanse of the Sahara rather than the loamy delta of the Nile. Now he had settled near Kelly Center, where by grace of Three Hundred Dollars loaned him by a rich relative, with the confident expectation of never getting it back, and the assistance of a mortgage so large that it lapped over his forty acres at the edges, he had become one of the agriculturists of that predominantly agricultural community.

Hiram being a recent arrival in the township, Hank was not quite as well posted upon his affairs as he was upon the affairs of some of the other people in the community. True he did not have an acquaintance with every skeleton that lurked in the clothes-press of every Kelly Center family; but, with the individual exception of Hiram Bailey, he had a pretty clear idea of each man's relation and financial standing.

In Hiram Bailey's case, Hank had had no occasion as yet to investigate the latter, for some of the three hundred dollars still held out, and, for those things which Hiram Bailey bought, he paid cash. As the practical Kelly Center grocer put a man's financial standing above his family, he had had no occasion to investigate either one.

Hiram came into Spreet's store one day with this simple request, accompanied by the jingling of some silver coin, which made his request worth all respectful attention:

"I want to get something for Kate," he said.

Now Hank did not know whether "Kate" was Hiram Bailey's wife, his wife's sister or her maid servant, but he was wise enough to know that it would be very lacking in tact to display his ignorance concerning this member of the Bailey family. He chose the

wiser course of generalizing a little in his conversation so as not to hurt the new customer's feelings by an exhibition of his ignorance concerning Hiram's family affairs and at the same time to learn just what it was the customer wanted.

"For Kate?" asked the grocer interrogatively, thinking that if the customer had any information to offer this would bring it forth.

The reply, however, did not do much to clear up Hank's mental atmosphere.

"Yes," said Bailey, "for Kate. I don't know what's the matter with the old girl—she don't seem to eat much, kind of off her feed, I reckon. Now this morning for breakfast she didn't eat enough to keep life in a kitten. If she looks a little run down, I'm sure it ain't my fault, 'cause, goodness knows, I'm willin' to give her anything I can that'll keep her on her feet."

This likewise did little to increase the grocer's stock of information concerning Kate, but since Bailey had referred to her as "the old girl," he was pretty certain that Kate was Hiram's wife. The men of Kelly Center, like the men of almost every other community, had a way of calling their better halves by such names, with such a tender inflection that what they lacked in elegance of expression was made up in genuine warmth of sentiment.

In Hiram Bailey's request, Hank at once recognized a great opportunity. He had recently been induced to lay in a liberal stock of Crustota, a new-fangled health food which had been added to other things for which future generations will hold the people of Battle Creek responsible. If Kate was a little run down at the heel, and in the possession of a feeble appetite, Hank knew that this was the very thing which would bring the rosy bloom of health to her cheek and the sprightly prance of the gazelle to her footsteps. He knew this because the distributor who had tacked the signs on his fence boards and filled his shelves with Crustota had told him so, and he had also read it on the red, yellow and green box in which his consignment of Crustota was contained. He had been longing for some time to get rid of some of this stock, because the confidence with which the traveling man had inspired him in regard to the selling qualities of Crustota had begun to diminish somewhat. Kelly Center had not seemed to seize with avidity upon the health food deal and the nearest that Hank had ever come to effecting an introduction of cereal food into the menu of the ordinary Kelly Center citizen was a bargain sale occasionally of rolled oats, which on bargain days he sold twenty-five cents' worth for a quarter. Here was an opportunity to move some of the Crustota, around which the cobwebs of time were already beginning to gather.

"Got the very thing for her!" said Hank, making an agile spring toward the Crustota department. "Just try some of this stuff, and if that don't bring her back to health there's nothing in the knowledge of the pure food department that will."

Hiram took a package and examined it carefully. It was his turn to make a confession, but like Hank, he was somewhat diffident about doing so. Hiram was not color blind and he recognized the fact that the label was red, yellow and green. His education, however, had been unfortunately neglected and, whatever may have been printed upon the gorgeous label, it conveyed no intelli-



## DR. PRICE'S Tryabita Food

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

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

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

Price Cereal Food Co., Battle Creek, Mich.

# JAMO

Coffee, the world's best, is blended and dry roasted by experts. Contains the finest aroma and richest flavor of any coffee in this market. Sold in pound packages.

**Telfer Coffee Co.**  
Detroit, Mich.

## Easter Eggs

and other novelties

Putnam Factory  
National Candy Co., Grand Rapids, Mich.

## Every Cake



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

**Fleischmann & Co.,**

Detroit Office, 111 W. Larned St.

Grand Rapids Office, 29, Crescent Ave.



gence to him. He did not care to make known his lack of learning, however, and so he only said:

"How much?"

"Fifteen cents a package," replied the grocer, "and seeing it's you, Mr. Bailey, you can have two for a quarter."

In his heart of hearts, Hank was beginning to get anxious to get rid of some of the stuff at any price.

"Well, this don't look like some of the feed I've used before," said Hiram, "but I'll just try you a quarter's worth, darned if I don't!"

Thus were two souls made happy; for Hiram departed with two packages of Crustota, which he tucked into the back of his buckboard, and Hank sent one more quarter jingling into the till. Having effected a sale of the health food, Hank's confidence began to return, and that night, when the Kelly Center Debating Club met in regular session, he dilated somewhat upon the merits of Crustota as a substitute for meat, eggs, vegetables and such.

"Greatest thing in the world," he declared, "for anybody with shattered nerves, bad blood or general debility."

Eli Grasslot felt called upon to perpetrate his annual joke.

"Might present Bill Blivens with a few packages," ventured the supervisor, "guess there's a little bad blood there, ain't there?"

Hank smiled a never-touched-me smile at this reference to the recent boycott, and replied:

"No, don't think it's necessary. Don't seem to me Bill's nerve is shattered any."

This closed the incident, and the health food and Hiram Bailey and the invalid Kate passed from his mind. It might not have recurred to his recollection soon if Hiram Bailey had not reappeared at the store the next day wearing upon his face the most woeful expression of which his expressionless countenance was capable.

"Don't know as I think a darned sight of that new-fangled feed of yours, Mr. Spreet," he ventured at last.

"So?" said the grocer, "maybe you hain't used enough to give it a fair trial. Maybe you don't know what it can do."

"Oh, I guess I used enough," replied Bailey. "I think I know pretty darned well what it can do."

His manner had suddenly become just a trifle testy, and Hank Spreet began to feel that same creepy, uncertain feeling that he had experienced when Bailey first spoke of Kate and her depreciated appetite.

"Use it according to directions?" asked Hank, taking refuge behind the subterfuge that has not been found a bad thing by even men of the medical profession when brought into a corner and their remedies questioned.

"Wasn't enough of it to call for much directions," said Bailey, "I just gave her the whole blamed business."

Hank began to feel a little more dubious.

"Well, how is her appetite now?" asked the grocer.

"Guess her appetite's as good as it ever will be," replied Bailey.

"Seem to be picking up any?"

"Hasn't picked up anything I guess, but what she could carry."

"Well, is she better?"

"That's what the minister would probably say, that she was."

"Why, how is she anyway?"

"She's dead, kicked the bucket, passed in her checks," replied the cus-

tommer, with a vindictive force applied to each phrase.

It would be hard to tell which surprised or shocked the grocer the more, to hear that Kate's gastronomical sufferings had been suddenly terminated by the winged messenger of death or the shocking manner in which Hiram Bailey spoke of the passing of his beloved.

"The old girl was a good worker, too," added Bailey, seemingly with no intent or purpose but to shock the tender feelings of the grocer the more. "Don't know how I'm going to be able to run that old farm without her."

To this Hank could offer no reply. The customer's undisguised resentment toward the man who had sold him the health food was too evident for the grocer to risk a tempest by remonstrating with him on the heartless manner in which he discussed the loss of a member of his family. In consequence a long period of silence ensued, which became very painful to the grocer and he at last felt constrained to break it with a very natural and sympathetic question.

"When is the funeral?" he asked.

"The funeral! Well, I didn't reckon on having any funeral."

Then Hank was forced to the point where he had to ask the question which he should have asked in the first place: "Who is Kate, anyway?" he enquired, "you see I'm not very well acquainted with your family."

For the first time a smile flitted across the woeful countenance of the bereaved Mr. Bailey.

"Who's Kate?" he repeated. "Why, she's a horse."

The best that Hank could muster for a full minute was a low and prolonged whistle, and in the meantime Hiram's countenance again darkened with indignation toward the man who had sold him the new-fangled feed.

"And I guess your condition powder's what did the business, too," said Bailey, making sure not to let the grocer escape from his responsibility in the matter.

"Well, Mr. Bailey," said Hank, "I can't see that I'm to blame. That health food is intended for people, and you must have been a blamed fool to ever think that a horse could eat health food and live."

Douglas Malloch.

#### Business Promotion.

Probably the most interesting subject in the business world is business promotion. It is not only a question of dollars and cents—it is a problem of brain and hustle.

The man who goes to the front is the man who dares be different.

It is best, of course, to do different things. If you can not, do the same old things differently.

You do not know how easy it is to be different if you will only think a minute before doing a thing.

What makes imitators and copyists of most men is the tendency most people have to judge things by their own standard.

A man's business friends criticize his ways of doing business because they judge him by their own little 2x4 standards.

The man who wins out in the long run is the fellow who won't be cajoled or bullied or coaxed or browbeaten into doing things other people's ways. He may go a little bit wrong sometimes, but when he goes right he does it big.

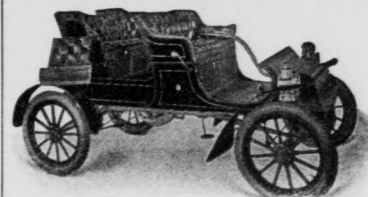
The man who surrenders his individuality is giving up the only thing the

world can not take away from him; selling his birthright for a mess of pottage. It isn't worth much to those who get it; it is worth a good deal to him who loses it.

An order has been issued by President Roosevelt for the immediate withdrawal from public entry and settlement of St. Lawrence Island, a long, narrow strip of United States domain in the North Behring Sea. The entire island will be devoted to the propagation of reindeer for the Government. St. Lawrence Island lies 120 miles southwest of Nome and is a desolate region inhabited by a few hundred Eskimos. It is without agricultural possibilities, is treeless and its only resource is reindeer moss. It is considered capable of supporting from 15,000 to 20,000 reindeer.

You can drive a pen, but a pencil is generally lead.

## 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



## Condensed Energy

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

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

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

Contributes clearness to the brain, strength and vim to the entire body. Each package contains a "benefit" coupon that will interest you.

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



# 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.

## Hardware

### Some People You Meet in a Hardware Store.

There is no place, perhaps, where the opportunity is better afforded for those that are interested in the study of human nature and the principles that govern the actions of people than a country hardware store.

Here come all the different classes of people and from all the different walks of life, and you are daily brought in contact with the various phases of human nature, and it matters not how odd or peculiar a character may be described to you, you almost invariably recognize him and are able to match him with one you have met in your own experience.

It is not my purpose in this brief article to deal with the motives that control the actions of these people whom we come in contact with every day nor to present to you any new theories concerning them, but will merely call to your mind a few that you have met and will instantly recognize as old acquaintances. One of these people that you have met is the fellow that sometime in the future expects to build a large barn and new house and will need a big bill of hardware, and if you will sell him what stuff he needs this season at a liberal discount from the regular prices, he will give you a chance to figure on the bill. Now, without any further index of his character, you are able to go ahead and furnish complete and truthful description of this man. He is no doubt honest as honesty goes, in that he pays his debts, is very close and has held every dollar that ever came into his hands so tight that he "choked the figure of liberty," but all to no purpose. He has thought about that new house and barn until he really expects that something will turn up that will enable him to build them and because the hardware necessary is considerable thinks your profits must be something great, little realizing that such bills are sold close to cost or even below.

Another fellow that comes to your place probably oftener than the first man is the particular and intimate friend of the hardware man of the next town and by reason of his friendship is always able to buy his goods at a very low price. This fellow sometimes makes his game successful, but beware, "he is working you, he is working you," and will use any concessions you may be induced to make him to convince your neighbor that he is also a very good friend of yours. True, your neighbor may have friends to whom he may make concessions, but they are not going about telling of it or the friendship would soon cease.

Then there is the chronic unfortunate who thinks he is born to bad luck. His is a sad case; you all recognize him; he is usually honest withal and pays when he has anything to pay with, but is careless and shiftless, and his crop is burned for want of proper firebreak, or his best cow fell in an abandoned open well that he neglected to cover, or a hundred kindred misfortunes befall him that could easily have been avoided with a little care and forethought; so we pass him up, poor fellow.

Again, there is the good old lady that can repair her own tinware "just as good as any tinner" if she only had some of that stuff that tinner use on tin to make the solder stick; so you graciously give her a small vial of raw acid and she goes her way rejoicing,

but soon concludes that she had better let the tinner do this particular job.

Perhaps you have never met but you have heard of the woman that gets her washing all ready on Monday morning and finds her wash boiler leaking too badly to be of use, so Johnnie is hurried to the tinsmith to have it fixed right away for mamma has her wash all ready and can not wait, although the boiler has been leaking for a month. The tinner has just laid out to solder a dozen new articles that he has taken particular pains with to keep free from finger marks, has cleaned and trimmed his coppers nicely and expects to finish them up so neatly that they will be a credit to his skill, when in comes that old boiler; they have been using borax or some washing compound that contains borax, and all tinner know what soldering a job of that kind means, but he must suppress all feelings on the subject and repair the boiler because mamma forgot to send it down on Friday, his regular day for repairs.

Some of you perhaps have met the young girl that is always breaking a breastpin or belt buckle or some small article of jewelry, although she does not turn up so often unless by chance you happen to have a fairly good looking young tinner. Then there is the too fresh young traveling salesman that sells all the goods that are sold in his territory. He sold seventeen barrels up at Cross Roads Station to Mr. So-and-So and turns over the pages of his order book glibly telling the number of barrels, cases and dozens he has sold and you begin to stare in astonishment and feel sorry for poor "Old Faithful," who has traveled the territory so long for a competing house, and you can not see what he is thinking of to let this young sprout skin him so completely. "Old Faithful" will surely have to hunt another job next year, but the next year comes and "Old Faithful" is still on his beat as usual, while the young fellow has either gone to another territory or stopped talking about his sales. And so I could call to your mind many of the undesirable people that you have met. The genteel deadbeat that always wears good clothes, is of fine appearance, uses correct and graceful language, is a good fellow in many ways, but was never known to pay a debt. The fellow that is always borrowing tools and never brings them back until asked to do so. The fellow that has owed you an account for some time and always duns himself before you have a chance.

But the undesirable ones are a small minority of those with whom you have to deal. The greater class are of the other sort. This greater class can also be grouped by some distinctive trait of character or habit not so noticeable as others because we are not aggravated by them, but they are there if we stop to notice them. There is the steady customer that you have sold goods to for years, not the heaviest buyer that you have on your books nor the one from whom you derive the largest profit, but he has been steady and his only question has been, "Is that as low as you can afford to sell the article?" With the assurance that it is the sale is made. He is not the richest man in the neighborhood, but is fairly well fixed and has three friends to the rich neighbor's one. He is the man to whom the neighbors all go in time of sickness or trouble, the children all know him and just the other day I saw him with his sleigh covered with them three deep. Haven't you met him? Are there not a

# 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



half a dozen other customers on your books whose accounts are twice the size of his that you would rather lose than his good will? Gush, mere sentiment, some one says, and has no place in business. Business has for its sole purpose the accumulation of wealth and the customer with the largest account is the one to be first considered and all sentiment should be left to others, but, my friend, if you are never touched by these finer sentiments that go to make up the threads of life, others may put in the undesirable class for in a country store the patrons are more or less influenced by the personality of the owner.

I was interested a short time ago in a series of articles in a Philadelphia paper on the elements of a successful business man and one of the merchant princes of Chicago advanced the opinion that religion and moral ethics have no place in the modern business world, but I pity the nation whose business men are all of that standard.

There is another character that you often meet, in a class all by himself, different from any one else with whom you have to do. I mean the old steady reliable traveling salesman, not the fellow that "spies" so cheerily one year for the biggest show on earth and the next bobs up serenely for some one else, then the third changes both house and territory, but the man that has visited regularly for, lo, these many years. Every thirty or sixty days he has come into your store with a smile on his face and ready to crack some new joke, or tell some anecdote of wit or wisdom just as if sorrow and care were an unknown quantity in his world and he had lost the formula for finding it. You never saw a shade on his face. He is well posted in his line of goods or he could not have held his job so long and many times you have profited by his advice. He has stood between you and the house in times of drought and threatened disaster. The favors and small services he has done you have been times without number. Sometimes in the quiet of the evening waiting a delayed train after the orders have been all picked up he may unburden himself to you and you find that the cares and sorrows of life are as common to his kind as to any others, but he has schooled himself to conceal his feelings from the outside world. Perchance it may be an invalid wife or wayward son and you realize that many a bright sally of wit has been made with the vision of a suffering loved one before him and the heart sore within. But wherever he may be or whatever his name, here's to him and may he never be less.

There is one other that some of you have met that has but of recent years come on the field of action and that is the President-Secretary-Directors—all-the-way-down-the-line-to-the-office-boy-and-janitor—hardware company, and you have to provide a journal with an extra wide item column to accommodate their very extended title, but some of the long named houses have wakened to the fact that the average hardware man dislikes writing any more than absolutely necessary and are furnishing their customers with a rubber stamp.

Elliott Sanborn.

In writing advertisements it is well to remember that man has a large element of selfishness in his makeup. That appeal is strongest which persuades the reader that it is addressed to him and that it will be to his personal benefit to follow its counsel.

**Told in a Plain Way.**

Do we spend too much thought and time in making money and too little on making men? This is one of the warnings given young men in a recent speech made by Senator Hoar, of Massachusetts, in Chicago. This country's rapid rise to commercial fame and the ambition of every man to become rich causes one of the statesmen of the old school to warn the rising generation that there is something in the world besides wealth of purse, and that is wealth of character.

It has been said that every large family will have its black sheep, every great man his faults, and every nation has an element of people with whom money is the whole aim and object in life; who believe that money although the root of all evil will actually buy virtue.

The man who goes into business to make money honestly and legitimately is one of the best recommendations for a long career which this nation has. The retail merchant who by fair trade is making two blades of grass grow where one grew before is following one of the best precepts of the Bible and teaching the young men of this community lessons in industry and frugality. For every successful merchant must sacrifice something to the needs of his business. He must give it his time while other men less attentive and less industrious are off fishing. His wife may be forced to go without that new home for several years in order that the invoices can be paid when due or discounted.

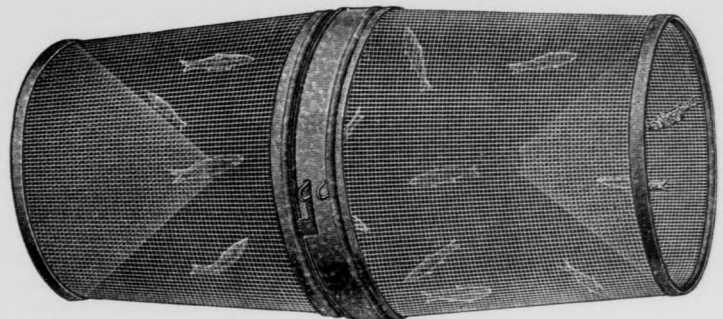
The man who seeks money on this plan is one of the strong supports of his country. It is the get-rich-quick fellows who need watching and against whose increase the nation must guard. The element which gamble in wheat, in stocks, in the investment enterprises of questionable concerns, are not good citizens. They may be respected in the community because of their wealth. But the spirit which brought them their money will prompt them to put money-getting ahead of every other motive or principle which actuates the good citizen. There is no better lesson to teach the rising generation than that there are some things money will not buy and these are really the choicest gifts which can be bestowed on man.

Character is a ruling force among the American people and their government. There may be times when it apparently lapses into inactivity and when the baser elements appear to be in control. But that is only the surface disturbance. The deep undercurrent is still at work and steadily forces obedience to its commands. A great monopoly may have more friends among the members of the United States Senate without regard to party than the common citizen. But in time the voice of millions of the common citizens is heard and obeyed. As long as right and reason rule among the mass of the people, this republic is not in danger from the fever of money-getting.—Eli in Commercial Bulletin.

The present age is one that is exacting. Business men and those not in trade are becoming more critical year by year. Misspelled words, as well as faulty grammar in letters and printed matter, are noted and commented upon to the hurt of those who send them out. It pays to employ stenographers and advertisement writers whose knowledge of English is sufficient to enable them to avoid palpable errors in spelling and syntax.

Large type and large space attract attention. Attracting attention, however, is not equivalent to selling goods.

# **"Sure Catch" Minnow Trap**



Length, 19½ inches. Diameter, 9½ inches.

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

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

**MILES HARDWARE CO.**

113-115 MONROE ST.

GRAND RAPIDS, MICH.



## **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

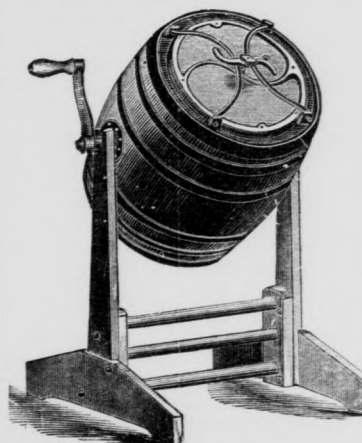
Mixed Paint, White Lead, Shingle Stains, Wood Fillers

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

## NATURE'S LAW.

## The Everlasting Struggle For Existence and Supremacy.

There is a verse in Tennyson's "In Memoriam" which represents nature as "red in tooth and claw with ravin," and as shrieking against the belief in the goodness of the Power that governs the universe. There are a good many people who are troubled not only with the great real problem of pain, but disturbed in their faith in the general goodness of things whenever they ponder upon that they call the cruelty of nature. This is, of course, only a part of the great problem of evil, but it is an important part, and it seems worth while to make a few statements about it.

No one of us wants to be deceived or to be the means of deceiving any one else. If this is a bad world, and if nature is full of unhappy, suffering animals, to say nothing, at present, of human beings—if it is unreasonable to believe in a Good Power ruling the universe, a "Power, not ourselves, that makes for righteousness," as Matthew Arnold puts it—why, then, we wish to face the facts. But if we are to deal with a matter like this we must first be sure of our facts.

The actual amount of suffering in the world is probably, in the minds of most people, greatly exaggerated. There is no use in making a statement that might serve to harden any man's heart or make him any less tender toward the sufferings of the world, but we do believe there are good reasons for holding that there is not anything like the quantity of suffering in this world that sensitive people have come to think there is. One of the most marked characteristics of modern times is the tremendous development of human sympathy. Nothing like it was ever known before. This is a great and good thing; no one would have it less if he could; only we must be careful not to waste our sympathy on imaginary evils.

The animal world, in spite of the stories of pursuit and slaying and blood that we imagine, is almost entirely a scene of limitless joy and delight in being. It is a question of considerable interest to farmers as well as to scientists whether mother nature is, after all, cruel in her arrangement. We are often told that the whole world is a charnel house and that it is a question of strength and fleetness as to which animal shall devour the other, and that finally man comes in with skill to make more killing weapons and becomes the most cruel of all living things. Sir Samuel Baker declared that nature was "a system of terrorism from the beginning to the end;" and John Stuart Mill said that one of the things most evidently designed in nature is that a large proportion of all animals should all pass their existence in tormenting and devouring other animals.

Now, it seems pretty clear that terror in human beings is due almost entirely to the imagination. It is because we have this faculty of picturing to ourselves the terrible things that may happen to us, seeing more or less vividly what we conceive to be the consequences of certain conditions—it is because of this faculty of imagination that we suffer terror. A large proportion of the fear, the misery, the pain in nature is dependent upon imagination. This imagination being largely absent from the lower animals greatly reduces the fear and the terror that are so strongly pictured by Baker and Mill. Take any wild animal you choose. He has no

fear of death, no anticipation of death. He is free from the imaginary horrors that have haunted the human mind so long as to what may happen at death and beyond. All this is swept away at one stroke. Alfred Russell Wallace, the rival of Darwin as an investigator, goes so far as to maintain that "the constant effort to escape enemies, the ever-recurring struggle against the forces of nature, are the means by which much of the beauty and harmony and even enjoyment of nature is produced." At least in this way have been developed some of the most superb qualities of animal life, such as the fleetness of the horse and the deer, and the muscular beauty accompanying that development. Sir Francis Galton also maintains that the struggle for existence is "by no means to be counted as involving mainly misery and pain." J. C. Hirst, of Liverpool, in a book discussing this question, concludes that the amount of suffering caused by the struggle for existence among animals is "altogether insignificant," and that, in a world in which death is necessary, death by the assaults of carnivorous animals is much less painful than any other methods by which life may be extinguished. Many creatures are capable of instantly numbing their victims. Dr. Livingstone, the African explorer, tells us that when a lion knocked him down and severely shook him he was deprived not only of pain but of terror.

Almost all scientific men agree that in the lower life of the world there is not the nervous susceptibility to pain that there is on the part of its highly and sensitively developed men and women. We have no right to project into the sphere of animal life our own nervous capacity, our sympathy, our feelings. We have no right to suppose that they suffer everything we should suffer were we in their place. This discussion does not encourage the careless or cruel treatment of our domestic animals, of which there is far too much, but goes to show that the relation of man and animal may be one entirely free from the charge of cruelty.

Suppose animals were left to die of old age, or to starve; it would be infinitely more painful than the present way of dying. There is proof beyond rational question that sudden death by violence, either for men or animals, comes as near being painless as any possible way by which life can be terminated. Mr. Whympers, the famous mountain climber, somewhere relates his experience on falling over a great precipice of the Matterhorn. He felt certain as he went over the edge of the dreadful chasm that he would be dashed to pieces thousands of feet below. By almost a miracle he was finally saved after a terrible fall; but he tells us that as he fell there was no sense of fear, no pain, only a sort of curiosity as to how the matter would end. All the testimony we can get in regard to matters like these assures us that the fright and suffering are on the part of the spectators who read imaginary accounts of them in books, and that the actual participants suffer little or nothing. So it is probable that the amount of suffering on the part of the lower lives beneath us is immensely exaggerated by those who wish to bring an indictment against the goodness of the world.

We are apt to fancy that the lower races of humanity must be very unhappy, with the constant struggle for existence, with none of the comforts of civilization, without what seem to us

adequate food or clothing or houses to live in. It would undoubtedly be a horrible thing for us to be compelled to live as do the savages and the wild men. But their method of life is not horrible to them—they are having a very good time, indeed. They have not been put down, they have come up to their present level. Their lives are full of all the kinds of satisfaction that they are capable of appreciating.

Nature is an eternal progress. The evolution hypothesis teaches that there has been a divine uplook from the very outset. Life from the beginning has been moral and co-operative. The struggle for life in the vegetable world is the elbowing of the trees for light and sunshine, to create beauty and utility. The struggle of the animal world is rarely to destroy, but to preserve and to advance life. Destructive insects are, in the main, scavengers, turning vegetable decay into animal life. Purely destructive creatures are few in number and are clearly cases of degeneration. "The robin destroys worms for young robins. We do not consider her malevolent. The end and aim of the struggle all along the line of evolution is not more

## A Business House Should be Business Like

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

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death but higher life. The product at last is man. Without the struggle for existence no such creature as man could ever have existed. Jelly-fish once in existence, it must have been jelly-fish forever." Man is the most profound illustration and noblest product of the ethical aim of nature, but, like all other creatures in the line of evolution, he must die that he, too, may move forward and upward. Frank Stowell.

**The Business World Growing Better.**

"Honesty is the best policy" has long been held to be a good business maxim, although latterly it is not considered to exemplify the best moral precept. The Sunday school teacher who, in these days, weekly exhorts the young idea to travel in the straight and narrow path, tells him that he should do right for right's sake, not because it turns out to be profitable in the long run. However, the quotation with which the paragraph begins is one that modern business houses are beginning to find out is the best that can be nailed up over the door.

A Western minister, thinking to find out the popular view of the question, recently sent out in the form of a circular letter to the business men of his town the following queries:

1. Is it possible in these days to attain large business success and maintain a high standard of personal integrity?

2. Is the "Golden Rule" practicable in business?

3. Is it observed by business houses? Thirty replies were received and all but two answered the three questions in the affirmative. One of the two exceptions was anonymous and equivocal, and the other has been characterized as "doubting and despairing."

That the business world is growing better and more inclined to look at business questions from a strictly moral point is exemplified in the records of every day experience. Nearly all business houses have occasional disputes with their customers, but we believe it could be proved that a greater percentage now agree to a compromise than was the case even five years ago. It is now the rule rather than the exception for a house to write back in response to a complaint, "We leave the matter entirely to your judgment; whatever settlement you think ought to be made will be agreeable to us."

The millennium has not, of course, arrived. Secret commissions to buyers are still common, although probably not so common as was the case a few years ago. The one-price-to-all system seems also to be gaining ground.

**About Windows.**

Make it a point in dressing windows to have some one thing that is distinctive—something that stands out like a "sore thumb."

The thing that spoils most window displays is that they lack point.

Have some one thing in your window so that when people look at it they'll carry away at least one distinct impression.

You can look into most windows and try to think ten minutes later of what you saw and you can not remember one solitary item.

We can not tell you how to do it—you probably know how; most likely do it now.

The man who can't work up any enthusiasm will kindly take a back seat. He is not an important factor in the work of the world.

**SENSIBLE SUGGESTIONS**

Furnished the Employees of Marshall Field & Co.

Cultivate common sense and diplomacy, and let them show in every detail of every transaction.

Learn the great value of courtesy, not merely to customers, but to fellow employees as well.

All fixtures and property of the house should be treated with the greatest care; the first scratch paves the way for carelessness.

Each day should find us doing better and better than previously.

Acquire the habit of promptness in every matter, large or small, which is left to your care.

Know the value of a good personal appearance; do not think that any detail of your attire will escape notice.

Learn to ask such questions as will draw out the most profitable information.

Spend wisely your spare time; count every hour golden, every moment an opportunity; don't waste a minute at any time.

Avoid being influenced for the wrong by other persons; have a purpose of your own; weigh counsel, but act from your own best thought.

Cultivate a good, clear, legible handwriting; many people judge quickly on this point; a good hand is always appreciated.

However attached to your business, do not allow the commercial sense to deaden, but rather to quicken, the moral, artistic, and all wholesome sentiments.

The great majority of errors are made through carelessness; learn to care; be exact; strive to have it absolutely right—making a mistake in business is like falling down in a foot race: it is a setback.

In giving orders, give reasons, thus teaching subordinates to think for themselves.

Think to be interested in your work; learn to love it and you will have the most pleasant of business relations.

Cultivate a happy expression and a happy manner; feel it; mean it; the advantage is wonderful in every way.

Learn to show a thorough interest in a customer or any person approaching you; try to look at the matter from his standpoint as well as your own.

Make memoranda of little points while you think of them; run over the

various sub-divisions of your work to recall any points you may have forgotten.

Let every effort be towards the idea of permanence; do things to last; make the casual customer a permanent one through satisfaction.

Salesmanship may be made a profession and receive the same degree of respect accorded to an artist of any class.

Be emphatically unwilling to ask or receive favors from any person who expects a return in business favors.

Make friends of visitors to the store, and do not hesitate to politely call them by name if you know it.

The ability of producing an exquisite combination of colors is a characteristic of high refinement.

Do not allow yourself to become so accustomed to things which are not just right that you finally see no wrong in them.

Strive to understand the ideals and standards of the store on every point and work towards them.

Be loyal to every interest of your employers; treat as a trust every bit of inside information which you are made familiar with.

Keep your eyes open for improvements, criticisms and suggestions which will help any part of this business.

Pay strict attention to whatever you have in hand, and let that for the time have your whole thought.

Learn to leave no misunderstanding

unsettled to the entire satisfaction of the other party.

Cultivate cleanliness in every spot and corner of the house; see that your own section is perfectly clean.

Know how to write a good business letter, and be sure you are thoroughly understood by the recipient.

Be sensibly economical in large and small matters; save paper, save lights, etc., etc., and treat each privilege as a trust.

Try continually to set a good example for those around you, whether above you or below you in position; example is the greatest of teachers.

Learn to utilize the knowledge of others, and know every man for the best there is in him.

Be careful in all your conversation, cultivating prudence, caution, modesty, and, as well, good English.

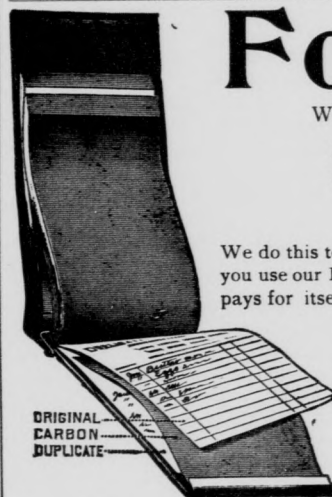
Know how to listen well; take in all the points you are told, and catch the spirit as well as the letter of the request.

Learn to close an interview diplomatically, and save your time and that of other people as well.

Avoid too much cross examination of customers when goods are returned; this causes needless irritation.

When a commission is placed in your hands to fill, see that you put into it your best judgment and thought.

Learn the great extent to which the Golden Rule may be applied in business matters with the utmost satisfaction to all.



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

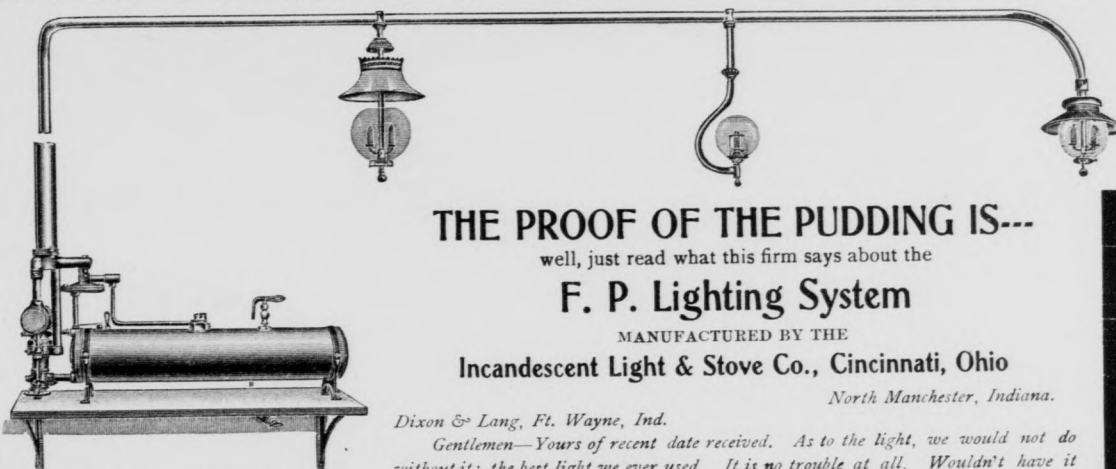
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Are you using Electric lights in your store? If you are, we can put in a plant that will save you enough money in a year to pay for itself, and after the first year it will pay you 100 per cent. on your investment. Are you using coal oil lamps? If 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.

## BILL HELLER'S CLERK.

How He Acquired the Store at Slab Siding.

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

After young Johnson had safely passed the batteries of the Hennings' enquiring gaze he increased his pace to a very respectable 'cross country stride. Half a mile farther he turned down a cross-road that took him squarely to the right and when, farther on, he came to another highway that ran parallel with the first, he again turned to the right and the curious observer of his movements would perhaps have been puzzled to know, if indeed the young man were headed for any objective point, why he had taken such a round-about course to get there.

But Harm congratulated himself that he had just consummated a piece of strategy the like of which had never before been brought to a successful conclusion. By walking three miles he had brought himself to a point at least a mile nearer Lena's home than he was when he started, and he had done it, as he fondly believed, without any one suspecting his designs.

Now it is not to be inferred from this that he was in the least ashamed of the fact that he was going to see the very nicest girl that he had ever known, but it was rather a point of honor with him to make these little visits without attracting the attention of the neighborhood gossips. He was sensitive and he was country bred, and the sharp tongues and ruthless quips of his associates were often more than he could abide. He could not bear to hear Lena spoken of as a Dutch girl, and it made him fighting mad to have the big loafers of the village come into the store and ask for "b'lonny sassage" and pretzels and the like, and then when he could not furnish the goods to have them grin knowingly and tell him he'd have to get on a big stock of such things as soon as he went to keeping house.

These and kindred alleged pleasantries of a baser sort, many of which, from being silently borne, rankled all the more deeply in his sensitive breast, had opened his eyes to the fact that it was best to carry on his lovmaking as unostentatiously as possible.

He was swinging along the well shaded road at a brisk pace, looking forward to his call at the little farm house with anticipations of a cheerful nature, when the concussion of an object falling on the ground not far away attracted his attention. He stopped and looked wonderingly in the direction indicated, but without being able to tell exactly what had happened. It was an usual occurrence—just one soft thud—then Harm listened intently for a moment, and finally, attributing the circumstance to a falling limb, although he knew in his mind that it could hardly have been that, he started on. Presently a similar sound assailed his ear from the other side of the road, and then before he had time to wink twice a small white object struck the trunk of a maple tree just ahead of him and exploded with a slight report, filling the air in his vicinity with sulphureted hydrogen.

A man with even less experience in the grocery business than Harm Johnson could have sized up the situation; but few there are who would have acted so quickly and so unerringly as did our friend. Just ahead the road curved sharply to the left, and around this bend Harm darted like an arrow, his precipitation barely saving him from coming

into contact with more of the flying missiles. Safely out of sight of any pursuing foe, he plunged into the thick brush by the roadside, and settled quickly into his leafy ambush.

"Now I'll find out who throwed them eggs," he remarked, under his breath.

Tug and Hod, nothing doubting that their victim had made the best possible use of his legs, came tearing around the corner, anxious to get another shot before he was too far away.

Just in front of Harm's hiding place they stopped in surprise. Before them stretched a long, level reach of country road, but upon it there was no moving object. The quarry had escaped.

"Wall!" exclaimed Hod, "I didn't s'pose any live man could run like that. He must of made a mile a minute to git out o' sight that quick."

"You bet he did," assented Tug, "unless—" he hesitated, "unless he's hidin' around somers."

Just then, with the most horrible yell at his command, Harm leaped out of the bushes and seized Tug by the neck. He would have caught Hod, too, but the boy was too quick and with a screech of fright had bounded off. Three rods away his foot caught on a fallen limb and he pitched violently forward on the ground.

Harm, without preface or comment, began to shake Tug with generous vehemence. After a while, when there was a pause for breath, it was discovered that Hod was standing near, weeping dolorously.

"Waitin' fer yer dose, too?" said Harm enquiringly.

"Run! why don't ye?" shouted Tug. "I can't," whined Hod, and then broke into a louder wail than before.

"What's the matter?" asked Harm curiously. "Haint' broke yer leg, have ye?"

"N—o; but I b-b-roke m' eggs," blubbered the boy.

"Oh, my!" screamed Tug, with a boy's quick appreciation of a joke, and then, regardless of his recent shaming, he rolled around on the ground shouting with laughter. But this inopportune mirth turned Hod's grief into anger, and forgetting all else in his rage, and shedding egg from every pore, he precipitated himself upon Tug, bent upon hammering that youth into a state of becoming humility and repentance.

For a moment there was a mix-up that gave promise of being quite serious, but Harm roughly separated the combatants.

"Don't ye know better'n to fight on the Sabbath day? Hain't ye had no Christian bringin' up? It's bad enough to be runnin' wild all over the way ye do without chawin' one another down like a couple o' hyenies. I did cal'late to gin ye both a good trouncin' fer tryin' to spile m' clo'es, but now I come to look at your'n, I guess I might as well leave it fer yer dad. Yer both pretty blamed nasty fer me to handle anyway," he added, smiling grimly. "After yer pa gits through with ye, I reckon I'll make a complaint ag'in ye, and we'll see who'll git the most fun outen this in the long run."

Tug wriggled about uneasily, and Hod broke into a low, sniveling moan.

"We didn't mean nothin'—we didn't go to do it," protested Tug.

"I didn't do it anyhow," whined Hod. "'Twas him!"

"'Twa'n't nuther, 'twas him more'n it was me," asserted the older boy.

"I guess the wa'n't much difference," remarked Harm, "but I'm goin'

to warp it to both of ye on general principles. I hain't none too many clo'es anyway, an' I don't cal'late to have m' best suit salivated every time I take a notion to put it on."

"Say!" said Tug, as a sudden inspiration came over him. "Leave us go this time an' we won't never bother ye ag'in, an' we'll carry in all the wood down to the store all winter. Will ye?" "I'll gin ye me five cents, too," added Hod with a sigh.

Harm was not averse to making a bargain if it were only of the right kind, so he said somewhat guardedly: "Yes, that'd be pretty slick, an' then next time there's a lot of the fellers in the store, ye'll tell 'em how ye come it on me. No, I don't bite on no sucker bait if I be a fash."

"Oh, no, we wouldn't—honest Injun, we wouldn't—hope to die 'n' cross m' heart 'n' strike me dead!" chorused the culprits.

"Cus if I w-o-u-l-d take a notion to let ye off fer the time bein'—fer the time bein', mind ye—it'd only be on the understandin' that the case ag'in ye is held open, an' would be pushed to the full extent of the law fust time the' was a peep from either on ye."

"Oh, ye kin sock it to us all ye like if we ever say a word," assented both Henningses in a breath.

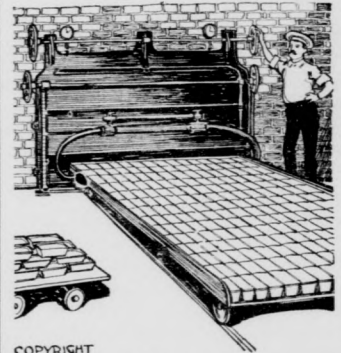
"An' ye don't want to make no mistakes about fetchin' that air wood, nuther. The old heater eats up dry maple like all git out, an' the' won't nctbin' short of a reg'lar jam pile every mornin' fill the contract. Ye wanten understand that! A reg'lar jam pile o' wood bright an' early every mornin'."

Twenty minutes later two naked youths might have been seen standing knee-deep in the little trout brook that ran through one corner of the "big woods." They were trying to remove every trace of egg from their scanty wardrobes, but their efforts did not seem to meet with very marked success.

Geo. L. Thurston.

[To be continued.]

## Everybody Enjoys Eating Mother's Bread



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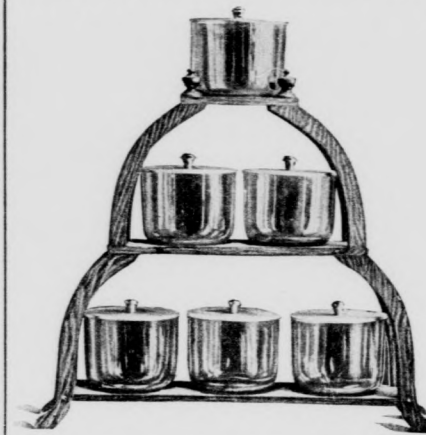
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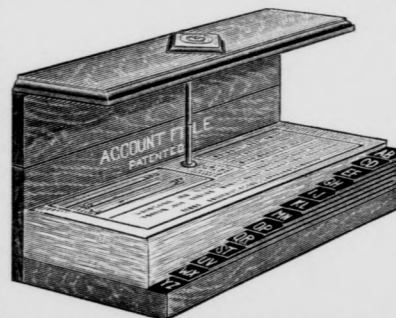
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**Discourteous Treatment of Traveling Salesmen.**  
Written for the Tradesman.

After several years' experience as a salesman I am convinced that the work of salesmen would be much more pleasant and their services more valuable to both their employers and the buyers if many merchants had a more correct conception of the true relation between the seller and the buyer. This conviction is especially emphasized when a man is making new territory and calling upon new trade, for we all meet plenty of merchants who, when first accosted, deny that the buyer is in town and profess total ignorance as to when he will be at his place of business. They excuse themselves for this course by reasoning that they do not care to be bothered; but the experienced salesman readily detects the attempt at deception and the merchant often loses the opportunity to secure some valuable additions to his bargains, which his competitor may gladly take. If his neighbor has a good thing in his stock he did not get it by claiming to be out of town when it was offered him, for it is just as much a necessary part of the merchan-

tile business to purchase goods as it is to sell them after they have been purchased.

Then there are merchants of a certain cast of mind who, as soon as a salesman enters the store, at once become exceedingly busy with matters for which they had an abundance of time only a few moments before. Disregarding the fact that the salesman is there in the interest of both the seller and the buyer they leave him in total ignorance as to whether they are in the market for his goods, until his ambitious spell wears off, which may last half an hour, and it may last much longer. It would be just as easy, at the beginning, to state that no goods are wanted, thus leaving the salesman free to call upon other trade, or name an hour when there would be liberty to examine samples and discuss trade topics, thus enabling the salesman to visit other dealers during the interim. This practice of silent ignoring is very common, even among dealers who are models of courtesy and good fellowship when away from their places of business, and is a source of much annoyance to those whose time is

fully taken up and energies greatly taxed to do the work assigned them.

But, fortunately, the buying class is not entirely composed of the sorts mentioned, for there is still a class who always send us on our way inspired, renewed and cheered whenever we call upon them, whether we sell or not. And these are usually successful merchants, who appreciate the relative relation between buyer and seller and realize that the salesman is as valuable to them as he is to his employers.

Of course, no merchant can always see the good things each salesman offers, but the up-to-date merchant is wise enough and courteous enough to investigate what the trade is offering, and when he is in the market he is posted as to trade conditions and has a pretty good idea as to what they are likely to be in the immediate future. Such merchants buy to the best advantage. Are you one of this sort? C. A. Bigelow.

Corunna, Mich.

The fellow who attempts to grasp the horns of opportunity must be strong and agile; otherwise he's likely to be tossed over the fence.

**Left Side of the Face.**

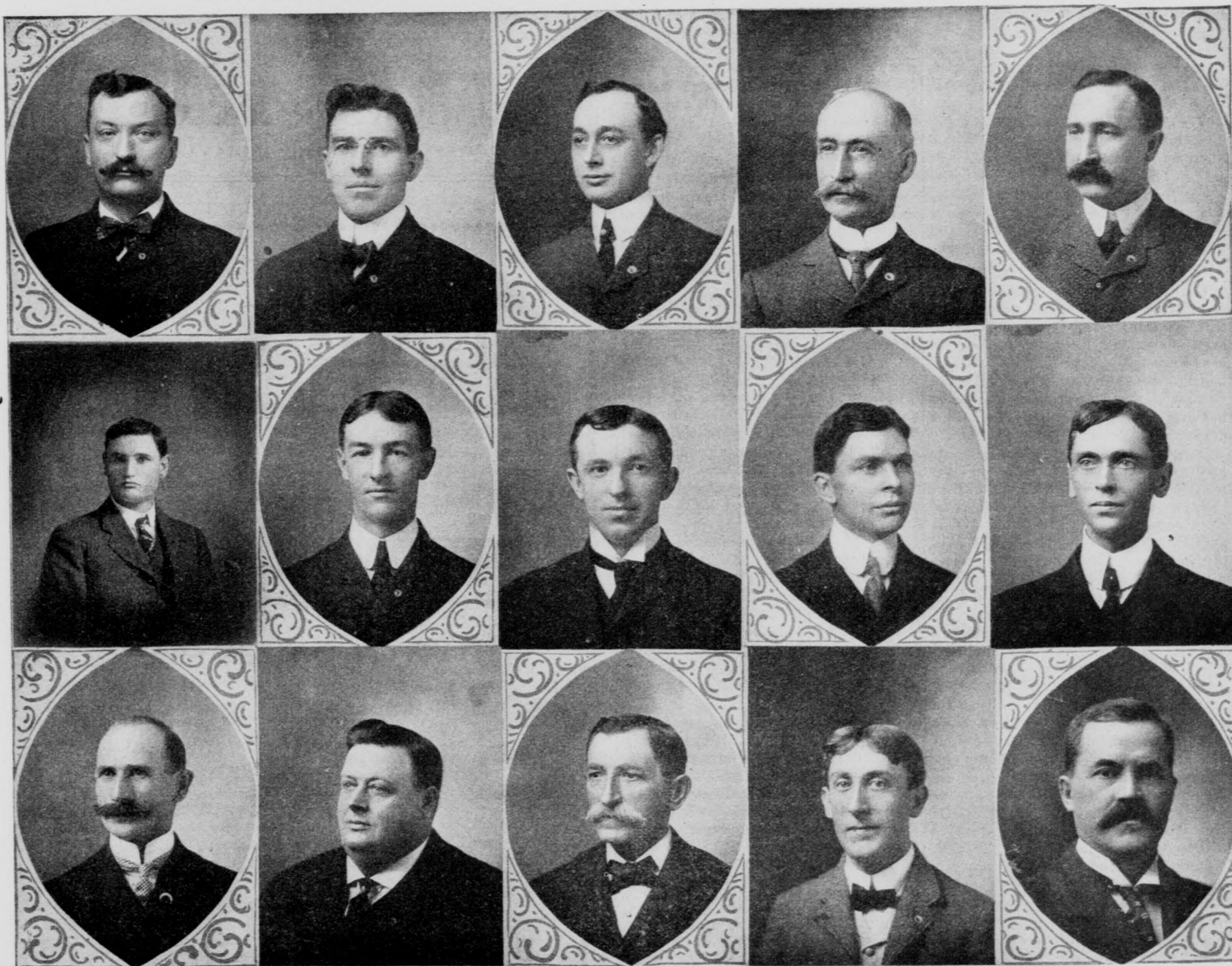
A photographer was asked the other day if there is any special reason why most photographers show the left side of the face and not the right.

"Yes, there is a reason," he answered. "In a majority of cases the left side is the good looking side, and photographers know this and take advantage of it. On the other hand, if you want to get at the real strength and character of a person's face—man or woman—study the right side of it. There you will find the lines bold and harsh, comparatively so, at any rate, with every defect accentuated. On the left side, however, everything is softened down and the face is at its best."

"Whenever you suspect a man of trickery or deceit—or a woman either, for that matter—stand on his right and closely watch his expression. There never was an actor skillful enough to cover up the marks of his real personality, as nature has stamped them on the right side of his face."

The Cynical Bachelor observes that no man is old enough to marry until he is old enough to know better.

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



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### The Way to Treat Customers to Make Them Return.

Written for the Tradesman.

A customer enters the store and asks for a pair of shoe strings. The clerk waits on him politely and promptly. The customer pays for them and the clerk, instead of turning the customer away with an ugly look on his face at the small purchase, begins a little conversation with him. There happening to be no other customers in the store, they talk on different subjects, the clerk getting the customer to feel friendly towards him and making him feel at home in the store. The customer, thinking it about time to go, pulls out his watch to see what time it is. The clerk, seeing that the customer is thinking of leaving and that he has got on the right side of him, calls him by first name. "John, don't be in a hurry," he says. "Look around some. We just got in an elegant line of stylish Fedoras and stiff hats yesterday. Come back here, John, and look them over and try one on." The customer looks them over carefully and admires them very much and says, "That's a fine line of hats you have, they're really beauties. What's the price of this Fedora?" The clerk looks at the box and finds that \$2.50 is the price of the hat. "It's really a \$3 hat," the clerk says, "but we marked them down to \$2.50." "Have you a 7% in this hat?" asks the customer. "Sure we have!" exclaims the clerk, full of pleasure at expecting to be the first one of the store to sell one of these new hats. Looking over the different hats he finds the one wanted—7%. The customer examines the hat a moment, remarking, "It's a fine one, isn't it?" The clerk replies animatedly, "You bet it's a beauty!" "Well, wrap this hat up for me and I'll take it along," the clerk wraps it up and hands the package to the customer, who pays over the \$2.50.

The clerk feels pretty good over the unexpected sale. "John," he says, "is there anything else I can show you—our stock is complete?" "I'm coming in next week and get me a Sunday pair of pants," says John. The clerk, not wanting to take chances on his coming next week, takes him over to the trousers department. "John," he says, "here's an elegant pair of pants—what size do you wear?" "I wear 34 34." The pair of trousers they were looking at happens to be John's size. "John," the clerk says, "I will give you a bargain." "Well, let's hear you," says the customer. "You take these for \$3.75," says the clerk. "Wrap 'em up in a hurry," says John, the good customer. They really are \$5 trousers, but the clerk is working for the employer's interest. As he has only one more pair left like these trousers he decides to make a reduction in price. Instead of keeping the same old price on two odd pairs of trousers, by cutting them down to \$3.75 he perhaps will get rid of one pair of them, whereas if he asks \$5 for them he stands the chance of losing the sale and will still have the two pairs of odd trousers on the shelf. Now he has only one pair of them left, which he will no doubt sell for \$3.75 to the next customer who fancies them. At any rate the clerk wraps the trousers up and John pays him the \$3.75. John thinks he has a bargain and he is right. The clerk says, after he receives his money, "John, let's go and have a little smoke." The clerk goes out with John and buys the cigars and they have a nice little smoke, when John says, "I

guess I will have to go now sure." "Well," says the clerk, "come in again, John." "Yes," says John, "I will be in again in a few days and see you."

Now all this shows that the clerk has not only made a pleasant acquaintance but a steady customer as well. If he had had a frown on his face when the customer asked for a pair of shoe strings the latter would not have cared to stay and converse with him. It certainly pays every proprietor and every clerk to have a pleasant smile every time a customer enters. Although it may be but a small child, if you treat him politely he will remember it and come again. Merchants should read this carefully; it may furnish them a hint. Remember that one good way to win success in business is by being and acting like a gentleman whenever a customer enters your store.

Meyer M. Cohen.

### The First Need of a Modern Retail Store.

It is our firm belief that the retail store whose master means to get out of his business all there is in it can as well do without advertising or the show window as without a bargain department.

The store that has no bargain department lacks a feature that will, when rightly handled, make business in dull seasons improve business at good seasons; and serve at all times as a machine for grinding odds and ends into cash. It has ceased to be a question whether a bargain department does or does not pay. There is scarcely a well-known big city store in the country—from Wanamaker, Siegel, Cooper & Co., Marshall Field & Co. down—that does not to-day run a bargain basement and countless bargain counters.

In simplest terms a bargain department is some one place in a retail store where practical, low-priced, popular goods are brought together, and priced so they will impress the public as exceptional values.

The purpose is two-fold: First, to draw people into the store and make buyers out of shoppers. Second, to serve as a regular means of working off odds and ends.

Call the feature what you will—bargain table, 5 and 10c counter or bargain basement—the principle is the same. Metropolitan stores usually conduct bargain basements, in which they place on sale low-priced goods, and which they advertise through the medium of attractively low prices.

Yet the principle is precisely the same as that of the 5 and 10c counter in the country store which contains say but thirty dollars' worth of tinware and glassware.

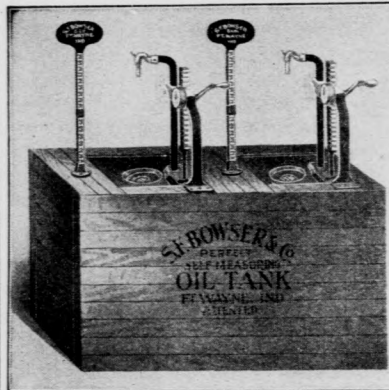
The one thing needful to make a bargain department a success is VALUES—stuff that looks to be and is more for the money than usually given in retail stores.

HOME GOODS fill the need precisely. The hundreds of articles used in every household—items for the kitchen, dining room and chamber—staples in tinware, woodenware, hardware, china, glassware, crockery, etc.—can never lose their grip on public favor.—Butler Brothers' Circular.

When you hire some one to help you give him for his work not necessarily what he asks, but what you believe it is worth. It does not pay to try to get more than your money's worth out of any one.

The woman who marries a man to reform him soon discovers that her leisure moments are few and far between.

## Waste Means Loss of Profits



That's why there's so little profit in handling OIL OR GASOLINE in the old way.

### STOP THE WASTE

caused by evaporation and loss from leaky barrels and dirty "sloppy" measures by installing an improved

### Bowser 3 MEASURE

SELF MEASURING Oil Tank

### IT'S THE NEW WAY.

It pumps a gallon, half gallon or quart directly into the customer's can without use of measure or funnel.

No waste of oil,  
No loss of time or labor,  
No dirty oil-soaked floors.

We shall be glad to explain more fully. Ask for Catalogue "M." It's free.

## S. F. BOWSER & COMPANY

FORT WAYNE, INDIANA.



### "Search"

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

McCollom Manufacturing Co.

Chamber of Commerce, Detroit, Mich.

### WORLD'S BEST

# S.C.W.

### FIVE CENT CIGAR

ALL JOBBERS AND

## G. J. JOHNSON CIGAR CO.

GRAND RAPIDS, MICHIGAN



### Some Important Details in Good Store-keeping.

The impression made upon customers as they enter the store should be a pleasant one. The arrangement of the store is the important thing and a grocery or general store offers a large field for study and improvement in arrangement and decoration. Assemble your attractive goods near the front of the store, the canned goods, bottled goods and package goods, with the bright, catchy labels arranged on the front shelves, and make the best part of the store look the best.

Do not shut off the view of a pretty shelf by piling goods on the show cases.

An improvement can often be made in the looks of a narrow store by moving the counters back a distance from the front, leaving the front of the store clear, back to the shelving. This gives a comfortable, roomy appearance to the store and shows up the shelf goods to their best advantage.

Lay out your stock with an eye to convenience; that is, keep the goods that move out rapidly arranged handy to the wrapping counter; have the coffee and sugar near the scales, and do not go half the length of the store to the coffee mill.

Have a little bunch of sacks near the bananas and oranges. If you take a print of butter from the refrigerator and walk across the store to get a butter plate you are wasting time.

When a customer comes in after a gallon of kerosene and a loaf of bread, measure up the oil last, then you will probably get an opportunity to wash your hands before the next customer wants a pound of vanilla wafers, or a yard of pink ribbon.

Do not give the manufacturers who pack their goods in packages for the trade too many chances to advertise the cleanliness of their goods and the uncleanliness of the clerk's hands.

These fellows are cutting the profit in two for the merchant and doubling it for themselves. To be sure, they are giving the trade clean goods, but they do not always give them the quantity they would get in bulk at the same price.

The quicker, the cleaner and the pleasanter you can wait upon customers the better chance you have of holding their trade and getting more of it.

Look out for bad odors around the store, generally from decayed vegetables, an open or leaking oil tank, or a barrel of sauerkraut or pickles. Keep the store well ventilated and get rid of that old idea of covering the floor with sawdust. This habit is not so common as some years ago, but is still followed by a few stores. Sawdust smells bad, but the great fault is when the women sweep it up with their skirts. What woman can feel at ease and give an order in comfort wading around in the sawdust and trying to keep her dress clean?

There is virtue in a little wet sawdust when sweeping, to keep the dust down, although the broom moistened with kerosene is the more modern way.

Discourage the old cat of that habit of sleeping on the wrapping paper on the counter.

In dressing the window start cut with an object. A window full of miscellaneous goods does not produce as good an effect as one filled with one line or two or three lines related to each other.

A window filled with pancake flour and bottled syrups suggests pancakes to

the observer. One filled with an exclusive line of canned goods reminds you of that brand, but a window decorated with a variety of miscellaneous goods produces no lasting effect on the observer and you have accomplished little. These are a few suggestions mentioned in a general way by an observer.—Commercial Bulletin.

### Why Easter Is a Big Selling Season.

The up-to-date storekeeper begins to prepare for Easter displays right now. Easter falls on April 12. For some time in advance the Easter business will be on in full swing.

A good Easter window display is about as good an advertisement as the dealer can have, no matter how small the town may be in which he is located.

The two great festivals of the civilized world are Easter and Christmas. Easter is beginning to be nearly as important an event in American life as the gift giving festival later in the year.

Easter gift giving is greatly on the increase. The merchant wherever he may be located should remember this. He can cultivate Easter as a gift giving festival in his community by good displays.

Some window decorators, and that includes the clerks in the general stores as well as the specialists in the big department stores, make their displays entirely symbolic of this spring festival. Others believe that a touch of Easter in the window surrounded by a good display of merchandise well ticketed with price marks is more to the point.

For the average Northwestern merchant this department believes the straight merchandise display with a suggestion of the festival is the better.

This is the big chance for the clerk who aspires to sell goods through window decoration in the spring. Spring goods in most any line, especially in dry goods and shoes, can be used in this connection.

In the grocery department some neat specialties can be selected out of which a good window trim can be built.

But here again comes the question of what will attract in the community most. In some towns the windows have been filled with nothing but merchandise displays for years.

The idea of the window display is to make people talk about the store.

If a town has never seen a window display entirely symbolic of Easter, it is well to have such a display. It will attract the attention not only of the children but of the adults and make the women good advertisers for the store.

Some good color schemes should be arranged for such a display, in fact, through the Easter season several displays can be made if the decorator or clerk has the time to do it.

There are some beautiful colors in dress goods and some beautiful styles and patterns in wash goods this spring which can be blended into a harmonious and pleasing effect.

Laces in all their variety are splendid material for the window trim. Ribbons help out wonderfully.—Commercial Bulletin.

### Value of Moral Rating.

Those who have occasion to consult Bradstreet and Dun can not fail to note that two ratings are given firms of given classes, one being the financial and the other the moral standing. One may have money to meet all one's obligations and yet be rated low because of his disregard of his promises to pay. Promptness in meeting one's engage-

ments of all kinds, whether monetary or otherwise, is a sine qua non to high moral standing. This should hold as well in the matter of newspaper circulation and in the wording of advertisements. A time will surely come, for the moral forces of newspapers and advertisers are being exercised to this end, when newspapers will tell the exact truth about their circulation, and advertisers will tell the precise truth about their goods. One who is honest solely because it pays to be honest is a rogue at heart. But if no higher motive will impel some, then, even, it were better for general business that this should be the incentive than that dishonesty should obtain anywhere.

One who establishes a reputation for integrity makes easy the work of the salesman. Customers buy without solicitation and without lengthy explanations. The newspaper which is known to be truthful as to its circulation has but little trouble in coming to terms with the advertising manager. It pays to be honest with one's self and it pays to be honest with others. One should be thus honest solely because it is right and, therefore, his duty to establish for himself a high moral rating. Nevertheless, as a matter of dollars and cents it is profitable to any man, and it is the shortest road to wealth to have a character as well as a reputation for sterling integrity.—National Advertiser.

Misrepresentation is the microbe of failure in advertising.

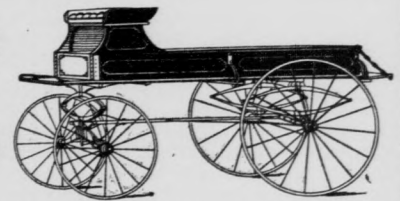
## Our Salesmen

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.

**ICAN SELL YOUR REAL ESTATE**  
or Business, no matter what it is or where located. If you want to sell a farm, timber land, ranch, residence, store building, mill, factory, house or real estate of any kind, send me a description, price, or map, and two stamps for my booklet. If you want to BUY, send for FREE copy of BARRON'S MONTHLY BULLETIN. It is full of bargains.  
**A. M. Barron, South Bend, Ind.**  
**\$150 EVERY MONTH** SELLING THE MOST POPULAR & useful article for daily use in every home (city or country). Factory, bank, business concerns; sells like wildfire; millions will be sold; a necessity that will sell in every territory year and over again; so show it to sell. AGENTS Wanted, men or women. Sample 10 cents; money back if you say so. Write today for territory. **ZENO M. O. SUPPLY CO., SOUTH BEND, IND.**

## Business Wagons



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

**ENOS & BRADFIELD,**

116-118 South Division St.,

Grand Rapids, Mich.

## EAGLE HIGH TEST LYE

Standard of 100% purity. Powdered and Perfumed.



Established 1870

on can wrapper. Write for booklet of valuable information. For spraying trees, vines and shrubs it has no equal.

## 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

## Butter and Eggs

Observations by a Gotham Egg Man.

William Wills, President of Merchants Refrigerating Company, recently came before the Egg Quotation Committee on the New York Mercantile Exchange (of which Committee the Egg Committee forms the majority) and expressed his views in regard to a recent change in the egg rules by which no eggs can be passed as storage packed firsts unless the cases are provided with excelsior packing. It is well known that cork shavings have been largely used as packing for storage eggs and many packers and storers regard cork, when properly used, as the best packing for the purpose. But owing to carelessness in the use of cork it appears that some dealers have had trouble with storage eggs packed with cork, because too little was used and extra breakage resulted, so the Egg Committee recently concluded that excelsior was best and that no other packing would be permitted to pass as firsts.

Mr. Wills objected to the change in the rule. He gave it as his experience as a warehouseman that odors coming from long held eggs in storage were due to the excelsior packing; that packers were very likely to get excelsior made from green wood, and he intimated that while careless or improper use of cork might result in more breakage the damage from poor excelsior was greater.

Mr. Wills was of opinion that the use of cork shavings in packing storage firsts should be permitted as before. The Committee took no further action in the matter at the time.

Several operators in storage eggs have spoken to me about this matter and most of them have considered it wrong to bar from the class of storage packed firsts eggs that are packed with cork shavings. There is no doubt that when cork shavings are properly used they are superior or fully equal to excelsior and it certainly seems a hardship that operators who prefer to use this packing should be debarred from selling their goods as firsts if they meet the requirements of the rule as to quality and breakage.

As there seems to be a decided difference of opinion as to what is the best packing it would seem proper to make the rule broad enough to take in all kinds of packing that may be preferred by some, but to require that the kind of packing be specified so that a buyer may avoid what he does not want. If the Egg Committee believes that a great majority of the trade prefers excelsior packing for storage eggs it might be well enough to require such packing "unless otherwise specified;" and if that qualification were added to the present rule it certainly could do no harm to any, while it would permit those who had goods packed in cork shavings to offer them as such, and buyers who preferred such to bid for them. It must be remembered that the objection to cork shavings is that they are likely to lead to extra breakage (when improperly used); that the rules elsewhere provide against any breakage in storage packed firsts in excess of a certain maximum—18 eggs to the case.

The rule as it stands could undoubtedly be made satisfactory to all if it were made to read "dry sweet excelsior packing under bottoms and over tops, unless otherwise specified."

There is another reason why we think this leeway should be allowed: There is a new flat being made for egg pack-

ing, made of corrugated strawboard of light weight, designed especially to do away with other packing, and it will be generally admitted that if such a device will hold the eggs firmly in place, so as to prevent breakage, the doing away with packing ought to be advantageous in the preservation of the goods. We understand that some packers are preparing to use these corrugated flats this season and some may use them for the bottoms of the cases, using other packing on top to insure solidity. If this packing proves satisfactory it would be unfortunate if holders should be deprived of the privilege of selling as firsts, especially as the rules protect the buyer against undue breakage. Such eggs, and other approved packings, could be sold for what they are under the slight modification of the rule suggested above.

The second-hand egg case nuisance is still a cause of serious complaint. Many shippers are using these inferior cases and receivers are generally compelled to cut prices for them. There is no economy in saving a few cents in the cost of egg cases or packing at the expense of bad appearance and increased breakage.—N. Y. Produce Review.

### Process Butter Has Come to Stay.

We hope those who have the real interest of dairying at heart will take a liberal and comprehensive view of the butter situation so far as it relates to renovated butter, and not be so foolish as to join in the senseless denunciation heard in some quarters of a product that is wholesome and pure, and whose ingredients are wholly the product of the cow. The Maine Dairy Association put itself on record recently as condemning renovated butter. They pronounced it "second to oleomargarine as a counterfeit and fraudulent imitation of genuine fresh butter." There is not a particle of fraud or counterfeit about renovated butter. It is simply all forms of dairy butter reburned with milk, and the impurities and taints removed so far as it is possible to do by the elaborate process which it goes through. Under the present Government restrictions the factories making this butter are regularly inspected, and every print, roll and package is stamped so that the purchaser knows exactly what it is.

Renovated butter is used by thousands who can not afford to pay for butter of higher grades and it is extensively used in logging and mining camps and by bakers for cooking purposes. It is mixed farm butter of every shade and quality, with a college education. This butter was heretofore made up into what was termed larders or low grades, and some of it used to sell as low as 4 and 6 cents per pound. Since processing has been in vogue there is absolutely none of this cheap butter on the market. Packing stock—as it is commercially known—sells for from 10 to 14 cents per pound, and the high price means millions of dollars in the pockets of the dairymen added to what they were able to realize before renovated butter was made. For the creamery men to say that their butter is the only butter that should be sold and all else is counterfeit is utterly wrong and absurd. It is fighting the farmer on the frontier, who has no facilities for having his product worked up into creamery butter. Process butter has come to stay, and opposition to it, or criticism of it, only reflects upon the intelligence and fair-mindedness of the people who denounce it.—Egg Reporter.

# WHOLESALE OYSTERS

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

DETTENTHALER MARKET, Grand Rapids, Mich.

## Butter

I always  
want it.

E. F. Dudley  
Owosso, 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



Perfectly grown, perfectly cleaned, perfectly roasted and packed, consequently a perfect coffee and at a reasonable price.

JUDSON GROCER COMPANY, Grand Rapids



# Story of George Ade's Sandwich.

Every time George Ade—author of the book of "The Sultan of Sulu," among other notable things—thinks of a sandwich he recalls a most thrilling experience that he had at college. Ade attended Purdue University at La Fayette, Indiana, where he earned his first dollar after graduating in 1887. He spent a good part of the summer vacation preceding his senior year in La Fayette. The "good old summertime" in a college town of the size of La Fayette is not always over-running with excitement and novelty. In fact, at times it can be very monotonous, especially to a lively young college fellow.

It was at one of these times that Ade, tiring of sitting around the hotel and parading the hot streets, suggested to two of his "chums," both residents of La Fayette, that they go boating. The others readily agreed and, after "tossing up" to see who should row the boat up the Wabash River to a little spot in the stream known as the "first island," about six miles from the landing and within a mile or two from the historic battlefield of Tippecanoe, the trio started out well supplied with eatables and cooling drinks.

The trip up the river, which was swollen with the floods from the tributary creeks, was very difficult, two sets of hands at the oars being necessary most of the time. The men were very tired when they reached the little island and, after reducing their supply of food and drink very materially, they sought the shadiest and coolest spots and went to sleep. When the first one woke up, the stars were peeping out one minute and hiding behind fast-fleeting clouds the next. Before the return trip was started a heavy rain set in, accompanied by a most vivid display of forked lightning and a constant rattle of heavenly musketry and heavy cannonading.

The river now was rushing with a madness that caused the hearts of the trio to beat with some apprehension. The use of oars was unnecessary, except in keeping the boat away from the treacherous shore. At times the frail little craft collided with great drift logs, once being almost overturned.

When Ade got into the boat at the island he was nibbling one of the few remaining sandwiches. When he realized the danger that was staring him in the face on the wild ride down the stream he forgot all about his sandwich, which he unconsciously kept in his hand.

At last, when the faint lights at the city landing came to their view, the steersman turned the nose of the boat toward the shore. Within a few yards of the landing a bridge crosses the stream. When the turn for shore was made the "man at the wheel" did not take into consideration the massive stone piers of the bridge.

"Give her a jerk! Quick! quick!" shouted Ade, as he beheld straight in the path of the boat one of the big dark piers. The boat was given such a turn that it was almost overturned, but it cleared the pier by a few feet. Drift logs had become congested at the pier and one of them protruded over the water. This was not seen and before the men could realize what had happened, they were clinging to the trembling log, their boat tossing madly on down the river. Their combined weight pulled the log so low that only their heads and vice-like arms were above the water.

All three of them set up shouts for

help and, lucky for them, the bridge-keeper heard their voices and hastened to the rescue. With great difficulty he succeeded in taking them from their perilous position. The students sat for half an hour in the bridgekeeper's little house, each chilled to the marrow and trembling with excitement. Just before they left the house to enter a carriage, the bridgekeeper looked at Ade's hand and began to smile.

"What's the matter?" asked Ade.  
"What's that in your hand?" said the keeper.

It was the sandwich, mashed until it resembled a plaster cast.

## Richest Man in the World.

Alfred Beit, of London, is unquestionably the richest man in the world in his own right—and he has been on this earth less than half a century and less than twenty-five years with any money in his pocket. The late Cecil Rhodes cut so colossal a figure in the affairs of South Africa that he quite overshadowed in public attention his partner in a great enterprise that made both of them immensely wealthy. This obscurer man was Alfred Beit, who was connected with Rhodes in the working of the fabulously rich diamond mines of Kimberley, which have yielded as high as \$10,000,000 a year.

Beit, who has latterly been dangerously ill at Johannesburg with an apoplectic attack, from which, it is believed, he will entirely recover, is thought by many to be the richest man in the world. His wealth is estimated as high as a billion dollars, while even a conservative reckoning makes it at least \$300,000,000. He owns most of the Kimberley diamond field, controls the cutting industry in Hamburg, and is interested in many other enterprises paying large profits. He is the most successful promoter in the Old World. While Rhodes was the forceful and aggressive partner, Beit was always careful and touched no investment that did not bring in good returns.

Although a more quiet and less ostentatious man than Rhodes, he had greater influence in South Africa than the "Colossus." Born in Hamburg forty-eight years ago, Beit first went to Africa at the age of twenty-two. He worked long enough in the diamond field to see his opportunity, and then returned home and got his father to aid him in buying mines. Rhodes, backed by the Rothschilds, contested fiercely with him for a time, but they finally made peace and joined forces.

Beit has a magnificent palace in London, but he is unmarried, and has shown no desire to enter society.

## Good Clothes Do Cut Some Ice.

"Fine clothes do not make a gentleman" is an antiquated proverb. In theory this is true enough, but in everyday life the fine clothes help very materially in the estimate which men place upon the character and standing of those they meet. Appearances count for a great deal in social life, in business and everywhere. A slovenly dressed man makes a bad impression, no matter how talented he may be in business affairs. Men judge by external appearances and neat attire, and well-selected colors are pleasing and effective. If a man is clean and neat, attractive and pleasing in his personal appearance, he will receive attention and be judged accordingly, while the ill-dressed man will be passed by and spurned.

Some people are so disagreeable as to be continually contradicting themselves.

# 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**

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

## They All Like 'Em—Grant's Berry Cooler

Toledo, Ohio, May 30, 1902.

Folding Bath Tub Co.,

Marshall, Michigan.

Gentlemen—Enclosed please find check for Berry Cooler. The Cooler is all right and gives perfect satisfaction. It is something every live grocer should have.

Very truly yours,

A. E. STREIGHT.

Fond du Lac, Wis., June 1, 1902.

Folding Bath Tub Co.,

Marshall, Michigan.

Dear Sirs—I enclose herewith draft covering your invoice of May 19th for Berry Cooler. It is just what I have been looking for and it is a pleasure to handle berries with it. Wishing you success, I remain,

Respectfully yours,

W. C. SOLLE.

**FOLDING BATH TUB CO.**

**Marshall, Michigan**

Manufacturers

"Peerless" Counters and Folding Bath Tubs



## The New York Market

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

New York, March 14.—The tone of the coffee market is much stronger than a week ago and, while this state of affairs may not last, it seems that there are certain factors at work which will eventually benefit the coffee trade, and the greatest is the diminution of coffee trees in the Brazilian districts. It has been recognized for some time that only a radical reduction in the supply would cause any advance in quotations and the latest dispatches indicate that there will for the coming twelve months be a steady decline in the amount of coffee grown. This week Arbuckles are said to have taken liberal supplies. Advices from Europe are stronger and supplies at Rio and Santos have shown material decline, while here the trade, aside from the big roasters, has been fully up to recent weeks and all these things combine to give sellers more confidence. At the close Rio No. 7 is worth 5½¢@9c. In store and afloat there are 2,692,595 bags, against 2,393,392 bags at the same time last year. Mild coffees are firm, owing to comparatively light offerings, and supplies are likely to be held back so far as Venezuela is concerned, until the export duty is lessened. Good Cucuta, 8½¢@8¾c.

There is about the usual March business going forward with granulated sugar. Most of the business is, of course, in withdrawals under old contracts and very little has been done in new trade.

Country green and Pingsuey teas seem to be the only sorts much sought for and these are in limited supply. London continues quite a liberal buyer here and the situation at the close is firm and sellers look forward with a good deal of confidence.

Rice is firm, so far as quotations go. Transactions are mostly of small lots "to last over Sunday." The supply is very moderate and the market is being very closely sold up on certain grades.

The market for pepper shows an advancing tendency. The stocks are in so few hands that the holders are almost able to make their own prices and buyers have to pay them or leave it alone. Singapore black, 13¼c. Other spices are selling in an average manner and are unchanged.

Nothing is doing in molasses except in the usual everyday trade. Buyers, aside from bakers, are taking very small lots and neither side seems to take much interest in the situation. Prices are unchanged but firm, with good to prime centrifugal 17¢@27c. Syrups are in light supply and firm.

Lemons are firm and the range for Sicily is from \$2.25@3, as to size. Oranges are firm and a good trade has been going on all the week. Prices are slightly higher and sellers are confident. Bananas are steady and tend upward, owing to reported scarcity, which, however, will soon be overcome.

There is an evident desire on the part of packers of canned goods and jobbers to work off stocks, especially the lower grades of goods. There have been some offerings of peas that were seemingly "bargains," as quotations began at 50c or less and from that up to 70c. For tomatoes there is a light enquiry and, while other goods are selling well for next season's delivery, tomatoes seem to hesitate. There is likely to be a tremendous pack if the season is favorable. Spot Jersey standards are worth a dollar a dozen and are little sought for. Gallon apples, \$1.70; future New York corn, about 75c; spot goods, \$1@1.05, and Maine growing very scarce at \$1.25@1.35. Peaches are quiet and salmon is in about the same condition as last week. Red Alaska, \$1.07½@1.12½.

Dried currants are reported firm, but, aside from this, there is little doing and the general market is slow and quotations are practically unchanged. Dried fruits need a "campaign of education." The average woman will pay 25 or 30 cents for a can of peaches when she could save half of this and be as

well pleased with the flavor should she obtain the dried article.

The demand for the better grades of butter is sufficiently active to take care of about all stock that is arriving, and the market closes firm at quotations showing an advance of practically 2c over those prevailing a week ago. Extra creamery, 29¢@29½c; seconds to firsts, 24¢@28½c; imitation creamery is firm and ranges from 17¢@20c for good to choice and to 21c for finest grades; renovated, 16¢@19½c; factory butter is steady at 15¢@16c.

The cheese situation remains decidedly in favor of seller and for large size full cream 15c is readily obtained and, with stocks becoming reduced to very small proportions, we may see a still further advance. One thing that may prevent a further advance is the warm weather and if this continues we shall very soon see new goods.

If one could judge from the number of incubator advertisements in the papers there ought to be so many billions of chickens in this country that the consumer of eggs could buy them for a cent apiece instead of 2c, as at present. The market is very firm at the moment, and stocks are reported light here. Arrivals will probably soon show a notable increase and a decline will then set in. Present quotations for fresh-gathered Western stock range from 17½¢@19c; dirties, 16¢@17c.

### Unsanitary Creameries.

Somewhat startling discoveries of unsanitary conditions in creameries are said to have been made by inspectors of the Minnesota 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 cess pools. It has been found that in many instances these pools are sunk in sandy soil or loose strata of rock and drain directly into 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 water have been sent the State Chemist for analysis. Where the water is found to be polluted, the creameries will be required to cement their cess-pools 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 to be contaminated. "I wish it generally understood," said Dairy Commissioner McConnell, "that this department will be glad to assist in the selection of sites for new creameries. We want to make sure that no creameries are built hereafter that do not have good drainage facilities. It is not only in the interest of health, but economy, so to locate new plants."—Creamery Journal.

### Look For Continued Steadiness in Sugars.

Detroit, March 16.—Raws are advancing abroad, but continue to sell at 3¼c duty paid New York. Considerable transactions in sugar afloat and for shipment are reported and some 3,000 tons of Cubas have been sold to the United Kingdom at a basis slightly above 3¼c duty paid New York. With English competition for Cuban sugar it is hardly likely we shall see lower prices, regardless of the fate of the reciprocity treaty, unless Europe should break decidedly, which appears altogether improbable, the tendency being steadily upward. Beets now figure to a parity of about 4.07c with 96 deg. centrifugals.

Refined sugar is in fair to good demand, with indications of large business to come with settled spring weather. All prices and conditions are unchanged and we look for continued steadiness as we approach the active season. With increased demand, we may reasonably expect higher prices.

The campaign in Michigan sugar is practically at an end, the small supplies in the hands of a few factories being held for local trade. Jobbers' stocks,

except in a few instances, are exceedingly limited. We already note a marked increase in the demand for Eastern product. W. H. Edgar & Son.

### Comfort in That.

He—A man is as old as he feels, they say, and I assure you your extravagant notions make me feel very—

She—And they say a woman is as old as she looks, but, thank goodness, I can never be as old as my bonnet looks.

The advertiser should never be too busy to listen to criticism of his advertisements.

## 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.



Ship us your

## Butter and Eggs

Highest Market Price Paid.

S. ORWANT & SON, Grand Rapids, Michigan.

Reference: The Fourth National Bank of Grand Rapids.

## 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.

## HERE'S THE D-AH

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

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



### Some Interesting Facts About Pepper.

Pepper is a commodity to be found in every grocery store, but how many grocers know that the pepper plant—*Piper nigrum*—which produces the white and black pepper of commerce, is a climbing, vine-like shrub, found growing wild in the forests of Travancore and the Malabar coast of India? It is extensively cultivated in Southwest India, whence it has been introduced into Java, Borneo, the Malay Peninsula, Siam, the Philippines and the West Indies.

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

Pepper is entirely tropical in its requirements, and seems to thrive best in a moist, hot climate, with an annual rainfall of at least 100 inches and a soil rich in leaf mold. The plant is a natural climber and will cling to almost any support by means of adventitious roots. It grows some twenty feet in height, but in cultivation is usually restricted to ten or twelve feet. The leaves are glossy, broadly ovate, with five to seven nerves, and grow opposite and alternate to a pendulous spike five to eight inches long, containing twenty to thirty white flowers that ripen into a one-seeded fruit, with a fleshy exterior. This fleshy berry, covering a soft stone, is about the size of a pea, and is at first green, but in ripening turns red and then yellow. The berry contains a resin to which it owes its hot, pungent taste, and a volatile oil that gives off an aromatic scent. It has few medicinal qualities, its principal use being as a condiment.

The white pepper is the black pepper decorticated by maceration and rubbing. The plant produces fruit in three years, and is probably at its best for the next seven or eight years. A single palm or tree sometimes supports eight or twelve vines, giving an average annual yield in good seasons of about 1,000 berry spikes to the vines on one palm. These spikes or clusters of berries vary in size, but 1,000 should yield on an average five pounds of dried pepper. An acre is reckoned to bear 2,500 plants, to cost about \$20 in outlay, and to yield a product of \$400 when in its best condition.

The flowers appear in July and August and the berries about seven months later. The bunches are plucked by hand and placed in an oblong cane basket, slung horizontally behind the workman by a rope around his waist. The rounded ends of the basket extend a little on either side, so that the basket can be easily filled by either hand of the workman. When plucked, all the berries in the bunch may be fully ripe, but ordinarily the bunches are plucked when the berries are mostly green and just changing in color. The berries may or may not be sorted as they are plucked. If they are sorted those fully ripe are separated. These are soaked in water for seven or eight days or heaped, so that the pulp ferments, and are then rubbed by hand or on a coarse cloth if the quantity is small, or trampled under foot if the quantity is large. The pulp is thus rubbed off the inner

stone. This stone furnishes the white pepper of commerce. The pulp is completely removed by washing in baskets of running water. The pepper is then dried by exposure to the sun for about a week. This has also a bleaching effect, and the pepper becomes pale gray or pale drab in color. It can be bleached whiter by a chemical agency.

White pepper is less pungent and more expensive than black, but is preferred by many from its not being readily seen in the food. Last year there was exported from Bombay alone nearly 5,500,000 pounds of pepper, valued at \$621,719. A. F. Tennille.

### Killed By Butter Color.

It has taken a coroner's inquest to develop the fact that the stuff used nowadays to color butter is a rank and virulent poison. In the good old days of harmless food adulteration butter and cheese were colored with annatto, an innocuous dye obtained from the seeds of a tropical American tree. In these days, when the whole range of dyes are obtained from chemicals, even so innocent a food product as butter appears on the table of the consumer as a menace to his life and health. These alarming facts were revealed at an inquest held yesterday by Coroner Harper on the body of Frank W. Kyle, aged 21 months, who had died on the previous afternoon in the agonies incident to chemical poisoning. The Kyle family are farmer people who live about one and a half miles from the town of Edem in the western part of Peoria county, and on Friday last were engaged in cleaning house, during which their domestic effects were in more or less disorder. The unfortunate child toddled to a closet, where it found a bottle of patent butter color. The child drank a small quantity of the contents of the bottle and was almost immediately taken alarmingly ill. A doctor was sent for, but his services were unavailing, for the little one died about 5 o'clock Saturday afternoon. The jury returned a verdict to the effect that the child came to his death by the poison contained in the butter color. Here is now a pointer for the Pure Food Commissioner to work upon in the interest of the health and safety of the public.—Peoria Star.

### Oil of Tobacco.

Some interesting investigations have just been published by the analysts of the Government Laboratory with respect to what is known as the "oil of tobacco." In making up raw tobacco leaf into the article with which we fill our pipes, manufacturers use olive oil, and at one time they made a use of it which, like Sam Weller's knowledge of London, was extensive and peculiar. In order to protect the smoker the British Legislature has enacted that not more than 4 per cent. of olive oil shall be used by manufacturers for "making up" or "flavoring," and the business-like manufacturer has sometimes complained that this 4 per cent. is not a sufficient allowance, because the tobacco leaf itself supplies an oil which might be mistaken for the manufacturing product. The Government analysts have, therefore, experimented with forty-six tobaccos, and they find that the essential oil of tobacco usually exists only in the smallest of quantities, sometimes not more than .05 per cent. The oil is a paraffin—technically a paraffin hydrocarbon.—Smoker's Magazine.

A woman's palmy days are when a lot of suitors are after her hand.

## We are offering you 50 cars of Strictly Choice, Northern Grown, Select SEED POTATOES

Our potatoes are well sorted and cleaned by running through the latest improved potato sorter, the only way that potatoes can be put in a strictly marketable condition.

When in the market for any of the following varieties write or wire us for prices: Bovees, Throubuns, New Queen, Hebrons, Country Gentleman, White Elephant, Early Northern Thoroughbreds, Early Rose, Late Rose, Early Fortunes, Early Maine, King of Rose, Early Manistee, King of the Earlies, Earl's No. 1, Early Puritans, Early Michigan, State of Maine, American Wonders, Carman's No. 1 and No. 2, Rural New Yorkers. We give prompt and satisfactory attention to orders. When writing us use Baker's potato cipher. References—Manistee County Savings Bank or The Packer.

When writing for quotations address to Tustin, Michigan

MANISTEE POTATO WAREHOUSE CO., MANISTEE, MICH.

# SEEDS

Timothy and Clover. Send us your orders.

MOSELEY BROS., GRAND RAPIDS, MICH.



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

WE ONLY MAKE...

GOOD BUGGIES.



....Write for our 1903 Catalogue and Price List....  
All the latest styles.

Arthur Wood Carriage Co., Grand Rapids, Mich.

USE THE CELEBRATED

Sweet Loma

FINE CUT TOBACCO.

NEW SCOTTEN TOBACCO CO. (Against the Trust.)

## FARMER PHONES.

Some Uses to Which They Are Put by Users.  
Written for the Tradesman.

The telephone has become so much a matter of fact with residents of the older parts of the country that to them it is no longer a novelty or even an object of curiosity. In many homes it is as much a piece of the household equipment as is the sideboard, the cook stove or the dining table.

But in some of the newer rural districts no such familiarity prevails. The telephone is being rapidly introduced, but farmer and lumberman have only begun to learn that the severing of a telephone line by a falling tree is apt to be a serious affair and one that should be attended to without delay.

The inauguration of independent companies and the installation of numerous "farmer lines" have placed excellent service within the reach of many who hitherto considered these things only for the wealthy. And as the telephone comes into use in isolated localities, much occurs to amuse and not a little to annoy the operators and managers of the lines.

In small villages by far the greater number of "exchanges" are located in stores of one sort or another, for the reason that they are public places, are easy of access and are open to the public during the day and often until a late hour at night. But these exchanges are not directly favored with the entire business of the community, for when the average countryman drops into his favorite trading place, he seldom hesitates to devote to his own use any convenience of which its proprietor happens to be possessed.

\* \* \*

"Kin I use yer telephone a minute?" The enquiry came from the son of a farmer living not far away.

"Why, yes, if you bring it back when you get through with it," replied the facetious clerk.

"Gee! I don't want to take the blame thing home with me," exclaimed the lad. "We jess got our phone into the house so'st we kin talk, and I want to jog dad a little."

So he went to the instrument and twisted the crank vigorously.

"Hey, dad!" he ejaculated, "them bang fired beiffers has broke down the fence—wha' ju say?" and he came to a sudden stop. "Hey? I don't know wha' ye mean. Say that ag'in, will ye? Central what? Wall, I don't keer if ye be. I want to talk to dad, that's what I want! Who's my dad? Who ju 'spose? Same chap he allers was. Seems like ye got a powerful lot o' questions to shoot into a feiler. All ye need's a bunch o' bossradish roots an' a seed catalogue to be the sec'tary of agriculture. What's the matter with this blame machine?" he enquired appealingly of the clerk.

The needed information was supplied, and he turned again to the instrument with blood in his eye.

"Gimme Hank Johnsons's residunts! Hello, dad. Say, dad—them dog gonied beiffers of ourn has broke—Hain't dad? It's Cinthy? Cinthy who? Oh! Cinthy Roberts. Wall, say, you tell dad them blamenation beiffers—What's that? Dad hain't to home? Wall, gosh bang the luck anyhow!" and he dropped the receiver in disgust. "Ye can't tell me that these here new-fangled inventions is what they're cracked up to be, fer I know better," he protested as he started for the door. "I've fooled with this

thing longer'n it'd of took to 'a' gone home an' fixed the fence myself," and he banged the door viciously after him and quickly disappeared from view.

\* \* \*

In sparsely settled districts where no regular all night service is maintained, operators who sleep near their work sometimes attach night bells to the switchboards, so that in urgent cases they can be awakened and connections made between subscribers.

Not long ago one of these was aroused at 2 o'clock in the morning.

"Hello, Central, give me number twenty-eight, line four." The coupling was made and the operator listened intently, curious to know who was sick or maimed or dying, and the following conversation ensued:

"Hello!"

"Hello! Who is this?"

"Can't you guess?"

"I guess it's Susie."

"Ha, ha, yes, it's Susie. We just got back from the dance. John's taking off his shoes, and I thought I'd call you up to see what you was doing. Was you up?"

"Yes, I was jess going to bed, though. Be'n darning up pa's socks. Beats all how many holes he gits in his heels and toes. I've a good notion to jess sew patches on 'em and not bother to darn another one. Was the' a big crowd out to the dance?"

"Oh, not so awful. Milt was there and his folks and Jack Albee was there, and who d' you s'pose he brought along?"

"My, I can't guess. Who was it?"

"Well, guess anyway."

"Mollie Brown?"

"No. You couldn't guess in a year. It was the new schoolma'am from dees-trick seven, up by Hennessy's, you know. My, but he's stuck on her. He danced with her jess about every set."

"Well, say, you better go to bed. It's awful late."

"Well, you better do the same. Let pa wear his socks with a few holes in 'em

or wait till I come over. I'll darn 'em up fer you all right."

"Well, good night."

"Well, good night."

So the operator went shivering back to bed.

Not so forbearing, however, was another who connected some parties one Sunday morning at 4 o'clock.

"Hello, Corneely. This is Milly."

"Hello, Millie. You up a'ready?"

"Yes, I jess got up to see if I could get you this early. What you going to do to day?"

"Oh, go to church, I guess. What are you?"

"Same thing. Say, we've got two little lambs out in the shed—new ones."

"My! Ain't that nice! But say," added Corneely with chattering teeth, "it's awful cold—and I'm standing here in my nightie! Te he he."

"So'm I. Te he he," admitted Millie with a companion giggle.

"Well, then," broke in the operator with an impatient grunt, "suppose we all go right back to bed, for I'm in my nightie, too, and mighty nigh frozen at that."

And the stillness that followed was broken only by the subdued clicking that accompanies the stealthy hanging up of two telephone receivers.

George Crandall Lee.

## What Is Credit?

It has long been a matter of dispute in the business world whether credit is money or wealth, but it is admitted that credit is a purchasing power precisely as money is. We may have the foundation for a vast amount of credit, but so long as we do not engage in an enterprise, and make no use of that credit, it lies dormant and is not capital. It is not wealth, and it does not become a factor in the financial world. Credit is somewhat like the mysterious something called electricity, which, although invisible, flows through its conductors, carrying with it either life or death, seemingly always present yet never a known quantity or power until put into use. The actual influence of credit can only be measured by its results.

The surest way to get good flour is to get it under a good brand. CERESOTA has stood the test and proved its reliability. Confidence in CERESOTA grows with each sack used, because the quality never varies. It is as good every day as it is any day, and as good any day as the best flour produced in the United States

Northwestern Consolidated  
Milling Co.,

Minneapolis, Minn.

Judson Grocer Company,

Distributors for  
Western Michigan

## Cere Kofa

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

Grand Rapids Cereal Co.  
Grand Rapids, Mich.

**PROGRESSIVE DEALERS** foresee that certain articles can be depended on as sellers. Fads in many lines may come and go, but **SAPOLIO** goes on steadily. That is why you should stock

# HAND SAPOLIO

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.



# 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. SCOTT, Bay City; Grand Secretary, AMOS KENDALL, Toledo;

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

## Gripsack Brigade.

Harry Mayer, who covers Western and Central Michigan for the Aikman Baking Co., of Port Huron, spent Sunday in Grand Rapids.

Geo. Dice has undertaken to organize a camp of the Gideons at Saginaw and expects to be able to report progress in the course of a week or two.

C. E. Walker, for the past three years Eastern Michigan representative for Reid, Murdock & Co., of Chicago, will soon retire from the road to take the management of the new cold storage warehouse now in process of construction at Bay City.

A Munising correspondent writes: Harry Holmes, the traveling man who secured the endorsement of Munising business men to sight drafts upon the Frohlich Glass Co., of Detroit, and which were not honored, was arrested last week at Otter Lake by Sheriff Gibson and was brought back to Munising. He is "squaring up" in a manner satisfactory to those who had to pay the dishonored drafts and it is probable that he will escape prosecution. Sheriff Gibson says that Holmes is highly respected by the citizens of Otter Lake and there was a large crowd at the train when he left for this place to wish him good luck and a speedy release. Holmes claims that he is innocent of any intentional wrong-doing. He says he never has received notice from the Frohlich Glass Co. of his discharge. He has been accustomed to draw drafts upon them to pay his expenses, that being the arrangement, and they had always been honored. Since his return Holmes has been stopping at the Beach Inn, and while under arrest he has not been in custody of the officer. Drink, it is said, was the cause of his trouble.

Is amiability entirely a matter of training? How can you account for the amiability of the commercial traveler, which bubbles up as freely and continually as a mountain spring, if you know anything about his daily vicissitudes in making one-night stands? They seldom complain. Yet one did a tale unfold the other day that is worthy of being printed. "I strike one dreary monotonous stretch of country hotels," he said, "where there are only two stoves in the house, one in the kitchen and the other in the office. The office stove, in one corner, was blacked once—at the factory. In another corner of the room is a long table, ink-bespattered and littered with old newspapers. It is far enough from the stove so that your hand gets cold and numb while you write. In another corner stands a cigar counter, where 'Pride of the Prairie' and 'Undertakers' Delight' are sold, and in the remaining corner is a sink in which two washbowls stand. Over each bowl is a faucet, which when turned gives forth a thin, little trickling stream of cold water—ye gods! how do they get the water so cold without its freezing and bursting the pipes? In a tin dish at one corner of the sink is a cake of 'Aunt Melinda's tar soap'—warranted to remove dirt, freckles, warts and cuti-

cle without chapping the hands. About halfway between the top and bottom of each washbowl is a brown-painted ring, which I guess denotes the consensus of public opinion in that community as to how much water a man ought to use when washing. Then in the evening, just about the time you have to sit down and get out your letters to the house, it seems as if everybody else has been struck with the same desire, and the writing table has to work overtime. In the meantime, the town crowd comes in, and as many as can form a circle around the stove and shut off the heat and talk loudly and laugh boisterously, so that you cannot remember what you are writing about, while the rest play cards and slap each card down on the table as hard as if they were swinging a sledge. It is no wonder the traveling man frantically buys yellow papers, chewing gum and bad cigars from the train boy." Surely, it is no wonder; but it is a vast, incomprehensible, a sublime and occult wonder, that he is always amiable under it.

## Recent Indiana Changes.

Goshen—Bowman & Sons have purchased the stock of the H. J. Bostwick Hardware Co. and consolidated it with their own.

Wayne—Nellesen & Ott is the name of a new shoe firm that will open for business at 232 East Columbia street this week. T. H. Nellesen is a newcomer to this city, having formerly resided in Chicago. John Ott, the other member, has always lived in Ft. Wayne and for several years was a contracting painter.

Bluffton—William Eppert has accepted a position as traveling salesman for Joseph W. Bell, saddlery and hardware, of Ft. Wayne, and will start out on the road next Monday. He will move to Ft. Wayne with his family.

South Bend—W. W. Anderson, of Grand Rapids, has taken a position in the dress goods department of Boyle & Brown.

Ft. Wayne—By a vote of its stockholders the Wayne Biscuit Co. has changed its name and will hereafter be known as the Perfection Biscuit Co. With this change come also a doubling of the capital stock and preparations for larger quarters in which to care for the phenomenal business built up by this independent cracker concern in little more than a single year. In addition to its advance in other lines the company has arranged to install an advertising manager—Emerson W. Chaille—who comes to the city next week from Indianapolis, and will have charge of the advertising of the company. Mr. Chaille is a native of Indiana, born in 1876, and his father is one of Indiana's most experienced newspaper products, now connected with a Chicago paper. After a complete course in the Indianapolis common and high schools, the young man completed a course of four years in college, taking the classical-literary course and receiving the degree of A. B. Here he received also various college honors, was captain of the base ball team, a general athlete, President of the graduating class, literary societies and of Sigma Alpha Epsilon fraternity. A newspaper experience of ten years in various editorial capacities followed. For the past few years Mr. Chaille has been manager of the advertising and sales departments of the Indiana Illustrating Co., at Indianapolis.

Never leave a good thing behind you until you know there is a better one in front.

## The Boys Behind the Counter.

Petoskey—S. Rosenthal & Sons have two new clerks—R. D. Jones, of Detroit, in the clothing department, and Geo. Smith, of Grand Rapids, in the carpet department.

Hudson—Charles Dwyer has taken a position as clerk in the Derbyshire Clothing Co.'s store. He takes the place left vacant by the resignation of Ernest Baldwin.

Marquette—H. M. Pilcher, of Ashland, has taken the management of the dry goods and shoe store of Louis Getz.

Alma—Arthur W. Brock, Jr., is now in charge of B. S. Webb's drug store, having returned from Muir for that purpose.

Gladwin—Elmer Flood, drug clerk for J. W. Leininger, is visiting relatives and friends at Mt. Pleasant and Grand Rapids.

Eaton Rapids—H. H. Gage, of Charlotte, has taken the position in J. H. Ford's drug store made vacant by the resignation of Hugh Walker, who goes to Kalamazoo.

Howell—Homer Peavy has resigned his position in Orlando J. Parker's drug store, to take effect April 1, when he will become a tiller of the soil.

Eaton Rapids—H. H. Bradley has accepted a position in a Marquette drug store and will leave for his new field in the course of two or three weeks. A pharmacist from Los Angeles, Calif., will take his place in Wilcox & Godding's.

Olivet—Fred Knox, who for twenty years has had charge of H. E. Green's hardware, has resigned and will go into business in some other town, which will be announced later when he has definitely arranged his affairs. Herman Cone returns to Olivet and takes his old place at Green's, where he learned the trade and where he worked for many years.

Kalamazoo—George Webster has left J. R. Jones & Company's store to take a position with a branch of Foster, Post & Company in another city.

Hastings—Fred L. Heath has a new clerk in his drug store in the person of Wayne Woodworth, of Eaton Rapids.

Traverse City—Fred Ingram, window trimmer at the Boston store, has tendered his resignation to Charles Rosenthal to accept a position with a Muskegon merchant in the same capacity as he served here with the Boston store and the Hamilton Clothing Co.

Grand Blanc—Herbert Parshall, who has been in the employ of A. D. Banker for some time, has taken a similar position with the new firm of A. O. McNeil & Son.

Bay City—Percy E. Hymans has transferred himself from the Bay City Dry Goods & Carpet Co. to H. G. Wendland & Co.

Benton Harbor—The Gillette Roller Bearing Co. has filed articles of association. It is capitalized at \$100,000 and held by the following gentlemen, each of whom owns 2,500 shares: R. G. Gillette, Manistee; H. B. Gillette, Benton Harbor; R. B. Gillette, Benton Harbor and H. W. Carey, Eastlake.

Battle Creek—The Postum Cereal Co. will hereafter be conducted under three heads. The Postum Cereal Co. will handle the product of that name, and the Grape Nut Co., Limited, which has recently filed articles of association, will handle Grape Nuts. The Grandin Advertising Co., Limited, has filed articles of association and the officers are practically the same as in the other two organizations.

East Jordan—The East Jordan Flouring Co. has been formed with a capital stock of \$40,000. The stockholders and their holdings are as follows: W. P. Porter, Fred L. Bryant and M. H. Robertson, East Jordan, 600, 500 and 400 shares respectively; Abel H. Front, San Diego, Calif., 500 shares, and Charles L. Ames, Chicago, Ill., 500 shares.

The Grand Rapids Pure Food Co., Ltd., has been formed with an authorized capital stock of \$300,000 to embark in the manufacture of nut butter and vegetable Frankforts. Thos. J. Haynes is Chairman of the organization, Wm. A. Klaser is Secretary and Dellos A. Merrill is Treasurer. The location of the new factory has not yet been decided upon.

Port Huron—A new enterprise has been established at this place under the style of the Cement Brick Co. It has an authorized capital stock of \$40,000, held by the following persons: R. E. Moss and B. D. Cady, of Port Huron, 995 and 20 shares respectively; H. McIntosh, F. J. Loughhead and W. S. Miners, Sarnia, Ont., each 995 shares.

Sault Ste. Marie—The Eldorado Prospecting & Developing Co. has been organized and capitalized at \$50,000, the stock being held by Albert Hunter, 625 shares; Ole Kraft, 625 shares; Thos. N. Rogers, 1,667 1/2 shares; J. A. Richardson, 605 shares, and Edwin Richardson, 602 1/2 shares.

Hillsdale—The Hillsdale Fence & Post Co. has been organized by Jas. A. Mitchell, C. J. Treat, Wm. C. Chadwick and Wm. S. Cherrard, each of whom owns 400 shares, except Mr. Cherrard, who holds 800 shares. The authorized capital stock is \$20,000.

The Grand Rapids Manufacturing Co., manufacturer of clocks, located at the corner of Grandville avenue and the P. M. Railway tracks, is succeeded by the Beers Manufacturing Co., Limited.

## The JOHN G. DOAN CO.

WHOLESALE

Fruit Packages, Fruit and Produce

In car lots or less. All mail orders given prompt attention. Citizens phone 1881.

Warehouse, 45 Ferry St. Office, 127 Louis St. Grand Rapids, Michigan

## The Warwick

Strictly first class.

Rates \$2 per day. Central location.

Trade of visiting merchants and traveling men solicited.

A. B. GARDNER, Manager.

## CROHON & CO.

DEALERS IN

HIDES, WOOL, FURS, TALLOW AND PELTS

26-28 N. MARKET ST., GRAND RAPIDS, MICH.

Highest market prices paid. Give us a trial.

BOTH PHONES

## Drugs--Chemicals

### Michigan State Board of Pharmacy

WIRT P. DOTY, Detroit - Term expires Dec. 31, 1908  
CLARENCE B. STODDARD, Monroe Dec. 31, 1904  
JOHN D. MUIR, Grand Rapids Dec. 31, 1906  
ARTHUR H. WEBBER, Cadillac Dec. 31, 1906  
HENRY HIRM, Saginaw Dec. 31, 1907

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

### Examination Sessions.

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

### Mich. State Pharmaceutical Association.

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

### Do Not Handle Unprofitable Patents.

There is a disgusting feature about the drug business of to-day, which is, investing your money in patent medicines and selling them at cost, or for 2 or 3 per cent. profit. It costs money to do business. Most patents do not pay for the money invested, besides our time, labor and clerk hire are wasted. They prevent the sale of other medicines.

It is practically doing business at a loss, under the plea of keeping your other trade, and is a disagreeable state of affairs that confronts all druggists. It has been said, "Buy your patents in large quantities and get the discounts"—but the average druggist does not sell enough to justify him in such a general purchase. The druggists to-day are simply distributing the "patents" for the manufacturer without a profit, and are practically working without pay for the patent medicine manufacturers. Stop the discounts!

Druggists are an intelligent class of men, and there is a way out of this dilemma—if the manufacturer would help. They claim to want to help, but how many of them are sincere? What do they care so long as they can use the druggists! And how they do palaver about bringing us trade—and how they bowl about substitution! Holy ginger! In the present state of affairs, the druggist would be better off by not keeping "patents" in stock.

The druggist by reason of his business gives a "certain standing" and a confidence to a patent medicine, which is a factor in its sale, and which no other merchant conveys. Patent medicines would not be half so salable if they were not so accessible or purchasable in all the drug stores; they would soon degenerate if druggists refused to stock them. Other medicines would naturally take their places and in the end would be much better for the druggists.

The coal miners, carpenters, bricklayers, and even the hod-carriers can get good wages and fair treatment by simply banding together and standing up for their just rights. The druggists are in need of a John Mitchell.

If the forty thousand druggists of the United States would call a "boycott" on any one patent medicine and refuse to sell it, what would be the result? Why, they would and could easily drive the party out of business! They say they won't stick. It is clearly a lack of foresight—a blindness to his own interest—for any man not to stand by his brother druggists. In union there is strength—and by not standing firm with the rest, he is simply cutting his own throat and apparently is too narrow in his mind to recognize it. It is time that the druggists, as a class, should

wake up and do something for the betterment and welfare of their business.

Wake up!

There is a way out of this muddle, but the druggists must band together—have meetings and agreements, everything mutual—the same as other business men and tradesmen and professional men do. The evil can be remedied. Let every druggist join the right movement and do his mite.

Junius Pestle, Ph. G.

### Clerks Should Not Change Too Often.

Among the errors in judgment committed by the young drug clerk is the practice of changing his business connections frequently—sometimes because of an opportunity to get more pay, sometimes for other reasons. While it is always right to be on the alert to better oneself if possible, it does not follow that every change based upon a slightly better salary or upon more agreeable surroundings will be for the better in the long run.

It is easy to see how one might soon acquire a reputation for unsteadiness in this way that would soon make it very difficult to secure a good position. When a business man secures a good employe he does not wish to be in danger of losing him soon. A good clerk grows better and better the longer he stays, and consequently, is worth more and more money to the business. Besides this, there are many other reasons why the employer should and does wish to retain the satisfactory salesman.

It is far more to a young man's credit to work five years for one firm than to work for five different firms in the same length of time. Where the facts are not fully known there is something in the nature of a stigma attached to frequent business changes, and in such cases the clerk is likely to have to bear more than half of it. Of course, it would be foolish to remain in an unprofitable or unpleasant place merely to avoid a change, even although a desirable one; but skipping around one month here, the next month somewhere else, is not a good indication for the man who does it. Neither does it speak well for a store to be constantly changing the personnel of its salespeople.—New Idea.

### Salicylic Acid For Boils.

Prof. Philippon recommends the local application of salicylic acid for the treatment of all kinds of boils. Large ones he covers with 50 per cent. salicylic acid plaster, which should be changed several times daily so as to be able to free the boil from the accumulated pus at each change of dressing. For the latter purpose he recommends the use of a tampon moistened with a mixture of alcohol and ether. This treatment hastens the softening of the boil, and the core generally comes out within twenty-four hours after the beginning of the treatment. The application, which should be continued, hastens the granulation. Where the boil occurs on the face, Philippon recommends that the center be bored out with the point of the thermocautery and the hole packed with salicylic acid. Small boils may be aborted by touching the spot three times a day with a 2 per cent. solution of the acid in alcohol. When there is a pronounced tendency to furunculosis over a large area the surface should be first washed clean once a day and a 2.5 per cent. salve rubbed in.

The advertisements which pay are those that hold forth a proposition in line with the public's wants.

### Boards of Pharmacy Criticized.

In a nearby state the members of the Board of Pharmacy (in due time names, facts and figures will be given) are one and all extremely ignorant and dishonest. None of them could pass the examination they themselves give, but they are very hard on candidates; being afraid of competition, they are especially hard on people in whom they suspect any possible intention of engaging in the business in their neighborhood. And very frequently it is only by the exercise of "pull" or by the paying of a fifty dollar bribe that the applicant succeeds in passing. And those who pay the bribe need not bother about their knowledge.

One case is especially striking. A man of the highest competence who had appeared before that Board received notice that he failed. He was certain that he must have made at least 95 per cent. (the requirement is 75) and he at once wrote back stating that he would mandamus the Board to produce his papers and show where he had failed. In less than forty-eight hours the candidate received a courteous note from the Secretary, informing him that he passed and begging pardon for the "mistake." Dozens of people came to me complaining of the outrages of that Board—which outrages, by the way, are an open secret. But did any journal care to take up the matter and expose the abuses in its pages? Not one.

Another example. The Secretary of the Board of Pharmacy in a far-off state in the Union is an intolerable bully, who thinks that his office is constituted for the sole purpose of annoying, persecuting and robbing the druggists. Every applicant for examination is treated in a coarse, brutal and positively shameful manner. Some of his acts are so petty, so mean and contemptible that a public whipping would be the only adequate punishment. For the purpose of extorting money from the druggists he instituted a system of espionage which is simply disgraceful. He has contributed more than any other single factor towards the degradation of the pharmaceutical profession in that State. Hundreds and hundreds of druggists have written to me complaining of the Secretary's disgraceful conduct and asking me to bring their cause to public notice.—Critic and Guide.

### The Drug Market.

Opium—Is firm at the advance. There is no prospect of any lower price at present.

Morphine—Is unchanged.

Quinine—Is also firm.

Cod Liver Oil—Has advanced \$15 per barrel in the last week. It has now reached the highest price known for many years. It is still advancing.

Bismuth Preparations—Advanced on the 10th 60c per pound, on account of the syndicate advancing the price for metal. Market is very firm.

Cocaine—Is unsettled.

Gum Camphor—Has advanced 1c per pound and is tending higher.

Chloral Hydrate—Is weak and tending lower.

Oil Peppermint—Has declined.

White Lead—Has advanced twice during the past week, ¼c each time.

Linseed Oil—Is steady.

Clear-cut, frank statements of fact about one's trade are not boasting, but it is easy to fall into the latter through optimism or excess of variety.

Don't gush in your advertisements. Get right down to business with the first stroke of the pen.

## 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.

## Hammocks Fishing Tackle Marbles Base Balls Rubber Balls

Wait to see our line  
before placing orders.

Grand Rapids Stationery Co.  
79 N. Ionia St., Grand Rapids, Michigan

## FRED BRUNDAGE

wholesale

## Drugs and Stationery

32 & 34 Western Ave.,

MUSKEGON, MICH.

### 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

**ALABASTINE** We want to tell you of the durable and sanitary wall coating, Alabastine, and of the beautiful effects that you can get without using poisonous paper or glue kalsomine. Write for free information.

Alabastine Co., Grand Rapids, Mich.

## They Save Time

USE  
BARLOW'S  
PAT. MANIFOLD  
SHIPPING BLANKS  
BARLOW BROS.  
GRAND RAPIDS  
MICH.

Trouble  
Cash

Get Our Latest Prices.



## WHOLESALE DRUG PRICE CURRENT

Advanced—Gum Camphor, Bismuth, Cod Liver Oil, White Lead.  
Declined—Oil Peppermint.

Acidum		Conium Mac.		Sella Co.	
Aceticum	80 25	Copaiba	1 15 1 25	Tolutan	2 50
Benzolium, German.	70 25	Cubeba	1 30 1 35	Prunus virg.	2 50
Boricum	2 27	Exechthilis	1 50 1 60	Tinctures	
Carbolicum	40 42	Erigeron	1 00 1 10	Aconitum Napellis R	60
Citricum	30 2	Gaultheria	2 30 2 40	Aconitum Napellis F	60
Hydrochlor.	30 2	Geranium, ounce.	2 75	Aloes	60
Nitricum	30 2	Gossypii, Sem. gal.	50 2 60	Aloes and Myrrh.	60
Oxalicum	12 14	Juniperia	1 80 1 85	Arnica	60
Phosphoricum, dil.	10 15	Lavandula	1 50 2 00	Assafetida	60
Salicilicium	50 25	Limonis	1 15 1 25	Atrope Belladonna.	60
Sulphuricium	1 10 1 20	Mentha Piper.	4 50 5 00	Aurant Cortex.	60
Tannicum	38 2	Mentha Verid.	5 00 5 50	Benzoin	60
Tartaricum	38 2	Morruhu, gal.	3 50 3 75	Benzoin Co.	60
Ammonia		Myrra	4 00 4 50	Cantharides	60
Aqua, 16 deg.	40 2	Olive	7 50 7 00	Capcium	60
Aqua, 20 deg.	40 2	Pis Liquidia	1 00 1 12	Cardamon	60
Carbonas	13 15	Pis Liquidia, gal.	1 00 1 12	Cardamon Co.	60
Chloridum	12 14	Ricini	90 2 98	Castor	1 00
Aniline		Rosmarini	1 00	Catechu	60
Black	2 00 2 25	Rosa, ounce.	6 50 7 00	Cinchona	60
Brown	80 2 1 00	Succin	40 2 45	Cinchona Co.	60
Red	45 2 60	Sabina	90 2 1 00	Columba	60
Yellow	2 50 2 80	Santal	2 75 2 70	Cubeba	60
Baccae		Sassafras	50 2 60	Cassia Acutifol.	60
Cubeba	22 24	Sinapis, ess., ounce.	1 50 1 60	Digitalis	60
Juniperus	6 2	Tigil	40 2 45	Ergot	60
Xanthoxylum	30 2	Thyme, opt.	1 60	Ferri Chloridum	60
Theobroma	15 20	Potassium		Gentian	60
Balsamum		Bl-Carb.	15 2 18	Gentian Co.	60
Copaiba	50 2 55	Bichromate	13 2 15	Gulaca	60
Peru	6 1 70	Bromide	33 2 35	Hyoscyamus	60
Terabin, Canada	60 2 65	Carb	12 2 15	Iodine	75
Tolutan	45 2 50	Chlorate, po. 17 19	18 2	Iodine, colorless	75
Cortex		Cyanide	34 2 38	Kino	60
Abies, Canadian	18	Iodide	2 80 2 40	Lobelia	60
Cassia	12	Potassa, Bitart, pure	28 2 30	Myrrh	60
Cinchona Flava	18	Potass Nitras, opt.	7 2 10	Nux Vomica	60
Euonymus atropurp.	20	Potass Nitras	6 2 8	Opil, compounded	60
Myrica Cerifera, po.	30	Prussiate	23 2 26	Opil, deodorized	1 50
Prunus Virgin.	12	Sulphate po.	15 2 18	Quassia	60
Quillaja, gr'd.	12	Radix		Rhatany	60
Sassafras	12	Aconitum	20 2 25	Rhel	60
Ulmus	38	Althae	30 2 33	Sanguinaria	60
Extractum		Anchusa	10 2 12	Serpentaria	60
Glycyrrhiza Glabra	24 2 30	Arum po.	20 2 25	Stromonium	60
Glycyrrhiza po.	28 2 30	Calamus	20 2 25	Tolutan	60
Hematox, 15 lb. box	11 2 12	Gentiana	12 2 15	Valerian	60
Hematox, 15	13 2 14	Glycyrrhiza, pv. 15	12 2 15	Veratrum Veride	60
Hematox, 1/4s.	14 2 15	Hydrastis Canad.	16 2 18	Zingiber	20
Hematox, 1/4s.	16 2 17	Hydrastis Can., po.	12 2 15	Miscellaneous	
Ferru		Hellebore, Alba, po.	12 2 15	Ether, Spts. Nit. F	30 2 35
Carbonate Precip.	15	Inula, po.	18 2 22	Ether, Spts. Nit. F	34 2 38
Citrate and Quina	2 25	Ipecac, po.	2 75 2 80	Alumen	24 2 3
Citrate Soluble	75	Iris plox., po. 35 38	35 2 40	Alumen, gr'd., po. 7	30 2 4
Ferrocyanidum Sol.	40	Jalapa, pr.	25 2 30	Annatto	40 2 50
Solut. Chloride	2	Maranta, 1/4s.	22 2 25	Antimony, po.	40 2 50
Sulphate, com'l.	2	Podophyllum, po.	75 2 100	Antimony Potass T	40 2 50
Sulphate, com'l., by	7	Rhel	75 2 100	Antipyrin	20 2 25
Sulphate, pur.	7	Rhel, cut.	75 2 100	Antifebrin	20 2 25
Sulphate, cur.	7	Rhel, pv.	75 2 100	Argent Nitras, oz.	42 2 45
Flora		Spigella	35 2 38	Arsenicum	10 2 12
Arnica	15 2 18	Sanguinaria, po. 15	85 2 70	Balm Gilead Buds	45 2 50
Anthemis	22 2 25	Serpentaria	85 2 70	Bismuth S. N.	2 20 2 28
Matricaria	30 2 35	Senega	1 10 1 15	Calcium Chlor., 1s.	2 2 9
Folia		Smilax, officinalis H.	2 25 2 30	Calcium Chlor., 1/4s.	2 2 9
Barosma	35 2 40	Smilax, M.	2 25 2 30	Calcium Chlor., 1/4s.	2 2 9
Cassia Acutifol, Tin-	20 2 25	Sella	10 2 12	Cantharides, Rus. po.	2 2 9
nevelly	20 2 25	Symplocarpus, Foet-	2 25 2 30	Capici Fructus, a.	2 2 9
Cassia, Acutifol, Ali.	25 2 30	us, po.	2 25 2 30	Capici Fructus, po.	2 2 9
Salvia officinalis, 1/4s.	12 2 20	Valeriana, Eng. po. 30	15 2 20	Capici Fructus B, po.	2 2 9
and 1/4s.	12 2 20	Valeriana, German.	14 2 16	Caryophyllus, po. 15	12 2 14
Uva Ursi	8 2 10	Zingiber a	14 2 16	Carmine, No. 40	50 2 60
Gummi		Zingiber j.	25 2 27	Cera Alba	50 2 60
Acacia, 1st picked	6 2 65	Semen		Cera Flava	40 2 42
Acacia, 2d picked	6 2 65	Anisum	2 15	Coccus	40 2 40
Acacia, 3d picked	6 2 65	Apium (graveolens).	13 2 15	Cassia Fructus	35 2 38
Acacia, sifted sorts.	6 2 65	Bird, is.	4 2 6	Centaria	10 2 10
Acacia, po.	45 2 65	Carul	10 2 11	Cetaceum	45 2 45
Aloe, Barb. po. 18 20	12 2 14	Cardamon	1 25 1 75	Chloroform	50 2 60
Aloe, Cape	25 2 30	Coriander	8 2 10	Chloroform, squibs	1 35 2 1 10
Aloe, Socotri. po. 45	55 2 60	Cannabie Sativa	8 2 10	Chloral Hyd Crst.	1 35 2 1 10
Ammoniac	25 2 40	Cydonium	75 2 100	Chondrus	20 2 25
Assafetida	25 2 40	Chenopodium	15 2 16	Cinchonidine, P. & W	38 2 48
Benzoin	50 2 55	Dipterix Odorata	1 00 1 10	Cinchonidine, Germ.	38 2 48
Benzoin, is.	6 2 13	Foeniculum	2 10 2 10	Cocaine	4 80 5 00
Catechu, 1/4s.	6 2 14	Foenugreek, po.	7 2 9	Corks, list, dis. pr. ct.	75 2 75
Catechu, 1/4s.	6 2 16	Lini	4 2 6	Creosotum	2 2 2
Camphora	64 2 69	Lini, gr'd.	4 2 6	Creta, prep.	2 2 2
Euphorbium	40 2 45	Lobelia	1 50 1 55	Creta, precip.	2 2 2
Galbanum	2 2 10	Pharlaris Canari.	7 2 8	Creta, Rubra	2 2 2
Gamboge	1 25 1 35	Rapa	5 2 6	Crocus	35 2 40
Guaiaecum	2 2 10	Sinapis Alba	9 2 10	Cudbear	2 2 2
Kino	2 2 10	Sinapis Nigra	11 2 12	Cupri Sulph.	6 2 8
Mastic		Spiritus		Dextrine	7 2 10
Myrrh	2 2 10	Frumentum, W. D. Co.	2 00 2 50	Ether Sulph.	7 2 10
Opil	2 2 10	Frumentum, D. F. R.	2 00 2 25	Emery, all numbers.	2 2 2
Shellac	35 2 45	Frumentum	1 25 1 50	Emery, po.	2 2 2
Shellac, bleached	40 2 45	Juniperis Co. O. T.	1 65 2 00	Ergoka	85 2 90
Tragacanth	70 2 100	Juniperis Co.	1 75 2 30	Flake White	12 2 15
Herba		Saacharum N. E.	1 90 2 10	Galla	2 2 2
Absinthium, oz. pkg	25	Spt. Vini Galli	1 75 2 50	Gambler	8 2 9
Eupatorium, oz. pkg	25	Vini Oporto	1 25 2 00	Gelatin, Cooper	2 2 2
Lobelia, oz. pkg	25	Vini Alba	1 25 2 00	Gelatin, French	35 2 60
Majoram, oz. pkg	25	Sponges		Glassware, flint, box	75 2 75
Mentha Pip. oz. pkg	25	Florida sheeps' wool	2 50 2 75	Less than box	11 2 13
Mentha Vir. oz. pkg	25	Nassau sheeps' wool	2 50 2 75	Glue, white	15 2 25
Rue	25	carriage	2 50 2 75	Glycerina	17 2 25
Tanacetum V. oz. pkg	25	Velvet extra sheeps'	2 50 2 75	Grana Paradisi	2 2 2
Thymus, V. oz. pkg	25	wool, carriage	2 50 2 75	Humulus	25 2 55
Magnesia		Extra yellow sheeps'	2 50 2 75	Hydrarg Chlor Mite	1 00 1 00
Calcined, Pat.	55 2 60	wool, carriage	2 50 2 75	Hydrarg Chlor Cor.	1 00 1 00
Carbonate, Pat.	18 2 20	Grass sheeps' wool,	2 50 2 75	Hydrarg Ox Rub'm	1 00 1 00
Carbonate, K. & M.	18 2 20	carriage	2 50 2 75	Hydrarg Ammoniat	1 00 1 00
Carbonate, Jennings	18 2 20	Hard, for slate use.	2 50 2 75	Hydrarg Unguentum	50 2 60
Oleum		Yellow Reef, for	2 50 2 75	Hydrargrum	50 2 60
Absinthium	6 25 2 65	slate use.	2 50 2 75	Ichthyobolla, Am.	85 2 70
Amygdale, Dulc.	50 2 60	Syrups		Indigo	75 2 100
Amygdale, Amara	8 00 2 25	Acacia	2 50	Iodine, Resubl.	3 40 2 3 80
Anisi	1 00 2 15	Aurant Cortex	2 50	Iodoform	3 80 2 85
Aurant Cortex	2 10 2 20	Calpuit	2 50	Lupulin	2 50 2 50
Bergamit	2 85 2 85	Caryophyll	2 50	Lycopodium	85 2 70
Calpuit	80 2 85	Cedar	2 50	Mactis	65 2 75
Caryophyll	80 2 85	Chenopadi	2 50	Liquor Arsen et Hy-	2 25
Cedar	80 2 85	Cinnamoni	1 00 2 10	drarg Iod.	10 2 12
Chenopadi	2 2 10	Citronella	35 2 45	Liquor Potass Arsenit	22 2 3
Cinnamoni	1 00 2 10	Syrups		Magnesia, Sulph.	2 2 2
Citronella	35 2 45	Acacia	2 50	Magnesia, Sulph, bbl	14 2 14
		Aurant Cortex	2 50	Mannia, S. F.	75 2 80

Menthol	7 00 7 50	Selditz Mixture	20 2 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 str	59 65
Morphia, Mal.	2 25 2 50	Snuff, Macaboy, De	2 41	Spirits Turpentine	72 78
Moschus Canton	2 40	Ves	2 41	Paints	
Myristica, No. 1	38 2 40	Soda, Boras	2 11	BBL. L	
Nux Vomica	10 15	Soda, Boras, po.	2 11	Red Venetian	1 2 2 28
Os Sepia	35 2 37	Soda et Potass Tart.	2 30	Ochre, yellow Mars	1 2 2 24
Pepsin Saac, H. & P.	2 1 00	Soda, Carb.	1 2 2 2	Ochre, yellow Ber.	1 2 2 23
D Co	2 1 00	Soda, Bi-Carb.	3 2 5	Putty, commercial	2 2 2 23
Pis Liq. N. N. 1/4 gal.	2 2 00	Soda, Ash	3 2 4	Putty, strictly pure	2 2 2 23
Pis Liq., quarts	2 2 00	Soda, Sulphas	2 2 2	Vermilion, Prime	13 2 15
Pis Liq., pints	2 2 00	Spts. Cologne	2 2 2	American	13 2 15
Pis Liq., 1/2 pints	2 2 00	Spts. Ether Co.	2 2 2	Vermilion, English	70 2 75
Pis Liq., 1/4 pints	2 2 00	Spts. Myrra Dom.	2 2 2	Green, Paris	14 2 18
Piper Nigra	2 2 00	Spts. Vini Rect. bbl.	2 2 2	Green, Peninsular	13 2 16
Piper Alba	2 2 00	Spts. Vini Rect. 1/2 bbl.	2 2 2	Lead, red	6 2 7
Pis Burgun	2 2 00	Spts. Vini Rect. 10 gal	2 2 2	Lead, white	6 2 7
Plumbi Acet.	10 2 12	Spts. Vini Rect. 5 gal	2 2 2	Whiting, white Span	2 2 2
Pulvis Ipecac et Opil	1 30 2 1 50	Strychnia, Crystal	90 2 1 15	Whiting, gliders	2 2 2
Pyrethrum, boxes H.	2 2 2	Sulphur, Subl.	2 2 2	White, Paris, Amer.	2 2 2
& P. D. Co., doz.	2 2 2	Sulphur, Roll.	2 2 2	Whiting, Paris, Eng.	2 2 2
Pyrethrum, pv.	2 2 2	Tamarinds	2 2 2	cliff	2 1 40
Quassia	2 2 2	Terebenth Venice	2 2 2	Universal Prepared	1 10 2 1 20
Quina, S. P. & W.	2 2 2	Theobroma	2 2 2	Varnishes	
Quina, S. German	2 2 2	Vanilla	9 00 2 16 00	No. 1 Turp Coach	1 10 2 1 20
Quina, N. Y.	2 2 2	Zinc Sulph.	7 2 8	Extra Turp	1 10 2 1 20
Rubia Tinctorum	12 2 14	Oils		Coach Body	2 75 2 80
Saccharum Lactis pv	2 2 2	Whale, winter	70 70	No. 1 Turp Furr	1 00 2 1 10
Salacin	4 50 4 75	Lard, extra	85 90	Extra Turp Damar	1 55 2 1 60
Sanguis Draconis	40 2 50	Lard, No. 1	80 85	Jap. Dryer, No. 1 Turp	70 2 79
Sapo, W.	12 2 14				
Sapo M.	10 2 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	DECLINED
American Sardines	Cere Nut Flakes
Cotton Maps	Bulk Olives
Saltpeter	

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Salt Fish.....	9	1
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Soap.....	9	1
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Syrups.....	10	1
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Table Sauce.....	11	1
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W		
Washing Powder.....	13	1
Wicking.....	13	1
Woodenware.....	13	1
Wrapping Paper.....	13	1
Y		
Yeast Cake.....	13	1

<b>AXLE GREASE</b>		
	doz	<b>GROSS</b>
Aurora.....	55	6 00
Castor Oil.....	80	4 25
Diamond.....	50	7 00
Frazer's.....	75	9 00
IXL Golden, tin boxes	75	9 00

Mica, tin boxes.....	75	9 00
Paragon.....	55	6 00

**BAKING POWDER**		
**Egg**		
¼ lb. cans, 4 doz. case.....	3	75
1 lb. cans, 2 doz. case.....	3	75
1 lb. cans, 1 doz. case.....	3	75
5 lb. cans, ¼ doz. case.....	8	00

¼ lb. cans, 4 doz. case.....	45
¼ lb. cans, 4 doz. case.....	85
1 lb. cans, 2 doz. case.....	1 60

| **Royal** | |

10c size.....	90
¼ lb. cans 1	35
6 oz. cans 1	90
¼ lb. cans 2	50
¼ lb. cans 3	75
1 lb. cans 4	80
3 lb. cans 13	00
5 lb. cans 21	50

| **BATH BRICK** | |

American.....	75
English.....	85

| **BLUING** | |

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

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

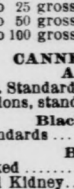
| **BREAKFAST FOOD** | |

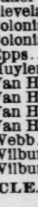
Cases, 36 packages.....	3 50
Five case lots.....	3 40

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

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

**TRYABITA**	
Peptonized Celery Food, 3 doz. in case.....	
Hulled Corn, per doz.....	05
**BROOMS**	
No. 1 Carpet.....	2 70
No. 2 Carpet.....	2 25
No. 3 Carpet.....	2 15
No. 4 Carpet.....	1 75
Parlor Gem.....	2 40
Common Whisk.....	85
Fancy Whisk.....	1 20
Warehouse.....	3 40
**BRUSHES**	
Scrub	
Solid Back, 8 in.....	45
Solid Back, 11 in.....	95
Pointed Ends.....	85
Stove	
No. 3.....	75
No. 2.....	1 10
No. 1.....	1 10

2	
Shoe	
No. 8	1 00
No. 7	1 30
No. 4	1 70
No. 3	1 90
Wiens' Dustless Sweeper	
No. 6	1 50
No. 8	2 00
No. 1	3 00
No. 2	3 50
CAN RUBBERS	
Schaefer Handy Box Brand.	
	
1 to 25 gross lots.	@75c
25 to 50 gross lots.	@70c
50 to 100 gross lots.	@65c
CANNED GOODS	
Apples	
3 lb. Standards	85
Gallons, standards.	2 00 @ 2 25
Blackberries	
Standards	55
Beans	
Baked	80 @ 1 30
Red Kidney	80 @
String	70
Wax	75 @ 80
Blueberries	
Standard	1 20
Brook Trout	
2 lb. cans, Spiced	1 90
Clams	
Little Neck, 1 lb.	1 00
Little Neck, 2 lb.	1 50
Clam Bouillon	
Burnham's, 4 pint.	1 90
Burnham's, pints.	3 80
Burnham's, quarts.	7 20
Cherries	
Red Standards	1 30 @ 1 50
White	1 50
Corn	
Fair	95
Good	1 10
Fancy	1 40
French Peas	
Sur Extra Fine	25
Extra Fine	15
Fine	15
Moyen	11
Gooseberries	
Standard	90
Hominy	
Standard	85
Lobster	
Star, 1/4 lb.	2 00
Star, 1 lb.	3 60
Piekie Tails	2 40
Mackerel	
Mustard, 1 lb.	1 80
Mustard, 2 lb.	2 80
Sous ed, 1 lb.	1 90
Sous ed, 2 lb.	2 80
Tomato, 1 lb.	1 80
Tomato, 2 lb.	2 80
Mushrooms	
Hotels	18 @ 25
Buttons	22 @ 25
Oysters	
Cove, 1 lb.	85
Cove, 2 lb.	1 50
Cove, 1 lb Oval	95
Peaches	
Ple	85 @ 90
Yellow	1 30 @ 1 80
Pears	
Standard	1 00
Fancy	1 25
Peas	
Marrowfat	1 00
Early June	90 @ 1 80
Early June Sifted	1 60
Plums	80
Pineapple	
Grated	1 25 @ 2 75
Sliced	1 35 @ 2 75
Pumpkin	
Fair	75
Good	95
Fancy	1 10
Gallon	2 50
Raspberries	
Standard	1 15
Russian Caviar	
1/4 lb. cans.	3 75
1/2 lb. cans.	7 00
1 lb. can	12 00
Salmon	
Columbia River, talls	@ 1 80
Columbia River, flats	@ 1 80
Red Alaska	@ 1 90
Pink Alaska	@ 2 30

<b>3</b>	
<b>Sardines</b>	
Domestic, $\frac{1}{4}$ s.....	3 $\frac{1}{2}$
Domestic, $\frac{1}{2}$ s.....	5
Domestic, Mustard.....	6
California, $\frac{1}{4}$ s.....	11@14
California, $\frac{1}{2}$ s.....	17@24
French, $\frac{1}{4}$ s.....	7@14
French, $\frac{1}{2}$ s.....	18@28
<b>Shrimps</b>	
Standard.....	1 40
<b>Succotash</b>	
Fair.....	
Good.....	1 25
Fancy.....	1 40
<b>Strawberries</b>	
Standard.....	1 10
Fancy.....	1 40
<b>Tomatoes</b>	
Fair.....	1 10
Good.....	1 15
Fancy.....	1 25
Gallons.....	8 65
<b>CARBON OILS</b>	
<b>Barrels</b>	
Koeeene.....	@12 $\frac{1}{2}$
Perfection.....	@11 $\frac{1}{2}$
Diamond White.....	@11
D. S. Gasoline.....	@14 $\frac{1}{2}$
Deodorized Naphtha.....	@12
Cylinder.....	29 @34
Engine.....	16 @22
Black, winter.....	9 @10 $\frac{1}{2}$
<b>CATSUP</b>	
Columbia, pints.....	2 00
Columbia, 4 pints.....	1 25
<b>CREAK COFFEE</b>	
Cere Kofa, 24 packages.....	2 50
For sale by all jobbers	
<b>CHEESE</b>	
Acme.....	2 15
Amboy.....	2 15
Elise.....	2 15
Emblem.....	2 15
Gem.....	2 15
Gold Medal.....	2 15
Ideal.....	2 15
Jersey.....	2 15
Riverside.....	2 14 $\frac{1}{2}$
Erick.....	14@15
Edam.....	@90
Lelden.....	@17
Limburger.....	13@14
Pineapple.....	50@75
Sap Sago.....	@19
<b>CHEWING GUM</b>	
American Flag Spruce.....	50
Beemast's Pepsin.....	50
Black Jack.....	60
Largest Gum Made.....	55
Sen Sen.....	55
Sen Sen Breath Perfume.....	1 00
Sugar Loaf.....	55
Yucatan.....	55
<b>CHICORY</b>	
Bulk.....	5
Bed.....	7
Eagle.....	4
Francis's.....	6
Schener's.....	
<b>CHOCOLATE</b>	
Walter Baker & Co.'s	
German Sweet.....	25
Premium.....	31
Vanilla.....	41
Caracas.....	35
Eagle.....	25
<b>CLOTHES LINES</b>	
<b>Sisal</b>	
60 ft., 3 thread, extra.....	1 00
72 ft., 3 thread, extra.....	1 40
90 ft., 3 thread, extra.....	1 70
60 ft., 6 thread, extra.....	1 25
72 ft., 6 thread, extra.....	1 40
<b>Cotton</b>	
50 ft.....	71
72 ft.....	90
90 ft.....	1 05
120 ft.....	1 50
<b>Cotton Victor</b>	
50 ft.....	80
70 ft.....	90
60 ft.....	1 10
<b>Cotton Windsor</b>	
59 ft.....	1 20
60 ft.....	1 40
70 ft.....	1 60
80 ft.....	1 80
<b>Cotton Braided</b>	
40 ft.....	71
50 ft.....	75
60 ft.....	79
<b>Galvanized Wire</b>	
No. 20, each 100 ft long.....	1 90
No. 19, each 100 ft long.....	2 10
<b>COCOA</b>	
Baker's.....	3
Cleveland.....	4
Colonial, $\frac{1}{4}$ s.....	3
Colonial, $\frac{1}{2}$ s.....	3
Epps.....	4
Huyler.....	4
Van Houten, $\frac{1}{4}$ s.....	1
Van Houten, $\frac{1}{2}$ s.....	2
Van Houten, $\frac{3}{4}$ s.....	4
Van Houten, 1s.....	7
Webb.....	3
Wilbur, $\frac{1}{4}$ s.....	4
Wilbur, $\frac{1}{2}$ s.....	4
<b>CLEANER &amp; POLISHER</b>	
	
6 oz. can, per doz.....	1 3
Quart can, per doz.....	2 2
Gallon can, per doz.....	7 5
Samples and Circulars Free	

4	
COCOANUT	
Dunham's ½s.....	26
Dunham's ¾s and ½s.....	26½
Dunham's ¼s.....	27
Dunham's ⅜s.....	28
Bulk.....	13
COCOA SHELS	
20 lb. bags.....	2½
Less quantity.....	3
Pound packages.....	4
COFFEE	
Roasted	
Dwinell-Wright Co.'s Brands.	
White House, 1 lb. cans.....	24
White House, 2 lb. cans.....	24
Excelsior, M. & J. 1 lb. cans.....	24
Excelsior, M. & J. 2 lb. cans.....	24
Tip Top, M. & J. 1 lb. cans.....	24
Royal Java.....	24
Royal Java and Mocha.....	24
Java and Mocha Blend.....	24
Boston Combination.....	24
Ja-Vo Blend.....	24
Ja-Mo-Ka Blend.....	24
Distributed by Judson Grocer Co., Grand Rapids, C. Elcott & Co., Detroit, B. Desenberg & Co., Kalamazoo, Symons Bros. & Co., Saginaw, Jackson Grocer Co., Jackson, Meisel & Goeschel, Bay City, Fielbach Co., Toledo.	
Teller Coffee Co. brands	
Belle Isle.....	20
Red Cross.....	24
Colonial.....	26
Jamo.....	27
Juvo.....	30
Koran.....	14
Delivered in 100 lb. lots.	
Rio	
Common.....	8
Fair.....	9
Choice.....	10
Fancy.....	15
Santos	
Common.....	8
Fair.....	9
Choice.....	10
Fancy.....	13
Peaberry.....	11
Maricao	
Fair.....	13
Choice.....	16
Mexican	
Choice.....	13
Fancy.....	17
Guatemala	
Choice.....	13
African	
African.....	12
Fancy African.....	17
O. G.....	25
P. G.....	31
Mocha	
Arabian.....	21
Package	
New York Basis.	
Arbuckle.....	11
Dillworth.....	10½
Jersey.....	11
Lion.....	10½
McLaughlin's XXXX	
McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.	
Extract	
Holland, ¼ gross boxes.....	9
Felix ¼ gross.....	11
Hummel's foll ¼ gross.....	8
Challenge.....	4
Hummel's tin ¼ gross.....	14
CONDENSED MILK	
4 doz in case.	
Gail Borden Eagle.....	64
Crown.....	59
Daisy.....	47
Champion.....	42
Magnolia.....	40
Challenge.....	40
Dime.....	38
Peerless Evaporated Cream.....	40
Milkmaid.....	61
Tip Top.....	38
Nestle.....	42
Highland Cream.....	50
St. Charles Cream.....	45
CRACKERS	
National Biscuit Co.'s brands	
Butter	
Seymour.....	61
New York.....	61
Family.....	61
Salted.....	61
Wolverine.....	61

<b>Soda</b>	
Soda XXX	7
Soda, City	8
Long Island Wafers	13
Zephyrette	13
<b>O</b>	
Faust	7 1/2
Farina	7
Extra Farina	7 1/2
Saltine Oyster	7
<b>Sweet Goods—Boxes</b>	
Animals	10
Assorted Cake	10
Belle Rose	8
Bent's Cake	13
Cinnamon Bar	9
Coffee Cake, Iced	10
Coffee Cake, Java	10
Cocoanut Macaroons	18
Cocoanut Taffy	10
Cracknels	16
Creams, Iced	8
Cream Crisp	10 1/2
Cubans	11 1/2
Currant Fruit	10
Frosted Honey	12
Frosted Cream	8
Ginger Gems, 1/2 doz. or m'l	8
Ginger Snaps, N. B. C.	6 1/2
Gladiator	10 1/2
Grandma Cakes	9
Graham Crackers	8
Graham Wafers	12
Grand Rapids Tea	18
Honey Fingers	12
Iced Honey Crumpets	10
Imperials	8
Jumbles, Honey	12
Lady Fingers	12
Lemon Snaps	12
Lemon Wafers	16
Marshmallow	16
Marshmallow Creams	16
Marshmallow Walnuts	16
Mary Ann	8
Mixed Picnic	11 1/2
Milk Biscuit	7 1/2
Molasses Cake	8
Molasses Bar	9
Moss Jelly Bar	12 1/2
Newton	12
Oatmeal Crackers	8
Oatmeal Wafers	12
Orange Crisp	9
Orange Gem	8
Penny Cake	8
Pilot Bread, XXX	7 1/2
Pretzels, hand made	8
Pretzels, machine made	8
Scotch Cookies	10
Sears' Lunch	7 1/2
Sugar Biscuits	8
Sugar Biscuit Sandwiches	8
Sugar Squares	8
Sultanas	13
Tutti Frutti	16
Vanilla Wafers	16
Vienna Crimp	8
E. J. Kruee & Co.'s baked goods	
Standard Crackers	
White Ribbon Squares	
Write for complete price list with interesting discounts.	
Perfection Biscuit Co.'s brands	
Perfection Wafers in 1 lb. cts.	
Florodora Cookies, c's 2 00	
Case contains fifty packages.	
We offer a complete line of high grade crackers and sweet goods. Send us a trial order: Satisfaction guaranteed. Perfection Biscuit Co., Ft. Wayne, Ind.	
Freight allowance made on all shipments of 100 lbs. or more where rate does not exceed 40c per hundred.	
<b>DRIED FRUITS</b>	
<b>Apples</b>	
Sundried	2 5
Evaporated, 50 lb. boxes	2 7
<b>California Prunes</b>	
100-120 25 lb. boxes	2 5
90-120 25 lb. boxes	2 4
80-90 25 lb. boxes	2 4 1/2
70-80 25 lb. boxes	2 5 1/2
60-70 25 lb. boxes	2 6
50-60 25 lb. boxes	2 6 1/2
40-50 25 lb. boxes	2 7 1/2
30-40 25 lb. boxes	2 8
1/2 cent less in 50 lb. cases	
<b>Citron</b>	
Coriscan	13 @13 1/2
<b>Currants</b>	
Imported, 1 lb package	6 1/2 @
Imported bulk	6 1/4 @
<b>Peel</b>	
Lemon American 10 lb. bx.	13
Orange American 10 lb. bx.	13
<b>Raisins</b>	
London Layers 2 Crown	1 85
London Layers 3 Crown	2 60
Cluster 4 Crown	2 75
Loose Muscateds 2 Crown	1 75
Loose Muscateds 3 Crown	2 00
Loose Muscateds 4 Crown	2 15
L. M., Seeded, 1 lb.	9 @ 9 1/2
L. M., Seeded, 1/2 lb.	7 @ 7 1/2
Sultanas, bulk	10
Sultanas, package	10 1/2
<b>FABRINACEOUS GOODS</b>	
<b>Beans</b>	
Dried Lima	2 40
Medium Hand Picked	2 40
Brown Holland	2 25
<b>Flour</b>	
24 lb. packages	1 50
Bulk, per 100 lbs.	2 50
<b>Hominy</b>	
Flake, 50 lb. sack	90
Pearl, 200 lb. bbl.	5 00
Pearl, 100 lb. sack	2 00
<b>Maccaroni and Vermicelli</b>	
Domestic, 10 lb. box	60
Imported, 25 lb. box	2 50
<b>Common Pearl Barley</b>	
Chester	2 60
Empire	2 60



6

Peas	
Green, Wisconsin, bu.	1 85
Green, Scotch, bu.	1 90
Split, lb.	4
Boiled Oats	
Rolls, 100 lb. sacks	4 85
Monarch, 100 lb. sacks	2 50
Monarch, 90 lb. sacks	2 25
Quaker, cases	3 10
Grits	
Walsh-DeRoo Co.'s Brand	



Cases, 24 2 lb. packages..... 2 00

Sago	
East India	3 34
German, sacks	3 34
German, broken package	4
Tapioca	
Flake, 110 lb. sacks	4 34
Pearl, 130 lb. sacks	3 34
Pearl, 24 1 lb. packages	6 34
Wheat	
Cracked, bulk	3 34
24 2 lb. packages	2 50

Fishing Tackle	
1/4 to 1 inch	6
1 1/2 to 2 inches	7
2 to 3 inches	9
3 to 4 inches	11
4 to 5 inches	13
5 to 6 inches	15
6 to 7 inches	17
7 to 8 inches	19
8 to 9 inches	21
9 to 10 inches	23
10 to 11 inches	25
11 to 12 inches	27
12 to 13 inches	29
13 to 14 inches	31
14 to 15 inches	33
15 to 16 inches	35
16 to 17 inches	37
17 to 18 inches	39
18 to 19 inches	41
19 to 20 inches	43
20 to 21 inches	45
21 to 22 inches	47
22 to 23 inches	49
23 to 24 inches	51
24 to 25 inches	53
25 to 26 inches	55
26 to 27 inches	57
27 to 28 inches	59
28 to 29 inches	61
29 to 30 inches	63
30 to 31 inches	65
31 to 32 inches	67
32 to 33 inches	69
33 to 34 inches	71
34 to 35 inches	73
35 to 36 inches	75
36 to 37 inches	77
37 to 38 inches	79
38 to 39 inches	81
39 to 40 inches	83
40 to 41 inches	85
41 to 42 inches	87
42 to 43 inches	89
43 to 44 inches	91
44 to 45 inches	93
45 to 46 inches	95
46 to 47 inches	97
47 to 48 inches	99
48 to 49 inches	101
49 to 50 inches	103
50 to 51 inches	105
51 to 52 inches	107
52 to 53 inches	109
53 to 54 inches	111
54 to 55 inches	113
55 to 56 inches	115
56 to 57 inches	117
57 to 58 inches	119
58 to 59 inches	121
59 to 60 inches	123
60 to 61 inches	125
61 to 62 inches	127
62 to 63 inches	129
63 to 64 inches	131
64 to 65 inches	133
65 to 66 inches	135
66 to 67 inches	137
67 to 68 inches	139
68 to 69 inches	141
69 to 70 inches	143
70 to 71 inches	145
71 to 72 inches	147
72 to 73 inches	149
73 to 74 inches	151
74 to 75 inches	153
75 to 76 inches	155
76 to 77 inches	157
77 to 78 inches	159
78 to 79 inches	161
79 to 80 inches	163
80 to 81 inches	165
81 to 82 inches	167
82 to 83 inches	169
83 to 84 inches	171
84 to 85 inches	173
85 to 86 inches	175
86 to 87 inches	177
87 to 88 inches	179
88 to 89 inches	181
89 to 90 inches	183
90 to 91 inches	185
91 to 92 inches	187
92 to 93 inches	189
93 to 94 inches	191
94 to 95 inches	193
95 to 96 inches	195
96 to 97 inches	197
97 to 98 inches	199
98 to 99 inches	201
99 to 100 inches	203

Cotton Lines	
No. 1, 10 feet	5
No. 2, 15 feet	7
No. 3, 15 feet	7
No. 4, 15 feet	10
No. 5, 15 feet	11
No. 6, 15 feet	12
No. 7, 15 feet	13
No. 8, 15 feet	14
No. 9, 15 feet	15
Linen Lines	
Small	20
Medium	26
Large	34

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

Flavoring Extracts	
FOOTE & JENKS' JAXON	
Highest Grade Extracts	
Vanilla	Lemon
1 oz full m. 1 20	1 oz full m. 80
2 oz full m. 2 10	2 oz full m. 1 25
No. 5 fan'y. 3 15	No. 5 fan'y. 1 75

Coleman's	
High Grade Extracts	
Vanilla	Lemon
2 oz panel. 1 20	2 oz panel. 75
3 oz taper. 2 00	4 oz taper. 1 50

Jennings'	
Flavoring Extracts	
Folding Boxes	
D. C. Lemon	D. C. Vanilla
2 oz. 75	2 oz. 1 20
4 oz. 1 50	4 oz. 2 00
6 oz. 2 00	6 oz. 3 00

Taper Bottles	
D. C. Lemon	D. C. Vanilla
2 oz. 75	2 oz. 1 20
3 oz. 1 25	3 oz. 2 10
4 oz. 1 50	4 oz. 2 40

Full Measure	
D. C. Lemon	D. C. Vanilla
1 oz. 65	1 oz. 85
2 oz. 1 10	2 oz. 1 60
4 oz. 2 00	4 oz. 3 00

Tropical Extracts	
2 oz. full measure, Lemon	75
4 oz. full measure, Lemon	1 50
2 oz. full measure, Vanilla	90
4 oz. full measure, Vanilla	1 80

Souder's	
Regular Lemon	doz. gro.
Regular Vanilla	1 20 14 40
XX Lemon	1 50 18 00
XX Vanilla	1 75 21 00
Venus Van. & Tonka	75. 9 00
Regular Vanilla, per gal.	8 00
XX Lemon, per gal.	6 00

Fresh Meats	
Beef	
Carcass	5 @ 7 1/4
Forequarters	5 @ 5 1/2
Hindquarters	5 @ 6 1/2
Loins	8 @ 1 1/4
Ribs	6 1/2 @ 9 1/4
Rounds	5 1/2 @ 9 1/4
Chucks	5 @ 5 1/2
Plates	4 1/2 @ 5
Pork	
Dressed	8 @ 8 1/2
Loins	11 1/2 @ 1 1/4
Boston Butt	9 1/2 @ 8 1/4
Shoulders	8 @ 9 1/2
Leaf Lard	10 @ 10 1/2

7

Mutton	
Carcass	8 @ 8
Lamb	8 @ 10
Veal	
Carcass	6 @ 8

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

GRAIN BAGS	
Amoskeag, 100 lb 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 25
Buckwheat	8 00
Rye	8 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-Well's 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 1/2s paper	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 40
Wingold 1/8s	4 40
Judson Grocer Co.'s Brand	
Ceresota 1/2s	4 60
Ceresota 1/4s	4 40
Ceresota 1/8s	4 40
Worden Grocer Co.'s Brand	
Laurel 1/2s	4 40
Laurel 1/4s	4 40
Laurel 1/8s	4 40
Laurel 1/2s & 1/4s paper	4 40

Meal	
Bolted	2 60
Granulated	2 70

Feed and Millstuffs	
St. Car Feed screened	19 50
No. 1 Corn and Oats	19 00
Corn Meal, coarse	18 50
Corn Meal, fine, old	19 00
Winter Wheat Bran	19 00
Winter Wheat Middlings	19 00
Cow Feed	20 00
Screenings	19 00

Oats	
Car lots	38

Corn	
Corn, ear lots, new	46

Hay	
No. 1 Timothy car lots	9 00
No. 1 Timothy ton lots	11 50

HERBS	
Sage	15
Hops	15
Laurel Leaves	15
Penna Leaves	25

INDIGO	
Madras, 5 lb. boxes	55
S. F., 2, 3 and 5 lb. boxes	50

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

LICORICE	
Pure	30
Calabria	23
Sicily	14
Root	11

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

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	35
Fair	26
Good	22
Half-barrels 2c extra	

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

8

## METAL POLISH

TODAY

SOLD BY ALL JOBBERS OR WRITE MANUFACTURERS.

Packed 1 dozen in case.

PASTE, 6 oz. box, per doz.

PASTE, 4 oz. bottle, per doz.

LIQUID, 1/2 pt. can, per doz.

LIQUID, 1 pt. can, per doz.

LIQUID, 1/2 gal. can, per doz.

LIQUID, 1 gal. can, per doz.

LIQUID, 1/2 gal. can, per doz.

LIQUID, 1 gal. can, per doz.

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LIQUID, 1 gal. can, per doz.

LIQUID, 1/2 gal. can, per doz.

LIQUID, 1 gal. can, per doz.

9

## RICE

Domestic

Carolina head

Carolina No. 1

Carolina No. 2

Broken

Sutton's Table Rice

Sutton's Table Rice

Sutton's Table Rice

Sutton's Table Rice

Sutton's Table Rice

Sutton's Table Rice

Sutton's Table Rice

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10



12	13	14	15
Lubetsky Bros. brands			
B. L. .... 35 00			
Daily Mail, 50 edition. .... 35 00			
Fine Cut			
Cadillac. .... 54			
Sweet Loma. .... 33			
Hiawatha, 5 lb. pails. .... 56			
Hiawatha, 10 lb. pails. .... 54			
Telegram. .... 22			
Pay Car. .... 41			
Prairie Rose. .... 49			
Protection. .... 37			
Sweet Burley. .... 42			
Tiger. .... 38			
Plug			
Red Cross. .... 82			
Palo. .... 31			
Kylo. .... 34			
Hiawatha. .... 41			
Battle Axe. .... 33			
American Eagle. .... 32			
Standard Navy. .... 38			
Spear Head, 16 oz. .... 41			
Spear Head, 8 oz. .... 43			
Nobby Twist. .... 48			
Jolly Tar. .... 36			
Old Honesty. .... 42			
Toddy. .... 33			
J. T. .... 38			
Piper Heldick. .... 61			
Boot Jack. .... 78			
Honey Dip Twist. .... 39			
Black Standard. .... 38			
Cadillac. .... 38			
Forge. .... 30			
Nickel Twist. .... 50			
Smoking			
Sweet Core. .... 34			
Flat Car. .... 37			
Great Navy. .... 34			
Warpath. .... 25			
Bamboo, 16 oz. .... 24			
I X L, 5 lb. .... 28			
I X L, 16 oz. pails. .... 30			
Honey Dew. .... 35			
Gold Block. .... 38			
Flagman. .... 38			
Chips. .... 32			
Kiln Dried. .... 38			
Duke's Mixture. .... 41			
Duke's Cameo. .... 41			
Myrtle Navy. .... 39			
Yum Yum, 1 1/2 oz. .... 39			
Yum Yum, 1 lb. pails. .... 37			
Cream. .... 36			
Corn Cake, 2 1/2 oz. .... 24			
Corn Cake, 1 lb. .... 22			
Flow Boy, 1 1/2 oz. .... 39			
Flow Boy, 2 1/2 oz. .... 39			
Peerless, 3 1/2 oz. .... 32			
Peerless, 1 1/2 oz. .... 34			
Alr Brake. .... 36			
Cant Hook. .... 30			
Country Club. .... 32			
Forex-XXXX. .... 28			
Good Indian. .... 30			
Self Binder. .... 30			
Silver Foam. .... 34			
TWINE			
Cotton, 3 ply. .... 18			
Cotton, 4 ply. .... 18			
Jute, 2 ply. .... 12			
Hemp, 6 ply. .... 12			
Flax, medium. .... 20			
Wool, 1 lb. balls. .... 6 64			
VINEGAR			
Malt White Wine, 40 grain. .... 8			
Malt White Wine, 80 grain. .... 11			
Pure Cider, B. & K. 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 1/2 lb. .... 3 90			
Pearline. .... 2 75			
Soapline. .... 4 10			
Rabbit's 1776. .... 3 75			
Roseline. .... 3 50			
Armour's. .... 3 70			
Nine O'clock. .... 3 35			
Wisdom. .... 3 80			
Scourline. .... 3 50			
Rub-No-More. .... 3 75			
WICKING			
No. 0, per gross. .... 25			
No. 1, per gross. .... 30			
No. 2, per gross. .... 35			
No. 3, per gross. .... 40			
WOODENWARE			
Baskets			
Bushels. .... 1 25			
Bushels, wide band. .... 30			
Market. .... 30			
Spint, large. .... 5 00			
Spint, medium. .... 5 00			
Spint, small. .... 4 00			
Willow Clothes, large. .... 5 00			
Willow Clothes, medium. .... 5 50			
Willow Clothes, small. .... 5 00			
Bradley Butter Boxes			
2 lb. size, 24 in case. .... 72			
3 lb. size, 16 in case. .... 68			
5 lb. size, 12 in case. .... 63			
10 lb. size, 6 in case. .... 60			
Butter Plates			
No. 1 Oval, 250 in crate. .... 40			
No. 2 Oval, 250 in crate. .... 45			
No. 3 Oval, 250 in crate. .... 50			
No. 5 Oval, 250 in crate. .... 60			
Churns			
Barrel, 5 gals. .... 2 40			
Barrel, 10 gals. .... 2 55			
Barrel, 15 gals. .... 2 70			
Clothes Pins			
Round head, 5 gross box. .... 75			
Round head, cartons. .... 75			
Egg Crates			
Humpty Dumpty. .... 2 25			
No. 1, complete. .... 29			
No. 2, complete. .... 19			
Faucets			
Cork lined, 8 in. .... 65			
Cork lined, 9 in. .... 75			
Cork lined, 10 in. .... 85			
Cedar, 8 in. .... 65			
Mop Sticks			
Trojan spring. .... 90			
Eclipse patent spring. .... 85			
No. 1 common. .... 75			
No. 2 patent brush holder. .... 85			
12 lb. cotton mop heads. .... 1 25			
Ideal No. 7. .... 90			
Pails			
2-hoop Standard. .... 1 80			
3-hoop Standard. .... 1 65			
2-wire, Cable. .... 1 80			
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 80			
Idea. .... 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. .... 7 95			
No. 2 Fibre. .... 7 20			
No. 3 Fibre. .... 7 20			
Wash Boards			
Bronze Globe. .... 2 50			
Dewey. .... 1 75			
Double Acme. .... 2 75			
Single Acme. .... 2 25			
Double Peerless. .... 3 25			
Single Peerless. .... 2 50			
Northern Queen. .... 2 50			
Double Duplex. .... 3 00			
Good Luck. .... 2 75			
Universal. .... 2 25			
Window Cleaners			
12 in. .... 1 65			
14 in. .... 1 85			
16 in. .... 2 30			
Wood Bowls			
11 in. Butter. .... 75			
13 in. Butter. .... 1 10			
15 in. Butter. .... 1 75			
17 in. Butter. .... 2 75			
19 in. Butter. .... 4 25			
Assorted 15-17-19. .... 1 75			
Assorted 15-17-19. .... 3 00			
WRAPPING PAPER			
Common Straw. .... 1 1/4			
Fiber Manila, white. .... 3 1/4			
Fiber Manila, colored. .... 4			
No. 1 Manila. .... 4			
Cream Manila. .... 3			
Butcher's Manila. .... 2 1/4			
Wax Butter, short count. .... 13			
Wax Butter, full count. .... 20			
Wax Butter, rolls. .... 15			
YEAST CAKE			
Magie, 3 doz. .... 1 00			
Sunlight, 3 doz. .... 1 00			
Sunlight, 1 1/2 doz. .... 50			
Yeast Cream, 3 doz. .... 1 00			
Yeast Foam, 3 doz. .... 1 00			
Yeast Foam, 1 1/2 doz. .... 50			
FRESH FISH			
White fish. .... 10 11			
Trout. .... 10 11			
Black Bass. .... 11 12			
Halibut. .... 14			
Ciscoes or Herring. .... 15			
Bluefish. .... 11 12			
Live Lobster. .... 25			
Bottled Lobster. .... 25			
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. .... 18 20			
OYSTERS			
Bulk			
F. H. Counts. .... 1 75			
Extra Selects. .... 1 50			
Selects. .... 1 40			
Baltimore Standards. .... 1 15			
Standards. .... 1 10			
Cans			
F. H. Counts. .... 35			
Extra Selects. .... 27			
Selects. .... 23			
Perfection Standards. .... 22			
Anchors. .... 20			
Standards. .... 18			
HIDES AND FELTS			
Hides			
Green No. 1. .... 7			
Green No. 2. .... 6			
Cured No. 1. .... 8			
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			
Felts			
Old Wool. .... 50 1 00			
Lamb. .... 40 75			
Shearings. .... 40 75			
Tallow			
No. 1. .... 5			
No. 2. .... 4			
Wool			
Washed, fine. .... 20			
Washed, medium. .... 23			
Unwashed, fine. .... 15			
Unwashed, medium. .... 15			
CANDIES			
Stick Candy			
Standard. .... 7			
Standard H. H. .... 7			
Standard Twist. .... 8			
Cut Loaf. .... 9			
Jumbo, 32 lb. .... 7 1/2			
Extra H. H. .... 7 1/2			
Boston Cream. .... 10 1/2			
East Dr. .... 10 1/2			
Mixed Candy			
Grocers. .... 6			
Competition. .... 7			
Special. .... 7 1/2			
Conserve. .... 7 1/2			
Royal. .... 8 1/2			
Ribbon. .... 9			
Broken. .... 8			
Cut Loaf. .... 9			
English Rock. .... 8 1/2			
Kindergarten. .... 9			
Bon Ton Cream. .... 8 1/2			
French Cream. .... 9			
Dandy Pan. .... 10			
Hand Made Cream. .... 11 1/4			
mixed. .... 12 1/2			
Premio Cream mix. .... 12 1/2			
Fancy-In Pails			
O F Horsehead Drop. .... 10 1/2			
Pony Hearts. .... 15			
Coco Bon Bons. .... 12			
Fudge Squares. .... 12			
Peanut Squares. .... 9			
Sugared Peanuts. .... 11			
Salted Peanuts. .... 10			
Starlight Kisses. .... 10			
San Blas Goodies. .... 12 1/2			
Lozenges, plain. .... 10			
Lozenges, printed. .... 11			
Champion Chocolate. .... 11 1/2			
Eclipse Chocolates. .... 13 1/4			
Quintette Choc. .... 12 1/2			
Champion Gum Dps. .... 8			
Moss Drops. .... 9			
Lemon Sours. .... 9			
Imperial. .... 9			
Ital. Cream Opera. .... 11 1/2			
Ital. Cream Bonbons. .... 11			
20 lb. pails. .... 11 1/2			
Molasses Chews, 15 lb. cases. .... 12 1/2			
Golden Waffles. .... 12 1/2			
Fancy-In 5 lb. Boxes			
Lemon Sours. .... 250			
Peppermint Drops. .... 260			
Chocolate Drops. .... 260			
H. M. Choc. Drops. .... 285			
H. M. Choc. Lt. and Dk. No. 12. .... 21 00			
Gum Drops. .... 235			
O. F. Licorice Drops. .... 280			
Lozenges, plain. .... 255			
Lozenges, printed. .... 260			
Imperial. .... 255			
Mottoes. .... 260			
Cream Bar. .... 255			
Molasses Bar. .... 255			
Hand Made Creams. .... 290			
Straw Buttons, Pep. and Wint. .... 285			
String Rock. .... 285			
Wintergreen Berries. .... 260			
FRUITS			
Oranges			
Florida Russett. .... 2			
Florida Bright. .... 2			
Fancy Navels. .... 2 65 2 85			
Extra Choice. .... 2			
Late Valencia. .... 2			
Seedlings. .... 2			
Medt. Sweets. .... 2			
Jamaicas. .... 2			
Rodi. .... 2			
Lemons			
Verdell, ex fcy 300. .... 2			
Verdell, fcy 300. .... 2			
Verdell, ex chce 300. .... 2			
Verdell, fcy 300. .... 3 00 2 50			
Call Lemons, 300. .... 3 00 2 75			
Messinas 360s. .... 3 50 2 75			
Messinas 360s. .... 3 50 2 75			
Bananas			
Medium bunches. .... 1 50 2 00			
Large bunches. .... 1 50 2 00			
Foreign Dried Fruits			
Figs			
California, Fancy. .... 2			
Cal. pkg, 10 lb. boxes. .... 21 00			
Extra Choice, Turk. .... 2			
10 lb. boxes. .... 2			
Fancy, Thrk. .... 13 1/2 15			
10 lb. boxes. .... 13 1/2 15			
Pulled, 6 lb. boxes. .... 2			
Naturals, in bags. .... 2			
Dates			
Fards in 10 lb. boxes. .... 2 6 1/2			
Fards in 60 lb. cases. .... 2 6 1/2			
Hallow. .... 5 2 6 1/2			
lb. cases, new. .... 2 6 1/2			



SALE IN BULK.

Effort to Regulate the Sale of Mercantile Stocks.

The business interests of the State have united in requesting the Legislature to enact a law regulating the sale in bulk of mercantile stocks where there are creditors who are interested in the stocks. Several bills of this description have been introduced in the present Legislature, but the one which meets the approval of the mercantile classes is Senate bill No. 158, championed by Senator Brown, of Lapeer. The full text of the bill is as follows:

Section 1. A sale of any portion of a stock of merchandise otherwise than in the ordinary course of trade in the regular and usual prosecution of the seller's business, or a sale of an entire stock of merchandise in bulk, will be presumed to be fraudulent and void as against the creditors of the seller, unless the seller and purchaser together shall at least five days before the sale make a full detailed inventory, showing the quantity, and so far as possible, with the exercise of reasonable diligence, the cost price to the seller of each article to be included in the sale; and unless such purchaser shall at least five days before the sale, in good faith, make full and explicit enquiry of the seller as to the names and places of residence, or places of business, of each and all of the creditors of the seller, and the amount owing each creditor, and obtain from the seller a written answer to such enquiries; and unless such purchaser shall retain such inventory and written answer to his enquiries for at least six months after such sale; and unless the purchaser shall at least five days before the sale, in good faith, notify or cause to be notified, personally or by registered mail, each of the seller's creditors of whom the purchaser has knowledge, or can with the exercise of reasonable diligence acquire knowledge, of said proposed sale, and of the said cost price of the merchandise to be sold, and of the price proposed to be paid therefor by the purchaser.

Sec. 2. The seller shall at least five days before such sale fully and truthfully answer in writing each and all of the said enquiries, and if such seller shall knowingly and wilfully make or deliver, or cause to be made or delivered, to such purchaser any false or incomplete answers to such enquiries said seller shall be deemed guilty of a misdemeanor, and upon conviction thereof shall be punished by a fine of not less than ten dollars or more than one hundred dollars, or by imprisonment in the county jail for not less than ten days or more than ninety days or both such fine and imprisonment in the discretion of the court.

Sec. 3. Nothing contained in this act shall apply to sales by executors, administrators, receivers or any public officer conducting a sale in his official capacity.

Would a Man Grow Younger?

We all say that we'd like to be young again, but I doubt if we really mean it. We'd like to have as good health as we had when we cast our first vote, and we'd like it if we didn't have to visit the dentist so often and so expensively. But if it came to the point that the Genii bounced out before us and sulkily growled: "What is your wish? I will obey, I and the other slaves of the lamp," I fancy we should study quite a while with many a "Why-ah, let me see now," before we plucked up the courage to blurt out: "Make me 21 again."

Because, you know, you haven't any too much sense now, with all your experience of the world, and if you were 21 again it would have to be in mind as well as in body. The mind is what the body is. It seems a terrible price to pay for a new set of teeth and an indiscriminating appetite. What? To walk again that weary, tortuous road;

to discover again how many kinds of a fool and a failure one can be, and not half try, either; to have to take over again all those terms of old Professor Experience—uh-uh! Not for me. You may if you like. Even if I could start anew with what I have learned of life, which would come far short of what I should really need, it seems to be that it would be a bore to have to sit through the performance again.

I suppose if ever there was a successful man, a lucky man, it was Martin Luther, and yet when the Electress of Brandenburg wished him forty more birthdays, he told her he would sooner give up every hope of heaven he had than spend forty years more on earth. To be sure, he would have had to spend them in Germany, probably but that's a detail. Harvey Sutherland.

American Labor's Danger.

The danger of unreasonable demands by the labor organizations during these prosperous months is pointed out in the N. Y. Weekly Letter of Henry Clews:

The most unsettling factor in the business situation to-day is the threatening and often unreasonable demands of labor. There are signs that these demands have been pushed to the breaking point, simply because costs of production have been pushed so high as to seriously curtail, if not destroy, profits and to check new enterprise. Such an attitude on the part of the labor leaders is foolish to the last degree and will prove most unfortunate, not only for capital, but for labor, which in the end will be the chief sufferer from its own excesses. Should present demands be enlarged and pushed to the point of rupture, it may easily start a reaction which, if wisdom and moderation prevailed, could be indefinitely postponed. Those who control large capital and large enterprises view the situation with serious concern. American labor is already securing generous reward; if costs of production are to be further raised our industrial supremacy, like that of England a few years ago, will receive a blow requiring years of suffering and repentance for recovery. It should not be forgotten that we are unavoidably an important factor in the world's markets, and we can not withdraw if we would. Great Britain and Germany, our chief rivals, are rapidly adopting all our best methods of organization and equipping their plants with improved machinery; so that, with lower costs for labor and smaller capitalization, they are already able to outrun us in the foreign markets until we come down to their cost of production. The latter event must fall with most severity upon American labor, because its present extortionate policy plays right into the hands of foreign labor, enabling Germany and England to undersell the American product and secure a foothold from which they will be driven out only through costly sacrifices and struggle.

Women Use Stub Pens.

It was the young man's first day in the department store, and when he sorted out the pens to be distributed among the public writing desks, he selected fine and medium nibs. The old hand, who superintended the job, told him to put them all back in the box and to pick out stubs instead. "Department store letter writers are mostly women," he said, "and nine out of ten women use a stub pen these days. It is almost impossible to get them to write with any other kind. Every once in a while a new man comes along to do the work you are doing this morning and he, not being up to the tricks of shoppers scatters an assortment of fine-pointed pens over the writing tables. The women writers raise no end of a row over a mistake of that kind and insist upon being supplied with the favorite stubs."

Hardware Price Current

Ammunition			
Caps			
G. D., full count, per m.	40		
Hicks' Waterproof, per m.	50		
Musket, per m.	75		
Kly's Waterproof, per m.	80		
Cartridges			
No. 22 short, per m.	2 50		
No. 22 long, per m.	3 00		
No. 32 short, per m.	5 00		
No. 32 long, per m.	5 75		
Primers			
No. 2 U. M. C., boxes 250, per m.	1 40		
No. 2 Winchester, boxes 250, per m.	1 40		
Gun Wads			
Black edge, Nos. 11 and 12 U. M. C.	60		
Black edge, Nos. 9 and 10, per m.	70		
Black edge, No. 7, per m.	80		
Loaded Shells			
New Rival—For Shotguns			
No.	Drs. of Powder	oz. of Shot	Size Gauge
120	4	1 1/2	10
129	4	1 1/2	9
128	4	1 1/2	8
126	4	1 1/2	6
135	4 1/2	1 1/2	5
154	4 1/2	1 1/2	4
200	3	1	10
208	3	1	8
236	3 1/2	1 1/2	6
265	3 1/2	1 1/2	5
264	3 1/2	1 1/2	4
Discount 40 per cent.			
Paper Shells—Not Loaded			
No. 10, pasteboard boxes 100, per 100.	72		
No. 12, pasteboard boxes 100, per 100.	64		
Gunpowder			
Kegs, 25 lbs., per keg	4 90		
1/2 kegs, 12 1/2 lbs., per 1/2 keg	2 40		
1/4 kegs, 6 1/4 lbs., per 1/4 keg	1 60		
Shot			
In sacks containing 25 lbs.			
Drop, all sizes smaller than B.	1 60		
Augurs and Bits			
Snell's	60		
Jennings genuine	25		
Jennings' imitation	50		
Axes			
First Quality, S. B. Bronze	5 50		
First Quality, D. B. Bronze	7 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	80		
Flow	50		
Buckets			
Well, plain	4 00		
Butts, Cast			
Cast Loose Pin, figured	70		
Wrought Narrow	60		
Chain			
Com. 1/2 in. 5-16 in. 3/4 in. 1 in.			
7 c. 8 c. 9 c. 10 c. 11 c.			
BB. 8 1/2 9 1/2 10 1/2 11 1/2			
BBB. 8 3/4 9 3/4 10 3/4 11 3/4			
Crowbars			
Cast Steel, per lb.	5		
Chisels			
Socket Firmer	65		
Socket Framing	65		
Socket Corner	65		
Socket Slicks	65		
Elbows			
Com. 4 piece, 6 in., per doz.	75		
Corrugated, per doz.	1 25		
Adjustable	40 1/2		
Expansive Bits			
Clark's small, \$18; large, \$25	40		
Ives' 1, \$18; 2, \$24; 3, \$30	25		
Files—New List			
New American	70 1/2		
Nicholson's	70		
Heller's Horse Raps	70		
Galvanized Iron			
Nos. 16 to 20; 22 and 24; 25 and 26; 27.			
List 12 13 14 15 16.	28		
Discount, 70	17		
Gauges			
Stanley Rule and Level Co.'s	60 1/2		
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 1/2		
Mason's Solid Cast Steel	30c list		
Hinges			
Gate, Clark's 1, 2, 3	60 1/2		
Hollow Ware			
Pots	50 1/2		
Kettles	50 1/2		
Spiders	50 1/2		
Horse Nails			
Au Sable	40 1/2		
House Furnishing Goods			
Stamped Tinware, new list	70		
Japanned Tinware	20 1/2		
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		
Adze Eye	\$17 00		
Mattocks			
600 pound casks	7 1/2		
Per pound	8		
Metals—Zinc			
Miscellaneous			
Bird Cages	40		
Pumps, Clatern	75 1/2		
Screws, New List	85 1/2		
Casters, Bed and Plate	50 1/2		
Dampers, American	50		
Molasses Gates			
Stebbins' Pattern	60 1/2		
Enterprise, self-measuring	30		
Pans			
Fry, Acme	60 1/2		
Common, polished	70 1/2		
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 1/4 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 16 advance	5		
8 advance	10		
6 advance	20		
4 advance	30		
3 advance	45		
2 advance	70		
Fine 3 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		
Ropes			
Stal, 1/2 inch and larger	9		
Manilla	12 1/2		
Sand Paper			
List acct. 19, '86	dis		
Sash Weights			
Solid Eyes, per ton	33 00		
Sheet Iron			
com. smooth. com.			
Nos. 10 to 14	\$3 60		
Nos. 15 to 17	3 70		
Nos. 18 to 21	3 90		
Nos. 22 to 24	4 10		
Nos. 25 to 28	4 20		
No. 27	4 30		
All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.			
Shovels and Spades			
First Grade, Doz.	6 00		
Second Grade, Doz.	5 50		
Solder			
1/2 @ 1/4	19		
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.			
Squares			
Steel and Iron	60-10-5		
Tin—Melyn Grade			
10x14 IC, Charcoal	\$10 50		
14x20 IC, Charcoal	10 50		
20x28 IX, Charcoal	12 00		
Each additional X on this grade, \$1.25.			
Tin—Alloway Grade			
10x14 IC, Charcoal	9 00		
14x20 IC, Charcoal	9 00		
10x14 IX, Charcoal	10 50		
14x20 IX, Charcoal	10 50		
Each additional X on this grade, \$1.50			
Boiler Size Tin Plate			
14x56 IX, for No. 8 Boilers, 1/2 per pound.	13		
14x56 IX, for No. 9 Boilers, 1/2 per pound.			
Traps			
Steel, Game	75		
Onelda Community, Newhouse's	40 1/2		
Onelda Community, Hawley & Norton's	65		
Mouse, choker per doz.	15		
Mouse, delusion, per doz.	1 25		
Wire			
Bright Market	60		
Annealed Market	60		
Coppered Market	50 1/2		
Tinned Market	50 1/2		
Coppered Spring Steel	40		
Barbed Fence, Galvanized	3 10		
Barbed Fence, Painted	2 80		
Wire Goods			
Bright	80		
Screw Eyes	80		
Hooks	80		
Gate Hooks and Eyes	80		
Wrenches			
Barter's Adjustable, Nickle	30		
Coe's Genuine	30		
Coe's Patent Agricultural, Wrought	7 1/2		



# 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—DRY GOODS, LADIES' AND** men's furnishings stock, inventorying \$8,000; did \$18,000 business 1902; neat store with lease; best town in Michigan (Battle Creek); bargain for cash. Address John Drave, Marine City, Mich. 202

**FOR SALE—STOCK, GOOD WILL AND** fixtures of grocery well located in Grand Rapids and doing good business. Address No. 201, care Michigan Tradesman. 201

**FOR RENT—ONE SIDE OF MEN'S FURNISHING** goods store for shoe store; best location in best town in the state. Address L. B. care Michigan Tradesman. 199

**FOR SALE—SODA FOUNTAIN AS GOOD** as new at half price. Call or write Tibb's Drug Store, 107 South Division St., Grand Rapids. 198

**FOR SALE—DRUG STORE IN LIVE TOWN** of 1800; fine location; brick corner; everything will please you; owner not registered. Ed C. Wilson, Sumner, Ill. 196

**GASOLINE ENGINES FOR SALE—ONE 25** H. P. and one 8 H. P. Olds gasoline engine, both working every day. Maud S. Wind Mill & Pump Co., Lansing, Mich. 195

**FOR SALE—FURNITURE AND UNDER-** taking establishment; 5,000 population. Address Cure Bros., Martinsville, Ind., for particulars. 194

**FOR SALE OR EXCHANGE FOR GOOD** Iowa, Northern Illinois, Southern Wisconsin or Michigan farm—a first-class stock of dry goods, clothing, shoes and groceries, located in good Illinois country town; county seat; stock will invoice from \$7,000 to \$8,000; doing good business; other business reason for selling. Address Z. U., care Michigan Tradesman. 193

**FOR SALE—CHEAP—SODA FOUNTAIN** complete. Write A. W. Snyder, Three Rivers, Mich. 192

**A RARE CHANCE FOR SOMEONE WHO** wants to engage in the grocery business on a main street in the city of Grand Rapids. Come and convince yourself that you have a sure thing. Address No. 189, care Michigan Tradesman. 189

**FOR SALE—A FINE STOCK OF DRY** goods, trimmings, etc., excepting silks; amount \$12,800, at 40c on the dollar, or will sell part of it at 50c on the dollar. H. Guth & Son, Allentown, Pa. 188

**MERCHANTS OR SALESMEN, THIS IS** for you if you wish to make good money without any capital while in your other business. Write at once to Northern Agency Co., Limited, Grand Rapids, Mich. 203

**\$1,500 BUYS 80 ACRE FARM ONE-HALF** mile from thriving town; good buildings; power mill. Address L. Stover, So. Boardman, Mich. 210

**A DRY GOODS, HOUSE FURNISHING,** millinery, dressmaking, clothing and furnishing business in the heart of the best retail city in Manitoba for sale. First-class premises; clean up-to-date stock; stock reduced in six weeks to thirty-five thousand at rate on the dollar; failing health; must sell. For particulars address Box 325, Winnipeg, Manitoba. 209

**FOR SALE—BRIGHT NEW STOCK GEN-** eral merchandise: good town of about 3,000; North Central Illinois; invoice about \$7,000 with fixtures; \$22,000 cash sales 1902; terms reasonable; ill health. Address Box 513, Earsfield, Ill. 208

**FOR RENT—ELEGANT ROOMS FOR** grocery or bakery business; brick oven; established place. Box 637, Three Rivers, Mich. 207

**FOR SALE—ONE OF THE BEST PAYING** drug stores in Grand Rapids; corner store; centrally located; good hotel and transient trade; clean stock; price \$4,000; a good investment for person wishing to buy a drug stock. Address No. 204, care Michigan Tradesman. 204

**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. 105

**JEWELRY BUSINESS FOR SALE—ONLY** one in town 800 population. Stock, fixtures, tools invoice \$900. Discount for cash. Address 148 care Michigan Tradesman. 148

**FOR SALE—STOCK OF GROCERIES AND** dry goods, inventorying about \$1,500; good town; good reason for selling. Address No. 215, care Michigan Tradesman. 215

**FOR SALE—A STOCK OF DRUGS IN ONE** of the best towns of southern Michigan, involving fifteen hundred to two thousand dollars; a good chance for a live, hustling young man. Address No. 213, care Michigan Tradesman. 213

**500 SHARES STAR PETROLEUM CO.'S** stock at 17½ cents per share; write for our prices. Securities Trading Co., Germania Life Bldg., St. Paul, Minn. 214

**FOR SALE—AN ESTABLISHED MANUFACTURING** industry; small capital required; expenses very low; an exceptional opportunity; good reason for selling. Address M., care Michigan Tradesman. 179

**\$1,200 BAZAAR STOCK, NEW GOODS AND** staple, will be sold Wednesday, March 25th, at public auction to the highest bidder, at Vassar. Take advantage; good chance to go into business with small capital. I. Wittstein, Vassar, Mich. 212

**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—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—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

**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—THE BEST MEAT MARKET** in northern Michigan in the best town in the state. For particulars address No. 211, care Michigan Tradesman. 211

**RICH MINE OPPORTUNITY—BLA K ROCK** mines; 400 acres mineral; 20 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

**BONDS—\$15,000 5 PER CENT. LIGHT AND** power bonds, denomination \$1,000. Egyptian Investment Co., Herrin, Ill. 166

**FOR RENT OR SALE—NEW DOUBLE** brick store, 44x80 feet; one of the finest opportunities in Southern Michigan. Address Baughman & Yunker, Gobleville, Mich. 164

**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 1886; 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—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 hustling Michigan town; inventory about \$10,000. Can reduce half in thirty days. Easy terms. Lock Box 28, Alma, Mich. 163

**A BARGAIN—50c 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

**WANTED—TO EXCHANGE FOR HARD-** ware stock good unincumbered city property. Address Hardware, care Michigan Tradesman. 134

**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

**GENERAL MERCHANDISE STOCK FOR** sale. Will invoice about \$4000; located in a good town in Northern Michigan; good cash trade. Address B. C. care Michigan Tradesman. 160

**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 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, inventorying about \$2000; also residence and other real estate. A rare chance for a man with small capital. Reason for selling, other business. Address 136 care Michigan Tradesman. 136

**FOR SALE—FINE TWO-STORY STORE** with barn; or will exchange for general merchandise. Address 482 Washington Ave., Muskegon, Mich. 151

**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. 164, care Michigan Tradesman. 162

**FOR SALE—CHEAP—SMALL MANUFACTURING** plant near Chicago. Well equipped foundry, machine and wood working shops; brick buildings, low taxes, good water, cheap fare, six railroads. Address B. B. Potter, Griffith, Ind. 171

**WANTED—A PURCHASER FOR \$5000** stock general merchandise in country town. A money maker. Address S care Michigan Tradesman. 146

**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

**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

**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 Belnap Wagon Co. In use five months. L. E. Phillips, Newargo, Mich. 82

**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—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—\$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

## MISCELLANEOUS

**DRUG CLERK, ONE YEAR'S EXPERI-** ence in drug store, wants position; not registered. Clarence Cole, Stanton, Mich. 200

**WANTED—AT ONCE—REGISTERED AS-** sistant pharmacist. State age, experience, references and wages expected. Con DePree, Holland, Mich. 205

**BOOK-KEEPER AND CORRESPONDENT,** married, 30 years old, desires position April 1st; employed at present; six years' experience; best of references. Address No. 191, care Michigan Tradesman. 191

**WANTED—A GOOD CIGAR SALESMAN** to sell nickel, seed, Havana goods to retail trade for Michigan and Indiana. Must be some acquainted with trade. Address C. C. Tobacco Leaf, care Michigan Tradesman. 190

**WANTED—TINNER AND PLUMBER,** good all-around man. Address No. 197, care Michigan Tradesman. 197

**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. 20 per cent. commission. Don't answer unless you mean business. The Merchants' Supply Co., East Liverpool, O. 177

**AGENTS WANTED IN EVERY TOWN IN** the central states, \$3 to \$5 per day. Keyless Bank Co., 14 W. Atwater St., Detroit. 156

**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—SALESMAN TO HANDLE OUR** full line on commission or salary. Address Angle Steel Sled Co., Kalamazoo, Mich. 99

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

## "THE O'NEILL SALES"

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



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

## QUICK MEAL STEEL RANGES

The name guarantees its merits.

Write for catalogue and discount.

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

## ELECTROTYPES

DUPLICATES OF  
ENGRAVINGS & TYPE FORMS  
SINGLY OR IN QUANTITY  
TRADESMAN CO., GRAND RAPIDS, MICH.



## 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

# MICA AXLE GREASE

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

## ILLUMINATING AND LUBRICATING OILS

**PERFECTION OIL IS THE STANDARD  
THE WORLD OVER**

HIGHEST PRICE PAID FOR EMPTY OARBON AND GASOLINE BARRELS

**STANDARD OIL CO.**

## 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 **1C** 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.**





## The "Belding" Refrigerators

are the

**Standards of Comparison**

**Quality the Best and Moderate Prices**

We know what the housekeepers want and we make the goods. Our line is very complete and as we have three mammoth factories you are assured prompt shipment. Write for one of our large illustrated catalogues "C."

**Belding-Hall Refrigerator Co.,**  
Belding, Mich.



Why  
not have  
a  
new one  
this year?

We mean by this, one of our Leonard Cleanable Grocer's Refrigerators in two, three, four, or five roll. Positively the finest store fixture ever made and a satisfactory investment in every way. We have sold a number of these during the past year to dealers and will gladly refer you to them as to the merits of the same. We would be pleased to have you come in and look them over in our sample room, or our salesman will call on you with catalogue and prices (a telephone message or postal will bring him).

No. 672, 2-roll; No. 673, 3-roll; No. 674, 4-roll; No. 675, 5-roll. Made of oak, antique finish, rubbed and polished. Two ice doors—one on each end. We can furnish these refrigerators (at an additional cost of \$5 net) with division, making two complete refrigerators. One or both can be used at the same time. The partition can be placed between any desired compartment, and the compartment intended for cheese will be fitted with revolving wooden slab.

### DIMENSIONS:

Number	Weight	Length	Depth	Height
672	840	46	41	84
673	1120	68	41	84
674	1630	90	41	84
675	1980	112	41	84

**H. Leonard & Sons, Grand Rapids, Mich.**

# One and the Same Thing

Unconsciously you give away a part of your profits every time you give a customer Down Weight.

It may be small, but repeated dozens of times a day, hundreds of times a week, thousands of times a year, this loss represents a mighty total.

If you gave away consciously in money what you unconsciously give away in goods, you would be astonished at the wastefulness incurred by using a Pound-and-Ounce Scale.

The primary benefit derived from our Money-Weight Computing Scales is in their profit-saving. They weigh in money. You know to a fraction the value of every article you sell by weight. No inaccurate weighing. No hit or miss calculations. The SCALE does the figuring and it is infallible, which grocers, grocers' clerks and the rest of humanity are not.

Sold on easy monthly payments.  
They earn their cost while you pay for them.

**The Computing Scale Co.,**  
Dayton, Ohio, U. S. A.  
**Money Weight Scale Co.,**  
47 State Street, Chicago.  
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