

MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$1 PER YEAR

Twentieth Year

GRAND RAPIDS, WEDNESDAY, APRIL 15, 1903

Number 1021

If your trade demands good rubbers, sell them Beacon Falls.



They are a sterling, dependable article, not made to "sell at a price," and can be relied on to give satisfaction. They fit, look and wear well, and cost no more than many other lines much inferior in point of quality. Drop us a card and we will be glad to send 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.

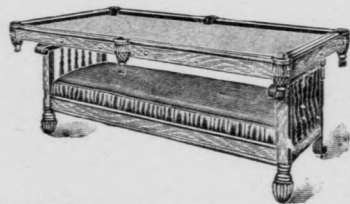
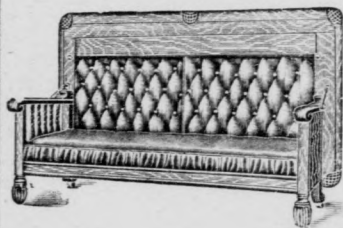
Boston---177-181 Congress Street.

Out of the Trust.

The Balke Manufacturing Company,

Sole Manufacturers of the

BALKE Combined Davenport, Pool and Billiard Tables.



FOR THE HOME.

There is Nothing More Enjoyable for indoor amusement than a game of billiards or pool. The great majority of homes are debarred from the king of games on account of lack of room, and in many cases on account of the great expense of the old style table.

We have overcome all obstacles. We offer you a perfect and complete Pool or Billiard Table, with full equipment, at an extremely moderate cost, while at the same time giving you a magnificent full length couch, suitable for the best room in any house, and adapted to be used in a moderate sized room, either parlor, sitting room, library or dining room.

We have a large line of children's tables for \$10 to \$25, and regular tables at \$50 to \$200. Catalogue on application.

The Balke Manufacturing Company, 1 W. Bridge Street

7 Per Cent. Preferred Stock

For a safe, well paying investment

A Michigan company making widely advertised, popular game-boards; also library and dining tables, convertible into billiard tables, and a patented billiard ball.

After a thorough and careful investigation of this company's affairs, we offer for sale their Preferred Stock, and strongly recommend it as an especially reliable, high grade investment.

Their quick assets are considerably more than enough to take care of the entire issue of \$75,000 Preferred Stock, while their total assets are over three times that amount.

Full prospectus and statement of the company's condition will be furnished on request.

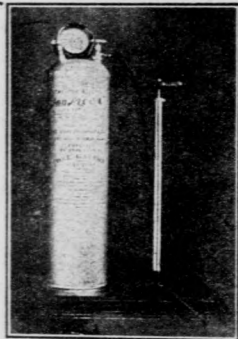
Carrom Archarena Co.
Ludington, Mich., Preferred 7% at 101

E. M. DEANE CO., LTD.
STOCKS, BONDS AND INVESTMENT SECURITIES
211 to 215 Mich. Trust Bldg., Grand Rapids, Mich.

References—Old National Bank, People's Savings Bank.

THE
Ann Arbor
QUICK LIGHTING
GASOLINE LAMPS.

Every Day We Receive Letters Similar in
Tone to This One.



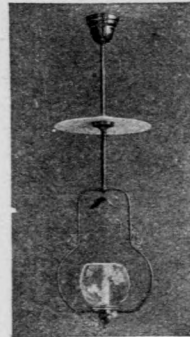
The Superior Mfg. Co.
Ann Arbor, Mich.

February 28, 1903.

Dear Sirs:—I expect some of the merchants will write you for the agency for Lighting Plants and Arc Lamps in order to get them at wholesale cost. They are beginning to find out that you have the best system and lamp made, and if you will give me the agency I can sell a large number of them.

Yours truly,

Jacob Helber,
Farmington, Mo.



Mr. Helber is a business man in Farmington, Mo. He uses the "Ann Arbor" lighting system and is meeting with large success in selling both lamps and systems.

You can do as well in your town. Will you be our agent or will you let some one else get ahead of you? Write to-day. Don't delay.

The Superior Manufacturing Co.

107 2nd Street

Ann Arbor, Mich.

Income Building

is a problem that is occupying the minds of millions of people all over the world. Are you looking for a safe, profitable and honestly managed concern in which to invest your surplus cash? If so, the

Globe Pure Food Co., Ltd.
Grand Rapids, Mich.

offers you an investment that is better than a 5% gold bond. For a limited time only, the stock is offered for fifty dollars (\$50) per share, par value \$100.

Now is the time to invest.

The Peach Flake Food has already proved a winner, and Natura Coffee Substitute is now being got ready for the market, and promises to be a big winner from the start.

Capacity of factories, 1,100 cases per day.

Investigate this proposition. Send for free prospectus containing full particulars.

Address Secretary of Company,

Chas. F. Bacon,

18 Houseman Blk.,

Grand Rapids, Mich.

"The Perfect Wheat
Food"



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

The choicest wheat prepared in a scientific way so as to retain and enhance every nutritive element. Many people cannot eat starchy foods. Nutro-Crisp is a boon to such and a blessing to all. The school children need generous nourishment. Give them Nutro-Crisp. A "benefit" coupon in each package.

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



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, APRIL 15, 1903.

Number 1021

William Connor Co. Wholesale Ready-Made Clothing

Men's, Boys', Children's

Sole agents for the State of Michigan for the

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

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

28-30 South Ionia Street
Grand Rapids, Mich.

Collection Department

R. G. DUN & CO.

Mich. Trust Building, Grand Rapids

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

C. R. McCORNE, Manager.

We can furnish you

SUNSET BULLION
at \$19.50 an oz.

or

Sunset Treasury Stock
at \$2 a share

Net you 12 per cent. per annum.

This company is operating on the Feather River, 6 miles from Oroville, California, and has paid regular dividends since Feb., 1894. It declared its 110th monthly 2 per cent. last week, payable April 1st.

Chas. E. Temple & Co.

623-5 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.

Widdicomb Building, Grand Rapids
Detroit Opera House Block, Detroit

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

IMPORTANT FEATURES.

- Page.
2. Fight the Devil with Fire.
 4. Around the State.
 5. Grand Rapids Gossip.
 6. Lignite and Peat.
 8. Editorial.
 10. Dry Goods.
 12. The Agency Plan.
 14. Premium Soap.
 16. Clothing.
 20. Shoes and Rubbers.
 24. Woman's World.
 26. Large and Complete.
 28. Hardware.
 32. Nimble Nick.
 34. Woman's Tact.
 36. Butter and Eggs.
 38. The New York Market.
 41. Commercial Travelers.
 42. Drugs and Chemicals.
 44. Grocery Price Current.
 47. Men of Mark.

DOUGLAS, LACY & COMPANY,

CURRIE & FORSYTH, Managers.

Bran h, Michigan Trust, Grand Rapids, Mich.

We are now offering for subscription 700,000 shares of the fullpaid, non-assessable preferred treasury stock of the Mexican Exploration and Development Company, Series "B," entitled to a priority of 12 per cent on the investment in the earnings of the company, at 12½ cents per share, par value \$1.00. Subscriptions received from those not holders of Series "A" must be subject to allotment and can only be filled from stock remaining. All orders must reach us by the 20th, as the subscription closes promptly on that date.

An investment in the stock of this company is very desirable and is fully guaranteed by the trust fund. The charter of the Mexican Exploration and Development Company was established broad enough to permit the company to take up the development of the various resources of the Republic of Mexico, and also to operate manufacturing and other industries therein. The company has already commenced the conduct of its business successfully, and the above stock in Series "B" is offered for purposes of additional operating capital. Full information can be had on application to the above, either in person or by letter.

Oro Hondo

Shaft is now down 330 feet
in ore.

Buy Oro Hondo

The property consists of over 1,000 acres adjoining the Homestake and the sinking and hoisting machinery is now in operation. The shaft is down 300 feet and has struck one of the Homestake veins running through the ground. Plans are being made for the erection of a 250 ton stamp mill for crushing the ore. They have large bodies of paying ore in sight. The consensus of opinion in the Black Hills among mining experts is that Oro Hondo furnishes the best possibility of duplicating the record of the Homestake, which advanced from \$1.00 to \$115.00 per share, besides never missing a monthly dividend for 22 years.

Our Guarantee

If any buyer of Oro Hondo stock upon investigation is not satisfied that the existing condition at the mine has been understated by us, we shall cheerfully refund the amount subscribed.

Write for large prospectus and full particulars. Wm. A. Mears & Co., Fiscal Agents, New York and Philadelphia.

Address all letters of inquiry to

Charles E. Temple & Co.

State Managers

623 Mich. Trust Bldg. Grand Rapids, Mich

References furnished on application.

AN EGREGIOUS BLUNDER.

Next to the popular delusion that the world is full of jobs where a big salary is paid for little work stands its fellow in delusion and folly that a business of any kind can be made to run itself. A well established routine is all that is necessary. This at first calls for brains. There is a field of work to be selected, a choice of locality is to be made, a thousand and one details to be looked after which call for days and months of thought and care where a mistake is disaster; but after this time of trial is over then there comes the period of letting up. There are no more wakeful nights, certainty takes the place of doubt, the sun of prosperity scatters the clouds of impending ruin, the commercial ship sails at last on untroubled seas and for evermore with a word here and a suggestion there the business proceeds to run itself.

The great pity in this lies in the fact that this let-up time is the object for which so many men are striving. One of these days and there is to be no hurrying down town. At an hour when a Christian naturally wants to get up, after a breakfast which the same individual proceeds deliberately to enjoy, the coupe is at the door and the sleep-refreshed, breakfast-satisfied business man without a disturbing care rides down to his office to open his letters, look over the papers and then listen to the accounts of prosperity attending the house for the last twenty-four hours, make a suggestion here and another one there and then enjoy the nap deferred, when the business was young and excited his every energy, to this period of inactivity and rest.

Foolish as this is in fancy as well as in fact, there is many a man in active business to-day indulging in just such thought. Worse than that, he is trying to put it into practice. He is constantly on the lookout for letting-up places. He is too easily satisfied that this or that part of the business can run itself. That tussle he had last year with Halliday & Brown over the domestic linen has quieted down and Grayson who did the quelching can turn his attention to something else. That price-cutting that Lambson so successfully nipped in the bud was nipped for all coming time and he may as well be discharged—the thing will hereafter take care of itself. That "natural result" the Tradesman recently told about is a case in point. The first year the merchant advertised his business in a certain part of his county and the result was an increased business of nearly \$100 a day. Then he concluded the thing was established and would run itself. He let it and it ran itself into the ground, as he might have known it would, where it would have stayed had he not corrected his blunder, gone back to first principles and run it himself.

The same mistake is constantly appearing in all conditions of life. The engineer with his hand on the throttle of the finest machine that ever left the workshop, knows that destruction and death are ahead of him if the engine is

allowed to run itself; and how long would he hold his place, or be worthy of it, should he fail to give it his constant care? He oils it, he cleans it, he feeds it fuel and gives it drink at the proper time and in proper quantities and when in motion his trained eye and hand are ready for the coming emergency. So the long journey is accomplished and so the world's work is done, not by starting the thing and letting it run itself but in season and out of season keeping it to its work with the same master mind behind it to hold it to its best.

It may be questioned whether the idea can find a better illustration than that which our own homelife gives. In no undertaking does the hand of management more surely show itself. The house may be the best that architect can plan or taste and skill and convenience furnish, but unless there is a head to run it the money spent is thrown away. The very fire that incompetence builds in the costly range is a fitting preliminary to the uneatable meal that follows it and the home wrecks that are cursing society to-day are traced as surely to the indifference that lets the home run itself as the merchant's failure can be traced to the same senseless cause.

There is a single preventive for all this ruin working: the giving up of the idea that anything can run itself successfully. The same toil, the same cunning, the same judgment that establishes a successful business must be continued if the success is to continue. There can be no let up. The school boy's first lesson convinces him that it never will learn itself and the longest curriculum of study and the hardest will be found defective if it does not intensify the fact that the same energy and the same determination and the same unremitting industry called for to acquire are equally called for to maintain what has been so painfully realized, in toil and tears.

Hides, Pelts, Furs, Tallow and Wool.

The hide market remains firm. Dealers have none to sell on offerings made. Collections are small, with enough takers at some price to hold the market at an advancing point as stock improves in quality.

Tallow is dull and neglected. Trading is slow. Edible and prime sell freely, but at a shade lower values. Greases sell slowly, with no change in price.

Wool pelts are in light offerings, while shearlings are more plenty and find ready sale at good values.

Wools are on a high edge in States and taken by locals who buy at random or on a guess. Their "guess" is fully up to or above Eastern ideas of prices to rule on coming clip. Sales are of some volume East, but prices are shaded to unload. It is a case of waiting while clipping is fairly under way and the clip marketed as soon as off the sheep.

Wm. T. Hess.

When the average actor announces himself as a "star" his associates are apt to pronounce the word backward.

FIGHT THE DEVIL WITH FIRE

Even If We Occasionally Get Singed Ourselves.

Written for the Tradesman.

Responding to a note from the editor of the Tradesman requesting me to turn the searchlight of my intellect upon the soap problem as presented by "Grocer," of Hastings, the following observations are respectfully submitted:

It is one of the recognized contradictions of the human mind that the very thing we would do ourselves, had we the ability or the opportunity or both, and perhaps pride ourselves on the act, is often that which calls forth our loudest condemnation when done by some one else.

We are all in business to make money, to sell goods and to get all the trade we can, and when in the course of events we are able to win our neighbor's star customer from him, we rejoice more—well, much more than we do when he collars one of ours.

All is fair in love, war and business is practically the motto of the commercial world. That this rule has its limitations we freely admit; and yet in its practical application each man is virtually his own censor. He governs his actions, either by his ideas of right or by some self-recognized or imaginary rules of business conduct. The mere fact that John Smith suddenly cuts into Sam Jones' trade is not in itself prima facie evidence of fraud or dishonesty on the part of Smith. Smith may be a great deal smarter than Jones, but it does not follow, therefore, that Jones will admit the fact. Still the smartest man in town is not always the man who does the best business, and if Jones bestirs himself in the right way, it will not be long before his star is again in the ascendant.

The Larkin soap deal has been worked in this village, but as yet we have experienced very little inconvenience therefrom. We understand that the goods themselves are satisfactory, so it is not at all certain that Larkin is doing the people. He ships his wares on approval, and if his customers do not like them, they are at liberty to send them back. So it looks a good deal as though the consumer, if a dupe, is a willing one, and therefore should be handled by pacific means.

In order to successfully combat the enemy, it is well to count his guns and to estimate his strength. We therefore copy somewhat from one of the Larkin order sheets:

- ... Bars Family soap..... @ 5c
- ... Woolen soap..... @ 7c
- ... Floating soap..... @ 5c
- ... Soap powder..... @ 10c
- ... Scouring soap..... @ 5c
- ... Sulpho-tobacco soap..... @ 10c
- ... Harness soap..... @ 10c
- ... 8 oz. cake tobacco soap..... @ 20c
- ... Boxes complexion soap, 1/4 doz. each..... @ 60c
- ... Castile soap, 1/4 doz. each..... @ 30c
- ... Glycerine, 1/4 doz..... @ 25c
- ... Oatmeal, sulphur or tar soaps, 1/4 doz. each..... @ 25c
- ... Shaving soap, each..... @ 10c
- ... Bottles perfume..... @ 35c
- ... Rose perfume..... @ 50c
- ... Pink perfume..... @ 50c
- ... Violet perfume..... @ 60c
- ... Sachet powder..... @ 10c
- ... Smelling salts..... @ 25c
- ... Cold cream..... @ 25c
- ... Derma Balm..... @ 25c
- ... Tooth powder..... @ 20c
- ... Talcum powder..... @ 15c
- ... 6 oz. bottle Glycerine..... @ 25c

The foregoing is not a complete list, but it gives a good idea of what Larkin offers. In ordering the goods one makes his own selections and, as it requires a

ten dollar purchase to entitle him to a premium, it stands to reason that ninety-nine out of a hundred orders will include a liberal proportion of the goods that pay a big profit.

The idea of fighting this sort of competition with a large box of soap like American Family strikes the writer as a mistaken one. The woman who sends Larkin an order wants an assortment of the little things that are dear to her heart—things that the average grocer does not think worth while keeping on his shelves. If she has made up her mind to invest ten dollars, she does it primarily to get the premium, and as two hundred cakes of laundry soap are more than she needs, she takes the opportunity to lay in a supply of the non-essential but more elegant articles that Larkin lists. She wants these goods for a particular purpose, and to offer her in their stead a box of yellow laundry soap of large dimensions at a less price is on a par with asking her to accept a calico wrapper in lieu of a silken gown. It is cheaper and may wear longer, but it does not hit the spot. There are many ways of meeting competition; and to intelligently point out the best for any given store requires an intimate knowledge of at least four things—the locality, the business, the class of customers to be attracted and the proprietor himself. A scheme that has proved eminently satisfactory at Sparta may not be worth a rap in Kalamazoo, and one that will attract the Bohemians to East Jordan might fail to bring the Hollanders into Graafschap. We have known one merchant who was unable to carry out a certain trade drawing idea that had cost him a good deal of money, while shortly afterward his neighbor over the way used the same scheme with marked success. So much depends upon individuality and the way business propositions are handled.

But certain broad rules are applicable to any community and to all customers, and they are rules that any shrewd grocer can apply to his own business. Your frugal housewife hates to invest \$10 in articles that she can not make use of promptly, and the mere fact that she receives a premium with them does not entirely obliterate her annoyance. She chafes at the delay while she is waiting for the goods to come all the way from Buffalo and will be virtuously shocked at the size of the freight bill when that is presented for payment. She will find that she has bought proportionately too much of some things and not enough of others, and if any of the toilet water has leaked out in transit, or if some of the bottles of perfumery have broken and their contents have soaked into the talcum powder, she will be considerably annoyed thereby. And she may find that the order has not been filled exactly as she thought she had written it, in which event she will never forget if she ever forgives the firm that made the mistake.

Now all this makes the opportunity of the astute and energetic grocer. Let him take some good standard brand of soap for a basis and add to it a nice little assortment of just such goods as Larkin advertises. He can make up a deal of any size that his judgment tells him will be most acceptable to his customers, but let it be smaller than the Larkin offering. He can have several deals if he likes. So many bars of Jaxon or Atlas soap, so much Ivory or Fairy, so much Pears', or Armour's or Kirk's or Passolt's or any other good toilet, shaving or medicated soap. He can add perfumery and talcum and sachet and

Columbia Soups & Salad Dressing

are the best in the world.

Columbia Tomato Soup

is a
Cream of Tomato
made from fresh ripe
fruit. Has no equal
in flavor. There are 15
different varieties.



Our Aim is Quality Not Quantity

Columbia Salad Dressing

"The Taste Tells."

For all kinds of Salads. It contains the finest Italian Olive Oil and holds its flavor. Ask your grocer

for

COLUMBIA BRAND.

MULLEN-BLACKLEDGE CO.

Manufacturers



WORDEN GROCER COMPANY

Distributors, Grand Rapids, Mich.

SEARCH METAL POLISH
FOR CLEANING BRASS, COPPER, TIN, NICKEL AND STEEL.
REMOVES ALL RUST.
DIRECTIONS:
APPLY WITH SOFT CLOTH, WIPE OFF WITH DRY SOFT CLOTH OR CHAMOIS
MANUFACTURED BY
McCOLLUM MFG. CO.
DETROIT, MICH.
U.S.A.

"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.

McCollum Manufacturing Co.

Chamber of Commerce, Detroit, Mich.

Voigt Cream Flakes

The best of all
Ready to Eat Foods.

All wide awake grocers sell it. Any jobber in Michigan can fill your order. Write us for particulars.

Voigt Cereal Food Co., Ltd.

Grand Rapids, Mich., U. S. A.



bay rum and witch hazel and all the things of this nature that his wit suggests, and sell the lot for \$2, for \$3, or for \$5, according to its cost and merits. He can tell his customers that these are standard goods and that they are delivered to their doors free from breakage, and with no charge for freight. He can give tickets with this on his regular premium scheme if he wishes, and it seems to the writer that such a plan might tend to cut off the sending away to distant cities for goods that people for obvious reasons would much prefer buying at home.

The world has gone daft on premiums and the sooner we awake to that fact the sooner we will be in line with the rest of mankind. The tobacco trust has cut down the grocer's profit to a wire edge, but it has gone after the consumer with a lure that catches and holds him in spite of himself. If he is proof against the seductions of pipes, fishing rods and astrachan ulsters, what is he to do when the woman of his choice implores him to chew 90,000 plugs of Snag Proof tobacco so that she can have a baby grand piano?

We must fight the devil with fire, even

if we occasionally get singed ourselves. We must give value for value and scheme for scheme. If we have to take knocks we must give them in return. This is not the lesson taught in the Sermon on the Mount, but it is the lesson learned of bitter experience, and he who fails to profit by it will be left helpless along the wayside and a man with a bigger bump of combativeness and a tougher skin will assume his discarded burden and carry it on.

The country dealer will always be handicapped by lack of outlet. He can not handle such quantities as does the man whose sidewalk hourly resounds with the tread of hurrying thousands; but he can meet his customers face to face. He can have the advantage of knowing them personally, and of being able to attend to their wants promptly and intelligently. He can be on hand to receive complaints and make corrections, as well as to adroitly adjust any of those little differences which arise between buyer and seller as surely as night follows day. And if he does not improve the opportunity to push all this and much more to his own benefit, it is

because he fails to recognize the advantages of his position.

When a merchant says that his business is going wrong or that his sales are falling off or that some particular line of seasonable goods no longer moves, one can hardly be censured for wondering whether the fault lies entirely with a diversion of trade to the department stores, with the failure of the corn crop, with the closing down of the clothes-pin factory, with the unexpected protraction of the street car strike, or if, after all, it is only because this man has been taking a good long nap, while his competitor hustled ninety-six hours a week and got the business.

George Crandall Lee.

Throwing Bouquets at the Northwest.
From the Minneapolis Commercial Bulletin.

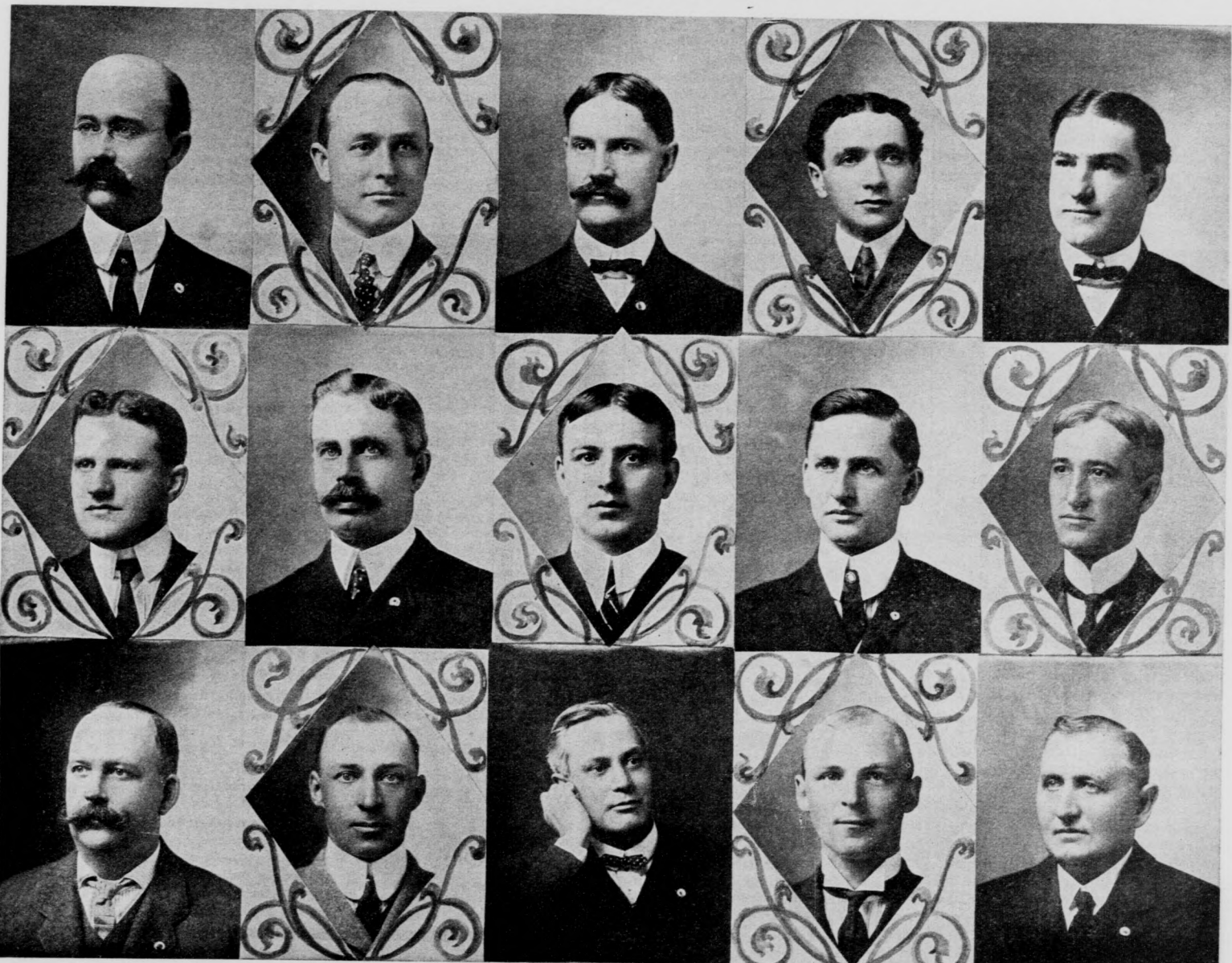
Stephen A. Sears has temporarily assumed the duties of manager for the National Biscuit Company at Minneapolis during the sickness of Manager A. L. Voories. Mr. Sears comes from Grand Rapids, where he has been manager for the National Biscuit Company for some years, a position which he still retains, although temporarily locking after the interests of the National in the Northwest.

The Sears family are well known to the trade in all of that big territory in which Grand Rapids sells goods. Mr. Sears was for years associated with his father in the firm of Wm. Sears & Co., who controlled large bakery interests in that city. Several years ago the Sears properties were sold to what is now the National Biscuit Company, with which concern Mr. Stephen A. Sears has remained as Grand Rapids manager ever since.

Mr. Sears is much pleased with the "go" to trade in the Northwest. He says:

"In Michigan and in fact every other part of the country where I have visited, the Northwest has a splendid name. Manufacturers in all lines consider it one of the very best purchasing sections on the American continent. In addition to that the fact that the financial standing of this part of the country is good should be a matter of much pride to all of its business men. The immense immigration pouring in here has ceased to be a wonder to the business men of the East and they are now discussing the great prospects in store for this section. I can not see where this country can fail to make wonderful progress in all avenues of industry and trade in the next ten years, a development which means much to the Twin Cities."

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



H. S. Holden
J. C. Ballard
C. W. Faust

H. E. Barbour
G. A. Newhall
W. J. Carlyle

J. H. Taylor
C. S. Voigt
C. C. Herrick

R. E. Tyroler
R. E. Groom
W. M. Tenhopen

C. W. Mills
H. L. Gregory
G. R. Alexander

Around the State

Movement of Merchants

Flint—Jessel Hardy has purchased the Frank Gordon grocery stock.

Lansing—F. E. Merritt, grocer, has sold his stock to C. N. Leonard.

Newaygo—Geo. S. Surplice has removed his drug stock to Mesick.

Northville—Nicholas Nevison, baker, has sold out to Brazee & Brazee.

Saginaw—W. E. Wright has purchased the grocery stock of Wm. E. Soules.

Coldwater—Simmons & Malarney have purchased the Eddy cigar store.

Fremont—J. A. (Mrs. M. J.) Dow has sold her grocery stock to Peter Oostings.

Frankfort—Harmon & Co. will add a meat department to their grocery business.

Alpena—D. LeBlanc has retired from the clothing business of A. E. McGregor & Co.

Port Huron—Henry McJennett & Co. have sold their grocery stock to Wm. F. Hand.

Utica—Fred H. Clark, dealer in stationery, has sold his stock to Stuart Beatty.

Lapeer—Eugene Alt has sold his clothing stock to H. Marienthal, of Midland.

Muskegon—Tunk & Sietsema have purchased the grocery stock of Derk A. Boelkins.

Burr Oak—C. F. Espenheim has purchased the general merchandise stock of C. B. Galloway & Son.

Montague—A. Wurtzler has turned his shoe stock over to W. E. Osmun as trustee for his creditors.

Flint—Thomas J. Collins has purchased the drug and grocery stock of Mrs. Josephine M. Hunt.

Mason—A. R. Dart has purchased the furniture stock of G. G. Carter and has taken possession of same.

Mt. Pleasant—Johnson Bros. have added to their clothing stock a full line of men's furnishing goods.

Millersburg—Roberts & Abbott have dissolved partnership and the mill will be operated by A. J. Abbott.

Sault Ste. Marie—Kanouse & McIvar have opened a drug store at the corner of Arlington and Ashmun streets.

Lansing—F. E. Merritt has sold his grocery stock at the corner of Chestnut and Lenawee streets to C. B. Leonard.

Muskegon—Freye & Boersma is the style of the new firm which continues the hardware business of Freye & Langeland.

Jackson—The Model Laundry Co. has been formed by R. A. Doane, Jas. H. Doane and T. C. Badgley. The capital stock is \$5,000.

Hart—J. H. Colby has leased J. H. Slater's lot adjoining his hardware store and is building an agricultural implement warehouse thereon.

Beulah—S. C. Thompson has purchased the general merchandise stock of Mason Smith and will continue the business at the same location.

Leonidas—Damon & Longnecker, general merchandise dealers, have dissolved partnership. The business is continued by Longnecker Bros.

Tekonsha—Clyde Wolfe has purchased the interest of his partner in the dry goods business of Wolfe & Clarke and thus becomes sole proprietor of the business.

Rockford—H. Blackburn, of Sand Lake, has purchased the meat market of D. Wellbrook and will continue the business with the assistance of his son, Arthur.

Ludington—Arthur W. Hamel has severed his connection with Latimer's drug store and taken a half interest in the Epworth bakery with W. J. Meisenheimer.

Albion—B. S. Mead, of Lansing, has purchased the book and stationery stock of S. M. Raferty, who is now traveling for the newly organized National Spring & Wire Co., of this place.

Ludington—J. H. Britton, grocer and meat dealer at the corner of Dowland and Washington streets, has sold his stock and building to H. C. Hansen. Ill health necessitates Mr. Britton's retiring from trade.

St. Johns—Otto Eggert, formerly of Montrose and Saginaw, has purchased the dry goods stock of the Alderton Mercantile Co. The Alderton Co. will continue the grocery business under the management of Charles Sowle.

Imlay City—Horace Lamb, who sold his produce business to Fairweather & Steele a year or so ago, has bought it back and will resume the business at the old stand. Fairweather & Steele will continue the hay business.

Parma—The Parma Mercantile Co. has been organized with a capital stock of \$5,000 held as follows: Geo. B. King, 5 shares; F. K. Corwin, 5 shares; O. J. Chapel, 2 shares; Wm. McDonald, 5 shares, and L. Rosenbrook, 6 shares.

Howard City—Fred E. Holt has sold his grocery stock to Eli Lyons, of Lakeview, who will divide his time between his stores at this place, Lakeview, Altona and Rockford. Andrew Mitchell, of Lakeview, is now in charge of the store and will continue in that capacity.

Manton—The general merchandise stock of Truman Bros., doing business as the Home Union Co., has been purchased by J. J. LaBonte and Charles Ransom, of Northport, who will continue the business at the same location under the style of the LaBonte-Ransom Co.

Owosso—C. C. Duff has sold his grocery stock to J. C. Calkins, of the St. Johns Grocery Co., who will conduct the business at the same location. Mr. Duff, who has been engaged in the retail grocery business almost continuously since 1865, will handle tea and other merchandise at wholesale.

Lake Linden—The Lake Linden Supply Co. is the style of a new enterprise at this place. The authorized capital stock is \$30,000, held by the following persons: Allan MacIntyre, 1,880 shares; Wm. J. Richards, 400 shares; J. E. Jones, 400 shares; Thomas W. Armstrong, 100 shares, and Jas. Hoar, 100 shares.

Muskegon—Prosecuting Attorney Lovelace has applied to the Supreme Court for a writ of certiorari. The Supreme Court will be asked to mandamus Judge Russell to in turn mandamus Police Justice Carr to issue a warrant for a Muskegon grocer for an alleged violation of the pure food law. Justice Carr had refused to issue this warrant and Judge Russell refused to mandamus him and compel him to show cause why he should not do so.

Escanaba—Herman Salinsky, proprietor of the Fair Savings Bank, has purchased a site at the northwest corner of Ludington and Mary streets and will shortly begin the erection of a large department store. The building will be three stories high, with a frontage of 50 feet and a depth of 125 feet. Benj. Salinsky, who owns the building occupied by the Fair Savings Bank, will

conduct a department store as soon as the premises are vacated by his brother.

Manufacturing Matters.

Detroit—The Detroit Paper Co. has increased its capital stock from \$41,000 to \$75,000.

Ludington—The Carrom-Archarena Co. has increased its capital stock from \$50,000 to \$225,000.

Albion—The Michigan Harness Co. succeeds the Manning Harness Co. in the manufacture of harnesses.

Marquette—The Triumph Food Co., Ltd., will manufacture two kinds of flaked food and a cereal coffee.

Kalamazoo—The capital stock of the Kalamazoo Corset Co. has been increased from \$100,000 to \$500,000.

Coldwater—F. T. Eddy is succeeded by Simmons & Malarney in the tobacco and cigar manufacturing business.

Fenton—The capital stock of the Aetna Portland Cement Co. has been increased to \$2,000,000 from \$5,000.

Port Huron—Jenks, Taylor & Co., manufacturers of lumber, have increased their capital stock from \$20,000 to \$30,000.

Saginaw—The National Manufacturing & Supply Co. has changed its style to the United Supply Co. and has increased its capital stock from \$50,000 to \$150,000.

Belding—The Ballou Basket Works has purchased the old Spencer & Hill planing mill plant and will convert it into a large warehouse, adding 100 feet on the south side.

Jackson—The Coltrin Manufacturing Co., manufacturer of cement and moulding machinery, has merged its business into a corporation under the style of the R. B. Coltrin Manufacturing Co.

Albion—The American Harness Co. has been organized with a capital stock of \$15,000, owned in equal amounts by John G. Brown, F. L. Irwin, H. M. Dearing, F. J. Graves and M. D. Weeks.

Detroit—The American Picture Frame Co. has been organized with a capital stock of \$10,000. The shareholders are H. J. Denk, 485 shares; O. F. Blau-man, 485 shares, and Alexander Barr, 30 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.

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

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Limited.**

**Manufacturers of
Vegetable Frankfurts
Grain Sausage
Nut Cheese
and full line of
palatable foods
from nuts
and vegetables**

Grand Rapids, Mich.

Grand Rapids Gossip

The Grocery Market.

Sugars—The raw sugar market has been showing weakness and prices for 96 deg. test centrifugals during the past week have declined 1-16c. Since then, however, there appeared a stronger feeling and holders are now inclined to store sugars rather than accept any lower prices or even sell very freely at present prices. There is some improvement in the refined market and it is now generally believed that there will be a material increase in the demand during the next two or three weeks. Probably in expectation of this, refiners have advanced prices five points and many think the market has touched bottom and better prices will rule from now on.

Canned Goods—The canned goods market shows no material change. Trade is light, as has been the case during the past several weeks, and the so-called "spring demand" which usually takes place in this line has not materialized as yet, and it is getting so late now that it looks as if this year it would be conspicuous by its absence. There is a little business being done, but orders are small and in the aggregate do not amount to nearly what was expected. Tomatoes come first in point of interest, but there is but little business reported and the market is rather weak. Supplies are limited and although at present the situation is not very encouraging, better conditions are expected a little later. Corn continues very firm with good demand. Stocks are very light and desirable lots difficult to obtain. Peas show no improvement as yet, trade being for only small lots at unchanged prices. Peaches are in some request, but sales are few. Supplies of gallon apples have been considerably decreased by recent heavy buying and are firmly held. There is a good conservative demand for salmon and prices remain unchanged. Sardines are moving out well at unchanged prices.

Dried Fruits—There is practically nothing new in the dried fruit market. Business this season has been quite unsatisfactory and not up to the usual standard, and now what stocks are on hand are causing some little anxiety on the part of holders for fear they will not move out before the new crops are ready, as the trade during the next three or four months is never very heavy. There is but little trade in prunes, orders being for only small lots for immediate use. Prices, however, show no change. Raisins are in light demand, but there is a little firmer feeling, due to the fact that supplies are considered hardly sufficient for the wants of the consuming trade for the balance of the season. There has been some little activity in apricots during the past week, but there is no change in price. Peaches, however, are very quiet and with a weaker tendency. Currants are very firmly held and meeting with good demand. Stocks of figs are considered rather heavy and, in the hope of moving some right away, holders have reduced prices 1/2c. Trade during the warm weather is always very limited and dealers do not wish to carry over any more than absolutely necessary. Dates are in rather light supply and are meeting with fair demand. Evaporated apples show no change in either demand or price. Trade in this line has been very unsatisfactory this season, particularly during the last few weeks, at which time trade in this line is generally good.

Rice—There is a continued good demand for rice with no change in price, but with all stocks being very firmly held. Supplies are limited, particularly of the most desirable grades, which are taken up as soon as offered.

Molasses—Although demand for molasses is light, as usual at this season of the year, prices are firmly maintained, as stocks are very limited and dealers will not part with their holdings except at full values. The present outlook is that the new crop will probably be a small one on account of the recent floods in the South, and this has a tendency to strengthen the market.

Fish—There is practically nothing interesting in the fish market. Prices show no change from last week and trade is rather limited.

Nuts—There is a fair trade in nuts for this time of the year. Not very much activity is expected now, however, except in peanuts, which are meeting with ready sale at full previous prices. There is some little demand for walnuts, but the demand while fair would hardly be called a normal consumption for this season of the year. Filberts and almonds are both quiet, with very little demand. Pecans are somewhat firmer and there are believed to be very few left in first hands.

Roller Oats—There is a moderate demand for roller oats. List prices are unchanged, although the market has a somewhat weaker tendency.

The Produce Market.

Apples—Dull and slow sale at prices ranging from \$1.50@2 per bbl.
Asparagus—\$1.75 per doz.
Bananas—Good shipping stock, \$1.25 @1.75 per bunch.
Beeswax—Dealers pay 25c for prime yellow stock.

Beets—50c per bu.
Bermuda Onions—\$2.50 per crate.
Butter—Receipts are small and the demand far in excess of the receipts. The local handlers quote 12@13c for packing stock, 14@17c for choice and 18@21c for fancy. Factory creamery is firm and strong at 28c for choice and 20c for fancy.

Cabbage—40c per doz.
Carrots—30c per bu.
Celery—85c per doz. for California Jumbo.

Cocoanuts—\$3.50 per sack.
Cucumbers—\$1.50 per doz.
Dates—Hallowi, 5c; Sairs, 4 1/2c; 1 lb. package, 7c.

Eggs—Receipts are heavy, but not heavy enough to meet the clamorous demands of the cold storage operators. Local dealers pay 12 1/2@13 1/2c.

Figs—90c per 10 lb. box of California.
Grapes—Malagas, \$6@6.25.
Green Onions—12c 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 \$3.25.

Lettuce—Head commands 25c per lb. Leaf fetches 15c per lb.
Maple Sugar—10 1/2c per lb.

Maple Syrup—\$1 per gal. for fancy.
Nuts—Butternuts, 50c; walnuts, 50c; hickory nuts, \$2.35 per bu.

Onions—Dull and slow sale at 40c per bu.
Oranges—California Seedlings, \$2; Navels, \$2.60 for choice and \$2.75 for fancy.

Parsnips—\$1.25 per bbl.
Pieplant—6c per lb.
Pineapples—Cubans command \$3 per crate of 30s or 36s.

Poultry—Receipts are small and prices are strong and well maintained. 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.
Spinach—60c per bu.
Strawberries—\$2.25 per case of 24 pints.

Sweet Potatoes—Jerseys, \$4 per bbl.; Illinois, \$3.75.
Tomatoes—\$3.75 per 6 basket crate.
Turnips—\$1 per bbl.
Wax Beans—15c per lb.

Ruined By the Adoption of the Union Label.

From the Detroit News.

The union label is held responsible by Harry W. Lewis, Louis Stone and Sam Muscovitz, who did business under the firm name of the Western Cap Co., for their presence in the bankruptcy court. All three are young men and are experienced capmakers. When they adopted the union label they found that, as employers, they could not do any work themselves, and thus their experience counted for naught.

The food and industrial exposition, which is in progress this week, is meeting with a cordial reception at the hands of the public. The space is practically all taken by exhibits, some of which are very artistic in arrangement and striking in effect. This is especially true of the exhibits of the National Biscuit Co., O. & W. Thum Co. and Grand Rapids Gas Light Co., which have spent considerable money and devoted much thought to their displays. The exposition will continue all the week.

The E. A. Crozier Shoe Co. is undertaking to effect a compromise with its creditors on the basis of 50 cents on the dollar, with an extra payment of 25 per cent. to local people. About two years ago, when Mr. Crozier purchased the interest of his brother in the shoe stock of Crozier Bros., he effected a settlement with his creditors on the basis of 25 cents on the dollar.

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
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300 GAS SYSTEMS IN CHICAGO

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EXCLUSIVE AGENCIES GIVEN.

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YOU CAN RECOMMEND

WIENS DUSTLESS BRUSHES



to your best customers, as we guarantee them to give perfect satisfaction, or money refunded.

Write for free descriptive booklet.

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LIGNITE AND PEAT.

Astonishing Amount of Both Used in Germany.

By Hon. Frank H. Mason.
(Consul-General at Berlin, Germany.)

Two experienced engineers—one from New York, the other from Minnesota—have come to this country to make careful scientific studies on the method of manufacturing fuel briquettes from coal dust, lignite and peat for the purpose of assisting to transplant the industry, or such of it as may be adaptable to American conditions, to the United States. Both these experts have declared themselves astonished by the proportions of the fuel-briquette manufacture in Germany, the size and number of factories engaged, the amount of capital invested, the technical excellence of machinery employed, the permanent fire-proof buildings, and the modernized methods of handling materials and product. One of them said:

Of all this, we have at home not the faintest conception. We read in a consular report that there are in this country 286 brown-coal-briquette factories, with 691 presses; that they work up annually 44,211,000 tons of lignite; and that the 21 coal-dust briquette factories of the Dortmund syndicate alone turn out 2,100,000 tons of "industry briquettes" per annum, but such figures leave no definite impression. We have not got beyond the stage where a more or less experimental machine press under a wooden shed is considered a briquette factory.

Each American mail continues to bring enquiries from owners of lignite, peat and coal properties in many states and territories, all asking for further details concerning German processes, the cost, capacity and productiveness of machinery, thermal values and market price of the various kinds of briquetted fuel, and other information which it is difficult to condense into ordinary correspondence. With a view of answering more fully these enquiries—which at present relate more especially to the utilization of lignite and peat deposits—the present supplementary report is submitted.

It has been repeatedly stated that the outward cleanliness of Berlin and other German cities is principally due to the general consumption of brown-coal briquettes for household and steam fuel; further, that they are made from ordinary German lignite, without the use of tar or other artificial binder; that they are compact to store, clean to handle, easy to kindle, burn with a clear, strong flame, are cheaper than good bituminous coal, and are made practically smokeless. Lignite varies in its value and adaptability for briquetting purposes according to its geologic age, hardness and the percentage of water contained. A lignite with less than 30 per cent. of water is very difficult to work by the usual processes, and it is for this reason that Austria-Hungary, which has an abundance of very old and hard brown coal that contains from 26 to 28 per cent. of moisture, has practically no supply of briquettes from that source. German lignite, on the other hand, is of much more recent formation; it contains from 46 to 52 per cent. of water, and is usually so soft that it can be cut with a spade. Many lignite beds in this country are filled with logs and pieces of wood, so well preserved in the matrix of partially carbonized material that they burn readily and form a cheap and abundant fuel for steam and other heating at the briquette factories. The part played by the water contained in lignite forms the key to the whole economic briquetting process. The crude brown

coal is brought from the mine, crushed and pulverized, and then run through a large revolving tubular cylinder, heated by exhaust steam from the driving engine, and hung on an inclined plane so that the powdered material runs downward through the tubes by gravity, and is carried into the machine press that stamps it into briquettes. During this passage through the cylinder, it is dried and heated until there remains the right proportion of moisture, combined with the proper temperature to develop the latent bitumen in the lignite and make the powdered mass plastic and easy to mold under heavy pressure between heated iron jaws into a hard, clean briquette, with a glistening surface and sufficient firmness of structure to stand weather, transportation and other contingencies. To do this perfectly and economically, the natural lignite should contain, as it comes from the mine, approximately enough water so that heating to the proper temperature for pressing will evaporate just sufficient water to leave it at the proper degree of moisture. The ideal proportion is about 45 per cent. of water, so that German lignite contains rather too much, while Austrian contains much too little, although this latter difficulty has lately been partially overcome by steaming. The important question to be now decided is how American lignite will fulfill these requirements.

During the past six weeks, samples of lignite from near Bismarck, N. Dak., and from Troy, Ala., have been received at this consulate and molded experimentally into briquettes with entire success. The Dakota lignite is old and hard, contains 38 per cent. of water, but crushes and pulverizes easily and forms without binder briquettes of firm structure, which burn readily, are practically smokeless and leave only 4 per cent. of ash, while the best German brown-coal briquettes yield from 9 to 12 per cent. of inorganic residue. The percentage of water contained is rather low, but by adapting the heating-drying process to that proportion of moisture, this obstacle, such as it is, can be easily met, and the reduced task of evaporation will be an economy in the general process.

The Alabama lignite, on the other hand, is an ideal material, and from the one sample submitted is conceded here to be even superior to the standard brown coals of Germany. It contains the correct percentage of moisture, crushes easily and molds readily into firm, shining, black briquettes, so clean that, as one of the experts at Magdeburg said, "They might be used for paper weights."

The importance of these simple demonstrations will be inferred from the fact that, according to a recent State geological report, there are 55,000 square miles of lignite beds in the Dakotas and Montana, all near the surface of the ground and ranging in thickness from 20 to 80 feet. The extent of the lignite deposits in the Gulf States is perhaps less exactly known, but they certainly cover a large area. There is also lignite in Missouri, Iowa and several other Western States and Territories, and it is from all those hitherto practically neglected deposits that an inexhaustible future supply of smokeless domestic fuel will be derived. It will, therefore, be of interest to state concisely what constitutes a first-class, up-to-date lignite-briquette factory in Germany, where the industry has reached, after many years' experience, its highest de-

velopment. A typical example is the factory at Lauchhammer, about 80 miles south of Berlin, on the direct line to Dresden. This establishment, which is of the latest and most approved construction, has eight presses, with the necessary pulverizing, heating and drying plant, run by electric motors with current generated by steam evaporated with wood from the mines, the whole under handsome, substantial buildings of brick, stone and iron; and cost, with tracks, switches and full equipment for handling raw material and loading the briquettes into cars, \$371,000, of which \$178,500 was paid for machinery. Each press weighs 32 metric tons and stamps out 100 to 120 briquettes per minute, or 70 tons in a double-turn day's work of twenty hours. The heating and drying apparatus for each press weighs 18 tons. The power required for each press and dryer is 125 horsepower, and both the dryer and jaws of the press between which the briquettes are squeezed at enormous pressure are heated by exhaust steam from the Corliss engine in the power house, the whole supply for the eight machines being equivalent to about 150 horsepower.

Thus equipped, the plant at Lauchhammer turns out from 500 to 600 tons of briquettes per day, which sells on cars at the factory for from 7 to 9 marks (\$1.66 to \$2.14), according to season and market, with an average of 8 marks (\$1.90) per 1,000 kilograms, or metric ton of 2,204 pounds. Profits depend on the usual varying conditions, location, management, demand, etc., but it is common to read in the Berlin papers official notices announcing dividends of brown-coal-briquette companies ranging from 15 to 20 per cent. of their capital. So enormously has the industry been developed in recent years that there is now an overproduction, and it is said that 100,000 carloads (1,000,000 tons) of briquettes will be carried over to the fuel supply of next summer and autumn.

Peat as a material for fuel ranks next in natural order below lignite, in that it is of similar but much more recent geologic origin, contains more water, is but slightly carbonized, and has a correspondingly lower thermal value than brown coal. The task of converting peat into serviceable fuel consists in cleaning the material of roots and rubbish, reducing the water to a small percentage, and so condensing the peat in volume that its thermal value shall be raised to a practical efficiency. This is done by various methods, some of which are in this country as yet partially covered by patents, but they may be grouped under three heads, according to the form which the ultimate product is to assume, viz: (1) Compressed peat, with or without admixture of coal dust or other inflammable matter; (2) peat coke; and (3) briquettes made by compression, with or without heat, of the material prepared by the first of these processes.

A pioneer in the invention of machinery and processes for making compressed peat in Northern Europe appears to have been Mr. C. Schlickeysen, of Rixdorf, near Berlin. His first two machines were of vertical construction, and were built in 1859 for a steam peat-compressing plant at Zintenhof, near Riga, in Russia, where they worked successfully for many years, turning out daily about 80,000 pieces of wet compressed peat, which, after drying, were used as smokeless fuel in a large cloth factory at that place. During the ensuing forty years, he has built peat-

compressing plants in Holland, Hungary, Switzerland, and at various places in Germany, constantly improving his equipment and processes with a view of perfecting the product, cheapening its cost, and substituting more and more automatic machinery for manual labor, until the system so evolved may be accepted as standard in this country.

Raw peat, as it comes from the bog, contains about 85 per cent. water, 13 per cent. combustible material, and 2 per cent. inorganic matter. To obtain the 13 per cent. of combustible elements in the cheapest, most direct manner, the peat is cut with spades, and shoveled into the trough of a long, sloping belt-and-bucket elevator, which carries it up and drops it into a machine which cuts, tears, kneads and mixes it to uniform consistency, in which state it passes downward and is forced out by a horizontal screw into long, plastic skeins about 3 by 4 inches in transverse section; these are delivered at the tail of the machine on boards 3 feet long, which are lifted off by hand when filled, laid on tram cars, and run out to a cleared space, where they are laid in rows on the ground, and the skeins cut with a knife into bricks or sections 10 inches long, which, being left to dry, lose by exposure in ordinary weather one-half their water contents in a period of two weeks. The peat loses by this machine process one-third its bulk, so that a machine which works 21 cubic meters of raw turf per hour delivers 14 cubic meters of clean peat or 7,000 wet bricks of the size indicated, which contain from 3 to 4 tons of dry compressed peat in a condition to be used as fuel.

A plant of this kind includes, besides the elevator and grinding press, a 10-horsepower portable engine, which is fired with peat refuse, and cars and tracks for handling the material. The whole plant is movable, is taken bodily to the bog, set up at the farther edge of the moor to be worked, and moved backward as the peat bed is excavated and exhausted. An important recent improvement by Mr. Schlickeysen is an excavating machine, which in moors reasonably free from logs and stones digs and elevates peat with great rapidity, thus saving the hard, wet, unhealthy work of several men. The cost of such a plant, complete, with engine, tracks, cars, etc., ready to operate is 18,620 marks (\$4,431) and its operation, when used without machine digger, employs seventeen men beside engineer and fireman, a total cost for labor in North Germany of 120 marks (\$28.56) per day. After air-drying on the ground until their water contents are reduced to 38 or 40 per cent., the peat blocks are built up in open formation, like bricks in a kiln, to dry until the water is reduced to 17 to 18 per cent., when they become a fuel with a thermal value of 3,000 to 4,000 calories. This value may be increased by converting the air-dried peat into briquettes which is done by heavy pressure with heat in a machine press especially constructed for the purpose.

[Concluded next week.]

Ignore Criticism.

General Grant succeeded, where others failed, because of his prodigious pertinacity. He pounded away regardless of criticism, and everything finally went down before him. It is the steady, persistent and intelligent pounding which tells in business. It is a refusal to know the word discouragement and a fearless purpose to succeed which will always win out in any fight.

National Peat Fuel Co.

91 Griswold St., Detroit, Mich.
 Eastern Office, Wilmington, Delaware

OFFICERS

President—Julian G. Dickinson, Capitalist, Detroit.
 Vice President—O. A. Janes, U. S. Pension Agent, Detroit.
 Treasurer—Geo. Gartner, Ex-Judge Circuit Court, Detroit.
 Secretary—F. J. Peddie, President Union Patent Co.
 Directors—J. T. Mayhew, Contractor, Detroit; A. H. Gaukler, United Insurance Co., Detroit; A. L. Missimer, Wilmington, Delaware.

PEAT

PEAT

The National Peat Fuel Co. own the big Chelsea Peat lands, within 54 miles of Detroit, where we have millions of tons of Peat. A factory having 200 tons daily capacity will be operating there shortly.
 The National Peat Fuel Control Co., under option, many valuable dry Peat beds in all parts of the country, adjacent to large cities, where sub-factories will be built as rapidly as possible, the peat blocks manufactured and sold, right at the door of the factories, thus avoiding long railroad hauls.
 The National Peat Fuel Co. own United States patents on Peat compressing machines, having 40,000 pounds pressure to the square inch, and capable of making Peat blocks rapidly and economically, thus making Peat a household fuel,—better and cheaper than coal.
 The National Peat Fuel Co. control driers, grinders, etc. for making Peat.

PEAT

PEAT

Peat is used in European countries extensively, and is the staple fuel of those countries. Over 30,000,000 tons were used in Germany last year, while in Ireland it is the standard fuel. In this country we have hundreds of millions of tons in sight, and with our machinery we can dry and press the raw material into commercial form, suitable for any stove, grate, furnace, or range, sell it at a moderate price per ton, and then make over 200 per cent. profit.
 Peat has been placed in the earth, the same as coal, as a fuel for mankind. It is nothing more nor less than coal in its early stages. Coal is Peat which has been pressed by tons of earth for ages. We assist nature by doing the pressing.
 There are millions of tons in sight. We can make it into what is practically anthracite coal, for \$1.00 per ton. We have a market for all we can make at \$3.50 per ton. One factory will make 100,000 tons annually. Each factory will have an earning capacity of \$100,000. We will have many factories in time.

PEAT

PEAT

Our driers each evaporate 144,000 lbs. of moisture per day. This is guaranteed by the makers and is backed by a \$10,000 indemnity bond on each dryer. Our compressors are being made by the National Fulton Brass Co., of Detroit. Our grinders are being made by the Detroit River Iron Works, of Detroit. As the article we will manufacture is a necessity, as Peat is certainly the coming fuel of America, as we own the only practical patents for compressing Peat into a commercial commodity, as there is a market for all we can make in 500 factories, therefore, you will be wise to invest in our stock before the price advances.
 Stockholders will be able to secure their fuel at half the price of coal, thus saving on their coal bills and at the same time paying themselves dividends. As we have 500 stockholders in Detroit, all of whom are fuel users, we will not have much for sale to outsiders, so become a stockholder now and be assured of getting the best, cleanest and hottest fuel, suitable for burning in any furnace, range, grate, etc.
 We offer you a limited amount of full-paid, non-assessable Treasury stock at

35 CENTS PER SHARE

(Par value is \$1.00 per share.)

The price will be materially advanced shortly, and will be at par before Fall. The Company except to pay dividends this year. Only sufficient stock will be sold to cover the cost of the Chelsea factory.

Instead of letting money lie idle in the banks, invest it in National Peat Fuel Co. stock, where you are offered three for one. Our offer is better than any oil or mining proposition, because we know what we have—it is in sight—the profits are larger. This Company is officered by capable and well-known business men, and the interests of every stockholder will be carefully guarded. You will have one vote for every share of stock you hold.

\$35.00 buys 100 shares.

\$105 buys 300 shares.

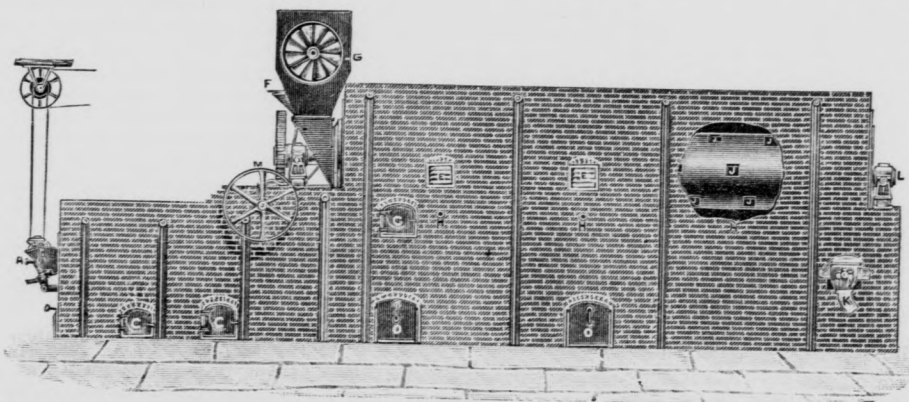
\$175 buys 500 shares.

\$70.00 buys 200 shares.

\$140 buys 400 shares.

\$350 buys 1000 shares.

Send in your subscription, stating how much you wish to invest, and the certificate of stock will be sent you through your bank, with sight draft attached, or remit us check or draft, payable to the Company, and it will receive prompt attention.



NATIONAL PEAT FUEL Co.,
 Detroit, Mich.

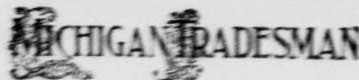
I hereby request that you send me your printed matter and prospectus, and if I am satisfied, will become a subscriber to your stock at 35 cents per share. You may reserve . . . shares for me, subject to my further orders.

Signed.....

Address.....

Printed matter and prospectus may be secured personally from Herman N. Dosker, 21 Canal St., Grand Rapids, or we will be pleased to send you full particulars on request.

National Peat Fuel Co., 91 Griswold St., Detroit,



Devoted to the Best Interests of Business Men

Published weekly by the
TRADESMAN COMPANY
Grand Rapids

Subscription Price

One dollar per year, payable in advance. No subscription accepted unless accompanied by a signed order for the paper. Without specific instructions to the contrary, all subscriptions are continued indefinitely. Orders to discontinue must be accompanied by payment to date. Sample copies, 4 cents apiece.

Entered at the Grand Rapids Postoffice

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

E. A. STOWE, EDITOR.

WEDNESDAY - - - APRIL 15, 1908.

STATE OF MICHIGAN)
County of Kent) ss.

John DeBoer, being duly sworn, deposes and says as follows: I am present 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 April 8, 1908, 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 eleventh day of April, 1908.

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

WHY THIS SECRET?

The Tradesman takes pleasure in calling the attention of its readers to House Bill No. 1043, introduced by Representative Rodgers, of Muskegon, which reads as follows:

House Bill No. 1043,
Introduced by Representative Rodgers,
A Bill

To prohibit and prevent adulteration, fraud and deception in the manufacture and sale of baking powder.
The People of the State of Michigan enact:

Section 1.

It is by no means unusual for such bills to be introduced by those who seek to slide some measure through the Legislature clandestinely, and this measure would excite no suspicion but for the fact that the author of the title makes no response to two separate requests for a complete copy of the proposed measure. It is reported in Lansing that this title is intended to circumvent the use of alum in baking powder, along the lines of the infamous Missouri law which is just now filling the newspapers with reports of bribery and corruption.

This is not the first time the enactment of such a bill has been undertaken. Four years ago the Tradesman called attention to the fact that Col. Bennett—then as now connected with the Dairy and Food Department in the capacity of inspector—was very energetic in undertaking to secure the enactment of a measure which would put all the alum baking powder manufacturers in a hole. The Tradesman's exposure placed an effectual quietus on the matter, but it has been intimated that the doughty Colonel considered the matter postponed and not permanently defeated and that he has quietly awaited a favorable opportunity to slide the bill through.

The Tradesman would be loath to believe that either Col. Bennett or Representative Rodgers is acting in behalf

of the baking powder trust. On the contrary, they are probably actuated by entirely different motives, based on a desire to do their duty to the people by preventing the use of sulphuric acid or alum in baking powder, which, by the way, would, incidentally, boom the sale of baking powders made from tartaric acid.

While the Tradesman is willing to concede that the author of the proposed measure may have no sinister motive, it deplorable in the manner in which the bill is introduced and the secretiveness of Representative Rodgers in neglecting or declining to show his hand. The Tradesman stands for frankness and manliness in legislation as in every other walk in life. It believes that men are elected to the Legislature to serve their constituents faithfully and loyally and that they should follow the injunction of St. Paul to avoid the appearance of evil as they avoid the evil itself. If there is any place on earth where a man should seek to be above suspicion, it is in the halls of legislation.

LARGEST IN THE WORLD.

The Tradesman was the only trade journal in the United States which afforded its readers an opportunity to peruse the decision of the Supreme Court in the lemon extract case the same week it was rendered. Within twenty-four hours after the decision was handed down the Tradesman was being mailed to its seven thousand subscribers with the full text of the opinion and an editorial summary of the subject. Considering that this decision is the most important one to the mercantile interests of Michigan which has been rendered for years, the enterprise of the Tradesman is a matter of much favorable comment.

Nor was this all the Tradesman contained. In addition to this decision, it gave its readers 48 pages of interesting matter pertaining to nearly every phase of merchandising.

The Tradesman is the largest one dollar weekly trade journal in the world.

The Smiths are a mighty tribe and they are going to make their power grow by organization. They have started a national society. If all the Smiths join, there will be over a million members. They have started a paper called The Smith in Detroit, and they offer a cash prize for the picture and biography of the oldest living Smith. There is suspicion that the Smiths have some ulterior purpose to serve in getting together in a single organization. As yet there is no sign that they intend to arm or to mobilize, but it is feared that once they realize their strength, they will proceed to make all people of other names their vassals and slaves.

A new use for hypnotism has been discovered. It was put into practice by a professor of the art at Butte, Montana. Having been for some minor offense sentenced to imprisonment for twenty days, he deliberately threw himself into an unconscious state, announcing that he would awaken when his time was up. All efforts to arouse him have thus far been unsuccessful. It is a great scheme for killing time.

A Chicago woman has sued for a divorce on the ground that her husband smokes 100 cigarettes a day. The Tradesman suggests that if she will but have a little patience, she will be a widow and will not require a divorce.

GENERAL TRADE REVIEW.

The lack of general interest in the stock market characterizing recent weeks and months continued the story of business and a sagging tendency until the Northern securities decision came to the front with its demoralizing influence. The break was sharper and more general than any other in recent years, but was unaccompanied by any important failures, which have always attended reactions of a panicky nature. While there is in the decision nothing to affect the general earning capacity of transportation companies, there is the uncertainty as to holdings which must operate as a serious disturbance. Already there is sufficient confidence manifested in the strength of the situation to start the movement upward, but, of course, there is no telling whether the movement will have any permanence or whether the further prosecution of the suit will keep up the unsettled feeling to the extent of an indefinite continuance of waiting and consequent dullness in the securities markets.

Labor troubles continue to be the only disturbing factors in the industrial field. Strikes and rumors of strikes are heard on every hand, and there is no doubt that many enterprises in all fields are held in abeyance, yet the activity is so great and general one is led to wonder what the conditions would be without this restraining influence.

While it is between seasons in many wholesale lines at this time of year there is now hardly any pause after finishing one season's work before another is taken up. Wholesale distribution is being materially helped by the removal of transportation restrictions. It is a relief to shippers in many fields to have their consignments taken freely by the transportation companies with the assurance of reaching destinations in normal time.

In the textile field, outside of the still unsettled labor conditions the only disturbing feature is the undue advance of raw material. This necessitates close figuring for margins in factories having material to buy and where the wage scales are kept to the highest possible notch the situation is one to cause uneasiness. Shipments of footwear from Boston are almost identical with those of 1907, the banner year.

Iron and steel continue their story of accelerating activity, with a record-breaking output of pig iron, made possible by better coke deliveries.

ECHOES OF THE DECISION.

The decision of the Supreme Court in the lemon extract case meets with hearty approval from all parts of the State, and from other states as well. It is everywhere conceded to be a substantial victory for high grade goods and a stinging rebuke for the hairsplitting tendencies of the impractical theorists and unreliable dreamers who happen to be temporarily employed by the Food Department as inspectors and chemists.

It is encouraging to the cause of progress and education to note that the Supreme Court holds that matters of science may properly be testified to by persons who know what the facts are and that their definite, expert testimony should be duly credited. It is to be deplored that this common sense view did not prevail at the original trial, as it would have saved a large amount of time, trouble and expense. In all the history of Michigan jurisprudence it is doubtful if there is a case on record where the defendant and his expert witnesses were treated with such dis-

respect and discourtesy. Prof. Vaughan occupies an enviable position in the scientific world, having obtained a world-wide reputation through his wonderful discoveries in chemistry, but his remarkable attainments, rare erudition and modest demeanor were not sufficient to protect him from insult and abuse at the hands of men who evidently did not know how to appreciate a man of his caliber.

The Tradesman congratulates the trade on the happy outcome of the controversy, which effectually prevents a repetition of such a blunder on the part of the Food Department. Other mistakes will probably be made and other ridiculous positions assumed, but this particular form of tyranny is not likely to be undertaken in the near future, because even the most ignorant man on the force now concedes that the Department was wrong on every point connected with the controversy and that the position it assumed and undertook to maintain lacked even the element of good common sense.

It is the opinion of Andrew Carnegie that one day the United States and Canada will all be one nation and under one government. He is not the first to make that prophecy. Anyone who glances at the map of North America can see that geographically it is very easy and feasible. Proximity is a help toward amalgamation, but does not necessarily compel it. The countries of Continental Europe lie contiguous to one another, but are decidedly separated in language, institutions and laws. Here the people of the United States and British America speak the same tongue and have many interests in common. There is no question in this instance as to which will be the annexer and which the annexed. Great Britain can be depended upon never to give up its Canadian possessions voluntarily and of its own motion. It can only be brought about when the people of Canada believe that thereby their own best interests will be promoted. The United States will never reach out after that territory and will not ask for it. If Canada wants to come into the union it will have to take the initiative and make application.

The public has supposed that the Postoffice Department was one branch of the Government which was conducted with particular efficiency and honesty. Investigations which have recently been made have, however, disclosed many irregularities in the divisions of salaries and allowances, of supplies and of free delivery. It is expected that Postmaster General Payne will shortly order a complete reorganization of these divisions. The chiefs of them are alleged to have exercised an astonishing degree of arbitrary power and to have acquired an influence with congressional committees by which they were able to do about as they pleased regardless of the wishes of their superiors in the Department.

Col. Henry Watterson declares that negro suffrage is a failure. "The negro," he says, "can never become in any beneficent or genuine sense an integral and recognized part of the body politic except through the forces of evolution, which are undoubtedly at work, but which, in the nature of the case, must needs go exceedingly slow. Where there is one negro fit for citizenship there are myriads of negroes wholly unfit. The bohouse process has been tried and it has failed."

MAN'S PLACE IN THE UNIVERSE.

In the old days, before telephones were invented, when astrology was strong and astronomy was weak, the universe was a very tiny affair, the world a great flat plain, surrounded by great waters, and, arching over all, was the solid dome of the firmament, suspended from which were the sun, moon and stars, while above the dome were "the waters which were above the firmament," coming down in showers upon the earth whenever the windows of the sky were opened. A sort of "baby-house universe" it was, and fashioned all for man; the earth fitted up specially for his abode, the animal world made just on purpose for his food, the trees to shade him from the heat, the sun, moon and stars to warm him by day and light him by night. But by and by man learned more about the world he lives in, and the heavenly bodies about it, until, through the discoveries of modern science, the universe has expanded again and again, and at last the little world of our ancestors has stretched out into an immensity of space which it is difficult to realize. We know the stars to be enormous suns, and our sun to be a star. We know the stars to be at inconceivable distances from us, the nearest of them all being not less than 20,000,000,000 miles away, or the distance traveled by light, the swiftest of all messengers, in three and a half years. We know our own star, the sun, to be but a second or third rate star; compared with Sirius or Arcturus it is indeed tiny, yet compared with our earth it is enormous. We know our earth to be one of the smaller members of a little family of worlds traveling around the sun—small when compared with Jupiter or Saturn.

When the earth was the center of the universe, and all the heavenly bodies were merely its attendants, and earth was all created for man's benefit, it was quite natural to regard man as the end and aim of creation. But now, when the astronomers tell us how insignificant is our earth, and we get our astronomical bearings in the swarm of worlds, this great earth of ours sinks to the significance of an atom. It becomes the most insignificant ball of a world, and mankind, to the cynic, is but a most infinitesimal insect, the spawn of the primeval slime; a creature altogether too insignificant to be supposed to have been specially created or specially cared for. What, then, becomes of the old religious faith? What else but fables of man's credulous childhood are those faiths that held man to be a child of God, made in the divine image, or that he was the recipient of divine revelation, and that the Son of God left his place by God's right hand and, choosing out of all the million solar and planetary systems, this most insignificant speck called earth, was here incarnated in human form in an obscure province to supply salvation to a small fraction of all the members of the human race that have lived here?

There are a good many dilemmas here, however we look at the matter, and persons of cynical habit sometimes put these questions in scoffing tones. The great French cynic, it will be remembered, said: "The greatest work of nature is man—that is, man says so!"

Curiously enough the old geocentric theory of the universe has just been revived in a new form by Alfred Russell Wallace in the Fortnightly Review for March. Dr. Wallace is not an astron-

omer, but he is a naturalist of high reputation, and what he has to say on any scientific subject is always worthy of careful attention. Of course, the old theory is not revived in the old form, asserting that the sun revolves around the earth; the new hypothesis is that the sun with its family of planets, including the earth, is at the physical center of the universe, and that the earth is the only planet of the solar system upon which life, such as we are familiar with, could have been evolved. It would follow from this, according to Dr. Wallace, that the end and aim of the universe was to produce man—the living soul in the perishable body.

The first point brought forward in support of this thesis is the limitation of the stellar universe. This, however, is one of the great unsettled problems of astronomy. Does the universe of stars extend out indefinitely on all sides without boundary or limit, or are there bounds to the universe, and can we reach those bounds by our telescopes, or at least approach near them? These are interesting questions which the wisest in this line have not settled. With the naked eye we can see in the whole heavens about six thousand stars—two or three thousand at one time—all at immense distances from each other. With an opera glass we may discern 100,000; with the Lick telescope, approximately, 100,000,000; with the Bruce photographic telescope at Arequipa perhaps 170,000,000. There are over a thousand nebulae which the telescope resolves into swarms of stars. Are all these stars only those few which happen to be near us in a universe extending out without end, or do they form a collection of stars outside of which is empty, infinite space? Professor Simon Newcomb, who is as good an authority as anybody, says: "Taken in its widest scope this question must always remain unanswered by us mortals, because even if we could discover a boundary within which all the stars and clusters we ever can know are contained, and outside of which is empty space, still we could never prove space is empty out to an infinite distance. Far outside of what we call the universe

there might still exist other universes which we can never see." There are faint indications, however, that our universe has a boundary. It can be shown mathematically that an infinitely extended system of stars would fill the heavens with a blaze of light like that of the noonday sun. As no such effect is produced, it may be concluded either that the universe has a boundary or that the ether filling interstellar spaces does not transmit light over vast distances without diminution of the light energy. Dr. Wallace asserts that as the stars, instead of filling the sky with noonday glare, only give us one-fortieth the light we receive from the full moon, and because there is a constant diminution of the rate of increase in the number of stars visible as we penetrate from those of the ninth to those of the seventeenth magnitude, therefore, it is clearly proven that the universe is limited. As we have endeavored to indicate above, on the authority of Professor Newcomb, this deduction of Dr. Wallace is not well grounded. One may hold his assertion as probable or improbable, but at present there is no conclusive proof one way or the other.

In the second place, Dr. Wallace contends that the sun occupies a position very near, if not at, the actual center of the visible universe, and, therefore, he thinks it likely that the sun is at the center of the whole material universe. On this point it is sufficient to say that the consensus of opinion among astronomers is that our solar system swings at present somewhere near the center of the galaxy of suns known as the Milky Way. The greater part of all the visible stars are grouped in and about this Milky Way, but it does not follow that among the nebulae there are not other galaxies and milky ways composing other systems too far away for us to resolve them into stars, or, indeed, to discern at all.

The third position taken by Dr. Wallace is that life as we know it could not have come about anywhere in the solar system except upon the earth. This assertion would undoubtedly be accepted as a probability, at least, by a majority of physicists and astronomers.

It is clear that the purpose of Dr. Wallace is to remove one of the chief objections to the orthodox Christian scheme of creation and redemption. Science, with its searching instruments, has investigated earth and heaven, and has shown man to be a tiny creature on a most insignificant ball of a world. "In the light of such knowledge skeptics have pointed out the irrationality of supposing that the Creator of such a universe should have felt any special interest in so pitiful a creature as man, the imperfectly developed inhabitant of one of the smaller planets attached to a second or third-rate sun." It did not seem probable that the Creator would choose out of all the millions of worlds this tiny orb for the sacrifice of his Son in order to save a few of its inhabitants from the consequences of their sins. So Dr. Wallace attempts to get rid of the difficulty, but he is out of his field and can not speak with authority. To the astronomer his arguments would not appear to amount to much. What does it matter whether the earth is somewhere near the center of the universe or not, so far as the evolution of human souls is concerned? The earth is rendered habitable by the heat of the sun, not by the stars, and if the sun and its planets were on the outskirts of the universe the earth would be just as comfortable and interesting a place to live on.

The truth of the matter is we know almost nothing about the shape or extent of the universe or about the number of habitable worlds. There may be millions of them, there may be only hundreds, there may be only one, for aught we can prove to the contrary, although this last does seem extremely improbable. The truth of the matter again is that the rank and importance of God's creatures do not depend on bigness or littleness of bulk, but on higher qualities. The telescope dwarfs man to an insect, but the microscope gives him back his dignity. To the Almighty a thousand years are as one day, a day as a thousand years, a world like Sirius as a drop of dew. Small as man is he has within him a knowledge, reason, will, creative power, that put him in a higher realm than any mass, however huge, of insensate matter. There is something in the mystery of the human intellect and the moral sense too wonderful and worthy of awe to be dwarfed by any lumps of gas and dust, however mammoth in size.

Perfection Wafers Please Particular People

Perfection Wafers

Make

Permanent Profitable Customers

P. W. on every cracker.

A trial order convinces.

Perfection Biscuit Company

Florodora Cookie Makers

823 Barr St., Ft. Wayne, Ind.

A postal will bring you a sample. See quotation on page 44

Dry Goods

Care in Buying Patterns.

The purchase of paper patterns is a matter which in many cases does not receive sufficient consideration on the part of retail merchants. Failure to give this consideration has many times resulted in disappointment, annoyance, and pecuniary loss. Merchants, otherwise wide awake, have been persuaded by the flowery representations of so-called agents, who were simply swindlers, to exchange their good dollars for contracts with concerns which on investigation proved to be entirely bogus. In fact, they had no existence, except in the fertile mind of the pattern swindler.

In other cases mushroom concerns have started up and sent out agents who have induced retailers to buy stocks of patterns by offering terms which, had they given consideration, the merchants would have at once seen were entirely out of reason, if the agency was intended to be a lasting one. Then, again, stocks have been suggested and bought out of all proportion to the population of the town, the salesman being desirous only of getting the merchant's money, without regard to possible business in the future.

A successful pattern company depends almost solely on the sale of patterns, and, to secure to their agents and themselves this ready sale, arrange the stocks of patterns in such proportions as will meet the particular requirements of the town, and, by regular additions of new designs, keeps the line always sorted up with the latest styles. It is, therefore, more from the future business that the returns are looked for than the money secured from the first sale.

In few lines of trade is the standing of the seller of such importance, for, he is remembered, not only does the seller contract to deliver certain merchandise, but he agrees also to make exchange of out-of-date patterns, usually twice a year, giving new patterns of late styles for the old ones weeded out of the agent's stock. The patterns that are returned for exchange, being old styles, are, of course, of no value to the company, so that, to stand the loss entailed by this feature, the company must necessarily be a strong one financially.

The reputable pattern concern is very careful as to the sizing up of stocks, as, if a stock is too large, the returns for exchange are out of proportion to the sale, and the company is the principal loser. We advise the merchant to regard with suspicion the salesman who, when offering the line, tells you they will cost you nothing. If the patterns are worth your consideration and room in your store, they cost money, and the company manufacturing them is not in business for its health.

Spring Jewelry.

Pendants play an important part in the new jewelry. The newest brooches all have pendants. The belt buckle and girdle clasps have from two to five ornaments swinging from the main framework, and the useful lining contrivances for holding coats and revers in place and keeping jacket fronts together have dangling ornaments that bob about merrily as the wearer moves.

Uncommonly pretty pendants are made of white carnelian. Others are of mother-of-pearl, of fancy metal and of bone-like substance that admits of dainty coloring and has a design in relief traced on the upper surface. Some of the dangling balls and pear-shaped

pendants attached to gold or enamelled ornaments are of crystal, either white or of color to match the enamelling. Still others of light silver or metal bear a gem smuggled in the end, a small, fine-eyed stone that gives out a striking gleam when the light touches it.

Some of the fasteners for the stoles and wide cape collars are in the form of a gold hook and eye, studded with brilliants and from the swaying chains attached dangle smooth-surfaced colored pendants. Belt buckles wrought in the likeness of butterflies, parrots, bats and serpents, composed of two similar parts clasped together in the middle have pendants of the filigree metal which forms the design.

Central clasps and girdle ornaments are in Egyptian design in oxidized metal or dull silver. Even these are distinguished with pendants in dull finish wrought over in relief work or enlivened with three or four chains with swinging disks curiously interlaced.

Pilots For Shopping Classes.

The salesman sighed as an elderly woman, with a fussy, important manner, came up to his counter with seven or eight half-grown girls, who had the unmistakable air of the school room, but he knew his business and answered the questions of the chaperon with studious politeness. He took down rolls of stuff from the shelves, answered questions about fabrics and the possible wear of the goods, and acted otherwise as promptly as he would if he were attending a young beauty who would net him a sale of \$50 or more. But he threw up his hands when the party passed from his counter and the clerks along the line understood. "Shopping classes," the clerk explained. "You may always look for them at Christmas and Easter. They come from some of the up-town private schools. I know about a dozen different shop pilots, all told, but I distinctly remember that one because she reported me to the superintendent two years ago, and I got a good wiggling. The managers like to have them come around, and I have even heard that they make occasional presents to the shop pilots. There is a future customer in any one or all of those girls. If a woman likes any particular store, she patronizes it."

Fashions in Combs.

A poet of renown once sang that a woman's greatest glory was her hair. Cunning artificers have supplied her with all sorts of lovely adornments for the further beautifying of the aforementioned glory. If her locks be of dusky hue there are combs and pins in darkest tortoise shell, exquisitely wrought in gold. Perhaps a gaudy peacock, whose tail is set with precious gems, proudly preens himself, or a Japanese dragon, in gorgeous enamel, crouches against a background of fretted gold. There are lovely side combs to hold rebellious locks in place, all set with gold and tiny jewels.

The workers in shell have not forgotten the yellow-haired lassie.

Amber combs are set with gleaming pearls and lovely turquoises, with just a hint of gold here and there to heighten the effect. Very beautiful pieces of carved amber and tortoise shell can also be found, dragons that look as though they might spring into life at any moment, birds poised ready for flight—in fact, every lovely design that can be imagined has come to the carver's aid in the making of these combs and pins.

A Chinaman



can juggle with mattsings; he knows how.

We are not jugglers, but do claim to know what good mattsings are when it comes to buying.

We bought a big line and offer them at 9, 11½, 13½, 15 and 20 cents per yard.

Rolls average about 50 yards each.

Grand Rapids Dry Goods Co.

Grand Rapids, Mich.

Exclusively Wholesale.

Ribbons

We take pleasure in stating that we have one of the most complete lines of ribbon in the State in Taffetas, Satins, Velvets, and a large assortment of fancy ribbons in all the latest shades. Ask our agents to show you their line.

P. Steketee & Sons

Wholesale Dry Goods

Grand Rapids, Mich.

Wrappers

Latest styles and newest patterns, best workmanship and perfect fit. They can not be equalled.

Prints, Percales
Lawns and Dimities

at from \$7.50 to \$15.00 per doz.

Let us send you samples. We solicit a trial only. Write us.

Lowell Manufacturing Co.

01-3 Campau St.

Grand Rapids, Mich.

Freight or express prepaid on all mail orders.



Shopping Bracelets.

Carelessly leaving one's purse about during shopping expeditions is a little habit that femininity finds difficult to overcome, says an exchange. Even the new bag with chain attachment has not successfully solved this problem of security. With the appearance, however, of a novel device in jewelry it would seem that anxiety on this score might come to an end. When equipped with this little affair my lady may make the round of the bargain counters, flit from shop to shop, carry an umbrella and still have a hand free for the management of her skirt, assured meanwhile that her purse is perfectly secure. This pretty and practical novelty is in the form of a bracelet, plain, yet ornamental. That it is the invention of a woman almost goes without saying. Some of these useful bracelets are gold, some are silver. All of them are quite plain, with several good, strong, spiral wires fitting close together and having at each side of the wrist a peculiar corrugation, which serves to hold the bag chain securely. A handkerchief, too, may be safely carried between the firm wires of the bracelet, while for evening it is sometimes convenient to swing a fan over the loops. The girl who is fond of sports will find pretty and suitable designs in these odd bracelets. Some of them come with ends finished to represent whips, golf clubs or racquets.

Massive Bracelets Worn.

Bracelets shaped like finger rings, wide and massive on the back and narrowing down to slender dimensions under the middle-wrist as a ring narrows, have come in with the other middle century fancies. In the heavy antique gold chasings and medallion-shaped settings

these close-fitting bracelets remind one of the fine old fashioned, broad-beamed bracelets that are heirlooms now in many households.

Some of the new bracelets in this shape have lozenge-shaped medallions enriched with finely cut cameos, rare chasings and variously tinted enameling. Others have handsomely cut pieces of coral mounted in antique silver and some are distinguished with precious stones set in deep, like the gems riveted in the broad anklets of a Turkish princess.

They are rather quaint and massive looking than pretty, but possess the double enhancement of making a slender arm appear plumper when they are clasped on and of causing an overfat arm to look more shapely because of their weighty suggestion.

Mother of Pearl Successfully Imitated.

A very good and useful substitute for mother-of-pearl has just been produced in the form of a substance which not only resembles the genuine article, but is also so close an imitation of its shade, color and luster, that it is rather difficult to tell the difference between the two. The placing of this article on the market meets a strong demand. After many fruitless attempts have been made at the production of a substance which would give the desired results, and inasmuch as pearl is getting scarcer and dearer all the time, this substitute certainly ought to meet with the approval of all dealers in this class of goods. The production of this material is unlimited, it is cheap enough to be within the reach of all, and when made into such articles as belt buckles, waist sets, brooches and similar goods, ought to prove exceedingly popular.

New Trimmings.

Embroidered galoons of all kinds are being used, and here we see the Eastern element. Canvas grounds display painted motifs, which either take the form of dainty little roses, mingling with stars worked in ribbon, a turquoise here and there on the border giving force to the pattern, or the edgings are purely ornamental in their nature, Japanese or Cashmerian. Some have appliques of white flowers at intervals, made in satin and cloth, blended with tinsel and plain cloth, and some show the most delicate colorings a la Pompadour. Some of the newest trimmings are cut in deep vandykes, worked in multi-colored cross-stitch, and there are many waved borderings of glaze and tinsel, worked in light blues and pinks, and in styles in harmony with the new art, and quaint Egyptian colorings. Conventional designs in tinsel are interblended with reds and blacks in many of these, and the motifs in silk applique, united or detachable, made in velvet and blended with cord, are certainly more crude and decided than they have been for some time, the velvet flowers standing out boldly with a contrasting cord edge.

Fringes and Floral Effects.

Fringes in chenille and in jet are to be had in all widths and lengths, and a great many soft jeweled roses and other flowers made in chiffon, very natural, and intended to be applied in relief, with the accompanying leaves in satin and chiffon forming a galoon.

These are sometimes made of white satin and chenille interblended with cloth, in pink chiffon with green satin leaves outlined with gold, or all white and silver, and they are extensively

used on evening dresses, the roses standing up very naturally.

Organdy Note Paper.

A new note paper for those who like novelties in stationery is "organdy," with tiny sprigs of flowers powdered over the sheets. "Linen lawn" is plainer, being an imitation of the fabric of that name, but it comes decorated with as much fancy needlework as a smart party dress. One style is embossed along the edges with feather stitching; another has a half-inch hem outlined with hemstitching; yet a third combines the two. The time will soon come when Russian cross stitch, Mexican drawn work, herringbone and fagoting will also be applied to note paper.

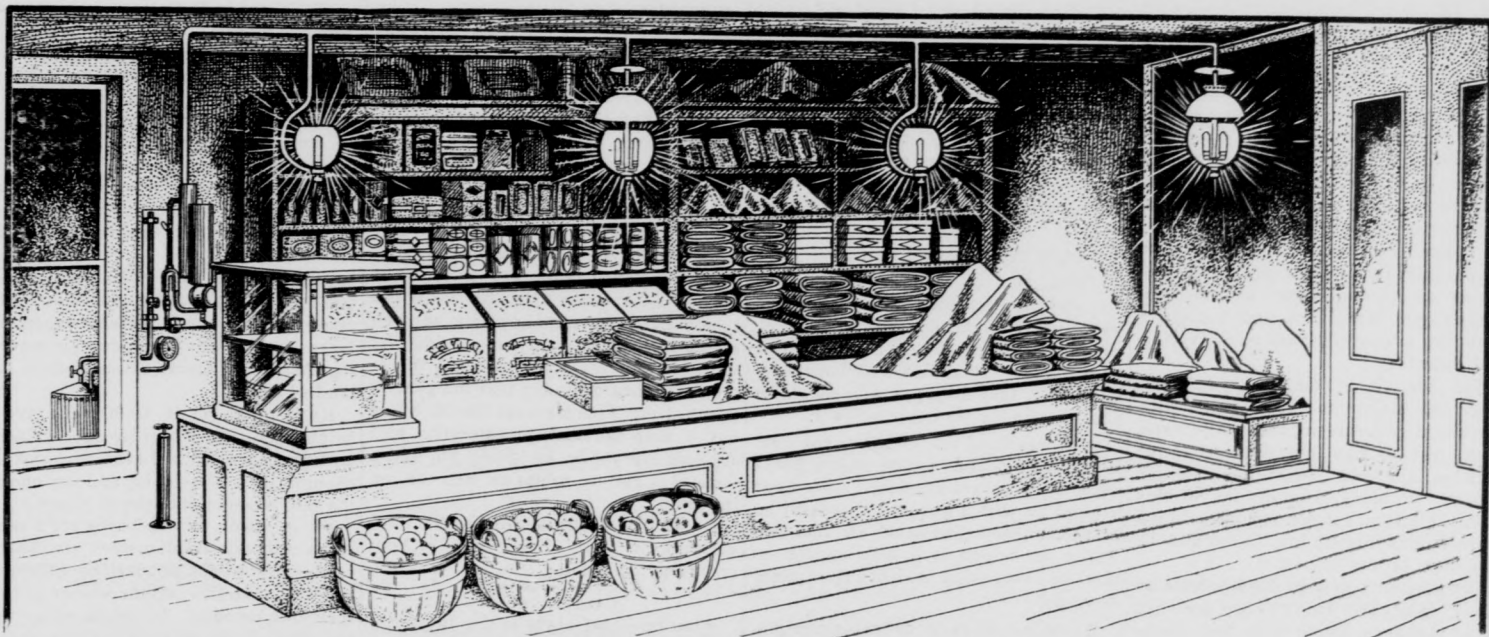
A Novel Doll.

One of the latest things in doll land is a self-feeding doll. It is a baby doll, provided with a bottle of the regulation pattern. By pressing a bulb located in the head, under the wig and cap, the baby slowly and most contentedly drinks the contents of the bottle. The operation can be repeated as often as desired. A mixture of milk and water, or water which has been colored, is used to fill the bottle.

The greatest demand in laces is for heavy, real laces of antique motif. These goods will sell above anything else during the remainder of the season, in fact, will continue to sell rapidly until they are entirely exhausted. It is not only the real lace which is mostly desired, but the antique motifs in clunys, filets, Russians and Irish crochets and the supply of them is limited.

A man who gives his children habits of industry, provides for them better than by giving them a fortune.

The Improved Perfection Gas Generator



This is only one of the thousands of testimonial letters we have received

Muskegon, Feb. 28—With the greatest of satisfaction it becomes our privilege to inform you that, after using the Perfection Gas Generator for a sufficient length of time to give it a thorough test in every respect, there is nothing left for us to say aught against. The lighting is better than we ever had. The expense is about 75 per cent. less and we are more than pleased and will be glad to have you refer any one to us for all the information they may desire.

F. B. BALDWIN & CO.

BUTLER & WRAY CO., 17 South Division Street, Grand Rapids, Michigan

THE AGENCY PLAN.

Good Way to Fight the New Way of Selling Shoes.

You know Willie Knox? I've told you about him often enough. Well, he has been out of a job so long this time that he is beginning to notice it, or rather he was beginning to when he came in here one time for advice.

It was a dull day and the bosses had let Hi Ball go over to the dentist's to have a tooth filled. The boss says that a clerk whose tooth aches hurts trade, and I don't think that's any lie.

Mr. Laster and Mr. Fitem were in the back part of the store having an argument about Christian Science. The boss is quite a believer in the doctrine. He's been reading it up a bit and has been to one or two of their meetings and now he has the whole bunch coming in here to buy their shoes, which is not a bad thing in its way. They're quite clanny that way, you know, help each other and all that; with Fitem going to the Baptist church, me to the Episcopal, and Hi Ball to the Presbyterian, and with the bundle boy who works in here after school and Saturdays a Roman Catholic, and the firm renting a pew up at the Methodist church and each of us taking turns about sitting in it, we ought to have the church trade pretty well coped as indeed we have.

But, as I was saying the firm was arguing about Christian Science and corns and whether a tight shoe really made a corn and hurt a Christian Scientist any more than it did an unscientific Christian, and they had called me back to sort of referee the argument when Willie Knox came in.

The firm is going to give Willie a job on the road when the new factory gets started, but it will be quite a while yet before everything is in running order so that agents can be started, and so Willie has been more or less on the town.

Willie had been answering an "Agents wanted" advertisement and he had just got the proposition and came to ask for advice.

The letter, which was partly written and partly printed, was from a man in our nearest city who had taken the agency for the Footmattress Health Shoes for men and women. He was a sort of general agent and kept a stock of sizes in a storeroom somewhere there and he engaged canvassers to go out and take orders for the shoes from house to house. He got a little rake-off on all the sales for carrying the stock and acting as general agent and the canvassers got fifty cents and a dollar a pair for taking the orders, delivering and collecting.

You see, all of the selling is direct from the maker to the user only with two slight go-betweens, the retailer with store rent to pay not figuring in the plan at all. Mr. Laster has been up against so many propositions of this sort in his life that the new ones do not feaze him as they do Mr. Fitem and he was more or less interested.

The factory must be doing nicely on it. It goes the factory shoe store one better because there is no big rent to pay, the general agent doing all of that, and then, manufacturing only men's and women's tolerably fine shoes in a few styles and all at one price, it makes a snap. The women's shoes were to sell at \$3.50 and the men's at \$4.

Willie asked what he'd better do? He said the general agent wanted him to canvass Lasterville first, remitting a few dollars to cover the cost of samples of

the various kinds of shoes, etc., and he offered Willie a commission of 50 cents a pair on the women's shoes at \$3.50, and 75 cents a pair on the men's shoes at \$4.

He said that many of his agents were making from \$10 to \$40 a week above their expenses and that as fast as the agents were found to be trustworthy and hustlers they were recommended to the firm to be sent as general agents into occupied territory with a force of agents under them to manage and nothing to do but to handle the stock and orders and draw the easy rake-off.

The proposition, on the face of it, certainly looked tempting and neither Mr. Laster nor Mr. Fitem could see a flaw in it. Mr. Laster puzzled over it for quite awhile, but he finally told Willie that while the job would probably be all right if he proved a good salesman and canvasser, it would be an awful frost if he proved to be a poor peddler, for that is what it amounts to, of course. "There is a mighty difference," the old man said, "between selling a person a pair of shoes in a well equipped store when the customer comes to you expecting to buy a pair of shoes, and soliciting him or her to buy on his or her own ground. For in the latter case the customer is naturally hostile from the beginning."

However, the old man had a plan all ready to propose. He told Willie that, on the whole, being a commercial traveler for a regular wholesale line would be better, and as they have practically decided to give him a trial on the road with the new line as soon as the factory is in good running order, Mr. Laster told him he thought that it would be foolish to take up the factory to wear plan for such a short time, only to lose the fruits of his work just as he got it learned. And just here Mr. Laster had his inspiration.

"Tell you what I'll do," he said, "there's that Ben Bolt line of women's shoes that we have made for us at \$3.50 that costs us \$2.50, and the Comfort Dividend line of men's shoes that costs us \$2.85 and is worth the \$4 we ask for it. Now if you want to try the experiment we will fit you out with a line of samples of these without taking a cent of your money in advance and you can go out and see how it goes and how you like it. If the experiment is an overwhelming success you can then tackle the Comfort man's proposition if you want to."

"Right here in Lasterville?"

"Well, no. It would be better for you and for all concerned I think if you went among strangers. Suppose you go over to Solesburg and try it. It will be hard on the shoe dealers, but never mind that, they might as well stand for your line as for the other fellow's."

So it was fixed up. Willie went over to Solesburg and settled down for a week at a boarding house. We fixed him all up with a size stick, measuring blanks, a tape line and all that and Willie has helped us in here enough so that he has quite a little shoe patter down pat.

Willie was to have 50 cents commission on each pair of the women's shoes he sold and 75 cents on each pair of the men's shoes, just the same as offered by the direct-to-the-wearer man. Our shoes had just as good "comfort" and talking points as any. For samples we gave him just two styles, the best sellers, in each line and no more. He was to make fierce bluffs at measuring and all that sort of thing but really we were to take

the nearest thing in size right out of our stock.

Mr. Fitem did not think that it would amount to much, but by gracious, Willie had not been over there three days before he ran over home here one night, almost scared, he had taken so many orders. The first day he took orders for seven pairs of women's shoes and three pairs of men's shoes, the second day he did nearly as well and he stopped when he had that many orders the third day and ran home to ask if we thought he'd better go and take orders the rest of the week for fear he couldn't deliver, they sold so easy. We told him not to weaken and he went back and finished up the week before he delivered a single pair. Then he came home and picked his sizes out. He took back with him in three trunks fifty pairs of women's shoes and twenty-eight pair of men's shoes. We think we carry a pretty good lot of these goods in stock, but, by gracious, after Willie had picked out his sizes we were pretty well broken.

Well, sir, strange as it may seem, Willie was able to deliver and collect for all but six pairs of women's shoes and two pairs of men's and after his expenses were paid he cleaned up over \$30 for himself for his week and a half of work and turned in quite a nice little profit to us. The rest of that week he put in at Heelston, keeping up his record of sales although the town is much smaller and the next three days he put in at another smallish town near Heelston and finished up the week delivering. He is on his sixth town now, and is going back to canvass Solesburg again as some of his customers have written to him that some friends of theirs wanted to try the shoes.

Well, to make a long story short, we send in a big sizing order on the shoes every Monday morning and are getting them in, both kinds, in solid cases. Willie brought in another Lasterville boy who is out of a job the other day and Mr. Laster is starting him out in another part of the State where he will not interfere with Willie's trade. If he has as good luck as Willie has had there may be others and there is no telling where the thing will end. Maybe Laster & Fitem will be sorry that they are going to manufacture shoes after all.

I'm telling you all this, just as I always tell you everything we do. I'm not saying that we are doing just the square thing by the retailers in the towns that Willie and the other boy works, we never let them work Lasterville, but if that is the way shoes are to be sold by outsiders, I do not know but it is better to have them come through regular channels. Anyway, I do not want to argue the matter one way or another. I heard to-day that the general agent of the Footmattress Health Shoes has a man canvassing Lasterville, so I suppose everybody is going to get a taste of it and we might as well be on the ark.

I just throw out the hint without advocating the plan.—Small Sizer in Boot and Shoe Recorder.

A Greater Feat.

Wharton—Last night at the theater I saw a magician break two eggs into a silk hat, hold the hat over a flame, and then produce two live rabbits from it. And the hat was not injured. I think that a wonderful trick.

Barton—Pshaw! That's nothing. At the house where I board the cook can break two eggs into a bowl, and after beating them a little, turn out an omelet the landlady will make to serve six persons without straining her conscience in the least.

BEAD STRINGING.

Inexpensive Fad Which Has Spread Broadcast.

Every girl who has come home from Europe has brought string after string of beads from Southern Italy, for it was there that the craze started.

The fad "took" without trouble with the stay-at-homes and, as it is an inexpensive vogue, it has spread broadcast throughout the land. The big beads which come from Jerusalem and Jericho, India and Italy, Ponk-a-Pog and Pesh can be purchased for a few cents apiece. These are used like those of a rosary, to separate the wee ones and give distinction to the chains. The small cut-glass beads are sold by the strand. These are strung in strands of one hundred, and then into bunches containing a dozen. As they are only a quarter of a dollar a dozen any number of these necklaces may be made for a trifling sum.

But their being inexpensive is one of the charms of the fad. For not only does this permit the maids and matrons to display their artistic nature in the form and colors used in the chain, but they can easily afford a different necklace for each costume. So, for each gown of this year's wardrobe, an adornment in glass is being planned. The idea in the most of these chains is to have it harmonize with a certain frock rather than to have a decided contrast exist. Bead teas and stringing parties are likely to be the afternoon feminine social affairs growing out of this fad, for the women seem to delight to gather together to string. In these days they do not only show their own skill, but compare their tastes and exchange notes. Indeed, when a few pretty young creatures meet these spring afternoons the gathering takes on the air of a kindergarten, where the busy work of the wee ones is the stringing of bright, gay beads. At every informal gathering for a visit and a cup of tea, when the work-bags are brought out each one is sure to contain great quantities of many-hued beads and a long silk waxed thread.

It is not only from the Sunny South, however, that these beads come. They are gathered from the Far East as well, and those from the extreme West play an important part in these chains of various designs.

Dull-toned Egyptian ones, bearing the hieroglyphics of the Pharaohs, are strung with bright crystal ones of modern to-day.

Chinese rice, dyed with multi-hues, is strung together and then braided into many strands, while carved vegetable ivory ones from Jerusalem are woven together with macaroni beads from the land of beads.

Rich pink corals from India give a brightness to otherwise dull-colored strings heavy with beads that look as though they were chipped from one of the tall, straight obelisks of Egypt.

While many of the beads are strung in an elaborate fashion when purchased ready to be wound about slender throats, yet the majority of the women prefer their own designs. So round white crystal ones are set off with Dresden china and flat emerald green are intermingled with round beads flecked with silver.

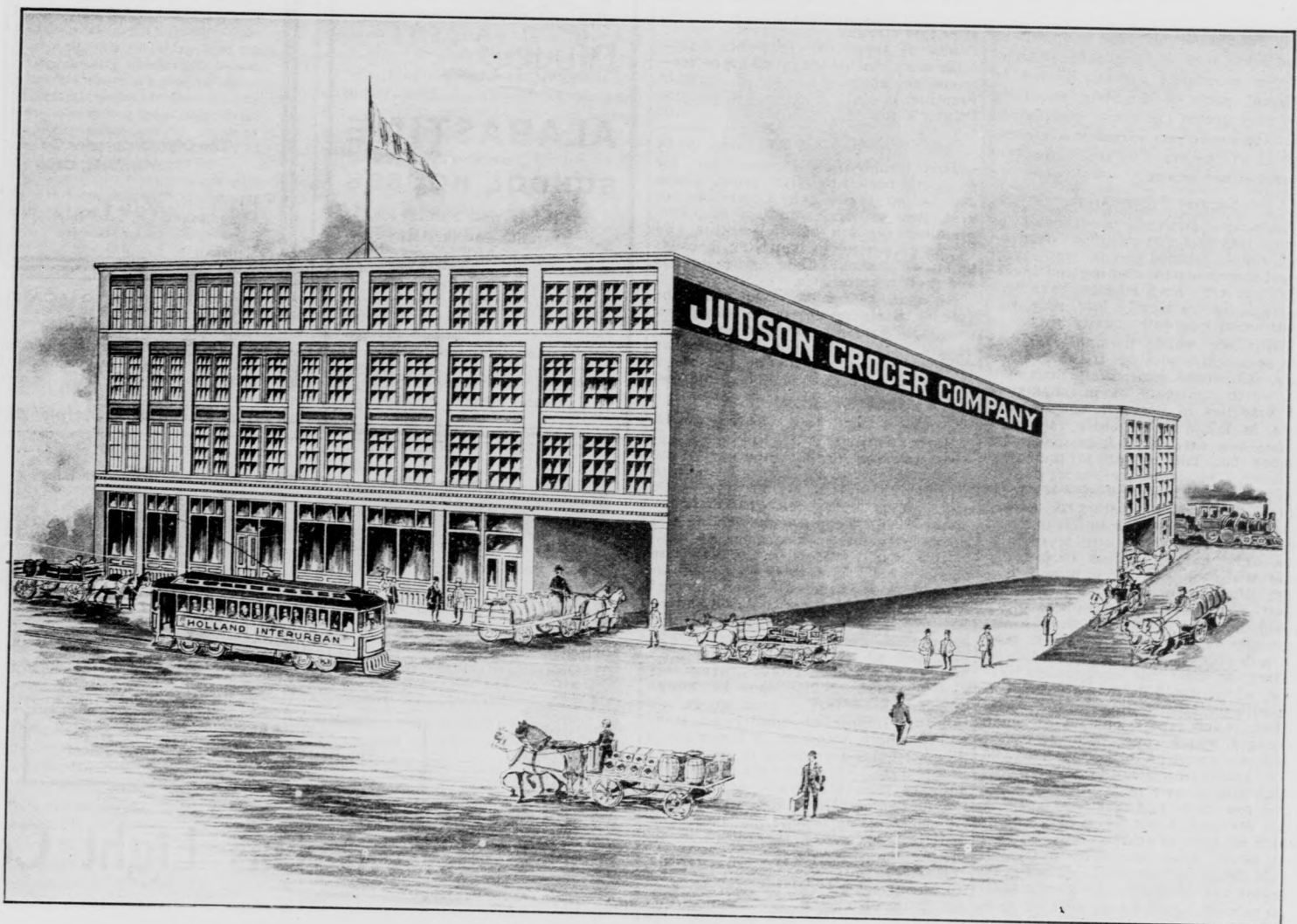
Richly carved rosary beads of ivory are formed into ropes with dull-red ones, while the macaroni beads in all colors are linked with the little ones.

While, of course, there are a method and system in shaping these bits of glass, china and ivory together into long strings, originality can have full swing in inventing pretty designs.

Largest Wholesale Grocery In Western Michigan

Model office and warehouse building now being constructed at the corner of Market and Fulton streets.

Strictly modern and up-to-date in all its appointments.



All loading and unloading of teams done under cover. Double railroad track on our own land and facilities for loading and unloading six freight cars at a time, enabling us to handle merchandise at a smaller ratio of expense than any other wholesale grocery house in the Middle West.

JUDSON GROCER COMPANY, Grand Rapids, Mich.

PREMIUM SOAPS.

How Some Dea'ers Would Treat the Abuse.

Hastings, April 3—What is this coming to; and in what way can we put a stop to the people sending out of town for soaps? They send \$10 for a box of soap which does not weigh seventy-five pounds to get a premium. Now, if they were to buy a box of soap from me it would cost them \$3.75 or \$4.50 for American Family, which is the largest box of soap I handle. That would leave them \$5.50 to buy a premium. I think perhaps there is some way to overcome this. I have talked soap more the last two years than ever before and sold less. Now, if you know how to attract the women, I would like to hear from you in your next issue, or perhaps, some of your grocer patrons can write up something in regard to this, for I think something must be done, as this man Larkins is doing the people. The bars of soap are not the size they were last year, so one of my customers says. Grocer.

On receipt of the above enquiry, the Tradesman sent copies of same to about a dozen prominent grocers, located in different parts of the State, enquiring how they treated the abuse complained of. The replies are varied and interesting, as will be noted by the perusal of the subjoined letters:

Suggest Organization.

Traverse City, April 10—It would be a hard task to act as guardian over all such simple minded people, who expect to get something for nothing and invariably get left. Such schemes have been in vogue for years—and I fear they will continue as long as humanity lasts.

While we realize the unpleasantness and sympathize with our friend at Hastings, still there is a more serious matter which confronts us merchants, in all branches of business, and its presence is felt quite seriously, especially when you treat your customers as friends and take up with all their misfortunes. That is the mail-order department stores. There is no legislation by which they could be stopped, as they have the same right to solicit business by mail as we have by our representative. The only way that I can see to cope with the evil is to have a thorough organization, by which we could adopt a strictly cash business, which would not entail any injustice to the consumer. While he is willing to send his cash abroad, he certainly should be willing to treat his local dealers likewise, which would put us on equal footing with the other fellow and the excess of freight and express charges on small packages, which must be borne by the purchaser would be in our favor. Even if our profits were small on such articles which they make a leader of, we would have our cash and save book-keeping expenses and a lot of poor accounts which we have to charge off every year and, above all, a world of worry. It would then be a pleasure to do business, whereas now most merchants are slaves.

In reference to the soap deal, if such an organization would actually exist in all such localities where the trade would demand scheme goods of any sort, it would be an easy matter to buy the same of any manufacturer and get the soap or whatever goods it might be, duplicated, at almost any factory, under their local brand, to furnish their trade. It would not be necessary to load up, I dare say a small sample would suffice, for almost invariably the goods are not what they expect them to be, but look very deceiving in catalogues. If, on the other hand, they would be useful and could be handled at a profit, I do not see any reason why we could not handle them. It would have the tendency to install in the mind of the consumer that his dealer is willing to furnish him with anything he wants, without having him ordering it himself; in other words, the other fellow could do the advertising and we would furnish the goods. One satisfaction he would have, if the goods were not satisfactory, he would not have to take them, whereas

when he sends his money abroad he must accept whatever he gets.

Wilhelm, Bartak & Co.

Suggest a Premium Scheme.

Manistee, April 9—I have had but very little of this kind of competition to meet. My customers are not of the premium seeking variety—they seem to care more for merit in the article than for premiums.

I am not acquainted with Mr. Larkins and his soap proposition which seems to bother your correspondent, but presume he is a plausible advertiser and is giving his victims nothing for something, while he makes them think he is giving them something for nothing.

If I were in Grocer's place I would first try a little judicious personal conversation with those who I knew were using premium soap. I say judicious, because it is dangerous to try to convince a woman that she has been a fool unless you know how to go at it. Failing in this, and the demand for premiums still continuing, I would go into the premium business myself something after this manner:

1 box of soap, 100 10 ounce bars—the more obscure the brand the better—to cost say about.....\$2.65
Premium to cost.....5.00
Printer's ink.....1.00

Total cost \$8.65

This combination I would sell for \$9.93 and pocket the \$1.28 profit. There can be no reason why Grocer can not give just as much and good soap and premium for \$10 as Mr. Larkins, and he can give better advertising, because he knows or should know his customers and their peculiarities.

No man can make a success of the grocery business unless he knows how to judge human nature and how to advertise. If he can not do these two things well, he had better become a lawyer or a doctor or something else that's easy.
C. N. Russell.

Would Meet Fire With Fire.

Harbor Springs, April 10—It is somewhat amusing to note the wail of the Grocer because of the soap gift scheme man having invaded his territory, while nine out of every ten grocers in the State of Michigan are patronizing and encouraging just such schemes.

How many grocers in the State buy cigars with a Waterbury watch thrown in with a purchase of a given amount? A house and lot goes with one hundred pounds of pepper and with a like amount of ginger you get the automobile, and so on through the list. We find the poor foolish grocer buying this kind of stuff every day when he knows or should know that all such goods are inferior, impure or adulterated stuff, and that pure, standard, or honest goods do not require a premium or gift scheme to sell them. Our Hastings grocer may not encourage this plan of merchandising, but as he belongs to the great family of grocers he is certainly subject to criticism or eulogy for the acts of his brother grocer.

However, this does not answer his question, and we will proceed to give our plan of curing the existing evil caused by our Mr. Scheme Man. We have faith in the old Latin sentence, "Similie Similibus Curanter"—like cures like; and proceeding on that theory, we would purchase a sufficient quantity of an article—we will call it soap in this instance—as good, but not any better than the soap our Hastings grocer speaks of. We would also purchase a sufficient quantity of articles to be given as premiums of the class of goods usually used for such purposes. We would place some of the soap, together with the premiums, on the counter or some other conspicuous place in the store, with a card price bearing a fair profit on the combined articles offered for sale. We would also figure the relative cost of soap and premium separately and instruct our employes, after making the sale, to inform the customer that he could purchase the soap alone at a certain price and the premium at another certain price, the combined value of the two equaling the amount paid for the soap and premium.



Automobile Agents...

We want one in each town to help us sell the

Wonderful Cadillac, \$750; Toledo Steam, \$600 to \$1,200; Toledo Gasoline, \$2,000 to \$4,000; Columbia Electric, \$900 to \$3,500; National Electric, \$950 to \$1,500.

Can you help us sell the buyers in your city? Get our catalogue and proposition.

Michigan Automobile Co.,

Ask for 2nd hand list. Grand Rapids, Mich.



ALABASTINE FOR YOUR SCHOOL HOUSES

Cleanly and Sanitary
Durable and Artistic
Safeguards Health

The delicate tints are made with special reference to the protection of pupils' eyes. Beware of paper and germ-absorbing and disease-breeding Kalsomines.

ALABASTINE COMPANY,
Grand Rapids, Mich.



"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.

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.



Our Motto:

The Best in the Market at Lowest Prices

Royal Gas Light Co.

Manufacturers of

Gas Lighting Systems and Lamps

of every description.

Systems from \$20 up

We can save you money on anything in the Lighting line.

Royal Gas Light Co., 210 E. Kinzie St., Chicago

We would do this in order to show the customer that the gift scheme is only a humbug and that the consumer pays for the gift. At least that would be the inference without any explanation and it would not require a very bright head to see it.

We think a little effort directed along this line would soon cure the appetite of the most avaricious for schemes or premium goods.

Some grocers in their efforts to combat an injurious proposition confronting them merely add strength to it by their ill-directed efforts in giving it the wrong publicity.

We believe our Hastings friend and every other grocer can clearly convince their customers that every gift scheme is a humbug, a delusion and a snare.

W. J. Clarke & Son.

Recommend a Comparison.

Charlotte, April 9—We have experienced the same trouble, to some extent, that our friend at Hastings complains of. We have done nothing in particular to overcome this competition, except to inform those of our customers who mention the Larkins soap that if they will buy an equal amount each of Larkins, and any one of our laundry soaps, and give each a thorough trial, they will become convinced that the old brands of laundry soaps will go much farther and save them considerable money in the course of a year. This method has met with considerable success in our vicinity, as many of the customers who have done this have returned to the standard brands of laundry soaps.

Lamb & Spencer.

Has Troubles of His Own.

Dowagiac, April 10—I would like to have my Hastings neighbor in Dowagiac this spring; it is not only the Larkins Soap Co., but the Chicago and Toledo department stores. They have shipped about five carloads of groceries in here. We have got to meet prices or go out of trade.

G. M. Moore.

Would Go 'Em One Better.

Sparta, April 9—We are not troubled with this man Larkins. If at any time our customers got to sending outside for soap, we would try to go Mr. Larkins one better and give them more premiums than he does, besides giving them a better soap.

C. A. Johnson Co.

How Much Longer We May Look For Good Times.

It will be admitted that no country on the face of the earth to-day is so prosperous as our own. Certainly in no other country have the people accumulated more wealth than the people of the United States in the last few years. But the mere making of money is not prosperity. That country is not the most prosperous country which has the largest amount of accumulated wealth, but that country is the most prosperous which has the largest amount of accumulated wealth the most widely distributed among its people. Rome was not a prosperous city, even in its most flourishing times, because one-tenth of all its population owned all the wealth of the realm, and this country of ours to-day is not the most prosperous country on the face of the earth because there are many large fortunes in it, but because there is a very great amount of property distributed among many people. In Rome, as I have said, one-tenth of the people held all the wealth of the realm. In the United States to-day our wealth is distributed among nine-tenths of our people, and but about one-tenth of the people, so to speak, are submerged. In the United States to-day nearly one-half of our families own their own homes. In the United States to-day there are in its savings banks more than two million five hundred thousand millions of dollars.

Corporations have never been so many, so large and so numerous as they

are to-day, and yet while corporations are composed of millions of stockholders, wages for the last twenty years have been steadily increasing, while the rates of interest have been steadily decreasing. Now, these are the evidences of a very great prosperity, but we may come to a greater prosperity than this. Every good citizen of this country certainly hopes that even a larger amount of wealth may be distributed even more widely than it is to-day, but all thoughtful men know that prosperity is never a very stable thing. It comes and goes just so surely as the sun rises and sets. In spite of the fact that the trusts are increasing, and in spite of the fact that there are large private fortunes, so large that they are simply beyond the comprehension of the ordinary mind, in spite of all these, the average man was never so rich as he is to-day. And he is growing wealthier, and it is certain that we have no reason to be pessimistic. Take the farmers of the West, they were never so rich as they are to-day; in fact, they are becoming the bankers of to-day, and in Chicago last summer the country banks were loaning money at a lower rate than those of the city, so that very thing and everything we see evidence the unexampled period of prosperity, but it is never very stable, and every man must know that the present tide of prosperity must wane. Already the signs are in sight. The first check is not to come as it usually does, from over-production, but it is coming from organized labor, which is checking the prosperity of the country by senseless strikes for the recognition of the union—which means the exaltation of the walking delegate and the stultification of the worker to the grade of serf—and by forcing wages up to a point where there is no longer any profit for the employer. Instead of seeking to participate in the benefits of the prosperous period we have enjoyed for the past half dozen years, the union workingman—always badly advised and viciously led by the walking delegate—has sought to reduce his hours of labor to a point where he could not earn enough to lay up any considerable portion of his income, so that he will go into another period of depression no better off than he was in 1893. The non-union man, on the contrary, has profited by the good times to a remarkable degree, accumulated a comfortable bank account and improved the opportunity to get a home or complete the payment of one already purchased under favorable conditions during the era of low prices. The records of the Chicago banks show that 91 per cent. of the savings of workingmen come from non-union men, proving conclusively that union men, as a rule, are not thrifty, and are gradually becoming poorer, owing to their lessened earnings from working shorter hours and the amount they have to contribute to their unions in the form of dues, fines and assessments to keep up strikes and boycotts. To my mind, nothing is more menacing to the country's prosperity than the present rule and ruin policy of the unions and, unless this spirit is checked—and that quickly—I predict that within three years the country will be suffering from hard times compared to which the panic of 1893 was a bagatelle.

Chas. L. Hutchinson.

Gave Him All.

Lawyer—(investigating client's story)
—Now you must keep nothing from me.
Client—I haven't. I paid you every cent I had in the world for your retainer.

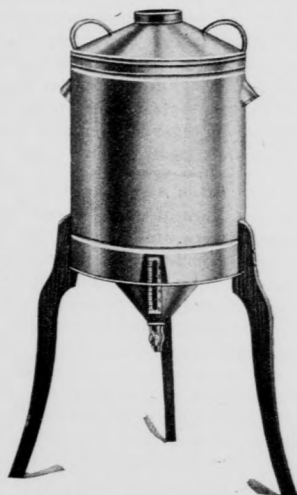
Why They Fail.

It is believed that a large proportion of the unsuccessful people owe their failures to the time lost in reading the maxims the successful delight to reel off.

There's no hope this side of the grave for them an who knows it all. On the other side the devil don't want him—the Lord won't have him.—Samuel Salt.

The early bird catches the worm, and the man who advertises early in the season catches the early and the later rains of orders.

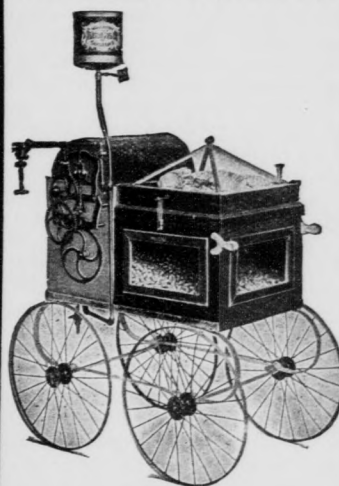
Cream Separators.



Let us have your inquiries.

WM. BRUMMELER & SONS,
Makers of Good Tinware.
249-263 So. Ionia St. Grand Rapids, Mich.

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 Dishes, Ice Shavers, Milk Shakers, etc., etc.

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

We Have Only 1282 Shares Left

At Ten Cents on the Dollar

Remember

Not more than 100 shares to any one person at this price

Grand Rapids Pure Food Co., Ltd.

723 Michigan Trust Building,
Grand Rapids, Mich.

Telephones: Bell, Main 1680.
Citizens, 280.

Clothing

The Outlook of the Hat Market at Chicago.

The prevailing styles in soft hats tend to lower crowns and broad brims, the latter being straighter and not so winky on the side. The colors have not changed much, but there is a larger demand noticeable for matched bands. The manufacturers say that in the cheaper goods black bands still go with hats of a lighter color. Everything in soft hats—or nearly so—is made in the raw edges, although there is some trade in hats bound with a very narrow strip of a lighter shade than the hat—for instance, a pearl gray fedora with a white band and a very narrow white binding on the edges. The hat manufacturers say that there is a demand for better hats, but that, on account of the high price of trimmings, materials and labor, it is not possible to get so good a hat for the same money as formerly. Hat prices are fixed within certain limits, in which respect they differ from the price of clothing, for a dollar added to the price of a four or five dollar hat practically stops its sale, while more may be added to a suit or a pair of trousers, when necessary, and the public will be none the wiser. For this reason, when hat materials go up, it is necessary for the makers and dealers to take their profit out of the quality of the hat, for very little can be added to the price of the article.

The hard hats have broader brims and are flatter in set. The crowns are, perhaps, a little fuller than they were last season. The almost universal shade is black, although it is noticeable that browns are being sold a little, but the demand for brown stiff hats among the manufacturers is very small indeed.

Among manufacturers the hat trade is good. The prices of labor and materials have advanced. The West has not suffered so much from labor troubles as the East, but altogether the paths of the hat men have not been rose-strewn of late. The wheels have been clogged with unnecessary delays and inconveniences, and orders have not been always easy to fill with the desirable promptness.

As soon as the spring weather really begins the new derbies with the flatter brims—what is called the "flat set hat"—will begin to sell in earnest. The crowns are full shaped and the best color is black, although many dark brown derbies are being worn. The retailers are feeling this demand for brown hats after four seasons of dulness in this style. It must not be assumed, by any means, that brown hats will be the popular thing, but they are permissible, if of the right shape. Thus far the caprice of the wearer may go, but no farther, on pain of being set apart from his fellows.

In soft hats the square crowns and broad brims are the strongest sellers. The prevailing soft hat is large and generous, the small shapes being tabooed by those who want the latest mode. The proper hat has a broad brim with raw edges and a creased crown, fedora-like. It may be had in various shades, from black to the lightest pearl gray. The bands may or may not be made to match the hat, according to the taste of the wearer. With pearl gray goes a white band or a black band for contrast. The darker of the colored soft hats either have bands of black or of some shade that will harmonize with the color of the hat.

A few Panama hats are beginning to appear in the windows on Wabash avenue and State street, but the novelty has worn off, and the hatters believe that the rage for them will not continue this season so large a factor in the hat trade as it was last year, when the possession of a Panama hat was a sign of solvency or phenomenal credit.

Silk hats will be worn with a slightly higher crown, and not quite so much bell-shaped as last year.

The hat trade in general among the retailers is fair, but it has not really opened up yet. The bad weather of the past two or three days has given all spring business a setback. When the season really opens it is believed that there will be no cause for complaint. The prospect is very reassuring. The demand now is for the better hats, from three dollars up. For the cheaper goods demand has not increased in proportion to its rate of increase on the finer qualities. —Apparel Gazette.

How To Bring Away the Order.

With some lines of trade, whose selling organizations are already in the field, their inefficiency or shortcomings have already been demonstrated. Far too often, however, the salesman is left entirely to himself, when a little help or drilling would not only encourage him, but greatly increase his usefulness. It is not uncommon to hear those who employ salesmen speak of one as a man who can not close a deal. Such a salesman may have the address that will secure him an audience with the buyer and be able to present the merits of his goods acceptably. But when it comes to asking for the order, he fails to develop the force that is necessary to bring the buyer up to the point of closing the deal. Some men are especially timid, and, in the matter of collecting accounts or closing deals their incapacity is often painfully apparent. A little demonstration in a general way on the part of their employer to show how this class of work should be done should bring in greater dividends than almost any other time spent by him. The collection of accounts may often be made to lead to the establishment of a social relation that will not only secure a full understanding of the customer's affairs, but facilitate the request that payment be made at the right time with the result that the funds will be forthcoming. Or it will enable the salesman to suggest to a slow paying customer that friendship at least should be worth a few dollars on account. In the closing of a deal, either for goods or for work, a social standing with a buyer is valuable; for the salesman will feel that he has a just claim to some patronage and will ask for it without hesitation, notwithstanding that his customer has possibly been buying an entirely different line of goods and that the only inducement for a change is the personality of the salesman. It can be readily seen, however, that a shallow, surface acquaintanceship on the basis of mutual courtesies between a salesman and a business man is not sufficient to overcome the custom of trading with one house and to secure a share of the business of another house on exactly the same lines. If the young or timid salesman is impressed with these facts and drilled into the necessity of approaching such buyers with a courteous firmness, he will, in many instances, be more successful in closing up a deal and bringing away the order.

Ananias was an unfortunate individual who lived before his time.



Artistic Shirts

According to your measurement, are my specialty. Satisfaction guaranteed or money refunded. Let me send you samples of latest patterns and my measuring blanks.

POPULAR PRICES. TRY ME.

COLLVER

The Fashionable Shirt Maker, Lansing, Mich.

BROWNIE Overall.

LOT 117.

Sizes 4 to 15

\$3.00 per Doz.

Sizes 8 to 15

\$3.25 per Doz.

Sizes 11 to 15

\$3.50 per Doz.



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

Some New Things in the Neckwear Line.

Most all the good things in neckwear brought out so far for the season are now in possession of the retailers, and while awaiting their successful sale through consumptive demand, New York wholesalers are planning new things for the summer, taking duplicate orders for such numbers as their customers have thought well enough of to repeat on, and are incidentally planning their fall campaign.

Since retailers have gone over their new possessions wholesalers have been receiving duplicate orders on some numbers, but the volume of supplementary demand has not yet shown gratifying proportions. Fancy stripes on light grounds seem to have impressed buyers favorably, according to enquiries, and black and red combinations in stripes and units have been repeated on so heavily that stocks are scarce. Wholesalers did not look for so strong a demand for this style and were not prepared for it with large stocks, hence the workrooms are now busy on rush work. Stripes are developing considerable strength in bows and tecks, strings, four-in-hands and squares in popular-priced grades. Light grounds with color stripes are selling best on reorder demand. In the best grades of neckwear figured patterns, with the designs varying from the medium to large size, are favored, although buyers are not ignoring small figures, and include a fair assortment in their selections.

Buyers in their search for attractive neckwear lines hit upon foulards for both the fine and popular trade, in white and blue grounds, with blue patterns on the white and white on the blue. There are other fetching conceits in foulards which have scored successes for their makers. One of the nobbiest styles is the panel effect in wide four-in-hands, which sold especially well, and on which a satisfactory repeat business is expected by those who make a specialty of these goods. Foulards in polka dots, large and small, and of varying space, will be good, in the opinion of buyers. Heavy qualities in large all-over patterns have been made up in folded-in squares, as well as lined four-in-hands and made-up styles, and in all shapes have been welcomed by buyers as a departure from the wearisome monotony of grays. Foulards in black and white, gray, green and white and red and white effects have also found favor.

Rumchundas, or English twills, have met with such a good reception from buyers that the trade in general seems to be quite confident of a satisfactory run on them this summer. All of the various color combinations brought out seem to have taken, and while madders will undoubtedly do as well as ever, there is a better chance for the new oriental patterns and colorings in green, red, gold and blue. The full-aproned scarfs are undoubtedly going to make a hit with the swagger young men, once they are brought to their attention, as they are just the proper thing to wear en negligee. But with the midget neckwear taking a hold in some of the Western sections of the country it is probable that bows and strings will also find a ready market at retail.

A fabric which has built business for wholesalers who took it up this season is a serviceable tissue made with a lisle warp and silk weft, and is called French silk and lisle, being a product of the looms of Lyons, France. It is more diaphanous in texture than a foulard, less delicate than a habutai or China

silk and its component fibers indicate that it is made for service. The range of patterns includes printed and corded effects in stripes and woven colors. This fabric has been made up in all styles of neckwear, and the range of patterns and colorings embraced renders the made-up goods very attractive.

Grenadines and openwork fancies seem to have taken a new lease of life, so well have they gone with the retailers this season, and the manufacturers are confident of doing more business on this class of goods as soon as they have been introduced by the storekeepers. Openwork novelties were brought out for the season in better patterns and color combinations than for any previous season, and the new character of the fabrics is expected to go a great way towards effecting successful sales.

The season records an unusual demand for gold squares in India rumchunda effects and madder prints. The dark color combinations in red, green, blue and gold in large all-over patterns of oriental design are a trifle better than the old-fashioned bandannas. Some jobbers have had such a run on these English twills that they have not been able to keep their stocks up, the silk mills being run to the utmost capacity of the looms to keep pace with orders. Some buyers unable to get the India rumchundas have turned to Scotch plaid squares in the same silk twills. The combination makes a good assortment. This year they will be worn as sashes about the waist for golfing, tennis, rowing, etc, where flannel or crash trousers are worn; also as neckwear tied either in a sailor or bowknot. The squares are so filmy that they can be worn under a flannel collar, or about the neck in place of a collar and add to the negligee appearance of the dresser who goes in for comfort while sporting it.—Apparel Gazette.

Ellsworth & Thayer Mfg. Co.
MILWAUKEE, WIS.



MANUFACTURERS OF
**Great Western Fur and Fur Lined
Cloth Coats**

The Good-Fit, Don't-Rip kind. We want agent in every town. Catalogue and full particulars on application.

B. B. DOWNARD, General Salesman



**PAN-AMERICAN
GUARANTEED CLOTHING**

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.



ISSUED BY AUTHORITY OF
UNITED GARMENT
WORKERS AMERICA
REGISTERED

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.

*William Connor, President. Wm. Alden Smith, Vice-President.
M. C. Huggett, Secretary and Treasurer.*

Wholesale Clothing

The William Connor Co.

28 and 30 S. Tonia St., Grand Rapids, Mich.

We show everything that is made in Ready-to-Wear Clothing from the smallest child to the largest and heaviest man; also union made suits. Men's suits, beginning at \$3.25 and run up to \$25.00. Pants of every kind, \$2.00 per dozen pair and up. Serge suits; alpaca and linen goods. White and fancy vests in abundance.

Mail orders receive prompt attention. Open daily from 7:30 a. m. to 6 p. m., except Saturdays, then close at 1 p. m.

M. I. SCHLOSS

MANUFACTURER OF

Men's and Boys' Clothing

143 Jefferson Avenue, Detroit, Mich.,

respectfully solicits the trade to call and inspect the elegant line now ready for immediate shipment.

How Panama Hat Straw Is Prepared and Woven Into Hats.

It is learned that the Director of Public Gardens and Plantations in Jamaica is making an endeavor to develop the industries of that colony, and it has been suggested that the island might become a manufacturing center of the Panama hat, now so much in vogue during the summer months in the United States and various parts of Europe, and even more extensively in India and various British colonies. This fact has led several British consular officers to collect information touching the manufacture of Panama hats, which has been published by the British Foreign Office. From this report it appears that Panama hats are made in the United States of Colombia, in the departments of Santander, Antioquia, and Southern Tolima in the Suaza district.

To-day an average Suaza hat costs there about \$1.20. A fine one costs from \$3 to \$4, while a very fine one ranges in price from \$6 to \$8. Prices change weekly according to the demand there may be. During the last eighteen months a steady weekly rise has taken place.

The common fan-shaped palm, called by the natives "palmiche," is the one used in the manufacture of these hats. Young shoots, very uniform as to size, are cut from the plant and boiled to a certain stage. Thus they become a uniform light yellow color. When the proper boiling point has been reached they are hung up to dry and all leaves quickly separated. This is done inside the house, where there is a draught but no sunlight. When the leaves are nearly dry, they are split, with a little Y-shaped wooden tool, so that every good leaf is exactly the same size as another. Left alone then to dry, as above, the leaves curl in at the edges and then are ready for manufacture. The "straw" is carefully wrapped in clean cloths, as the light and the dry atmosphere spoil it.

In the Suaza district hats are made on solid wooden blocks, two to four persons (usually women) sitting opposite each other steadily at work. An average hat is thus made between four women in a week's time. A fine hat will take from three to six weeks' time. When finished, the straw is carefully pared with a knife, then with a small hand mace is battered all over. After this it is well washed with common yellow soap and lime juice, and left to dry out in the sunlight. The climate greatly influences the manufacture of these hats. A good hatter can not make a fine hat during the dry summer weather or during the rainy season. Probably for this reason hats in certain villages of the Suaza district are very superior to those made only a few miles away. To become a good hatter requires a very long training, and for this reason female children are set to work at a very early age, usually about ten years old, and they require constant practice. The process of boiling the culms appears to be an art in itself, as only few people are able to turn out good straw. The boilers of straw sell it at so much the pound, according to the quality of the straw and the ruling price of hats.

In Ecuador the plan of preparing the toquilla hat straw is as follows: The young leaves are cut off about two or three inches of stem below the bottom of the leaf, while the green leaf is still folded up in pleats, although almost or just ready to open. Then three or more

of the outer pleats of which the leaf is composed are torn off from the outer sides (both sides), as they are at once too tough to form proper straw and too green to whiten. In the same manner two or three of the pleats in the center are taken away, as they are too fragile and tender to form good straw. Then the two edges of the remaining pleats are removed, six or eight at a time, by splitting them with a needle, or, better still, a bradawl, on either side from about six or eight inches from the top, upwards. The center part of the pleat is then caught hold of, and torn downward to the stem, but never separated it from the stem. When this has been done with all the pleats, the outside edges or fringes so separated are cut off, and the remaining pleats, with the stem, are wound up as in a ring, so as to fit into a pot of boiling water. They are plunged into this, and as they are cold, the temperature of the water is at once reduced. They are left in the water, but must be entirely covered with it, until this again boils, or even a little longer. They are then taken out, well shaken to get all water possible out of them, and are hung up on a string to dry. This must be done in the open air, and in the shade—never in the sun. After drying thus for, say, one day, they can be put in the sun to bleach more. To get them still whiter, the juice of several lemons may be mixed with the water in which they are boiled. In the course of the drying of the straw it curls up naturally, so that a flat straw one-half inch wide becomes rounded and less than one-sixteenth of an inch. For using the straw, the two fringes or outside edges of each straw are again torn off. About three inches from the top, and two inches from the bottom of the straw are cut off, and the remainder is the part used for making the hats.

Recent Business Changes in Indiana.

Bedford—Crowe & McGuire succeed E. D. Crowe in the furniture business.

Corydon—Denbo & Kepner have purchased the furniture stock of W. C. Lynch.

Franklin—A. Wood & Son, grocers, have discontinued business.

Hammond—Gus H. Jacobson has purchased the grocery stock of Frank C. Chambers.

Indianapolis—M. S. Huey & Co.,

wholesale dealers in lumber, have decreased their capital stock from \$72,000 to \$20,000.

Indianapolis—Isadore Solomon has purchased the interest of his partner in the boot and shoe and dry goods business of Solomon & Rosenbaum.

Kossuth—C. E. Bressie has sold his general merchandise stock to O. Briscoe.

Ladoga—M. H. Lidekay has taken a partner in his grocery business under the style of Trebby & Lidekay.

Marshall—G. W. Newlin is succeeded by O. M. Teague in the furniture business.

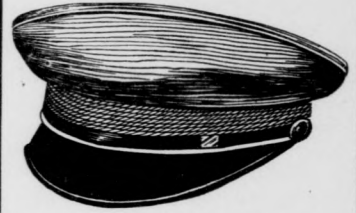
Michigan City—Veal Bros., manufacturers of reed chairs, have merged their business into a corporation under the style of Veal Bros. Reed Chair Co.

Wanatah—Mitzner & Terry, dealers in agricultural implements, have dissolved partnership. The business is continued under the style of Terry & Wilson.

Our chief troubles come from saying and thinking unnecessary things. Most quarrels arise through misunderstandings, which are the fault of speech rather than of intent.

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'Shanters 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.

Great Excitement in Kentucky



The Standard Oil Co. is expending millions in laying pipe lines and building pumping stations in this great oil field.

There will be thousands of dollars paid in dividends this year and if you wish to participate in these you must invest.

The Great Northern Oil Co.

of Detroit, is the strongest in the field, having 60,000 acres of oil land in the heart of the Kentucky field.

We are drilling now in three counties. Capital Stock \$600,000, par value of shares \$1.00. First issue of stock sold at

30 Cents per Share

in lots of 100 shares.

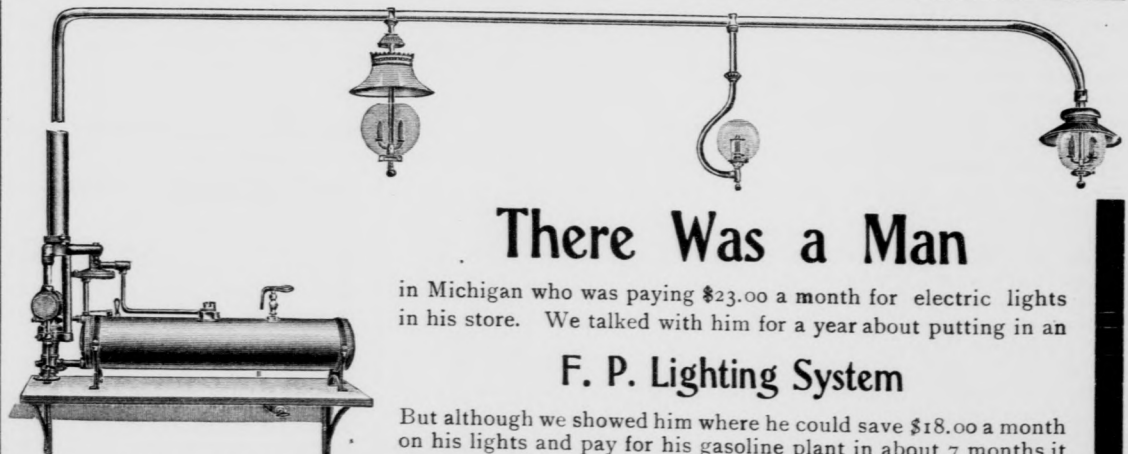
For prospectus and full particulars call or address

F. G. FRIEND, Manager

Branch Office, Rooms 5 and 6, 74 Monroe St., Grand Rapids, Michigan

Citizens phone 1515

Mention this paper



There Was a Man

in Michigan who was paying \$23.00 a month for electric lights in his store. We talked with him for a year about putting in an

F. P. Lighting System

But although we showed him where he could save \$18.00 a month on his lights and pay for his gasoline plant in about 7 months it was not until a year ago that he decided to let us install a system on 30 days' trial. He has had the plant (10 lights) just one year now. He says he buys his gasoline by the barrel and the TOTAL COST of his light for the ENTIRE YEAR was \$24.00. Besides this he had about five times as much light as he formerly had. Suppose you write us for a little valuable information about this system.

Incandescent Light & Stove Co., Cincinnati, Ohio.

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

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

THE ERA OF HONESTY.

Storekeeping Growing Cleaner With Every Passing Year.

Written for the Tradesman.

I heard a man say the other day that merchants are more dishonest nowadays than they were several years ago. "Why," he exclaimed, "look how the big stores lie in their advertisements. We see on every hand the advertisements of all kinds of fake sales that are gotten up for the purpose of getting the people's money without giving full value in return. It is a genuine skin game all around these days, and don't you forget it."

The gentleman he was talking with did not take the same view of the situation, and they argued long and earnestly over the matter, the discussion ending as they generally do, neither one being convinced. And as they separated and walked in opposite directions down the street, I thought the matter over in my mind and came to the conclusion that the fellow who asserted that these are days of dishonesty in the mercantile trade, compared with the condition of years ago, was laboring under a mistaken idea.

However, it does not startle one to hear such statements made now and then. Quite often I hear people say that the merchants of to-day are a class of persons who care nothing for a customer after they get his money. Many and many a time have I heard it claimed that the cause of a good deal of the poverty of the country is because the "dishonest middleman gets all the profits." It is this feeling that helps boom the business of the mail order houses, although why a man should prefer to trust to the honesty of some one a thousand miles away is beyond comprehension. There is a prevailing opinion among certain classes of people that the merchants of the country who are to be found in the smaller towns and communities are robbing the people. These people have an idea that the average merchant rakes in an enormous profit from everything he sells. The mail order houses claim to save their customers 40 per cent. on their store bills, a claim that probably has done much to create this feeling.

But the person with any knowledge of the condition of the mercantile trade to-day, as compared with what it was twenty years ago, should, it seems to me, be able to see that the business of storekeeping is growing cleaner with every passing year. Merchandising to-day is on a much higher plane than it was a decade or so ago. The merchant has a more liberal feeling toward his patron than he had then, even although he is now and then driven to exasperation by some individual who has become imbued with the idea that every merchant is trying to beat him out of his last cent.

Let us compare the store of yesterday with the store of to-day and see how they average up. A person does not have to be very old to be able to look back to the days when enterprising storekeepers stood in front of their places of business and pulled prospective customers inside, sometimes almost dragging them in by the coat collar. I remember seeing this done several times when I was a boy. On one occasion I saw an energetic clerk grab a young fellow, who evidently came to town from the rural regions, and hustle him into the store. That fellow was so dazed by the eloquence that was shot in his direction that he bought a suit of clothes

before he was hardly aware of it. He did not really want any more clothing than he already had, but under the influence of the industrious salesman he did not have the nerve to say so.

On another occasion I know of a clerk who tried this same thing, but with results that were of a very different nature. He stood in front of the emporium of bargains longing for a chance to make a sale. He did not wait long before he spotted his man. He was a green looking individual. The smell of new mown hay was on his garments and there was a decided bucolic caste to his countenance that caused the salesman to chuckle to himself. When the victim came within the range of the versatile clothing man's voice, he hailed him. But the fellow did not stop. He seemed to have other business just then. But he looked so green the clerk thought it safe to rush matters, so he grabbed the fellow by the arm, and at the same time swinging a coat and vest up in front of him with the other hand.

Now, while this gentleman from the country did not look it, he had been there. Evidently he had made up his mind that the next clerk that tried to work him would be greeted with an unlooked-for reception. As the clerk shut down on his coat sleeve the victim seemed to uncoil like a rattlesnake. His good right arm straightened with lightning-like rapidity and his fist connected with the clerk's right optic. The next instant a heap of clothing and a dazed young man adorned the sidewalk in front of that store and the green guy did a good sprint down the street to escape a policeman who had seen the mixup.

And there were numerous other shady methods of merchandising in those days that were anything but desirable. Merchants used to resort to shortweight to get the best of their customers. And if a person entered a store and did not make a purchase the salesman got mad, and perhaps made insulting remarks. In the olden times a customer could not return an article if it did not suit. Every store guaranteed goods, but there were few that would make good if the stuff did not pan out as represented.

But what do we find when we look over the mercantile field to-day? Are any of these ways of doing business in vogue now? Is the merchant really trying to beat the people? I do not believe such to be the case. In the place of the old time store that worked every conceivable scheme to get money from the people, we have to-day the store that advertises to give us our money back if we want it. And the proof that the merchants who advertise in this way are in earnest in making their offers, we have but to familiarize ourselves with the workings of the modern place of business to learn that they do exactly as they say they will. In the modern store the salespeople are instructed to return goods without asking any questions. They do not hem and haw about it; they return the money without any ifs nor ands. Does this look like a bunco game?

This week I observed an advertisement of a store in which the statement was made: "We don't claim to be the only good store in town. There are lots of other good ones." Does that look as if the merchant was a dishonest fellow looking around for somebody to cheat?

Think of a millionaire merchant discharging 2,000 clerks because they did not have good manners! Think of a gigantic mercantile institution in which the sales people have been drilled thor-

oughly in the art of treating people according to the golden rule! This is a matter of history that any man familiar with the store business in the United States knows is true. Does this tend to substantiate the claim that the merchants of the country are growing more dishonest every day? Hardly. And yet, in the face of all this, people still claim that we are getting worse.

The trouble with a great many people is that they never stop to consider a question before discussing it. They make claims without trying to substantiate them. These people generally love to grind off a tale of woe. They grow fat crying out that everybody and everything is going to the demnition bow wows, that the world is not half so good as it was in the olden times; and the worst feature of the situation is that great numbers of people believe them.

I believe, however, that in the face of the progress that has been made of late along store keeping lines, the merchant should feel like congratulating himself on the good that has been accomplished. There was never a time when conditions were more nearly perfect than they are to-day. Along with the progress the world is making in other lines, the merchant is keeping abreast. Honesty of purpose is his dominating characteristic. Honesty rules in the mercantile world to-day, despite the carpings of the pessimistic critic. Raymond H. Merrill.

Enthusiasm is the steam which propels the engine of endeavor, but the boilers should be provided with a safety valve.

To know a "good thing" is to be only half wise, to know it and use it to advantage is the true wisdom—in business.

Lily White

"The flour the best cooks use"

Is the best trade drawing power a grocer can get.

In the mind of the consumer the name of the dealer is invariably connected with the name of the flour.

She knows the flour is good and concludes that the grocer who is careful to handle only good flour will be equally particular about everything else.

This gives her confidence in him and she buys her groceries of him.

Through her influence others do the same and trade with that grocer continues good when others are complaining of dull times.

You who handle Lily White Flour know this to be so; you who do not handle Lily White will learn it sometime.

Valley City Milling Co.

Grand Rapids, Mich.

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.

Shoes and Rubbers

Practice of Guaranteeing Shiny Leather Should Be Condemned.

To guarantee or not to guarantee shiny leathers is one of those constantly recurring problems which seems to gain added force with the oncoming of spring, with its early prospect of troublesome times for the dealer who recklessly guarantees patent leathers.

An up-to-date shoe dealer in one of the prominent Western cities writes us as follows:

We believe that too much can not be said against the practice of guaranteeing shiny leathers. It strikes us as a trouble-breeder of the worst kind from start to finish, and it would seem as though the average shoe dealer had enough to contend with without this added burden. The great difficulty has been that the average customer has taken advantage of the guarantee privilege in such a manner as to make it cover every possible complaint which could be brought against a pair of shoes. From practical experience we have found it almost impossible to convince customers that a shoe which had checked or peeled slightly was not "cracked" and did not come under the terms of the guarantee. In any event it seems that the customer, either from ignorance or sheer willfulness, construes the guarantee to suit the exigencies of his particular case, and nothing that we can do seems to convince him that he is wrong. It has resolved itself into antagonizing customers, and possibly losing considerable business. We have now absolutely discontinued guaranteeing shiny leather shoes in any way, although the practice is kept up by our leading competitors. At the same time, we believe we are safe in saying that we get our share of the local business and perhaps a little more.

The point in our correspondent's communication seems to be entirely in the last paragraph. If, by refusing to guarantee shiny leather shoes, he has succeeded in maintaining his trade on that particular class of goods, it is evident that a similar course is open to any and every dealer who has nerve and backbone to defend a position which is absolutely correct and businesslike, regardless of what his competitors may be doing.

There is going to be an unusually large quantity of patent leather shoes sold this season. Shoe manufacturers find great difficulty in getting sufficient supplies of stock. Manufacturers of first-class patent leathers evidently have more business than they have ever had before. This being the case, it is also evident that in the rush to meet the popular demand certain patent leather may be cut up for shoes which under ordinary circumstances would not be used for this purpose, and the result will be that unless great care is used all along the line the crop of complaints on patent leather shoes will be unusually heavy when the wearing season once gets under way.

We assume that everybody, from the leather manufacturer to the retailer, will do his best to supply the demand and at the same time furnish as good a leather and as good a shoe as each of them can turn out. At the same time, we believe that the accuracy of our contention will not be disputed, and that once the demand is abnormal on one particular leather, the temptation to use every piece of that particular kind of leather which can be procured is too great to be resisted. Patent leather is a most delicate piece of merchandise. For years the public has been accustomed to looking upon it as such and to buying the patent leather shoe at their own

risk, knowing that it was liable to peel or crack at the first wearing. Then came the guarantee, perhaps honest and judiciously applied to a few special lines where great pains had been taken with the stock; but it got to be the fashion to guarantee almost everything and anything in patent leather, and naturally there was trouble, and there will be trouble so long as the shoe trade continues to indiscriminately guarantee patent leathers.

We commend the practice of our correspondent to all of our readers, and we will go a step farther and suggest that every dealer have slips printed which will read as follows:

"We do not undertake to guarantee patent leathers against checking or peeling. We take great pains to purchase only such shoes as are made of good, reliable and trustworthy leather, but the secret of manufacturing a patent leather which shall always preserve its uniform and smooth surface has not yet been discovered, and we can not undertake to exchange or refund the purchase price of any pair of patent leather shoes where the first-mentioned changes in the leather develop. It can not be avoided under the circumstances, and we have to purchase the shoes on exactly the same conditions."

And, further, to give one of these slips with every pair of patent leather shoes sold.—Shoe Retailer.

Good Results Will Enue Pushing the Findings Department.

How to capture customers and hold them will always be a question of paramount importance to shoe men. Dealers differ as widely in their methods of capturing customers for their findings department as they do in those adopted for the shoe end. The findings department is one a great many dealers seem to ignore, because they think that the small articles carried in this department are of but little consequence, and the demand there would be for them is not worth the trouble of handling and displaying them. In order to make the findings department a success you have to get it prominently before the buying public in some way. Of course, just what to do and how to do it is of the greatest importance, and the merchant who is full of general business enthusiasm, willing to impart it to every one in the store, is the man to follow in fitting up a findings department. As a matter of fact, this department can be made to pay most handsomely if it only has a little attention given to it. Very few goods will ever sell if the salesman does not show a desire to push them, particularly if they are where people can not see them.

If one-quarter of the enthusiasm displayed by dealers in pushing the shoe end was directed to the findings department they would be greatly surprised at the splendid results. It is only within the last year or two that merchants have realized the fact that they were neglecting an important end of their business in giving the findings department the "go by." Once they realized the possibilities of it, and saw the surprising results from the fruit of attention, it has had its place at the front. For the amount of money it takes to operate this department, there is no part of the shoe business where the returns are so quick and satisfactory.

You, no doubt, have a findings department, but the question is, do you sell as many findings and make as much money out of them as you should? If you do not, the reason is probably be-

Mayer's
Men's Fine Shoes

Are nobby and up-to-date in style. They are made on perfect fitting lasts. Increase your Men's Shoe trade by adding a line of shoes that will bring satisfied customers back to you.

Write for prices.

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

Boston Rubbers

They fit right
Look right
Wear right
Always durable

Rindge, Kalmbach, Logie & Co., Ltd.
Grand Rapids, Mich.

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

Lycoming Rubbers

but we also carry an assortment of the old reliable

Woonsocket Boots

Write for prices and catalogues.

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

Waldron, Alderton & Melze,
Saginaw, Mich.

cause you do not keep them where people can see what is contained in this department. Success lies just here, for it is the smaller articles that are oftenest forgotten by the busy shoppers, therefore the necessity of having them in the light, where they can be seen at a glance.

While passing through one of the large department stores the other day the writer had his attention attracted to two stylishly dressed women who were hurriedly leaving the shoe department, and were passing the findings counter. One of them remarked upon spying the various shoe polishes, "Oh! that reminds me, I want a bottle of shoe dressing;" and the other one replied, "Yes, and that reminds me, I want a pair of bows for my satin slippers;" and before they left the counter they bought several other little articles which were on display. What do you suppose was the amount these two women spent at that counter? Seven dollars and thirty-five cents, and all due to the fact that there was a findings department with its wares displayed so that people could see them as they were passing in and out.

As there is practically no danger of "over-neatness" in anything we attempt the desirability of everyone carefully considering the importance attached to the appearance of his store (or department) can not be underestimated. Neatness is a habit which is sometimes inherited and sometimes acquired, so we trust the man who is anxious to make a success of this department will bear it in mind. Now, dealers, big and little, think this over. There are numberless ways of pushing this department along, and dealers must be governed by the existing conditions, but there is no question but that such a department can be made to pay most liberally in every town, if you exert yourself in this direction.

Unremitting Kindness.

Senator Knute Nelson, of Minnesota, was talking one day to an actor about another actor who had got an engagement in London.

A fine fellow, he is, said Mr. Nelson. Yes, very fine, said the other; only since he has gone abroad he hasn't sent a penny to his wife. He writes her the most affectionate letters; every day or two a pleasant letter comes from him, but not a cent has been forwarded in the two months he has been away.

He writes every day or two? said Senator Nelson. What kindness!

Kindness! exclaimed the actor.

Kindness! When he sends no money?

Yes, said Mr. Nelson; unremitting kindness.

Why Not Telephone?

"Yes, you'll find her father is quite eccentric. He still wears boots."

"Heavy ones?"

"I think so."

"I'm afraid I wouldn't get along well with a man like that."

"Oh, you'll get along fast enough."

"Of course I will. Does—does he wear the boots during both office and leisure hours?"

"Wears 'em all the time he's out of bed."

"Say, I think I'll write to him. I guess it will do just the same."

Domestic and Foreign Envelopes.

In the United States we use an envelope that is thick enough to render the contents invisible and tough enough to withstand the wear and tear of the mail pouch. The consideration of postage never worries us. In Europe it is different. The thinnest of paper is used for envelopes, but the inside is stamped in colors to make it opaque. The writing paper is seldom so thin.

COLT-SKINS.

Where the Tanners Obtain Their Supplies of Raw Material.

Can you inform me where the tanners and leather manufacturers obtain their supply of colt-skins? There are so many different varieties of leather on the market which are represented as being tannages of colt-skin, and they are sold in such enormous quantities, that I am very much interested in ascertaining where the supply of the skin comes from. I am doing business in a farming district where many horses are owned, but I do not know of a single colt-skin that has been shipped to a tanner from this part of the country for the last two years; and the President of the local grange tells me that, so far as he knows, it is a very rare thing, indeed, that a colt-skin is shipped to the market from here.

We are not surprised at the perplexity of our correspondent. Indeed, we are inclined to believe that there are very few who know the source of supply of the genuine colt-skins which are being made into leather by the enterprising tanners of the United States. It is more or less generally known that the best skins come from Pomerania and other provinces of Russia, but it is evident to the most unenlightened that the imports of these particular grades would go but a slight way in supplying the present demand.

There is a little known country, bounded on the north and east by Bohemia and Caucasia, and the south and west by Parasternia and Fantasia which has for many centuries been celebrated for its horses. Indeed tradition has it that the animals are descendants of the Centaur and Pegasus of mythology. The country is watered by the Tormot and Gubmuh Rivers, and excellent grazing lands are said to be found in their valleys. The region is not nearly so extensive as might be inferred from the rough way in which its boundaries are designated and its character as the world's great source of supply for colt-skins depends rather upon its peculiar, not to say remarkable, characteristics than its area. And this brings us to the pith of the whole matter.

It is asserted that the country, which otherwise is ordinary enough, lies for periods of five or six years or more—happily at irregular intervals—under a spell of enchantment which turns things topsy-turvy while it lasts. Whether this state of affairs is to be accounted for by the mists which arise from the Tormot and Gubmuh Rivers, or the vapors which form on the rugged slopes of the Fantasian mountains and descend into the valleys, or to mist and vapor jointly—when exceptional conditions bring about the necessary combination—or to some other cause, is a question upon which scientists have disagreed.

Herr Teufelsdröckh, of Weissnichtwo, who has spent many years investigating the subject, holds stoutly to the mist and vapor theory, while on the other hand Professor Keiser, of Berlin and Jerusalem scoffs at Teufelsdröckh's conclusions, and maintains that the trouble arises from periodic over-production of certain herbs or plants, or the outcropping of some mineral possessing obscure and potential qualities, or to some other cause, he does not exactly know what. A bitter controversy has been waged between these savants in the German scientific reviews for many years.

Whenever the country is visited by these periods of enchantment, and, as

\$1.50 \$2.25

We have added several new and very desirable shoes to our line. If you consult your own interests you will see them before placing your orders. Do not try to do business without our famous 104 Ladies' \$1.50 shoe; also our Men's 615 Patent Colt with seal top, a perfect gem at \$2.25. Sells readily at \$3.50.

Walden Shoe Co., Grand Rapids, Mich.

The Lacy Shoe Co.

Laro, Mich.

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

Advertised Shoes

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

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

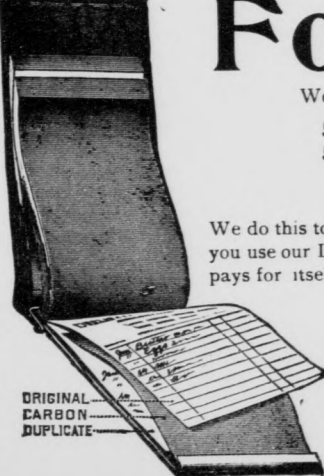


Famous Blue Cross Shoes for Women

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

\$1.50

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



For \$4.00

We will send you printed and complete

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

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

A. H. Morrill, Agt.

105 Ottawa Street, Grand Rapids, Michigan

Manufactured by
Cosby-Wirth Printing Co.,
St. Paul, Minnesota

long as they last, there is an immediate and continuous cessation of all animal growth; and so it happens that all the colts contained within the boundaries of the territory, when the enchantment is due to begin, remain colts until it passes away. But the strangest part of it is that, once a year, like serpents and certain other reptiles, these colts shed their skins. This usually happens in the spring about the first of April, the colts all going to the southern borders of the country for the performance.

The skins are gathered, as fast as shed, by natives of the adjoining provinces, who come to the boundaries provided with long poles furnished with a hook, so that they may pull the skins across the border without catching the enchantment. They are then sent to the neighboring seaboard, and shipped in great quantities, chiefly to the United States. Within a year or two it is asserted that a considerable number of the colts have taken to the notion of shedding their skins twice a year, and it is said that, if the present demand for colt-skins continues, the whole herd is likely to follow suit; for anything more accommodating than these enchanted colts it would be difficult to imagine.

Another remarkable peculiarity of the country is that, whenever any other animal, be it the callow calf, the solemn sheep, the gentle goat, the careless kid, or the capricious kangaroo, crosses the line, he is instantly turned into a colt, and goes to shedding his skin, like the rest of them. It is owing to this happy circumstance that so many skins are gathered which, while really and truly colt-skins, retain enough of the characteristics of the animal before its transformation to give the remarkable variety in weight and texture which is so much appreciated when the tannages are ready for the market.

It will thus be seen that, if it were not for these really wonderful characteristics of the country which lies beyond the borders of Caucasia and Bohemia, bounded on the south and west by Parasternia and Fantasia, the supply of some grades of colt-skins at certain seasons of the year would certainly be insufficient to meet the demand.

We trust we have furnished our subscriber with the information he is seeking; but, if any essential facts have been unwittingly omitted, we shall be glad to hear further from him.—Boston Bulletin.

An Unexpected Result.

Miss Youngthyng—And what would you say, George, if I were to tell you I didn't believe one word you say regarding the lasting qualities of your affection?

George—I would say that you are far too wise for any ordinary man to marry. Goodby.

The Useful Strap.

When he was young he looked upon
The strap his father wielded
With dread and hate, although he oft
To its persuasion yielded.

To-day he notes its usefulness,
No longer does it make him sore,
For in the street cars, when he stands,
It "keeps him upright," as of yore.

The Moth's Complaint.

First Moth—Why are you looking so sad?

Second Moth—I was just thinking what a hard lot we have. We must wear summer clothes in the winter and winter clothes in the summer.

When a man enters the employ of another, he sells to his employer his time, labor, loyalty and intelligence. If he fails to deliver to the buyer the goods for which he accepts payment—is he honest?

THE NEWSPAPER READER.

How the Advertiser May Study Him With Profit.

Written for the Tradesman.

Lossette based his famous system of memory upon the fact that the human mind is unconsciously disposed to associate things which are correlative, although often only in a very slight degree. The similarity might be in the object themselves, in some of their attributes or merely in their printed appearance or spoken sign. He could thus make the student start with a word almost entirely remote and bring him by this system to a phrase for which he sought.

It is in some such way that we associate "knowledge" with books; and there we are wandering far from the truth, for "book learning," as our fathers loved to call it, is only one form of human knowledge. Not all that we learn in life comes from printed pages. Indeed, it will be admitted by college-bred men that it was the practical experience which supplemented their college education that made their careers successful. The one without the other might have been ineffective, but it is certain that the mere book knowledge alone would have been insufficient without its practical application. It is this rule which often makes men who are illiterate successful in life in spite of a lack of learning. People are sometimes inclined to wonder at the business success of the men who lack education, and such men are apt to make the mistake of saying that education is unnecessary. This latter is not true. There is no doubt that the man without education who has become successful might have been so, undoubtedly would have been so, to a much larger degree had he had the foundation of a good education.

What is this thing then that is apparently able in some cases to take the place of book knowledge and make the illiterate man more successful than the student? It is in making this distinction that we err; for any successful man, although he may lack a classical education, is unquestionably a student. His writing may be bad or nil, but he is nevertheless a student in its highest sense. He has either made a study of people with whom he comes into contact, or of those inanimate things upon which his prosperity rests. It is the knowledge he has so gained that fits him to cope with the man who has book learning.

There is no better place for the student of human nature than in a store and no man to whom it is more necessary than the merchant. The storekeeper who possesses a particular clientele should learn the desires of the people with whom he comes into contact. He should study not his customers merely, but the whole great public which goes to make up the world about him. The quicker he learns the inner mind of the buying public, the sooner he is able to compete with other men engaged in the same line as himself. Knowledge of human nature is as much an asset of a store as is a knowledge of goods or the ability to keep books and manage affairs.

When I was in the newspaper business, I made it a custom to study the newspaper reading public and I found it a most interesting and profitable study, too. I was constantly asking myself: What do the people read? What do they want to read? and I may say that while I observed all classes of people it was that class of newspaper readers who represented a high type of man-



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."

BUY GOLD SEAL

TROUTING BOOTS

Lightest and Best Made.

Goodyear Rubber Co., Milwaukee, Wis.

W. W. Wallis, Manager

Isn't It Natural?

Our business is growing right along and that right in the teeth of fierce competition. We are every year forced to increase our factory output in order to meet the demand for our make of shoes.

Isn't it natural to conclude that our shoes must meet the approval of all who buy them from the retailer to the man who wears them?

Herold-Bertsch Shoe Co.

Makers of Shoes

Grand Rapids, Michigan

PAPER BOXES

We manufacture a complete line of
MADE UP and FOLDING BOXES for

Cereal Food, Candy, Shoe, Corset and Other Trades

When in the market write us for estimates and samples.
Prices reasonable. Prompt service.

GRAND RAPIDS PAPER BOX CO., Grand Rapids, Mich.

Use Tradesman Coupons

hood, womanhood and citizenship whom I studied most closely and whose unconscious opinion I respected to the greatest degree. Street cars and every other public conveyance and place offered opportunity for such quiet and unobtrusive observation and I have continued the custom to this day and still believe it is a good one.

When the Anti-Prize-Fighting bill was up before the Colorado Legislature this habit of watching the newspaper reader gave me an amusing experience and also an insight into the probable fate of that measure. I sat in the Colorado Senate one day when discussion of the bill was most ripe. The hour was at a few minutes after three o'clock and at that time the afternoon papers, The Times and The Post, appeared on the floor of the Senate and messengers hurried to the desks of the members with the latest edition. This was the time when young Corbett, of Denver, who has just defeated Terry McGovern decisively at San Francisco, was beginning to create such a stir in pugilistic circles and Kid Parker, a Denver lightweight who afterwards achieved some distinction, was also beginning to show his dexterity. When the papers were brought in, I observed seven Senators who sat within easy observation, and upon picking up their newspapers six of them turned to the sporting page and began to read boxing news with avidity. That settled the fate of the noted prize fighting bill in my mind and the prediction that formed then was sustained by the subsequent action of the Upper House.

It is very possible that the merchant could apply this trick of a newspaper man with profit to his advertising department. When next you see a man with a local newspaper in front of him, observe all of these things. Do not depend on one man for an opinion, but observe many before settling in your mind this thing or that for the truth. Ask yourself these things: What pages of your local paper are read earliest and most thoroughly? That will give you an idea of best position according to your line of goods. You will not want to advertise millinery on the sporting page nor base ball supplies next to the fashion department.

Unquestionably the best position in a local newspaper for a local store is on the local page. I never could understand why proprietors of patent medicines fought with merchants for position on local pages. Their advertisements would find just as good attention and perhaps better upon a miscellaneous page. This is a fact that the merchant would do well to point out to his newspaper manager, particularly if his newspaper manager is one of those fellows who charge the local merchant one price for a space and the patent medicine advertiser another and a lower one and give the outsider preferred position.

Are your advertisements read, or is the advertisement of a rival merchant read first and given more respectful attention? If you think after considerable observation that this is true, there is something the matter with your advertising or else that of the other man is exceptionally good. Take it either way, it is up to you to do something to either remedy the lack of force in your own advertisement, or to raise your advertisement-writing to the same high plane as that of your competitor. That does not mean that you need be his imitator. There are some hundreds of

thousands of words in the English language and that language is not a safe to which any one man holds the combination. Advertisements are merely combinations of words as letters and figures are combinations of the safe. The advantage to you lies in the fact that but one combination will open a safe, but there are thousands of combinations which will open the steel doors of success.

There is another question which bothers the ordinary advertiser a great deal more than it should and that is the question of circulation. This, as was pointed out in an article in the Tradesman a few weeks ago, should be a secondary consideration, for in any advertising medium character is far above circulation in importance. One would rather be in a convivial party of five than a surly company of fifty. One would rather possess forty acres of good ground than one hundred and sixty of barren sand.

If these things apply to life's enjoyment and to the occupation of farming, they apply to an even greater and more certain degree to the question of newspaper advertising. If you keep your optics on the newspaper reader as you see him in public and in his home, and by "him" I mean man or woman, you will soon learn what paper of those carrying your advertisement has the largest circulation and the best subscription list. By best subscription list is not meant mere numbers, except the proportion of people whom you are trying to reach. You may see three copies of The Morning Fake read to where you see one of the Evening Fireside, and yet if you study the character of the people who read you may decide that the Fireside is the better advertising medium, if you are trying to reach the kind of people who buy it.

The study of the newspaper reading public is merely one little item in the vast study of human nature. It is suggested because there are many merchants who are not satisfied with the purely theoretical, but who want to know some way in which a theory can be practically applied. If you can see any advantage to your advertising department in studying the newspaper reading public, it may interest you to study human nature in a broader and greater way and open your eyes to a field of mental discovery greater than any sheep-bound scientific work can offer you, and that will pay you profits larger or equally large.

Charles Frederick.

The Old Love.

Love calls but once, and he who hears
The music of that heavenly call
Sings but this song through all the years—
The old love is the best of all!

And though our heads be bowed and gray
And that dear love beyond recall,
We sing the good old song for aye—
The old love is the best of all!

And so, sweet love, may you and I
In heaven above this song recall—
Still singing in eternity,
The old love is the best of all!

Ave, though it be a chastening rod,
We kiss the face beneath the pall
And, mute with anguish, bless our God—
The old love is the best of all!

Eugene Field.

Prescription to Meet Condition.

Doctor—James, did that lady in the waiting room come in her own coach or a trolley car?

Servant—Trolley car, sir!

Doctor—Thanks! I couldn't tell from her dress whether to prescribe three months at Newport or sulphur and molasses.

Many employers wear themselves out with work because they are not broad enough to believe that some one else can do somethings as well as they can.

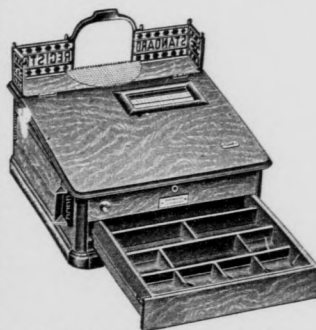
Grand Rapids Bark and Lumber Co.

Hemlock Bark, Lumber, Shingles, Railroad Ties, Posts, Wood. We pay highest market prices in spot cash and measure bark when loaded. Correspondence solicited.

Michigan Trust Building, Grand Rapids, Mich.

W. A. Phelps, President.
D. C. Oakes, Vice-President.
C. A. Phelps, Secretary and Treasurer.

Keep an Accurate Record



Style No. 2. Price only \$30

of your daily transactions by using one of our

STANDARD

Autographic Registers

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

CASH REGISTER PAPER.

Quality and prices guaranteed. Try us.

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

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.



Housecleaning

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

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

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

Woman's World

Man's Desire to Be Petted—The Plain Woman.

In Toledo, Ohio, the interesting question of whether a married woman has a right to have any pet except her husband is to be settled by law. In that city a man has brought suit against his wife for divorce, alleging that the cat has alienated her affections and that she devotes the time to fondling pussy that she should spend in petting and caressing him.

The outcome of this case will be enormously important to all women, for if it be established that, in addition to honoring and obeying her husband, a wife is also legally bound to make a pet of him, it greatly complicates matrimony, which already has a sufficient number of snags in it. Heretofore, as long as a woman's pet was quadruped, instead of biped, husbands have been content to regard the little beast as an innocuous safety-valve for a woman's desire to talk baby talk to something; but if it can be shown that little Fido and Tabby are sufficient causes of jealousy, no wife will be sure of her job.

Before, however, it be decided that a wife has no right to any pet except her husband, justice demands that it be ascertained that he is a pettable creature. Unfortunately, this is not the case with all husbands. There are men—good, upright men—who are admirable husbands and providers, but whom no one could pet without getting frostbitten, and there are others who are about as safe to pet as it would be to pat a sore-headed bear on the raw spot. Many a woman who marries with the laudable intention of making her husband a pet has to set up a poodle or a canary bird as a substitute, for it is one of the jarring experiences of matrimony to find out that the little ways that your sweet-heart considered cute your husband brands as idiotic, and that the man who, before marriage, yearned to support your fairylike form by the hour after marriage complains of your weight if you happen to lean against him.

Moreover, if it be established that a husband is entitled to be the sole household pet, he should be required to show that he keeps himself in a caressable attitude. Does he chirrup like the canary whenever his wife approaches him? Does he kiss her hand and follow her footsteps like her devoted dog? Does he purr when she strokes the hair upon his brow like her cat? Or does he, when his wife attempts to tickle him under the chin, tell her that she is musing his collar; and when she asks him, "Oos ducky is oo?" discouragingly return, "For heaven's sake, shut up. I'm trying to read the stock market." There must be the reciprocity of appreciation, at least, in petting, and if a man expects it, he must, as our good Methodist friends say, put himself in the spirit to receive the blessing.

No matter, though, whether a wife is legally bound to make her husband a pet or not, there is practically no doubt about the expediency of her doing it. You could not drag the admission out of a man with wild horses, but it is just this desire to be petted that lures more men into matrimony than anything else in the world, and explains why the little fool woman with caressing ways can marry six times to the strong minded woman's none.

No matter how intellectual a man is, no matter how great his achievements in the world, no matter how stern and

dignified he is to the public, he wants some woman to make a baby of him, to pet and caress him, to talk nonsense to him—to "much" him, as homely New England people say. It is the eternal child that exists far deeper in man's nature than it does in woman's, and any wife who fails to take account of it in dealing with her husband makes the mistake of her life.

When the light of the honeymoon begins to fade on the domestic horizon, the wife, like the husband, generally settles down to the hard and prosaic facts of life. She cuts out the petting and the "muching," because she thinks that John is too much occupied with business to notice or care and in this she commits a deadly error. Nobody who has been fed on pie can come down to plain bread and butter without knowing the difference. We laugh when we read in the account of a breach of promise suit of some elderly, fat bald, hard-headed man of affairs signing himself "Baby Bunting," or "Ducky Daddle," or "Little Boy Blue," or something else equally insane and silly, but it is the woman who knows enough to know that no man ever gets too old to want to be petted who walks off with the money. The children of this world could give a good many tips to the children of light, if only the saints had gumption enough to take them.

The spectacle, anyway, of a woman unduly fond of her dog or cat or canary is a pathetic one, for it tells of a lonely heart wasting its affection in a world that is hungry for love, and any movement that would establish the husband as the pet of the home would make for universal happiness. Certainly there are few old maids who would not be glad to trade off their cat for a nice, kind, pettable husband, and, if you do not believe this, just ask them.

* * *

From Budapest comes the glad tidings that the ugly woman is to have her innings at last. The Minister of the Interior has decreed that no hotel, cafe or restaurant may employ a barmaid, chambermaid, or waitress who is under forty years old, and in consequence homely women are now at a premium in that enlightened city.

To those of us who are not blessed with pulchritude and who have not yet attained the spiritual heights where we can calmly see another preferred before us, there is balm in Gilead in this righteous decision. There are other things, you know, and it has seemed unjust and unkind that good looks should be the one quality most esteemed in woman and the one thing she should invariably depend upon to smooth her path in life and make it pleasant.

Of course, there are people who will deny this, but it is a fact nevertheless. The beauty never has to struggle for her rights. Privileges are presented her on a silver salver. Her family bow down before her. On a crowded street car she never has to stand. In business, where only ability is supposed to count, it is not the plain middle-aged women, who might be supposed to be onto their jobs, who get the best places, but the tall and sylphlike typewriter and the blond clerk. The ugly woman who weeps is told not to make a goose of herself, but a pretty woman in tears can cry on any man's shoulder as long as she feels like it.

The result of this has simply been to make women afraid to be as ugly as they are. It is this that makes them keep up the pathetic and frantic strug-



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10c Lemon
15c Vanilla

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

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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.

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YELLOW LABEL COMPRESSED
YEAST you sell not only increases
your profits, but also gives complete
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gle for youth long after age has marked them for its own. It is this that makes them the victim of the masseur, the complexion artist and the hair-dye fakir. Talk about rights! The right that woman most persistently envies man is not the right to vote, but the right to be middle-aged and homely. Beside the blessed privilege of having a 34-inch waist measure and a double chin and the straight hair with which heaven afflicted you all other rights and privileges sink into nothingness.

Consider how this making of beauty a fetich works to woman's destruction. The natures of men and women are the same. So are the desires of the ugly and the beautiful. Being plain and freckled-faced and having carrot hair does not inoculate a girl against a yearning for the gayety of society, but it strands her among the wall flowers, whereas the same personal blemishes do not militate against her brother having a record-breaking time. Except upon compulsion, no man will ask her to dance, but if he is agreeable and a good dancer the belle of the ball is only too pleased to be invited to take a turn with him. Who ever saw a fat, elderly ball woman in urgent demand in society? Yet every day we see women who look as if they had captured a capital prize if they get such a man in tow, and rightly, for he may have charms of mind and soul that would make the physical beauty of Adonis sink into insignificance.

Nor is this all. No matter what else a woman does, we demand that she must be beautiful, notwithstanding the fact that we all know that it is only the homely women, as a general thing, who accomplish things. No man cares whether a man author is handsome or

not or whether an inventor or artist or discoverer has cross-eyes or a Greek profile, but convention demands that our women authors and artists and painters and steamboat captains shall all be, in print at least, ravishing beauties, as if a woman could not be interesting unless she was good-looking.

Yet for all we exploit beauty so much, it is the ugly girl we love best. It is she to whom we turn in times of trouble. We never think of going to a beauty for sympathy or help. She is too much occupied in contemplating her own perfections to have time to give much thought to others. It is the plain girl who watches by our bedside in sickness; it is the plain girl who can cook a dinner when the cook leaves or go out into the world and make a living for herself and others when need demands it. It is the homely woman who, as sweetheart or wife, sticks to a man through thick and thin, bearing uncomplainingly and cheerfully whatever comes of fortune. It is the plain woman whom we love best as mother, sister, friend and wife, and whose dear face is never plain to us because we see it glorified by love. Dorothy Dix.

Some of the Causes of Business Failure.

Failures in business are brought about by many different causes. Uncontrollable circumstances; unforeseen disasters, natural and otherwise; commercial or financial depression; panics and such like untoward happenings are responsible for the failure of many business enterprises. But, according to reliable statistical evidence presented by Bradstreet's, covering the experience of a number of successive years, three-fourths of the business failures in this country are due to causes originating

with the unsuccessful business man himself, and for which he alone is responsible. The authority referred to classifies the causes of business embarrassment in the United States under eleven heads, which, in turn, may be condensed into two general classifications. Under the head of one are the causes which are credited to the faults of those failing, while under the other are grouped causes beyond the control of the suspending trader. These causes are given as follows:

Due to faults of those failing.

1. Incompetence.
2. Inexperience.
3. Lack of capital.
4. Unwise granting of credits.
5. Speculation outside regular business.
6. Neglect of business, due to doubtful habits.
7. Personal extravagance.
8. Fraudulent disposition of property.
9. Specific conditions; disaster, etc.
10. Failure of others.
11. Special or undue competition.

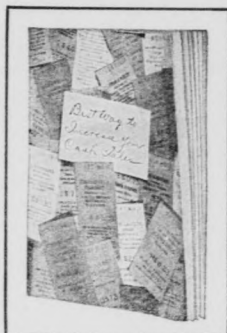
Eight of these causes, it will be observed, are properly classified as proceeding from or attributable to the business man himself, while the remaining three may just as clearly be said to be beyond his control. While the percentages of each of these causes naturally vary from year to year, there is still enough constancy about the statistics to warrant the statement that, generally speaking, three-fourths of the failures that occur are due to the faults of those failing, while the remaining one-fourth may be generally attributed to causes outside of and beyond their control. For instance, in 1902, 76 per cent. of the failures which occurred were classified under the first head—that is, due to

faults of those failing. This is a slightly smaller percentage than was shown in most of the previous years from which the general statistics were drawn and is to be attributed, presumably, to the general business prosperity of the country last year. Of the failures attributed to faults in the failing individuals, lack of capital was responsible for 30.6 per cent.; in other words, nearly one-third of all failures and 40 per cent. of the failures due to lack of equipment or faults of the traders themselves were caused by lack of capital. Incompetence, a fatal cause in any year, in 1902 accounted for 20.4 per cent., fully one-fifth of all failures. Lack of capital and incompetence together accounted for 51 per cent. of all of the failures. Another less notable cause due to traders themselves is inexperience, which caused 7.2 per cent. of all the failures, while unwise credits and neglect caused 2.8 per cent. and 3 per cent. respectively of all of the failures; fraud caused 10.1 per cent. and speculation 1 per cent. Among causes beyond the control of the trader, specific conditions, which cover anything in the way of financial stress, crop failures, fires or any other cause out of the ordinary, accounted for 17.7 per cent. Failures of others accounted for 2.8 per cent. and undue competition for 3.5 per cent. These statistics are of great interest and will afford food for thought to business men of all classes.

Thoroughly Established.

Uppardson—On the strength of your recommendation I lent Bilcombe \$5 the other day, and now I find he is a confirmed dead-beat that never pays his debts. You told me he was a man of established reputation.
Atom—So he is. That is the reputation he has established.

"Best Way to Increase Your Cash Sales"



You can easily get more of your customers to pay cash for their purchases. We can furnish you with a system that will do it. A system that has increased the cash trade of Geo. W. Brown & Bro., Butte, Mont., \$300 monthly. A system that is used with satisfaction by more than ten thousand other merchants. A system that costs practically nothing, as it soon pays for itself. This system is furnished by a National Cash Register. Its operation and cost are explained in a handsome, illustrated book which we will send free to any merchant who will fill out and return to us the attached coupon.



National Cash Register Co. Dayton, Ohio

"An Increase of \$300 Monthly"

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GENTLEMEN: We have had the register in use about three months, during which time our cash sales have shown an increase of not less than \$300 monthly, as compared with our business before we adopted your excellent system.
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Only \$25 for this thoroughly practical National Cash Register. 250 styles at higher prices. Fully guaranteed second-hand registers for sale.

I am interested in knowing how a National Cash Register will increase my cash sales. Please send me a copy of your book "Best Way to Increase Your Cash Sales," as per ad in MICHIGAN TRADESMAN

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LARGE AND COMPLETE.

The General Stock Which Hank Spreet Carries. Written for the Tradesman.

There has been a great deal of talk at Kelly Center, and consequently in the Tradesman, where the doings of that burg are faithfully recorded, about the great amount of trade that the grocer over at Beenville has been going to get away from Hank Spreet. "Going to get" is the best phrase because there has been more prediction than verification. Bill Blivens has several times confidently stated that the Beenville man would run Hank off the earth, but Hank still hangs on and at that without clutching at the grass roots. While the Kelly Center Debating Club has been telling of the tremendous amount of custom the Beenville man was going to get away from Hank Spreet, Hank has kept right on getting the trade all right and he has been getting some of the Beenville man's trade. In what manner will be here explained:

Hank got this trade unintentionally, but that ought not to make any difference in giving the grocer credit for the fact. There are lots more of us who are victims of accident. We build better than we know and then we expect people to come around and slap us on the back and call us great architects. I have seen men in a bowling alley shut their eyes and make a strike and then expect the applause of the rooters. We do many good things through no intent of our own, but few of us have the courage to say, "It was an accident. I could not do it again in a thousand years if I tried." There may be some excuse for this, for none of us get all the credit in this world to which we are entitled and, praised be the gods, neither do we get all the blame that is coming to us. Hank, being human, was willing to take any credit—or cash—that might accrue to him from the fact that he had the Beenville man on the run and he could appear just as proud over it as if it had been a deliberate campaign for the other man's trade.

Now the truth of the matter is that a man owed Hank five hundred dollars. That was the first accident of a long chapter of accidents which led to Hank's success in competing with his Beenville rival. The accident in this case was that Hank did not know what he was doing when he loaned the five hundred dollars or he would never have let it get out of his clutches.

The second accident occurred when this man paid Hank his five hundred dollars. The people of Kelly Center will never be able to believe it was anything else.

The third accident occurred when the five hundred dollars came into Hank's hands when he had no place to spend it. When a grocer gets his hands on five hundred dollars and has no place to put it except in the bank, it is indeed an accident of the most accidental variety.

The next accident occurred when Hank went down to the county seat to deposit this money in the bank, for he accidentally met the salesman of a jobbing house who had been trying to sell Hank some goods for several years. By some accidental process of reasoning Hank accidentally and suddenly became possessed of the idea that rather than deposit the money in a bank where it would draw a low rate of interest and pay higher taxes, or loan it to some fellow who might never pay, it would be better to invest the cash in some goods and to carry a little larger

stock than it had been the custom of Kelly Center.

The upshot of this chapter of accidents was that the jobbing salesman booked as nice a little order as his carbon had recorded in many a day, at least in his visits to the rural trade. Without going into details of the sensation that was produced at Kelly Center when this extravagant amount of stock arrived, it may be stated that before many weeks Hank's store acquired the reputation of having pretty nearly everything in stock but white stove blacking and horseless radish.

People in the surrounding country got into the habit of driving over to Kelly Center to make their purchases because they were pretty sure that they would not be disappointed and could get what they wanted without question, while if they went to Beenville the other man might not have it in stock; and, unfortunately for the Beenville man, he was not the subject of any accident by which some discredited debtor paid him five hundred dollars and the state of his credit was not such as to permit him to make extensive purchases to compete with Hank's general emporium, which had now blossomed into a cross-roads department store.

No unusual occurrence can happen at Kelly Center, if it concerns Hank Spreet, without somebody trying to get a "drive" at the grocer and that somebody nine times out of ten is the irrepressible Bill Blivens, who combines with a passion for practical joking a little animosity for the village grocer.

A few days ago the salesman of a large cigar house, which had been making ineffectual attempts by circular letter to sell Hank a large line of cigars, called upon him and urged him to purchase a special brand which his house was making as a specialty. This brand he declared would yield the Kelly Center grocer a good profit and prove an advertisement for his store. The salesman proposed to call this cigar the "Hank Spreet" and to furnish them to the grocer at \$27 net with a half-tone portrait of Hank framed in a gilt border and pasted on every box.

There is just enough vanity in Hank's nature so that this appealed to him. The Beenville man, whose name, it should have been stated long ago, is Buck, has been selling a special cigar under a similar arrangement for some months under the name of "Buck's Beenville Banner." The cigar has achieved some notoriety in the vicinity and Hank was a little in doubt whether the Beenville man had not got a little the start of him in putting in this line. When the salesman told him that the Beenville man had been unable to take eight boxes of the cigars which had been prepared for him and that if Hank wanted to take them off his hands he could have them for \$10.40 net, Hank thought he saw a way to steal a march on his competitor and decided that the Hank Spreet cigar would not be a bad advertising and cigar-selling proposition. The salesman readily explained that the labels could be printed and forwarded later and all Hank would have to do would be to mix up a little flour paste and stick them on.

The result was that Hank took the eight boxes of cigars when the salesman brought them in from his buckboard, and tucked them away under his desk to await the arrival of his labels.

It must have been some unseen force playing into Hank Spreet's hands, or else some Satanic spirit was following



Dr. Price's Tryabita Food

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

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

Wheat Flake Celery Food

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

Price Cereal Food Co., Battle Creek, Mich.

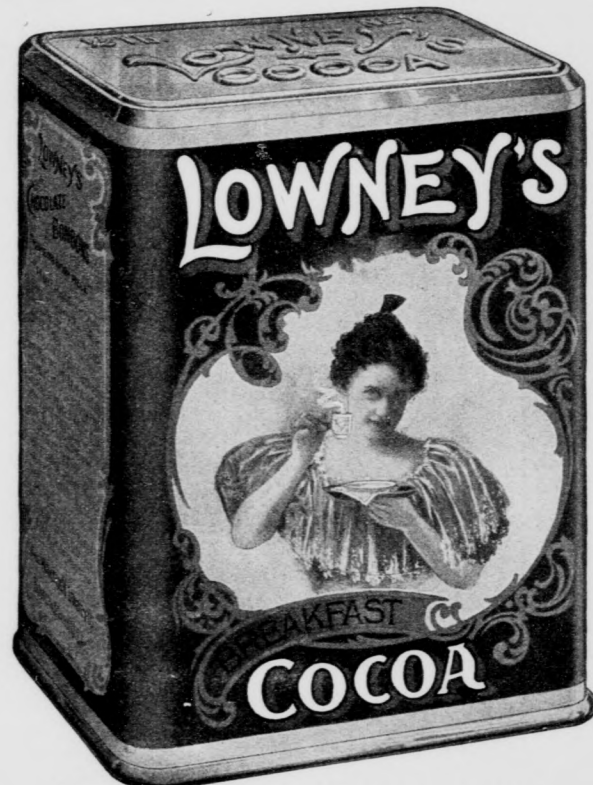
"In the Good Old Summertime"

if you want to please your customers use

The Monarch

BRAND CRUSHED FRUITS AND SYRUPS.
We carry a full line; also Chocolate and other fountain requisites.

Putnam Factory National Candy Co
Grand Rapids, Michigan



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.

Bill Blivens to accomplish his further overthrow, for a day or two ago Bill Blivens conceived the idea of playing a great joke on the village grocer. He tipped it off to his friends to be present on a certain night to see the village grocer floored for once.

On the night in question there was an attendance in Hank Spreet's store like a township caucus. Hank could not divine its import, but he knew there was something in the air, and he was confident that Bill Blivens was the chief conspirator. Before the evening had far progressed, Bill Blivens casually remarked:

"Carrying a pretty good stock nowadays, ain't you, Hank?"

"Pretty good," replied the grocer.

"'Bout the biggest stock carried in this here county, ain't it?"

"Well, except in town, of course."

"Got pretty much anything that sells around this part of the country, ain't you?"

"I guess so."

"Ain't got as big a stock as that man Buck over to Beenville, have you?"

"Bigger."

"You don't mean to say that you carry everything he carries, do you?"

"I don't know of anything he's got that I ain't."

"Well, say, Hank, there's quite a bunch of the boys here to-night and I guess it's about time for me to stand treat anyhow, so I think I'd better buy the cigars. This is on me. Just give every one of the boys one of Buck's Beenville Banners and when you've got through if you've got any left, I'll take the rest."

It will be several months before Bill Blivens gets all of those eight boxes of bad cigars smoked up.

Douglas Malloch.

Men of Ability in Demand.

The demand for first-class men in all walks of life is greater than ever before, and never were the opportunities "at the top" so numerous or so inviting as to-day. By first class men we mean not merely brilliant men, but those who possess real ability, united with good judgment, thoroughness and the faculty of leadership—men of character and purpose. Youth is no longer a bar to the higher places in the business or professional world. The young man who, in a subordinate position, displays ability, zeal and energy recommends himself for advancement irrespective of the number of his years. Those in charge of large interests are constantly on the lookout for young men of this stamp and, when found, are ready to put them into responsible positions of power and profit. It was announced the other day that the general managership of the great Metropolitan Street Railway system of New York City, involving the supervision of 460 miles of road and 14,000 men, had been conferred upon a young man of twenty-eight. In eight years the young man in question, without "pull," other than his own industry and ability, had gone through the various degrees of clerk, gripman, motorman, conductor, inspector, car starter, assistant superintendent, superintendent, assistant manager and general manager of one of the most important street railway systems in the world. Hard work and ability, united with zeal and thoroughness of knowledge of his business, formed the equipment for success in this as in countless other cases throughout the country. Thoroughness is one of the qualities most

essential to advancement. The young man who means to succeed must take pains to acquire information of every kind bearing upon his calling, and to retain it when gained. He must also know how and when to use it to the best advantage. It is the lack of this quality that keeps so many men plodding along in the lower walks of life, with the constant mortification of seeing their more progressive and ambitious juniors passing over their heads.

The Value of Cheerfulness.

Cheerfulness and good nature have a higher market value than many people realize. Cheerful, courteous service brings custom to a store, whereas for lack of it many a good sale is apt to be missed. It is good policy to cultivate a cheery manner with customers. People like to deal with a man of sunny disposition, who radiates an atmosphere of good fellowship. Such a quality is an especially valuable asset to the traveling salesman. Buyers are glad to see him when he comes his rounds, and many a door is thrown open to him which would be closed to the unsympathetic man of dyspeptic aspect. A cheery bonhomie has carried many a man high up in politics who had, perhaps, little claim to statesmanship, and such a disposition tends to advance the interests of the business man in any line of trade. United with patience and persistence, a cheerful disposition is the best weapon for overcoming obstacles. Occasionally a man may be found who has reached a high place in business or some other walk of life, despite a harsh, forbidding manner; but it is usually by the force of a strong character that this is accomplished. Such men are the exceptions that prove the rule. Other men, who may be really good fellows but who have no exceptionally strong qualities, often fail by reason of an unfortunate manner. Cheerfulness, like any other virtue, can be cultivated until, in time, it becomes a part of one's nature. And it is well

worth careful cultivation by every business man, for it is one of the secrets of success. A cheerful, gracious employer is apt to secure loyal, hearty service, while a man of opposite characteristics becomes surrounded by assistants who too often adopt his tone, to the certain disadvantage of his business. People will always be found willing to pay a good price for cheerful service and they are apt to return to the place where they receive it. This is notably the case in a retail store. The cheery clerk establishes a steady clientele and becomes the more valuable to his employer. Consequently, as we said before, cheerfulness and good nature have a definite market value and should be especially cultivated by the man who is anxious to make a success in business life.

A man possessed of a good share of common sense will do things better than others. Common sense is uncommon.

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.

Cor. Lyon and Canal Sts., Grand Rapids, Mich.

EAGLE HIGH LYE
Standard of 100% purity. Powdered and Perfumed.



Strongest, purest and best, packed in a can having two lids, one easily cut and the other removable for constant use. Eagle Lye is used for soap making, washing, cleaning, disinfecting, softening water, etc., etc. Full directions on can wrapper. Write for booklet of valuable information. For spraying trees, vines and shrubs it has no equal.

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New Deal

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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

IT WILL BE YOUR BEST CUSTOMERS,

or some slow dealer's best ones, that call for

HAND SAPOLIO

Always supply it and you will keep their good will.

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain. Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

Hardware

Some Mistakes Which Are Made by Stove Dealers.

The great mistake of the average retail stove dealer the world over is in failing to get under the vital details of his business. There are three kinds of stove men: the aggressive, successful dealer; his short-sighted imitator, and No. 3 we will call the blind man in the stove business. The majority of retail stove dealers belong to the second and third class. They do not know what their goods cost in their customers' houses; do not know what proportion of this cost should be represented by advertising, by general cost of doing business, or by the special expense attached to the stove business as such. They do not look ahead and plan their stove campaign for years in advance of the present time in selecting the lines they will push or in their manner of marketing their goods—in fact the general conduct of the business of these dealers, Nos. 2 and 3, is a sort of "grab bag" affair that depends on circumstances, and chance, as to the volume of their business, and as to whether they will make their selling campaign on the basis of quality, trade-mark or price. In contra distinction to these our aggressive, long-headed dealer figures out every item in the cost of his goods, including his collecting expense, his general cost of doing business on top of his special stove expenses, and knows whether he is making a profit or not when he sells a stove.

He makes his fight on quality, and quality only and in settling this matter is not content to take a medium grade article, and have his quality represented by the amount of brag he can put on it; but he selects the best goods he can buy of the class. His stock is always in the line of specialties, he familiarizes himself thoroughly with every detail of the article he sells, from the manufacturer's standpoint and the housekeeper's standpoint as well. He has made a study as to the best and most effective way of advertising his business for the least possible outlay. He figures his fixed expense account strictly on the basis of the volume of business he is doing from year to year, and when business is poor, this expense account is down to a minimum. In selecting the stove specialties he will push, he figures one each year's results, as to their bearing on his business for several years to come.

He has sized up the great possibilities of enlarging his business by pushing the installment feature, and is shrewd enough to see that a cheap John stove of flashy dress sold on installments at the price of a first-class article will, within two or three years, react disastrously on his business. He realizes that the best advertisement he can possibly have is a satisfied customer who will send his friends to him to purchase a stove like he himself has bought. He also realizes that he can not incorporate a time payment feature into his business and sell goods in this way at the same price as he can for cash.

He is not the mouthpiece of any manufacturing concern, except insofar as that concern's goods are backed up by merit of the most sterling quality, and his whole stove and range business will be represented by large sales of a few first-class specialty goods, together with very light sales of a general assortment which he keeps and uses only to help sell his specialties. Point me

to a dealer who has carried out the above programme and I will show you a lot of other dealers, in that and adjoining towns, who would break their necks, figuratively speaking, to get the exclusive agency for the goods our successful dealer is pushing.

Dealer No. 2, our short-sighted imitator, in every business move he makes has constantly looming before his gaze the one nightmare of his life, namely, the amount of business our successful dealer is doing, the kind of stoves he is selling, and the prices he is selling them for. Let us go through the process of selecting a stock of goods for these two dealers.

No. 1, as above, buys first-class specialties, some base burner that is the best piece of goods for the money to be had, and his stock will consist principally of two sizes and perhaps some other make of strictly high grade steel range, with special points of merit that average steel ranges do not have. His stock will consist principally of two sizes of ovens, with reservoir and high closet variations. Twenty years ago he would have bought the best and only oak; but to-day, of course, as he has to figure on a profit as well as on selling the goods, he buys "George Washington's" Original Hot Blast, his stock will be principally in three sizes in wood stoves. Of course he must buy "George's" airtight heaters on the same basis. If his previous year's sales amount to 350 heaters and ranges, as below, he will buy for this year, on from a $\frac{2}{3}$ to a $\frac{3}{4}$ basis, about as follows:

Seventy-five base burners as follows: 15-in. best grade, 45; 16-in. best grade, 14; 14-in. best grade, 10; 3 each cheap base burners, 2 sizes, 6; 60 of the 75 being 3 patterns only.

One hundred steel ranges as follows: 16-in. oven, square, best grade, 50; 18-in. oven, square, best grade, 20, 14-in. oven, square, best grade, 20; cast ranges and steel cook ranges, 7; 3 odd ranges, 1 each only, 3; 90 out of the 100 ranges being 3 sizes and 1 make.

One hundred and fifty soft coal stoves: 18 in. G. Washington H. Blast, 75; 20-in. G. Washington H. Blast, 25; 15-in. G. Washington H. Blast, 15; 2 sizes, cheaper H. Blast, 20; 2 each, 3 sizes high grade oak, 6; 3 each, 3 sizes, cheap John stoves, 9.

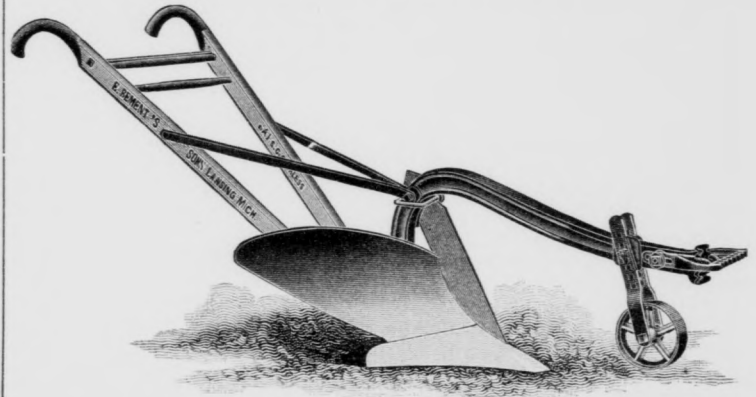
Twenty-five wood stoves: Best wood stoves, 3 sizes, 6 each, 18; assorted wood stoves, 7 kinds, 1 each, 7; 18 out of the 25 being 1 kind.

As above he would figure on his specifications, say on a $\frac{3}{4}$ basis, giving him room for later assorted orders, and 312 out of the 350 stoves would be made up of only 14 different patterns and sizes. And the other thirty-eight stoves would be made up of sixteen different patterns, mostly samples. The above oven and reservoir variations would vary, of course, according to locality.

Dealer No. 2 now selects his stock with the one great object in view of knocking out our progressive dealer, No. 1. He is offered the trade-mark plan by the manufacturer, who claims that advertising is the one great feature to be considered and that in advertising his trade-mark he advertises his whole stove business, that the sale of a \$10 trade-mark cook stove or cheap heater is dead sure to send the customer back for a \$60 trade-mark range or base burner, and another great advantage of his trade-mark line is the immense variety it gives him with but slight variations in quality and besides this it

E. Bement's Sons

Lansing Michigan.



Bement Peerless Plow

When you sell a Peerless Plow it seems to be a sale amounting to about fifteen dollars; but consider that purchaser must come back to your store several times a year for several years to get new shares, landsides, mouldboards, clevises, jointer points and other parts that must sooner or later wear out. During this time he will pay you another fifteen dollars, and you will sell him other goods.

Bement Plows
TURN THE EARTH.

We make it our business to see that our agents have the exclusive sale of Peerless Plow Repairs.

E. Bement's Sons
Lansing Michigan.

ALL GENUINE BEMENT PEERLESS REPAIRS
BEAR THIS LABEL
BEWARE OF IMITATIONS!
Our Legal Rights as Original Manufacturers
will be protected by Law.

duplicates almost every one of the specialties dealer No. 1 is pushing, so dealer No. 2 loads up his stock with a very large assortment in every class of stoves he sells and for nine-tenths of them probably pays from 10 to 25 per cent. more than he could buy similar goods for of other makes, and this is particularly true when compared with the carefully selected specialties of dealer No. 1, so for the next two or three years you see a perpetual standing advertisement in all the leading papers at a probable cost of \$200 a year to our dealer No. 2, about as follows (in a three-inch double-column advertisement): Black Strap Stoves and Ranges, only at John Jones' Store 41 Main Street, dealer in Stoves, Furnaces, Tinware, Roofing, Spouting, etc. Cornice Work Our Specialty.

In order to get the full benefit of this great advertising feature, which will ultimately make his (the manufacturer's) fortune, he buys a full stock of at least sixty different varieties of the trade-mark goods, among them duplicating No. 1's specialties as closely as possible. His stock order for 350 stoves would be about as follows:

Eight stock sizes, base burners, 48 stoves.

Best base burners, 3 sizes, 6 each, 18.
Medium base burners, 3 sizes, 6 each, 18.

Cheap base burners, 2 sizes, 6 each, 12.
Fifteen stock sizes, steel cooks and ranges, 90 stoves.

Best steel ranges, 4 sizes and reservoir, 6 each, 24.

Medium steel ranges, 4 sizes and reservoir, 6 each, 24.

Cheap steel ranges, 2 sizes, 6 each, 12.

Steel cook stoves, 5 sizes, with reservoir, and square, 6 each, 30.

Eighteen stock sizes, cast cooks and ranges, 56 stoves.

Best cast ranges, 3 styles, 3 each, 9.
Medium cast ranges, 3 sizes, 3 each, 9.

Best cast cooks, 3 sizes, square, 3 each, 9.

Best cast cooks, 2 sizes, reservoir, 2 each, 4.

Medium cast cooks, 3 sizes, square, 3 each, 9.

Medium cast cooks, 2 sizes, reservoir, 2 each, 4.

Cheap cast cooks, 2 sizes, square, 6 each, 12.

Nineteen stock sizes, soft coal and wood stoves, 154 stoves.

High grade oaks, 4 sizes, 15 each, 60.
Medium grade oaks, 4 sizes, 6 each, 24.

Cheap oaks, 3 sizes, 10 each, 30.
Wood stoves, 6 sizes, 4 each, 24.

Hot blasts, 2 sizes, 10 each, 20.

Summed up, a total of 60 different patterns, with an average stock of six each to keep up stock on, against 14 patterns of stock sizes for dealer No. 1 to keep stock on.

Dealer No. 3, for some unknown reason, does not have a big stove trade like No. 1 and No. 2, but he is strictly in it on assortment. He samples the bargains of every traveling man that comes along. If he buys a hundred stoves he has nearly as many varieties and very few duplicates of any kind in stock. He never knows whether he is competing with dealers No. 1 or No. 2, or whether his customer is figuring on a catalogue house bargain in a cheap John article, hence has no established code of prices, or stock of goods, and goes on the basis of getting all he can.

Let us take a few minutes and see how dealers No. 1 and No. 2 fix their selling prices. Our successful dealer marks every stove in his house, having a cash and installment price on same, and he is sure that his added price for installment is sufficient to cover the extra 10 to 20 per cent. that it costs him to sell goods on this basis over the cash

price. He also figures out, as a part of the cost of his goods, his general 15 per cent. cost of doing business and sees that he has a margin left as a profit above these items. He may either advertise his cash price and ask an advance for payments, or vice versa, with equal success. His newspaper advertisement, as compared with dealer No. 2, would be on the following basis: First they would be confined to the selling season, probably appear every other day instead of every day, always calling attention to the special merit of a special stove and having the cut of the stove appear in the advertisement. If his trade was well established on all lines he would alternately advertise base burners, hot blasts and ranges, having a fresh advertisement each time. A three-inch double-column hot blast advertisement would probably be as follows:

Turn soft coal into coke.

Original hot blast.

Saves the gas—half of soft coal.

You burn the coke next morning.

Free exhibition every day this week

at our store.

Saves \$25 for you this winter.

Believe your own eyes.

Cash or installments.

No. 2 exclusive agent.

Now, our trade-mark dealer will mark the selling prices of his goods; as he is after our successful dealer No. 1, his selling prices are strictly on the basis of those of his competitor; his high grade range, that he probably pays \$5 more for than No. 1 pays for his specialty, the same price as the specialty, but without any advance for payments. He marks his base burners in the same way and in three cases out of four has never figured his 15 per cent. cost of doing business, for if he did he would be surprised to find his selling price would barely get him the cost of his goods. Now, he is up against the hard proposition in marking his high grade oak stoves that for twenty years have been selling at \$1 per inch, but which now cost him \$17.50 for an 18-in. stove. With grim determination he jumps the price \$2 and sells the 18-in. for \$20.

He would add \$2 more if it were not for some hayseed in the next town who never changes his selling price and is still selling the same stove at \$18, and besides No. 1 is selling that 18-in. hot blast for \$18. His margin on the \$20 oak stove figures out as follows: Cost of stove, \$17.50, 15 per cent. cost doing business, \$3; joint pipe, delivering and blacking, 75 cents; total cost, \$21.25.

If sold on payments add 10 per cent. extra for cost of this kind of business, \$2.10, total cost payment sale, \$23.35, stove sold for cash or on time, \$20; loss, if cash sale \$1.25, if payment sale \$3.35.

He is not quite as badly off on his other lines as on the above oak proposition, but he has made the mistake of thinking it would drive business away to advertise the payment plan, hence is forced to give his easy terms on the open account basis without adding anything to this extra cost of doing business.

I have already alluded to the painful predicament of dealer No. 3 in his vain effort to adjust his prices to the unknown conditions that he is up against.

I will spare you the painful scene of a customer struggling through the stock of No. 2 and No. 3, in his vain endeavor to find the stove he wants to purchase. You will see at a glance that dealer No. 1 will first size up his customer as to his financial ability and immediately take him to the special stove he ought to have, always the best possible stove

Buckeye Paint & Varnish Co.

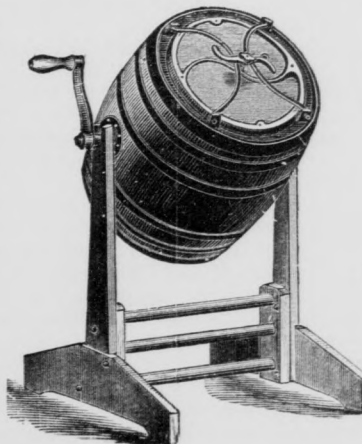
Paint, Color and Varnish Makers

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

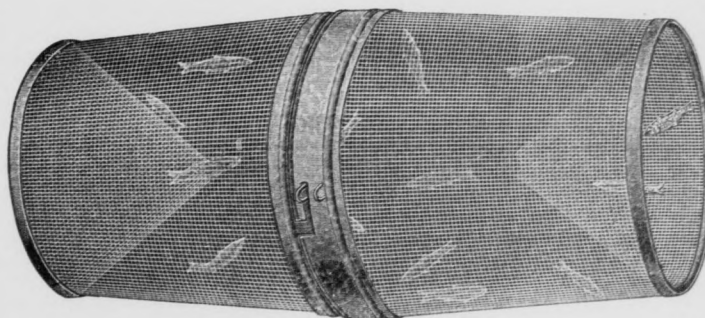
H. M. REYNOLDS ROOFING CO.

Grand Rapids, Michigan

MANUFACTURERS

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

"Sure Catch" Minnow Trap



Length, 19 1/2 inches. Diameter, 9 1/2 inches.

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

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

Our line of Fishing Tackle is complete in every particular.

Mail orders solicited and satisfaction guaranteed.

MILES HARDWARE CO.

113-115 MONROE ST.

GRAND RAPIDS, MICH.

he thinks his customer can pay for, and by pushing the easy payment feature he can always land him on a much better piece of goods than though he kept silent on this question. You will see what an advantage this concentration of effort gives him over dealers Nos. 2 and 3. For instance, dealer No. 2, with his immense line and large variety, all of them stock sizes, has no particular object in doing other than letting the customer make his own selection, and with dealer No. 3, when the customer comes into his store he is at a loss to know what stoves he has in stock until he has looked over his goods in the customer's presence. Suffice it to say that, in three cases out of four, dealer No. 1 will get the sale, and when it comes to cleaning up stock, at the end of the stove season you will also see another great advantage he has over both his competitors; with his few stock sizes he is enabled to do an immense business, always having the stoves on hand that he needs, and can wind up the stove season with his stock practically cleaned up, outside of the few odds and ends that do not represent any great amount of money and that he only carries to help sell his specialties. Dealer No. 2, on the other hand, will, of necessity, have two or three thousand dollars tied up in his stock between seasons, and dealer No. 1 has such a motley array of everything that it will be hard to characterize his stock at all except as to the number of goods he is forced to carry over.

Right here I wish to sound a note of warning for the regular line stove dealer. Unless you incorporate the easy payment feature in your stove business in every community where there is a large mechanical or railroad population, you will wake up some morning and will find you have not any stove business. To-day, this easy payment feature is so much of an object to the buying public of the above classes that they do not ask any questions as to the price they have to pay in order to get it, and when you stop to think how much of a problem it is for you, even as business men, to hand out the cash for a \$40 or \$50 purchase, you will see the point in its bearing with a man who is only earning \$40 or \$50 a month. There are many men in the installment business to-day who will not look at a stove that they can not sell at 100 per cent. profit. They care nothing for quality, as they say they can sell anything on payments without regard to quality if it has the appearance. The installment dealer who will last, however, is our dealer No. 1, who incorporates the installment feature on an equitable basis for his trade, and combines it with the selling of strictly first-class goods.

This brings me to another important characteristic of the successful stove man—he must be quick to read the "handwriting on the wall," and get his stove business in line for the sweeping changes that periodically come over it every fifteen to twenty years. That handwriting to-day is that your trade will, in the next few years, make a sweeping change from wood to coal, and if you are wise you will lay the foundation to-day for the coal trade you will have for the next fifteen years to come.

Now, for a few don'ts of the stove business:

Don't order your goods to come forward from any manufacturer on Sept. 1, as you ought to have your samples on your floor the latter part of July and

have every clerk in your store working up future stove sales from this time on, and besides if you do you run the chances of not getting your stoves until Oct. 1, as every manufacturer has orders enough on hand for Sept. 1 shipment to keep his force running until Sept. 15 every year.

Don't wait until customers remind you that winter is coming before you begin to get your stove samples on your floor. If you do your competitor has all the stove business of your community while you are sleeping on your rights.

Don't neglect the appearance of your sample floor and sample stoves, and in settling the height of your stove platforms, 10 inches to 11 inches is better than four or five.

Don't leave a thorough canvass of your accounts until the monthly statements are made out, but keep in close touch with your ledger account and the way your customers are paying their bills by very frequent reference to your ledger.

Don't leave the correctness of your book-keeping department as a matter to be called to your attention by your customers, but know from day to day, by personal inspection, that this department of your business is above reproach.

Don't neglect your newspaper advertising or turn it over to the newspaper man, and don't put off the writing of your advertisements until he is waiting for the copy. Sit down in July and figure out definitely your advertising campaign in all of its details, get the electrotypes you will need, settle definitely what you will pay out for the coming stove season and how you will distribute it and then write out your advertisements for the whole fall business. In no other way can you keep your advertising expense down to a minimum or have advertisements that when read will send you interested customers.

Don't forget that when a customer enters your front door you have accomplished everything that any amount of advertising, no matter how expensively purchased, can do for you, with this man. He is now where your salesmanship can begin its work, and I maintain that every spare minute of your own and your customer's that is devoted strictly to calling his attention to his possible future wants in the line of your business is ten times more effective in making future business and a good customer for your store than if spent in general gossip.

Don't ever stool-pigeon the line your competitor is carrying. Your customers will brand it as a mean, underhanded trick and with the majority of them you are merely advertising your competitor's business. Never run down a competitor's line of goods for the same reason. The buying public like to see fair play and will patronize the man that gives it.

Don't neglect to discount your stove bills, and if you have been unable to get these discounts from your current receipts you can not make a profit easier than to borrow the money at the bank to get them. The incentive that this feature will furnish you to look sharp after your collections will save you half your dead-beat accounts. The one other big don't for all is, don't neglect to cultivate a friendly relation between yourself and your competitors, as the hardware men of the United States, as a class, are as honorable and high minded as those of any



Patented October, 1902.

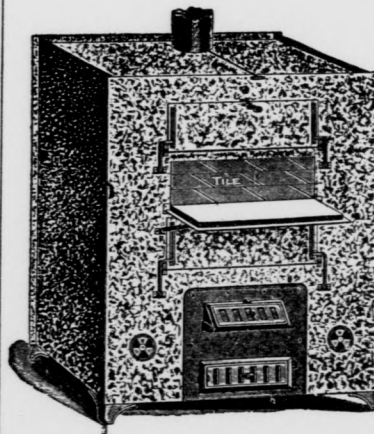
Metal Fountain Syringe Tank

SENT ON APPROVAL

A handsome, indestructible fixture always ready for use. No bathroom complete without it. This brass, nickel plated tank can be hung in any bedroom or bathroom and completely replaces the old leaky, unsightly rubber fountain syringe; hose can be attached or detached in a moment by a swivel attachment. The tank has large opening, holds a gallon of water and is easily filled. It has a bar inside for making water antiseptic (destroys all germs). Neither hot nor cold water affects this metal antiseptic tank. It is an ornament to any bathroom, lasts a lifetime and costs but little more than the rubber leaky outfit.

Order now to get an extra antiseptic bar free. Send for catalogue and special offer. Shipped on approval, guaranteed satisfactory.

Workman & Co., 92 Pearl St., 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

Hecht & Zummach

Manufacturers of

Mixed Paint, Oil and Water Colors, Putty and White Lead

Jobbers and Importers of

Plate and Window Glass

277-79-81-83 West Water St., Corner Cedar MILWAUKEE, WIS.

CASH IN YOUR POCKET



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

other calling, and both you and they probably average up in the eyes of the world to this high standard. It is great big dollars in both your pocket and that of your competitor if you are harmoniously doing business in the same community rather than trying to cut each other's throats in a business way.

H. A. Cole.

Discipline and Encouragement in Business.

At the root of the success of every business concern lie the fundamental facts of discipline and organization, whether it be the pervading influence of a dominant personality or the complete system of a trained executive. Order is quite as much the first law of a business organization as it is of nature. Without it any business is too mob-like in its character to achieve more than a temporary success. The question, therefore, of organization is not only the primal one, but it has added significance in these days of great consolidations. It will always be true that there will never be anything to supplant the one-man power when properly directed, but it is equally true that proper organization must go along with this dominant personality, and that provision must be made for a successful conduct of the business when the one man in power relinquishes his post. Then, again, such leaders are rare and most concerns have to be content to get along without them.

It might seem a simple proposition, as a solution of the difficulty, to follow the plan of governments, and to run a business on an elaborate system of rules, competitive examinations, supervision, rewards and punishments. The first serious objection to this is the fact that as a business proposition, looking to profits, governmental methods are the most expensive, inefficient and the slowest way of accomplishing things known to our daily experience. In order to obtain an accuracy, which does not pay for its cost, there has been instituted an elaborate system of red tape, which usually prohibits all speed and directness. The time and expense used to complete Government public works, as compared with similar private enterprises, illustrate the point better than any argument.

The next serious objection is that we are dealing with men, not machines, and that human nature is, and always will be, governed largely by sentiment. Even in the army the esprit de corps of a regiment depends not so much on its drill and discipline as upon the inheritance of its past deeds and the spirit which rules and animates it. The result is that those who govern an organization upon system, distributing rewards and penalties strictly where they are due, are seriously disappointed to find that their method creates cold-blooded calculation oftener than loyalty, and that human nature rebels at being governed by regulations, however just and well meant. It may be well urged that it is impossible to make encouragement, sympathy and enthusiasm constant factors in governing large numbers of employes, save in the case of born leaders of men; yet the fact remains that it is impossible to find anything in their place which will produce the same results. Enlightened self-interest is a most powerful motive when fairly applied, and the failures in its application, notably in cases of profit sharing, have usually been those where the efficient were comprehended with the unworthy alike in its benefits. To find some

method by which the best energies of employes may be called out and rewarded deserves careful thought and will justify prudent and courageous experimentation.

Visiting Trade Centers.

Aside from the physical and mental benefits that accrue to any busy man from an occasional period of relaxation and change of scene, there is much to be gained by the tradesman in any of the smaller towns when he so arranges his business that he can spend at least a week in some large trade center. After a man has worked for a year or so in his own locality, particularly if the demands made upon his time by his business leave him little opportunity for leisure to keep himself informed on the progress of the times, it is conducive to his success if he leaves his home and the narrow sphere to which he is confined and visits some large city where he will be free from the restraint of his daily work and have leisure for observation and the gathering of information. A day in one of the big retail stores, for example, will show him an infinite variety of fine goods displayed to the best advantage. This should have the effect of elevating and refining his taste and giving him a keener appreciation of the higher ideals which some of his more fortunate customers attempt to impress upon him when they desire his services. Here he will also find collected all kinds of specialties, many of which are never likely to find entrance or popularity in his locality; but the information secured will amount to a liberal education in trade matters. He will also have an opportunity for noting the methods of selling goods followed by large and successful houses. A sojourn in a first-class hotel will afford to the intelligent tradesman a fine opportunity to observe how people of liberal means live and enjoy themselves. Should he be a manufacturing tradesman, or engaged in a mechanical line, a visit to the shop of some enterprising manufacturer in a large city will enable him to discover many little conveniences and practices which cost little and would be advantageous in his own business. Such a visit would also give him an opportunity for an investigation of the machines and tools that men doing a large business find of advantage. If a tradesman in a smaller town should conclude that such a trip would be worth \$50 or \$100 to him in the course of a year, and decide to enjoy it, his time would be well spent in making a memorandum of the houses that he desires to visit, of the lines of goods he wishes to investigate and the information on special subjects which he finds the need of. A systematic plan of enjoyment, improvement and broadening thus undertaken should bear fruits that will fully justify the expenditure involved.

There ain't no hole so deep can't somebody pull you out.—Alice Hegan Rice.

Things We Sell

Iron pipe, brass rod, steam fittings, electric fixtures, lead pipe, brass wire, steam boilers, gas fixtures, brass pipe, brass tubing, water heaters, mantels, nicked pipe, brass in sheet, hot air furnaces, fire place goods.

Weatherly & Pulte
Grand Rapids, Mich.



WOOD'S VEHICLES

are built on the principle that it is better to have merit than cheapness in price. Look for the name WOOD. It will assure you of the most artistic style and the greatest durability. We will send our illustrated catalogue and price list free on request.

Arthur Wood Carriage Co., Grand Rapids, Mich.

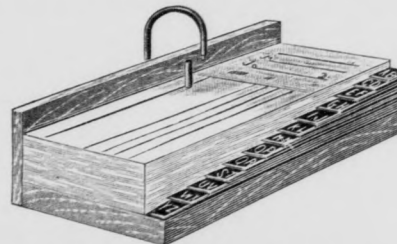
HAVE YOU

Are you tired of 3% or 6% interest? Do you want your money to earn something?

IDLE

If you are, write for "A Messenger from Mexico" to MEXICAN MUTUAL MAHOGANY & RUBBER Co., 762 to 766 Spitzer Bldg., Toledo, Ohio.

MONEY



Account Files

DIFFERENT STYLES VARIOUS SIZES

We are the Oldest and Largest Manufacturers.

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

NIMBLE NICK.

Modest Narration of Some of His Many Exploits.

Written for the Tradesman.
Chapter I.

Our hero makes his appearance.
"Whoop la!"

As these significant words rang out through the little country store, a sight met the gaze of Deacon Daylight that caused him to tremble with fear.

Nimble Nick, after laying his hands upon the sash, had lightly vaulted through the transom.

As his feet touched the floor, he uttered the telling phrase that opens this chapter.

Removing the broad sombrero that shaded his handsome face, Nimble Nick bowed gracefully to the proprietor.

"I have come in answer to your advertisement for a clerk," said he.

Chapter II.

Nimble Nick Makes a Bargain.

Quickly recovering from his agitation, the Deacon grasped our hero by the hand:

"Then you are the one man I should prefer," said he. "I have long known of you, Nimble Nick, as the terror of outlaws and bandits. There will be plenty of work for you. Your wages will be whatever you wish to name."

"My demands will not be unreasonable," answered the lad in his majestic way. "A crust of bread when I am hungry, a corner in which to sleep when fatigue overtakes me and abundant opportunities to punish the enemies of the law. That is all I ask."

Chapter III.

Nimble Nick Scores One.

"Hark!"
"Hist!"

Through the starless night two dark-browed villains crept stealthily around the corner of Deacon Daylight's store.

A rustling leaf had called forth the whispered ejaculations.

"Let us put an end to this Nimble Nick and we can then carry away the Deacon's money in safety."

"Agreed."

Nimble Nick heard the muttered threat, but he did not wince. Unslinging the rawhide lasso from his left shoulder he prepared for the work in hand.

As the foremost ruffian took from his pocket a bunch of skeleton keys, our hero struck him behind the ear with his powerful fist.

"It is Nimble Nick," screamed the other, and started off as fast as he could.

Our hero smiled.

The writhing lariat sped through the air and settled about the legs of the fleeing villain.

Nimble Nick drew it tight.

With a dull, sickening thud the outlaw fell prostrate upon the sward.

Our hero dragged him back and roped him fast to his companion, who still remained insensible.

And no wonder. Nimble Nick's fist had smashed in his skull.

Chapter IV.

Nimble Nick Defeats a Conspiracy.

It had become known that Nimble Nick, the enemy to all evildoers, was in the employ of Deacon Daylight.

This naturally aroused against the honest merchant the indignation of all the lawbreakers in Antrim, Charlevoix and Grand Traverse counties.

"We will be avenged on this Nimble Nick," they muttered.

It was a wild stormy night in the month of August.

The lightning zigzagged its way across the heavens until the sky looked like a crazy quilt.

The thunder pealed and rattled and growled as it bounced from one side of the universe to the other, and the honest citizens of Central Lake and Essex and Button's four corners held their breaths indefinitely.

The Esseltine Hill tottered to its very base.

It was a prime night for those wickedly inclined.

Suddenly from the woods that surrounded the store of Deacon Daylight, there burst a series of hoarse yells, and a blood-thirsty mob of ruffians advanced rapidly upon the building.

The Deacon wrung his hands in despair.

Nimble Nick smiled and bravely went to meet the onslaught.

"Halt!"

The awe-inspiring tones of his command thrilled through every heart in that fierce mob, and as of one accord the law-breakers stood still.

"Disperse and go to your homes," was his next command.

Like a lot of whipped school boys they would have obeyed but their leader, known as Wopple Jawed Mike, a huge ruffian, inspired with a sinister desire to exterminate Nimble Nick, stepped forth from the crowd.

Chapter V.

The Combat.

"By what authority?" he demanded.

"By the authority of my good right arm," said our hero

They glared at each other for a moment. Then Wopple Jawed Mike drew

his pistol and fired it point blank at Nimble Nick.

"Holy shmoke!"

It was the outlaw who spoke.

With a motion more rapid than chain lightning our hero had drawn his own revolver and with unerring aim sent a ball into the muzzle of the ruffian's pistol, causing it to burst, and a fragment of the cylinder had torn away the villain's nose.

Nimble Nick laughed heartily at his discomfort.

"You're a prize beaut," said he.

"I'll fight yez with the sword," challenged Wopple Jawed Mike.

He thought he could thus easily slay our hero.

Each drew his trusty blade and the outlaw rushed at Nimble Nick.

The swords clanged fiercely in the black night and showers of sparks from the clashing steel served to illuminate the landscape.

With one quick turn of the wrist our hero severed Wopple Jawed Mike's right ear from his head, and with the next he disarmed the villain and sent his sword flying through space.

Chapter VI.

Wopple Jawed Mike Becomes a Useful Citizen.

"I'll wrastle yez side holt," exclaimed Wopple Jawed Mike.

Nimble Nick threw down his sword.

"I'm your huckleberry," said he.

Our hero was only four feet six tall and his antagonist was six feet seven. He loomed above Nimble Nick like a meeting house over a storm shed.

With a blood-curdling yell the ruffian rushed at Nimble Nick.

The antagonists grappled.

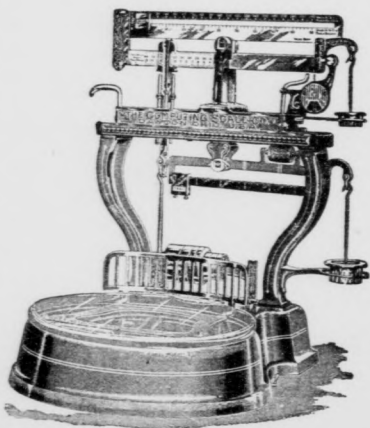
One and the Same Thing

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.
SOLE DISTRIBUTORS



For a moment the result seemed in doubt.

Nimble Nick threw his powerful arms about his opponent and using his own knee as a fulcrum bent the giant backward. The outlaw tried to break the hold.

Nimble Nick hung on with his grip of steel.

Little by little the outlaw gave way.

He struggled ineffectually.

His eyes bulged out like rutabagas.

There was a noise as of the breaking of a boom pole, a horrid scream, and Wopple Jawed Mike fell lifeless upon the sword.

Our hero had broken his back.

Frightened at the fall of their leader and uttering terrified cries, the outlaw band fled precipitately.

Deacon Daylight crawled out of the cellar where he had hidden himself for safety and found Nimble Nick in tears.

Now that the fight was over, our noble hero regretted what he had done.

"I didn't mean to hurt him," said he.

Wopple Jawed Mike was buried under the Deacon's choicest grape vine, and in this way was he finally made a useful member of society.

Chapter VII.

Nimble Nick Collects a Store Bill.

"I will call upon this Terrible Tim."

As these prophetic words burst from the lips of Nimble Nick, he grabbed a brace of revolvers, vaulted gracefully into the saddle, set spurs to his trusty Arabian, and was soon speeding through the fastnesses and over the corduroy roads of the township of Forest Home. Suddenly his ear caught the sound of a woman's voice.

It seemed like that of one in distress and came from the depths of the forest.

Nimble Nick, always seeking to aid the stricken and the unfortunate, turned his faithful steed in the direction indicated and soon discovered the source of the lamentations.

In the very top of a high hemlock tree sat a beautiful maiden, and she was in tears.

Nimble Nick sprang from his horse, rapidly ascended the tree and, taking the unfortunate damsel in his strong arms, brought her to the ground.

"What were you doing?" asked our hero.

"My father, Terrible Tim, placed me there as a punishment. He will kill you for bringing me down."

"Why did your father wish to punish you?" asked Nimble Nick, ignoring the danger.

"Because I refused to marry Stingy Green Peterson."

"Don't you love this—this Peterson?"

"Not much. He is cross-eyed and ugly and wears flannel ear tabs sewed to his hat."

Their eyes met.

It was a case of love at first sight and they straightway fell into each others' arms.

Hurling through the soft morning air and disarranging the forest foliage in its course came a hoarse yell of rage.

Disentangling himself quickly from the embrace of the maiden, our hero looked around.

Terrible Tim was striding through the ground hemlock toward the lovers.

His rage was something frightful.

Passion distorted his face out of its wonted shape.

"Hold!" exclaimed Nimble Nick.

Terrible Tim stopped as if paralyzed.

"You owe a bill at Deacon Daylight's

store and I am here to collect it," said our hero.

The ruffian gave a snort of contempt. "I am going to cut your hide into whip lashes," he replied.

"Not to-day," answered our hero, calmly, at the same time removing a revolver from his belt. Six shots rang out on the morning air in quick succession.

Six buttons were neatly clipped from the ruffian's coat. "How much is the bill?" enquired Terrible Tim.

"Eight dollars and a half."

"Here's your money."

"Thanks," said Nimble Nick, grimly, as he pocketed the coin. "And now there is another matter to settle. I have just had the honor of asking this lady to marry me. The wedding takes place this afternoon. Have you any objections?"

Terrible Tim trembled with repressed emotion. Then summoning all his forgotten manhood to his aid, he exclaimed, heartily:

"Lord bless you, no! Take her, my son, and be happy!"

Chapter VIII.

All's Well That Ends Well.

The bell in the old meeting house clanged until it cracked itself in two.

The cannons in the fort back of Belaire bellowed forth their approval.

Deacon Daylight brought in a bushel basket filled with sample packages of health food as a wedding dowry.

The minister was dressed in his very best broadcloth suit.

The bride blushed beautifully and Nimble Nick looked what he really was—the handsomest, the bravest and the most fortunate youth in Antrim county.

But as the fateful words were spoken that made him and the lovely woman at his side one and inseparable, a silent tear trickled down his face.

"Don't weep, my son," exclaimed the Deacon compassionately. "I know you will miss the old life of adventure and excitement, but there will be more bills for you to collect in the time to come, and you shall have a good commission on every one of them."

"Oh, it isn't that," said the youth, sorrowfully. "It isn't that at all. I was just thinking that I am now past sixteen years of age and life is but a span. Can I—Oh, do you think I'll ever live long enough to use up the last of that breakfast food?" Geo. L. Thurston.

Causes For Small Wages.

Every employe pays for superintendence and inspection. Some pay more and some pay less. That is to say, a dollar a day man would receive two dollars a day were it not for the fact that someone has to think for him, look after him, and supply the will that holds him to his task. The result is that he contributes toward the support of those who superintend him. Make no mistake about this; incompetence and disinclination require supervision, and they pay for it, and no one else does.—The Philistine.

Unusual.

Mrs. Jaggsby—I was very much surprised at the condition in which you came home last night.

Jaggsby—There you go again! I'd be willing to swear that I came home perfectly sober.

Mrs. Jaggsby—So you did; that's what surprised me.

"Getting started" in any undertaking is the hard part. We sometimes see too many obstacles to success before we move forward, and are often beaten before we begin.



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.,

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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.

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Address one to the

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Ten tanneries represented.

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WORLD'S BEST



FIVE CENT CIGAR

ALL JOBBERS AND

G. J. JOHNSON CIGAR CO.

GRAND RAPIDS, MICHIGAN

WOMAN'S TACT.

It Captured a New Customer For the Millinery Store.
Written for the Tradesman.

One day last week I had occasion to wait for some time in a certain millinery store not a thousand miles from Grand Rapids which caters to the popular trade. I had made an appointment to meet a lady friend there and we were to help each other select our Easter chapeaux. You know, there is no other one thing on earth that quite so appeals to the heart of a woman as a brand new hat for Easter, and I was anticipating an hour of unalloyed bliss in picking out a lovely one for my devoted head. My friend was rather long in putting in an appearance and the pleasant manager of the department—with whom I am well acquainted, she having arranged my headgear for lo, these many years—brought me an easy straight-backed stuffed leather chair and told me I might just as well as not be comfortable while I waited. So I gratefully accepted it and proceeded quietly to amuse myself in studying womankind in the all-important duty (or pleasure) of providing a more or less suitable covering for its brain-pan.

It was during the noon hour and all sorts and conditions of femininity were dropping into the department. Some were on business bent; more were there through idle curiosity—no, not idle, the subject is too important to us ever to be designated by that term. There were many shop girls, clerks, typewriters and young ladies from offices, all of them evidently in a great hurry, this being their only time to look around. If these bought, they mostly selected something on the substantial order—"just something to wear down to work," as I heard more than one of them deprecatingly remark. It was more than probable the only hat many of these girls would have for the entire summer season. But Madame says nothing on that score. Madame is very discreet, and has built up an immense trade among just this class of young people by her sympathy with their wants and aspirations. She also has among her patrons very many of the wealthiest in the city.

Once Madame, I am told, was a poor little shop girl herself; but she possessed a passion for trimming hats and, falling into the millinery business, worked herself up by slow degrees, until now she is at the head of an immense department of an immense establishment. She wears elegant tailor-made dresses that cost a one hundred and rustles in silk petticoats galore. Madame's salary has three ciphers on the right and an enviable figure on the left and she does not want for any of the fine things of this world. With all her good fortune, however, Madame has preserved her kind heart and the poor little shrinking, shabby working girl gets just as particular attention at her hands and just as sweet a smile as Mrs. Confident Millionmoney. I think Madame is a wonderful woman. As I said, she is amiable; she is the soul of bonhomie; and she has the rare tact and the much style. She has money, she is beautiful to look at. I put the beauty as the peroration, for it is always asked of a woman, from the maid in the kitchen to the society girl in the parlor—through all grades of usefulness and uselessness—"Is she pretty, is she pretty?" Never, "Is she good, does she know putty?" So I put the "pretty" part at the end of Madame's attractions.

Yes, she is very pretty. Also her

figure—I don't mean her bank account—her figure is beautiful; the curves are exquisite. But I am wandering from my story—I always do when I get to talking about Madame.

I was getting rather tired waiting for the friend of whom I spoke—afterward I learned she was unavoidably detained—when my attention was called to a young couple who had just stepped out of the elevator. He was awkwardly carrying a little squirming, rosy-cheeked baby, while over her arm hung an ugly big plaid shawl and in her hand was a little black leather hand satchel. Green? Well, grass looked white by comparison. He had on a brown corduroy coat, that bunched up in the back, and faded, but clean, muchly-patched overalls, tucked into boots that were as shining as if they had just left the shoe store. The blue and white checked shirt was buttoned with big white china buttons and, as to collar and necktie—well, about as much as Adam wore when he was dressed up. But there was a whole lot of hat on his head, and wound twice around his neck was one of those wonderful long wide scarfs such as our grandmothers used to make for their husbands. The center of this one was a lonesome shade of drab, but the ends ran riot as to color—purple and yellow and red and green and blue and pink, and if you can think of any more they were all there. Between this kaleidoscope and the long knotted fringe, which repeated the rainbow effect, there was another space of the drab—for relief, perhaps, or to accentuate the colors. All this gorgeousness may have been an heirloom, for he took it off very carefully and evidently with a great deal of pride and neatly folded it up, while she held Baby.

But if the man's get-up was unique the little woman's tout ensemble was even more striking. If she had set out to match up in her costume all the colors and shades of colors in his scarf, she certainly was entitled to great credit as to the success of her undertaking. Her short dress was a most vivid purple, her nondescript little sacque was a bright wine color, a wide pink sash with long ends encircled her waist, the Fates only know where she picked up those green gloves, a yellow ribbon was tied around her neck, and when she sat down you caught a glimpse of flamboyant hosiery. Below the yellow ribbon, going three or four times around her neck, was a string of white and blue beads. An Indian squaw girl could not have gotten herself up more regardless. But her eyes were of the heavenly blue, her cheeks of the rose and her flaxen hair curled in ringlets all over her head, giving her the appearance of a child.

I do not know how all the colors displayed by the parents ever skipped Baby, but she was entirely in white, and it was a rest to the eye to look at her. They referred to her always as "Esmeraldy," as if the name wreathed her with glory.

"You'd never guess where we got her name," said the proud young father afterward. "We got it to a show we see onct to the 'opery house'—I guess you city folks calls it—when we was on our weddin' tower. An' I said then—didn't I, Katie? well—er—well, I said then, ef we ever had a girl baby, that there girl baby wuz agoin' to be named 'Esmeraldy,' b'gosh! An' 'Esmeraldy' she is, an' 'Esmeraldy' she's a goin' to be—ain't you, Esmeraldy?" he said, gently poking the baby in the ribs.

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Full Cream Caramels
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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.

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

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Patent applied for
306-308 Broadway.

"Esmeraldy" said "Goo" and laughed and crowded, so I suppose she verified her papa's statement.

When they left the elevator Madame had come forward to wait on the young couple.

"Now you sit right down here," she said, good naturedly bringing a chair, which the little mother dropped into with evident relief. "Did you come far? I know you must be tired. What a dear little baby! How old is it and what's its name?"

And then he went on with the information recorded above as to their discovery of a name for any girl baby that might possibly come to bless their lives.

"Well, that is a very pretty name," responded Madame, sympathetically, "a very pretty name for a very pretty baby!" and she softly stroked the little one's chubby cheek. "Won't you let me hold it a minute? I love babies, especially when they are so nice and clean and pretty as this one. Come to oo auntie, 'Esmeraldy.' Won't oo tome?" Madame unconsciously dropped into the weakness of her sex. "Won't oo tome?" she repeated, caressingly.

Baby held out her fat little paddies and Madame gathered her lovingly to her breast, cooing to her, "making of her," as every daughter of Eve yearns to do when she sees a clean, lovable little young one.

Well! do you think all that demonstration did not go straight to the hearts of that young country couple? In the slang of the day, I should say yes! The mamma beamed with delight and he—he was as tickled as a boy with a new top. Madame carried the baby around to the sales ladies to be admired and then she showed it itself in one of the big mirrors that reached way to the floor. The baby laughed and tired to catch its reflection. Soon, however, it began to grow uneasy and clutched at the front of Madame's dress. She carried it back to the little mother. The baby jumped frantically up and down on her lap, lifting its arms—and its voice at the same time. The little mother looked distressed, as if a new problem had arisen which she would have difficulty in solving. The young man looked as if they need not expect him to help matters out, and took himself over to the window, where he stood with his back to the room. Madame bent swiftly down and whispered something in the young mother's ear. A look of extreme relief overspread her face and she arose and followed Madame to the pretty little rest room at the end of the long department. When Madame came back, presently, she picked up a pretty lace-covered hat trimmed with forget-me-nots and walked composedly over to the embarrassed young fellow looking out of the window.

"Don't you think this hat would be becoming to your wife—it needs a pretty young face to show it off?" said Madame, adroitly.

"Yes, that there hat is a mighty fine one," he answered, pleased with the implied compliment to his wife's good looks. "I told Katie to bring along all the chicken money an' we'd get her jest the most elegantest hat in town, b'gosh! How much is hats this spring anyway? Hev they riz?"

"Ob," replied Madame, parrying, "we have them for different prices. Some are quite expensive, others are very reasonable. That little toque in the corner of the showcase there is \$40." (The young farmer's eyes stuck out and his hair almost stood on end. "Gosh!"

he said under his breath.) "This one on the counter here is \$1.15," continued Madame.

"Well, this here one on the counter roosts nearer the chicken money," he observed. "How much might be that there one in your hand, with the little blue posies onto it—for all the world jest like what grows in our front yard to bum—and the cream stuff with the holes punched into it?"

"Ah, here comes your little wife!" exclaimed Madame, in a pleased tone. "Let's try this on her and see how she looks in it. Here, Marie," this to a jolly sales girl, "just hold the tootsie-wootsie a minute while we try this hat on the Mrs. Katie."

Marie took the "tootsie-wootsie," which was now as good-natured an infant as one would wish to see, and Madame seated its mamma in front of one of the large triple mirrors and placed the forget-me-not creation carefully on her head, giving it dainty little touches here and there as if she loved it and the wearer.

Mrs. Katie surveyed herself in the glass with a pleased smile and looked up in her husband's face for confirmation of her approval.

"Well, Katie," said he, looking at his wife critically, "you do look jest sweet enough to kiss in that there bunnet, an' if 'twan't for the wimmin folks 'round ere, b'gosh I'd do it!" (The little wife blushed shyly.) "Do her up, Missus—we'll take that there hat, Katie, price or no price. Haul out the chicken money, Katie, an' see ef we got 'nough to pay for such scrumptious head fixin's."

Mrs. Katie did as she was told. There was ample money and to spare and the young people gathered up the precious baby, the long parti-colored scarf, the little black leather satchel and the new Easter hat and started for the elevator, accompanied by Madame, who gave the baby a parting squeeze and the parents a cordial invitation to call again when Mrs. Katie wanted another Easter hat.

The young farmer wrung her hand, with the remark that she certainly had treated of them fine and they'd come again and tell all their neighbors to come, too.

"The neighbors looks up to us out whar we comes from, an' we kin prob'ly send a right smart heap o' folks to trade with you," he said, as the elevator swallowed them up and they disappeared down the shaft.

Madame waved her hand and returned to me all smiles.

"You are the greatest?" I exclaimed, admiringly.

"Well," she replied, "I have made another customer for the house and that is what I am here for."

Madame certainly deserved great credit for keeping her face straight during that sale.

As I said before, Madame is a wonderful woman. Josephine Thurber.

Herr Pohl, President of the German Society for the Protection of Cats, has just published the results of his investigations in regard to the age which it is possible for these animals to attain. Cats, he says, are like human beings in one respect: The more peaceful and better regulated their life is, the longer they are likely to live. As a proof he points out that a favorite cat in the royal castle of Nymphenburg has lived to be forty-two years old, and consequently may fairly claim to be considered the dean of cats in Germany.

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Brown & Sehler,
Grand Rapids, Mich.

Butter and Eggs

Enormous Magnitude of the American Egg Industry.

Although almost everybody is a consumer of eggs, very few have any idea of the enormous dealings in this article of food since the advent of the cold storage warehouse. The large majority of the eggs sold in our Eastern markets now come from the West and from the Middle Western States.

Starting, for instance, at a small town in Iowa, the poultry yard is usually in charge of a farmer's good wife, and she pays strict attention to business in this respect, as from a well managed stock of poultry is derived an income sufficient for many of her needs and what may be termed necessary luxuries.

The Western farmer does not build yards for his poultry, neither does he confine them to the barnyard. He permits them to run and in that way they pick up the healthiest kind of food. The one disadvantage of this mode of procedure is that the old speckled hen may steal her nest and the eggs lying out in the sun and rain are soon spoiled, but by careful watching this is, of course, avoided and they are carefully watched as every egg spoiled means a definite loss. If they get dirty they must stay that way, as to wash them injures their keeping qualities in cold storage. After they are gathered and looked over the farmer takes them along into town and, as per previous instructions, trades them into the above mentioned necessary luxuries through the medium of the country store. The storekeepers are supplied with empty cases from the nearest egg-packing establishment, and there are hundreds of these egg houses scattered through the West. In the best egg-packing months, April and May, the competition to secure eggs rivals a bargain sale, and the packers have to keep right up to date to secure their shipments with regularity from the country stores, as a postal from a rival house offering a quarter of a cent a dozen more will usually secure the eggs, and sometimes the other man's cases as well. The packers are usually located in a railroad center, and with the different roads reaching out in all directions they send their cases to hundreds of storekeepers. There are plenty of egg packers that receive and ship a dozen full cars a week, and it is not unusual for them to get as many as thirty cars in that time. A car contains 400 cases of 30 dozen each, or 144,000 eggs. The egg packers as a class are prominent men in their localities and they have made money. As the trade increases it becomes more and more necessary that the packer knows the demands of the trade he ships to, as the people appreciate and will pay for a fine mark of eggs. They pack some, of course, the year around, but, with the exception of April and May, the production is usually intended for home consumption or for immediate use in the cities. In these two months there are lively times in the business, as thousands of cars must go into cold storage to supply the country through the fall and winter. The packer has on hand ready for the rush plenty of new dry cases and fillers, and as the eggs come in from the stores they are carefully sorted by experienced men and the "cracks, rots and dirties" taken out. In packing for storage a little cork shaving or excelsior is put in the bottom of the case and then layer on layer of eggs with a strawboard between and cork or excelsior again on

top for the double purpose of keeping the contents tight and absorbing moisture while the eggs are in storage. There is still a large number of eggs "limed" each year. This consists of packing them in lime water and while it answers the purpose fairly well it is being abandoned for the very modern cold storage method.

The agents of the refrigerator car lines always keep plenty of cars waiting on convenient sidings so that as soon as a carload is ready there is no delay, and it is placed in a well iced car, and is then hurried eastward. The refrigerator cars service has reached a high state of perfection. The cars are clean and dry, they are iced when necessary on the road and, in short, the service is well looked after by intelligent men. A full train of refrigerator cars is made up in Kansas and will reach New York in a matter of five days, and, best of all, upon opening the cars you will find very few broken eggs.

Cars intended for cold storage are promptly placed on the warehouse sidings, where the goods are taken in charge by men who understand the necessity of quick and careful handling, where eggs are concerned.

The cold storage warehouses, as conducted to-day, are a revelation to a novice. They handle eggs in such quantity and with such splendid system that the eggs are turned out in the fall with hardly any loss, and by enabling this stock to be placed upon the market just when people want it, an even market is maintained all the year around. What would be the price of eggs in December without the hundreds of thousands of cases of cold storage to draw on during the fall? With the present consumption they simply could not be obtained, and without them, with the present high price of meat, etc., the poor people would suffer.

The warehouses are usually immense structures, so equipped with duplicate machinery that in case of a breakdown there can be no total disablement of the plant. An even temperature must be maintained and egg rooms are now carried at about 30 degrees Fahrenheit. This will freeze whatever leakage there may be on the outside of a shell, thus preventing mold, and yet will not freeze the inside of a good egg. The rooms must be sweet and immaculately clean, and when well whitewashed and with a coating of sparkling frost on all the pipes an egg room makes a pleasant sight. While there are, of course, many systems of cooling, the one generally used is a circulation of brine. The brine, after being cooled in the machine room, is forced through the pipes in the rooms and cools in much the same manner that a house is heated by the hot-water system. If you want a room colder turn on more brine; if a house warmer turn on more water—the principle is the same.

The warehouse companies usually make the owner of eggs in storage an advance of about 75 per cent. of the value of his goods. This enables the owner to keep a large stock in storage without taking enough money from his regular business to cripple him. In the fall, when prices have advanced enough to cover the storage charges, interest and insurance with a profit for the holder, he commences ordering shipments from the warehouse to the wholesaler. In every large wholesale house there is a small, dark room called in egg parlance the "candling room." Into this room the cases are taken and as

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

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In any quantity. Weekly quotations and stencils furnished on application.

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Wholesale Dealer in Butter, Eggs, Fruits and Produce
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EGGS

We are the largest egg dealers in Western Michigan. We have a reputation for square dealing. We can handle all the eggs you can ship us at highest market price. We refer you to the Fourth National Bank of Grand Rapids. Citizens Phone 2654.

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L. O. Snedecor

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ALFRED J. BROWN SEED CO.
GRAND RAPIDS, MICH.

each egg is taken out it is passed before a light and the quality is easily told. If the egg is perfect it is clean and quite transparent. If it has been long in storage the air space at the end is much enlarged and the white may be quite thin, thus enabling the yolk to float around instead of being held firmly in the center where it belongs. An experienced candler will tell at a glance the quality, and the eggs are quickly put where they belong and are usually graded into No. 1, No. 2, and cracked, with the bad thrown out.—Springfield Homestead.

How to Pick Live Ducks and Geese.

Young ducks may be picked when fully feathered. They can be picked about once a month as a rule, although some seasons our ducks made us wait for their feathers to mature.

First drive the ducks into a small pen or house where they can be easily caught. About the handiest article to have around is a lively boy, who can bring you a fresh duck and carry off your picked one as fast as necessary. Then settle yourself in a corner of the hen house where the wind does not blow, with a big apron, a chair and a good sized box or keg for your feathers at your right and a smaller one for your down if you keep them separate. Now you are ready for your ducks, if they are ready for you. To ascertain that pull out a few of the small feathers from different parts of the body. If the end of the stem is fine pointed and hard with no liquid oozing out, the feathers are "ripe" and will soon fall out of their own accord, but if the end is filled with a colorless or bloody matter the ducks may go in peace for another week or two.

When the duck is ready, lay it across your lap, tuck its head under your left arm, holding it firmly with your elbow, and grasp both feet with your left hand. If your duck is a goose, you had better draw a stocking over its head and neck—that is if you have any feeling in your arms and side. Take only a few feathers at a time and give a quick jerk upwards toward the head, except that around the tail the feathers may pull handlier the other way. Be careful if your duck is young that you do not tear the skin. After picking the breast turn it on its back; then turn it end for end, and, holding its neck in your hand and its feet under your arm, pick its shoulders and neck. All the small feathers on the breast and legs, around the tail, part way up the back and on the shoulders and neck to be picked. Under the wings are some downy feathers, but there is also a clump of longer ones which must not be touched. There are also other long, coarse feathers on the wings, middle of the back, sides and tail which should never be picked.

These directions apply to geese as well as to ducks, except that geese are larger and more powerful and require a stronger hand. In very cold weather we do not pick the down, or at most only part. It seems too cruel. Sometimes there seem to be two layers, the new down coming in before the old drops out. In that case we pick only the old.

But if you want to dress a duck to eat or for market then there is where the fun begins. I have known a woman to spend four or five hours on one duck. Take your duck, if possible, just as the feathers are getting ripe, before the pin feathers start. Have everything ready for the picking. As soon as it is killed, while still warm and bleeding hang it

up by the feet over a pail or lay it across the lap, holding the neck firmly against a box or solid object; then quickly strip off the bulk of the feathers and down. Then, commencing again with one leg and then the other and then the body, pick it the second time, but this time pick it absolutely clean as you go, grasping a very small amount of feathers and down at a time and catching them very close to the skin in such a way as to almost rub them off at the same time that you pull them. If not finished before the body gets cold the remaining portion can be scalded as one would a chicken, but if scalded at the beginning, the thick down will prevent hot water from reaching the skin.
Jessie T. Babcock.

Changes in Country Trade.

Many merchants look askance at the system of rural postal delivery, finding that in various ways it runs counter to their interests, and in not a few instances tends to diminish the volume of their business. The project of establishing the parcels post as a regular feature of the postal service of the country awakens many apprehensions because of the facilities and opportunities it would give to mail order houses. Whatever may be the future place in business life of these measures, there is no doubt that as a general rule any such departure from the usual course of things tends to unsettle existing methods and to turn trade into new channels. This principle is illustrated in the comparatively recent innovations of the telephone and the trolley line, which have taken a permanent place in our civilization and are accepted without opposition. They have each of them done something to change the volume and the movement of trade. The trolley line has not only opened up new territory, making it more accessible to the neighboring towns and cities, but has at the same time and in corresponding measure taken the business from those who previously had enjoyed it. In a similar manner but in a less obvious degree the telephone has rendered tribute to the enterprising merchants who were prompt to avail themselves of its use and in this way get into close touch with those in private residences and business houses whom they were in a position to serve. Many of our readers can bear witness to the success with which this instrument of communication has been utilized and the substantial increase in business which is directly traceable to it. The greater facility of movement afforded by the local trolley service and the manner in which the merchant and many of his customers are brought into close relations by the telephone make it possible to transact a larger volume of business, while there is in connection with their use a material economy in time and labor. It behooves every merchant and manufacturer to be on the alert to discover opportunities resulting from occurring changes, of which these are simply examples, and to adapt their methods to the altering conditions of business. It is those who are most prompt to avail themselves of such opportunities who usually reap from them the largest results. Many merchants are laboriously trudging along near the rear of the procession, while some of their wide-awake fellows are riding in the band wagon.

It is easier to teach people something more about things of which they know a little, than it is to teach them something entirely new.

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: Gansvoort 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

Butter

I always want it.

E. F. Dudley
Owosso, Mich.

Michigan Maple Sugar Association, Ltd.


Producers of

High Grade Maple Sugar and Syrup

119 Monroe St., Grand Rapids, Mich.

Pure Maple Sugar		Pure Maple Syrup	
15 and 30 lb Pails Maple Drops per lb... 15c		10 Gal. Jacket Cans each..... \$5 50	
50 to 60 drops to pound		5 Gal. Jacket Cans each..... 4 50	
30 lb Pails astd. Fancy Moulds per lb... 15c			PER CASE
20 to 30 moulds to pound.		1 Gal. Cans, 1/2 doz. in Case..... \$5 75	
100 lb Cases 26 oz. Bars per lb..... 9 1/2c		1/2 Gal. Cans, 1 doz. in Case..... 6 25	
60 lb Cases 26 oz. Bars per lb..... 10c		1/2 Gal. Cans, 2 doz. in Case..... 6 50	
100 lb Cases 13 oz. Bars per lb..... 9 1/2c		1/2 Gal. Cans, 2 doz. in Case..... 4 25	
60 lb Cases 13 oz. Bars per lb..... 10c			

Price F. O. B. Grand Rapids. Terms: 30 days net. 1% off Cash 10 days.
Mail Orders Solicited. Goods Guaranteed.

HERE'S THE  D=AH

Ship COYNE BROS., 161 So. Water St., Chicago, Ill.
And Coln will come to you. Car Lots Potatoes, Onions, Apples, Beans, etc.

The New York Market

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

New York, April 11—If one will take a little walk among business houses here this week and can talk to some of the principals he will notice that there is just a tinge of anxiety in their remarks that the prospect of the biggest wheat harvest on record does not altogether ally. There is "something" in the air—it may be caused by the labor troubles in part, and in part by the important "Merger" decision, which is regarded as one of tremendous importance. But actual business at the moment is good. All hands are busy and it seems to be the general opinion that "sufficient unto the day is the evil thereof."

Coffee is, as usual, mighty dull and speculators are trying their level best to unload at a price which will show the least loss. At the close Rio No. 7 is worth 5 1/4c. The demand during the week from roasters and jobbers has been very quiet and sales are of the smallest amounts. In store and afloat there are 2,702,988 bags against 2,348,714 bags at the same time last year. Mild sorts are unchanged in any particular. It seems that the report of the government of Sao Paulo burning 20 per cent. of the exportable low grade coffee was somewhat premature, and latest accounts tell us that matters will likely go on just as they have in the past. This means that the supply will be unlimited and prices will continue to sag.

The sugar situation of last week seems to have slightly improved, as Arbuckle advanced quotations 10 points and now all refiners are on the same basis—at least, they seem to be—and the general outlook is more favorable, although when the next battle will occur no one knows. The refineries closed Thursday night for the remainder of the week, and indeed, almost every business house closed Good Friday for a half day, and this makes a light week as Saturday is observed as a half holiday in many cases.

Some 6,000 packages of Congous tea were sent to London Tuesday, and this has been about the extent of the week's trading. The situation is generally regarded as favoring the seller, and with stocks becoming more and more reduced prices are likely to show further advance.

The volume of business in rice transacted during the week has been small and individual orders are almost always for little lots of the better grades just to repair broken assortments. Quotations are unchanged, but firmly adhered to.

Spice supplies are light, but there seems to be enough of each sort to meet current requirements, and there is no change whatever in quotations. Singapore pepper, 12 1/2 @ 12 3/4c in an invoice way.

Molasses dealers are making no special effort to dispose of stocks and adhere firmly to former prevailing rates. Demand during the week has been of very limited proportions and most of the call has been for the better grades of New Orleans. Syrups are dull and unchanged in any respect.

The canned goods trade is extremely disappointing. From one end of the canned goods district to the other it is the same story, and probably there has not been so dull a period for five years. Jobbers want to clear up stocks and badly, too. Result, depressed quotations, favorite lima beans selling here at 75c. Peas are selling at every fraction from 55c to \$1.25. No improvement is anticipated in the canned goods outlook for a fortnight or so and meantime it is likely that some excellent bargains can be picked up here at the present time if one will look around.

Oranges and lemons are doing fairly well. Fancy California navel oranges are worth \$3.30 at the very top notch and from this down to \$1.25. From all accounts Floridas and Puerto Ricos are going to be factors in the future, which California growers must take

some notice of. In fact, growers on the coast seem to be in a fair way of "coming out the little end of the horn" so far as profits are concerned.

No change in butter is to be noted in quotations, but if the supply increases somewhat, there is very likely to be a decline. Buyers are acting in a conservative manner and taking no more than enough for current requirements. Best Western creamery, 28 1/2 @ 29c, with some especially good at 29 1/2c; seconds to firsts, 27 @ 28 1/2c; imitation creamery, 17 @ 21c, latter for fancy stock; Western factory, 14 @ 16c; renovated, 15 @ 19c.

No change has taken place in cheese during the week, full cream being quoted at 15c. Supplies are light and held in few hands.

Arrivals of eggs are heavy, but demand is sufficiently active to hold prices firm and the outlook is in favor of the seller. Probably next week will see a lower range as the Easter demand will be over. The range for Western is from 14 1/2 @ 16c, the latter for fancy storage packed.

The Lion and the Monkey.

Once upon a time a Lion, while taking a promenade, met a Monkey under a cocoanut tree.

"Ha! ha!" exclaimed the Lion, who was hungry. "You are my meat! Hurry up, little one, and climb into my mouth!"

"S-i-r!" replied the Monkey haughtily, putting on a bold front, "you are trying to make a monkey out of me!"

"No back talk," said the Lion, sternly, "or we'll have a roaring time. Trot along; I'm hungry!"

"Very well," said the Monkey with disguised resignation; "grant me but one favor before I die, O King of cannibals."

"Name it."

"Let me climb this tree and eat a cocoanut; I have not tasted food since the Fourth of July."

Now this was not true because the Monkey had eaten a square meal only six weeks before. The Lion did not know he was lying, however, and told him to limb the tree.

Once in the tree the Monkey asked the Lion if he would like a cocoanut. The Lion replied that he would.

"Where would you like it?" asked the Monkey.

"Oh, I'm not particular," answered the Lion.

Thereupon the Monkey threw a cocoanut with great violence and precision. It struck the Lion in the stomach, producing appendicitis and causing death in a few minutes.

Moral: Monkey business is bad business.

Fortunes in Sugar.

The results produced by Mr. Have-meyer for his own stockholders are best illustrated by taking a concrete example. The man who paid par, or \$10,000, for 100 shares of Sugar Refineries stock at the time of the formation of the Trust in 1887, and kept his shares until the present time, would have received \$130,600 in dividends, or 136 per cent. in about fifteen years. In other words, he would have virtually got his investment for nothing and would still be considerable ahead. But the stock was selling considerably below par when first brought out, and it was above par for only a short time during the earlier years of its existence. Consequently, the profits of the early shareholders were much more than the figure mentioned. In November, 1890, when action was brought to prevent the absorption of the North River Refining Company by the Trust—being virtually a suit to dissolve the trust as an illegal combination—although the stock continued to receive dividends at the rate of 10 per cent. a year, the price of the shares dropped to 48. The purchaser at that price in 1890, who held his shares until the present time, would have received \$11,187, or 233 per cent. on the investment, in the shape of dividends; in other words, his principal returned to him twice over in a dozen years, with a liberal margin besides.

The JOHN G. DOAN CO.

WHOLESALE
Fruit Packages, Fruit and Produce
In carlots or less. All mail orders given prompt attention. Citizens phone 1881.
Warehouse, 45 Ferry St. Office, 127 Louis St.
Grand Rapids, Michigan

National Fire Insurance Co.

of Hartford.
W. Fred McBain,
The Leading Agency,
Grand Rapids, Mich.

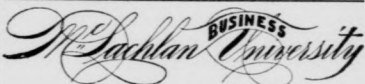


The Imperial Gas Lamp

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

USE BARLOW'S PAT. MANIFOLD SHIPPING BLANKS BARLOW BROS. GRAND RAPIDS MICH.
They Save Time
Trouble
Cash
Get our Latest Prices



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.

Fresh Eggs

SHIP TO
LAMSON & CO., BOSTON
Ask the Tradesman about us.

POTATOES

Buyers and Shippers of
in carlots. Write or telephone us.
H. ELMER MOSELEY & CO.
GRAND RAPIDS, MICH.

A Business House Should be Business Like

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

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

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



WE ARE HEADQUARTERS

for California Navel Oranges and Lemons, Sweet Potatoes, Cranberries, Nuts, Figs and Dates
Onions, Apples and Potatoes.

The Vinkemulder Company,
14-16 Ottawa Street Grand Rapids, Michigan
We buy Potatoes in carlots. What have you to offer for prompt shipment?

SHIP YOUR

BUTTER AND EGGS

—TO—

R. HIRT, JR., DETROIT, MICH.

and be sure of getting the Highest Market Price.

We are also in the market for some Red Kidney Beans

Cold Storage

Butter, Eggs, Cheese,
Dried Fruits, etc.

Now is the time to engage space.

What are you going to do with that Maple Sugar and Syrup?
Better ask us about it.

Switch connections with all roads entering Toledo.

The Toledo Cold Storage Co.,

Toledo, Ohio

Important Articles of Commerce From South Sea Islands.

Cocoanuts and copra, which is the dried kernel of the fruit, as they come to the port of San Francisco, are the results of skill, labor and a considerable investment in plantations which are scattered over the Polynesian Islands. Our local commerce is mostly with the islands of French Oceania, Tahiti being the assembling and shipping market and center. The Philippine Islands contain a large number of coconut palm groves, distributed along the shores of many of them, but they have yet to become commercially important. We import a little copra from Samoa and a few other outlying insular places, but at present Tahiti is our principal source of supply, says the San Francisco Chronicle.

Monthly the ships of the Oceanic Steamship Company bring generous consignments of fresh nuts and copra in sacks to San Francisco to be manufactured into "prepared coconut" and coconut oil, most of which is used in the preparation of fancy toilet soaps and "cocoa butter." Many trading schooners supplement the service. Importations of copra at this port for the year 1901 amounted in value to \$207,604, and for the year 1902 to \$260,237. The annual exportation of copra from Tahiti aggregates from six to seven thousand tons, valued at from \$60 to \$65 a ton. About one-half of the whole product goes to Europe, the remainder coming to the United States and Chili, which country absorbs four or five hundred tons a year. There are two concerns in San Francisco which utilize the copra brought here. In some years markets east of here are short of coconut oil, otherwise known as palm oil, and then there is an added sale for the California product. But, generally speaking, the trade is local and limited. Eastern makers of fancy soaps advertise lavishly in the magazines and periodicals current as well on this as on the other side of the Rocky Mountains, and toilet brands of transmontane origin are widely sold on the Pacific coast, to the curtailment of the home industry.

Referring to the trade in copra at large, doubtless it would be greater if the general supply were larger. Although the coconut palm grows in the widely scattered island regions of the Pacific, and to some extent elsewhere, it thrives only under conditions which seriously restrict the total area of its successful cultivation. Essentially and exclusively it is a tropical tree, and, moreover, it is said with truth that it will not thrive anywhere inland beyond the sound of the surf. There is no place whatever within the boundaries of the United States where it will live and give returns. Even Mexico is too far north for it. Where it is indigenous, as in Polynesia or the Philippines or where, as in the equatorial points of South America, it is a successful intruder, practical care and cultivation may vastly increase its output. At this time the demand is far enough in excess of the supply to furnish encouragement for the establishment of new plantations in favorable locations, such as are to be found in the island of Tahiti. It may be said, also, that there is excellent promise in the ultimate development of this natural resource in our own insular empire.

The coconut palm—Cocos nucifera—the Encyclopaedia Britannica describes as "a very beautiful and lofty palm tree, growing to a height of from 60 to

100 feet, with a cylindrical stem which attains the thickness of two feet. The tree terminates in a crown of graceful, waving pinnate leaves." But in the regions of their growth these trees are something better than ornamental. "The nuts supply no inconsiderable portion of the food of the natives, and the milky juice within them forms a pleasant and refreshing drink. The juice drawn from the unexpanded flower spathes forms 'toddy,' which may be boiled down to sugar, or it is allowed to ferment and is distilled, when it yields a spirit which, in common with a like product from other sources, is known as 'arrack.' The trunk yields a timber known in European commerce as porcupine wood, which is used for building, furniture, firewood, etc. The leaves are plaited into cajan fans and baskets, and are used for thatching the roofs of houses. The shell of the nut is employed as a water vessel, and the external husk or rind yields the coir fibre, with which are fabricated ropes, cordage, brushes, etc. The coconut palm also furnishes very important articles of external commerce, of which the principal is coconut oil."

In Tahiti and the islands of French Oceania coconut trees begin to bear seven years after planting. They then live and flourish for from sixty to seventy-five years. Each tree will produce from sixty to one hundred and fifty nuts annually, the fruitage being perennial. As fast as the nuts are ripe they fall to the ground and are picked up daily. As they are gathered they are halved with axes and left two days to dry in the sun. This process shrivels and loosens the meat from the shell, when it is scooped out with a knife and spread out on the ground or on platforms to complete drying. This takes three days longer. The result is the commercial article known as copra. It is then cut into smaller pieces, sacked, and is ready for shipment. Native cultivators have some "tricks of the trade" at their command which are sources of annoyance to buyers. In the first place, the native will get his nuts as green as he dares to, because that means increased weight. With the same object in view he will wet his copra with salt water, but this reveals itself in a discoloration which is easily detected, and reduces the value of the goods. According to soil conditions of cultivation, and so on, it takes from 3,200 to 4,000 ripe nuts to make a ton of copra. The trees are planted in rows, and twenty-five feet apart from one another. A San Franciscan who is heavily interested in copra raising is J. Lamb Doty, Vice Consul and later Consul at Tahiti for fourteen years. He has a tract of about two hundred acres of shore land about two and a half miles from Papeete, the capital of French Oceania. He has about fifty acres planted with 2,500 coconut trees, half of them already in bearing. The remainder of the plantation will be similarly improved.

The trees being widely separated, opportunity is offered for the culture of bananas and pineapples as an undergrowth. Comparatively little labor is required for the purposes of the plantation. Mr. Doty is obliged to employ only three natives, and even that force would not be fully worked were it not for the single detrimental factor in coconut raising at Tahiti. It appears that many years ago somebody in the States sent to the island a specimen of the ornamental plant called lantana, which in this country is grown in hot-

houses, supposing that it would add to the beauty of the gardens. As a matter of fact, it acted like the rabbits in Australia, and took possession of the territory, running all over the ground and massing itself in lofty and impenetrable bunches of jungle. It is a rough and thorny creeper and makes life miserable to the barefooted natives, thus rendering it difficult and arduous for them to gather the cocoanuts. But unrelenting war for several years has been waged against the invader, and Mr. Doty thinks that before long lantana will succumb and retire from business. Otherwise, he says, coconut farming is without appreciable drawbacks, unless a cyclone should happen to damage the groves. Aside from that, you do the planting and in seven years the trees will begin and continue to do the rest for at least a couple of generations. At least they nearly will, because a single laborer can take complete care of one thousand trees without particular exertion. What a joy such a pursuit would be to some of the hardworked husbandmen of New England, whose farms produce cobblestones as their only certain crop.

A business man who throws advertisements and circulars into the waste basket without at least learning their purport is throwing away many ideas that would be of decided profit to him. It is like throwing away bread—a sin.



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



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. Always in the market.

BOTH PHONES



You cannot get good coffee at ten cents a pound and there would be no money in it if you could, but B. B. B. is an elegant coffee—good enough for any one—and retails at twenty cents.

JUDSON GROCER COMPANY, Grand Rapids

30 YEARS SELLING DIRECT

We are the largest manufacturers of Vehicles and Harness in the world selling to consumers exclusively.

WE HAVE NO AGENTS

but ship anywhere for examination, guaranteeing safe delivery. You are out nothing if not satisfied. We make 126 styles of vehicles and 65 styles of harness.

Visitors are always welcome at our factory.

No. 719—Driving Wagon 1/2 in. Kelly Rubber Tires. Price \$35.50. As good as sells for \$40 more. Large Catalogue FREE. Send for it.

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



No. 349—Canopy Top Trap. Price \$93. As good as sells for \$50 more.

Assignees.

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

The Michigan Trust Co.

GRAND RAPIDS, MICH.

A Pocket Cash Register



For traveling men, book-keepers, postmasters, clerks, store keepers, shoppers and others. A clever little pocket machine that will keep an accurate account of your expenses and save you time and money.

Price \$2.50

You will wonder why the price is not \$10. It's worth it. Send for folder. Salesmen wanted.

Pocket Cash Register Mfg. Co.

628 Soston blk.

Minneapolis, Minn.

Common Sense Rules For Government of Employees.

John W. Davis & Son, general dealers on Mackinac Island, have published a booklet in attractive form for the guidance of their employes, preceded by a few general remarks, as follows:

For many years it has been our aim to keep an up-to-date store. We look for the hearty co-operation of our employes in maintaining the present good reputation of the establishment and hope we may do better than ever before; we give the assurance that every effort in this direction will be fully appreciated by us. Prominent among the requisites of success are courteous and honest treatment of customers; prompt and correct service; orderliness and cleanliness.

We trust that the business relations between all will be mutually agreeable and that each and every one will feel pleased to be here.

Attention is called to the following rules and regulations which if cheerfully complied with will be a benefit and help to everyone.

Then follow these fifteen rules:

1. Employees are expected to be in the store on time. Absence of an hour is allowed at meal times.
2. No one should leave the store during business hours (except for meals) without permission or leaving notice of absence.
3. All business at the postoffice, the getting of mails, etc., will be attended to by the book-keeper.
4. All salespeople when not waiting on customers or working in stock are to remain well toward front part of store. Loitering in front entrance or at back part of store is objected to.
5. Employees are expected to be courteous and friendly toward each other. Cheerfulness and good nature should abound, but levity, gossip, discussions and arguments are to be avoided. Employees not to allow their time to be taken up with friends who desire to visit them during business hours.
6. Business hours not to be occupied in reading, letter writing, needle work, etc.
7. Salespeople will not be expected to be idle while goods are down and out of place, or in need of dusting; orders to put up or any other duty unattended to.
8. Purchases by employes from stock are not to be paid for in cash, but charged to their respective accounts.
9. Smoking of cigars, or other use of tobacco, at the expense of the house is not allowed. Goods of this class will be supplied to employes at first cost, but not granted as a perquisite.
10. Every salesman must make out cash ticket for each cash sale, showing amount given him and amount of sale.
11. All fixtures and property of the house should be treated with the greatest care. The first scratch paves the way for carelessness.
12. 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 set-back.
13. Be loyal to every interest of the firm; treat as a trust every bit of inside information which you are made familiar with.
14. All customers to be waited upon with equal promptness and politeness, without any regard to their looks or condition, no matter whether the purchase is large or small, whether it is simply an enquiry or an exchange of goods. First come, first served. If a salesman can serve two customers at once, very well, but do not cause the first to wait for the second. Show goods freely to all customers; be as serviceable as you can to all, whether buyers or not.
15. In calling at the residences of patrons, delivery men must avoid making themselves objectionable in any way. They are to act in a quiet and orderly manner; rough and boisterous conduct not to be indulged in. Make as little noise as possible with the wagons;—drive carefully to avoid injury to the premises. Create a favorable impression of yourself and the firm which you

represent. Do not, however, make the mistake of being too free and familiar. It is important that "the man on the wagon" be thoroughly posted as to the goods carried in stock. Only with this knowledge can he intelligently answer enquiries and successfully solicit trade.

An Attractive Toy.

A novelty which has been placed on the market this season and which will certainly interest buyers of toys, is an automobile for boys or young children, the hands and feet being used for steering purposes. The automobile is handsomely gotten up with a wood body, steel wheels with rubber tires and ball bearings, and painted and finished in a highly artistic manner. It is said that this machine is capable of a speed of nine miles an hour without any extraordinary effort on the part of the operator. One of its advantages is that it can be instantly stopped by means of operating lever without the necessity of using a brake.

A similar principle is applied to a merry-go-round machine which will carry four children. The carriage in this case runs on two wheels, having a long wooden arm at one side, which is staked down to the lawn. The entire outfit works in a circle of twenty feet in diameter.

Origin of Canard.

A canard means in French a duck; in English it has come to mean a hoax or fabricated newspaper story. Its origin is amusing. About fifty years ago a French journalist contributed to the French press an experiment of which he declared himself to have been the author. Twenty ducks were placed together, and one of them having been cut up into very small pieces was gluttonously gobbled up by the other nineteen. Another bird was then sacrificed for the remainder, and so on until one duck was left, which thus contained in its inside the other nineteen. This the journalist ate. The story caught on and was copied into all the newspapers of Europe. And thus the "canard" became immortalized.

Both Have Fringes.

"Let me write the songs of a nation and I care not who makes its laws," said the musical young man. "Oh, I don't know," replied the practical young woman. "I guess there are about as many ragtime laws as there are ragtime songs."

Optimists get more fun in hoping than pessimists' do in having.

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.

Sherwood Hall Co., Ltd.

Jobbers of

Iron and Steel

Largest Stock of Blacksmith and Wagonmakers' supplies of all kinds in Western Michigan.

Corner Tonia and Louis Streets,
Grand Rapids, Mich.



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.



Cheap as Dirt, Almost

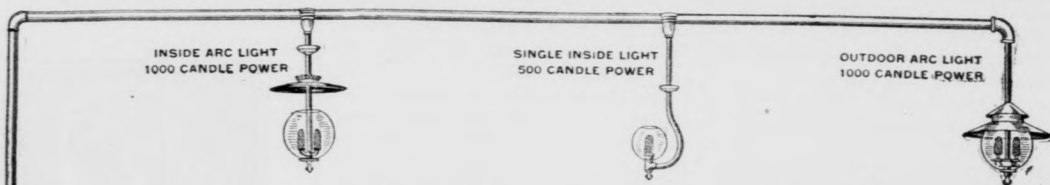
50,000
DUPLICATE ORDER SLIPS

Only 25 Cents per Thousand

Half original, half duplicate, or all original as desired. Larger quantities proportionately cheaper.

THE SIMPLE ACCOUNT FILE CO.

500 Whittlesey St., Fremont, Ohio



Invented at Last

A Gasoline Lighting System That Will Give no Trouble and Last a Lifetime

For stores, halls, restaurants, churches, etc. Years of study and experimenting have enabled the inventor to now offer the public a machine with all objectionable features overcome.

THE VINCENT

Contains no packing or small passages to become clogged. The generator is separate from the tank. All valves are above level of gasoline, making it impossible for any oil to run from the tank. It can be started in one minute and maintains its own pressure. Any one can operate it with absolute safety. Does not affect your insurance. The purchase of a VINCENT means that you will have one of the best lighted stores and that you will own the KING OF LIGHTING SYSTEMS. Send diagram of your store for estimate. Reliable agents wanted. Manufactured by

Noel & Bacon Co., General Agts., 462 S. Division St., Grand Rapids, Mich.

Individual Gas Light Co., Petoskey, Mich.



Commercial Travelers

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

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

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

Gripsack Brigade.

Fred Barnes, of Grand Haven, who formerly traveled for the Polychrome Copying Co., is now on the road for the Fox Typewriter Co., Ltd.

The Tradesman has no enemies to punish, but hosts of friends to benefit. We advocate everything good for traveling men, no matter whether they are our supporters or not. Our platform is broad gauge, high-minded and free from petty ideas.

B. Frank Parmenter, after taking a respite from the road for a few months, has resumed his former relations with the Durand & Kasper Co., of Chicago. He will cover Grand Rapids and the nearby towns, seeing his customers at least every fortnight.

I. W. Feighner, who resigned his position with the Durand & Kasper Co. a few months ago to take the management of the Puro Manufacturing Co., at Muskegon, has severed his connection with that company and resumed his former position with his old house.

The Tradesman never makes faces at any one. We respect every one's opinion. We admire men of original ideas, even although they differ from us. A man who thinks for himself and has the courage to express his views is a manly man, and no greater compliment can be given to man.

A bright fellow was taken by the officer to State Prison the other day and when introduced to the warden was asked his preference as to the trade he would learn. He replied, "I'd rather go on the road and sell the goods you make than try to learn another line of business." He got his traveling orders but not on the side.

You are cordially invited to visit us when you visit the city. Come and see us. Advise us or roast us, but come anyhow. If you wish to subscribe, it will please us, but if you do not, you will not offend us. We want your ideas. If they suit us we will accept them; if not, we will reject them. We are good natured and liberal in all things.

When a salesman has the attention of a merchant no gentleman will interrupt him, but every man who travels is not a gentleman, and now and then one of this class pushes himself to the front and annoys both buyer and seller. Such men, it is true, do not remain long on the road, but you often meet them, and merchants and salesmen should ignore them and give them to understand that courtesy is the first requisite in a salesman. When you meet one of these bold, ignorant individuals crush him. Keep your place, let him wait until you have finished your business. Your time is just as valuable as his and your leisure hours are just as desirable to you. Unite and drive the hobos from the road.

A Champion correspondent writes: J. McLennan, representing the Kelley Hardware Company, of Detroit was responsible for much amusement here April 1. He was a guest at the Beacon House and the fun started there. Later in the evening a number in attendance

at the production of "The Iron Mask" partook of his chocolates. McLennan had a couple of boxes of "fake" candy. Each piece had a Lowney mark on it and it resembled the genuine confectionery. While the guests and boarders were seated at the supper tables the generous drummer passed the candy. There was some smacking of lips, but within a minute or so the house was in an uproar. Some put their teeth into rubber, others red pepper and some got cork. One of the pretty school teachers, who is very particular as to what sort of sweets she samples, drew a mouthful of soap. In the evening the confusion caused by the distribution of the candy interfered with the play. Some of the girls thought the commercial man real mean, but the young men "tumbled" quickly and all enjoyed the joke. McLennan also introduced a rubber pointed lead pencil, which several attempted to use.

Jackson Patriot: G. B. Parks, a commercial traveler in the employ of the Johnson Paper & Supply Co., of Kalamazoo, had missed several samples of merchandise from his cases recently when leaving Kalamazoo at night and the authorities were requested to investigate. Most of the articles lost were pocketbooks, fishing tackle, reels and other piscatorial necessities. The matter was reported to the Michigan Central Railroad, which placed Detective Herbst, of this city, on the case. The latter, after a quiet investigation, came to the conclusion that the property was stolen from the Michigan Central baggage room. The night baggageman, Marshall Maile, was suspected, but owing to his excellent record with the company, the suspicion was thought to be absurd. Mr. Herbst, however, went to South Haven, Maile's home, and interviewed his wife. Mr. Parks accompanied him on this trip. Mr. Herbst was allowed to visit the man's room and in it found a pocketbook that Maile had sent home with a parcel of clothing that he desired cleaned. Mr. Parks identified the property as one of the articles stolen from his cases. On return to Kalamazoo a search warrant was obtained and Mr. Maile's rooms on West North street were searched. Two reels, one valued at \$8 and one at \$3, besides diverse other small odds and ends were found, the whole being worth about \$20 in all. Mr. Herbst placed Maile under arrest and escorted him to the jail, where a confession was obtained in a short time. The man settled the case on the payment of \$17, the costs being assessed at this low figure owing to his previous good record. Mr. Maile also lost his position with the Michigan Central. This larceny is all the more regrettable, as Mr. Maile was in position for promotion, the company having prepared to transfer him to a position where he could obtain a salary of \$110 a month.

Changes From Buffalo to Rochester.

M. J. Rogan, of Detroit, who has traveled for fifteen years in this State, and for the last eighteen months for Wile Bros. & Weil, of Buffalo, will in the future represent in his old territory the well-known and popular firm of Solomon Bros. & Lempert, makers of men's fine clothing at Rochester, N. Y. Mr. Rogan says he will show for fall and winter a large and up-to-date line of overcoats and suits from \$7 to \$25. He still has his office in room 17, Kanter Building, Detroit.

Mr. Rogan succeeds Mr. Jule Lempert, who has traveled in Michigan for thirty years and is well and favorably known in every city and nearly every town in the State.

Greetings From the President of the M. K. of G.

St. Johns, April 10—At our annual convention at Battle Creek I was elected President of the Michigan Knights of the Grip for 1903. The honors in the past may have been more worthily bestowed, but never more appreciated. In accepting the duties of this office, we found that the officers of 1902 had done their work well and faithfully. It gives me pleasure to say to you that the association was never in a more prosperous condition than it is to-day.

Almost five months of the year have gone and we come to you with our first assessment, and we can safely promise you only two more assessments this year. We are having a good increase of new members. The Traverse City traveling men have organized a Post with a fine membership and they say "more to follow." I wish to express my special gratification to them for the excellent showing they have made. Our Legislative, Railroad and other committees are looking after the varied interests pertaining to their respective offices. The special committee appointed to revise the constitution requests that any amendments or suggestions you may have to offer be sent to Secretary Brown at your earliest convenience. Now, my brothers, the matter rests with you to say whether our association shall continue to increase in membership. There are a great many traveling men in Michigan who are eligible to membership and I believe that, with a little effort on the part of each of us, we can largely increase our number during the next sixty days.

B. D. Palmer, Pres.

The Boys Behind the Counter.

Port Huron—Harry Lymburner has taken a clerkship in the grocery store of R. G. Burton & Co.

Muskegon—Jos. H. Perreault, formerly with O. Lambert's grocery and lately with D. Christie, the grocer, has

taken a position in the furniture store of N. G. Vanderlinde.

Lansing—John Fowler, of Mason, has taken a position as prescription clerk in E. C. Bacon's drug store.

Port Huron—W. H. Barrowman, of Saginaw, has been added to the working force in the C. F. Taylor hardware store.

Grand Rapids—The Walter K. Schmidt Co., Ltd., has engaged Leonard F. Steinman, of Howard City, as examining chemist.

Printers' ink is a far better trade getter than a bar-room, but there are many who use the latter to their own disadvantage.

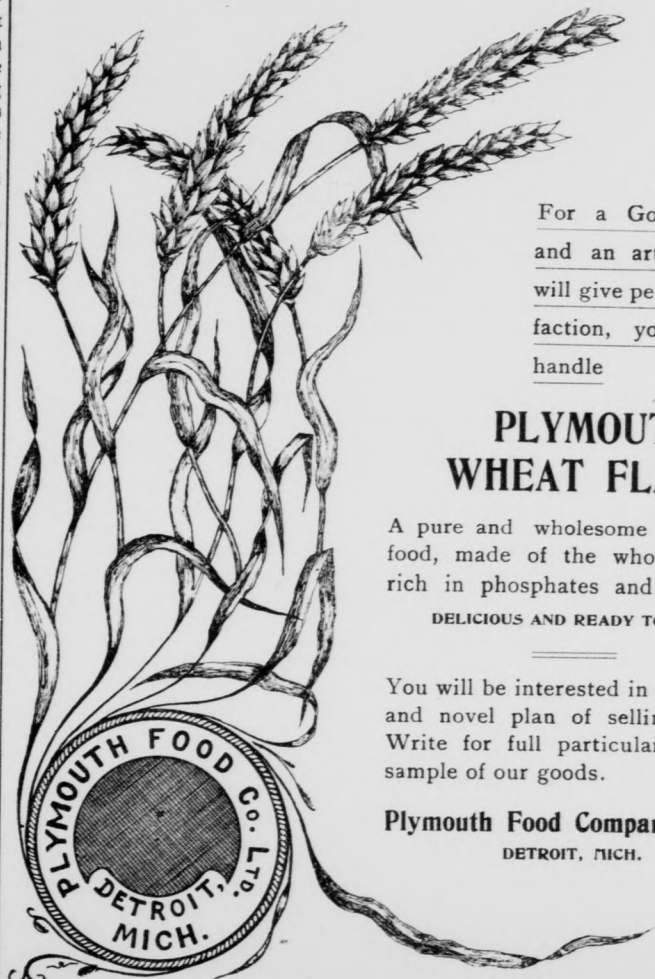
The Warwick

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

Stop at the Livingston Hotel



Grand Rapids, Mich.



For a Good Seller and an article that will give perfect satisfaction, you should handle

PLYMOUTH WHEAT FLAKES.

A pure and wholesome breakfast food, made of the whole wheat, rich in phosphates and nitrates.

DELICIOUS AND READY TO EAT.

You will be interested in our new and novel plan of selling stock. Write for full particulars and a sample of our goods.

Plymouth Food Company, Ltd.,
 DETROIT, MICH.

Drugs--Chemicals

Michigan State Board of Pharmacy

	Term expires
WIRT P. DOTY, Detroit	Dec. 31, 1903
CLARENCE B. STODDARD, Monroe	Dec. 31, 1904
JOHN D. MUIR, Grand Rapids	Dec. 31, 1905
ARTHUR H. WEBBER, Cadillac	Dec. 31, 1906
HENRY HRIM, Saginaw	Dec. 31, 1907

President, HENRY HRIM, Saginaw.
Secretary, JOHN D. MUIR, Grand Rapids.
Treasurer, W. P. DOTY, Detroit.

Examination Sessions.

Star Island, June 16 and 17.
Houghton, Aug. 25 and 26.

Mich. State Pharmaceutical Association.

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

Legislation To Restrict the Sale of Deadly Drugs.

The present laws regulating the sale of deadly drugs are entirely inadequate and are not enforced. In many states, like Illinois, poison is practically as free as sugar. It is certainly the chief duty of the State to protect the ignorant or the innocent against the vicious criminal. It is the duty of the State to make it impossible for the mentally or morally—perhaps only temporarily—irresponsible, weak or despondent person, to go into a drug store and procure enough poison with which to kill himself or some one else. The argument that a person who has determined to die would resort to a weapon or some similar method does not hold good, as in the majority of cases a person who intends to take poison lacks the moral courage to take his life by more violent methods.

Again, there is the homicidal fiend. Should he be permitted to supply himself with poison and send it, concealed in some innocent vehicle, possibly with some loving anonymous message, to some poor, unsuspecting man, woman or child?

It may be said that poisons are necessary for certain technical purposes. This is true. But poisons required for mechanical or technical purposes may be sold under restriction so as to reduce to the minimum their being used for criminal purposes. This is done in Europe and can be done here. For example, there is no domestic requirement for carbolic acid that can not be met by the use of a 25 per cent. solution of it in alcohol. Such solution, when swallowed, is comparatively harmless, at least will not exercise its fatal effect until relief may be had through the administration of a chemical antidote. In the same manner regulations can be made from any poisons to permit their sale and use for legitimate purposes without danger to the innocent and ignorant and affording an insidious agent for the wicked.

But however strongly the lack of restriction on the sale of violent poisons may be condemned, what shall be said of the equal lack of proper regulation on the sale of such habit-forming, soul-destroying drugs as cocaine and morphine? For years these deadly agents have been sold practically without any restriction in the slum districts of Chicago and all large cities. Last year in Memphis, Tenn., negro children could buy cocaine by the pennyworth. Several years ago the attention of the authorities in Chicago was called to this practice without avail. At present an effort is made to stop this traffic.

C. S. N. Hallberg.

Lubricating Cod Liver Oil.

The high price of cod liver oil, which is at the top notch for a great many years, has developed a new enterprise among some manufacturers of emul-

sions. A good quality of lubricating oil had been placed on the market as a substitution for cod liver oil, and is being sold at an enormous profit under various fancy names. A large amount of literature has also been developed to demonstrate the theory that lubricating oil is a better remedy than cod liver oil.

There is no doubt about it being better in one way, it does not get rancid so quickly; it is also better in another way, it is very much cheaper. Now, it was a brilliant idea to take advantage of the shy feeling that prevails among the Norwegian codfish and dilute cod liver oil with refined petroleum which physicians say is better than the old-fashioned product; in fact, it is intimated that the codfish might now just as well go out of business as far as future prospects are concerned.

If a retailer should be caught practicing this improvement he would probably be legally enjoined as a dangerous substitutor, but with the manufacturer it is different. With him it is a scientific development on the lines of progress. The fact that there is money in it is incidental and should not be allowed to interfere with scientific therapeutical development. Herring Strasse.

Tell the Prices.

Many firms make a serious mistake in not using window space to the best possible advantage. A window makes a good advertising attraction because it enables the firm to place before a passing public a large assortment of goods, which the proprietor of the establishment believes are of interest to the general public.

However, a great many firms fail to put prices on the goods they put into their window. These window displays are not arranged for the benefit of the regular customers, especially, but to attract those who are not in the habit of visiting that store, and the best way to attract them is by putting prices on the goods that go in the window. In a city of a large size the passers-by are uncertain as to the value of goods seen in the window. They might be attracted by a popular priced article where they would be compelled to pass by a high-priced one.

Fully 90 per cent. of those anxious to buy do so economically. They appreciate the attaching of prices to the goods. Probably one-half of this number would be interested in an article which had the price attached when they would be embarrassed by going in and asking the price and then finding themselves compelled to decline it because it was too high. Goods with prices attached will help the salesmen and thus help the establishment.

Removing Oil from Marble.

Mix 2 oz. of aqua ammonia, 1 quart of rain water, 1 teaspoonful of saltpetre and 1 oz. of shaving soap, shaved fine, and see that the soap is well dissolved. Then apply to the marble and after a time wash it off. If the marble be so saturated that one application is not sufficient, renew it. Another method is to mix 1 part of soft soap, 2 parts of fuller's earth and 1 part of potash into a thin paste with boiling water and lay it on the spots and let it remain for a few hours, then wash off. If the marble is saturated the oil may be removed from the surface, but after a time it will reappear from underneath, when another application will be necessary.

H. W. Sparker.

There is no strength without sympathy.

Frog-in-Your-Throat Higher.

Many prominent members of the retail drug trade are considerably incensed over the action of Frog-in-Your-Throat Company, of New York. It seems this company is now charging eighty-five cents per dozen, and \$8.85 per gross for their goods, whereas the former price was seventy-five cents per dozen, and \$7.20 per gross. The owners have sent out the following circular:

We intend to market Frog-in-Your-Throat with every druggist, grocer, confectioner, cigar dealer, newsdealer and restaurant that we can reach. The present owners intend to leave no field unworked.

The editor of the Western Pennsylvania Retail Druggist, criticising this circular, says:

The druggist made Frog-in-Your-Throat, and the druggist can unmake it if he will. For our liberality to this article by window display and personal push we are now getting our reward. To our mind the druggist who displays this item in his window, or fails to keep it out of sight in his store, in the future, is sadly lacking in appreciation of his duty toward himself and his profession. For our own store, we purpose buying a good throat tablet in bulk, boxing it under our own label and pushing it for all we know how, at a cost of three cents per box. Do not take up some other fellow's product and be treated the same way again. Work for your own benefit, not always for the charlatan who will "throw you down" every time it pays him better to do so.

What a Drug Clerk Must Know.

A clerk in a drug store must, in order to be capable of holding his job, know what the weather indications are for tomorrow; know how many stamps it takes on anything that is to be mailed at the postoffice; know when the sale of tickets opens for theatrical attractions, and how many rows back in the balcony the 50 cent seats begin; how often the cars pass, and what car one should take to visit a friend at 1002 Park avenue; know whether a lady wearing a black hat and a brown dress, relieved with a pale pink satin yoke, over which was shirred dainty pink chiffon, had as yet called and asked for a friend; whether muriatic acid would really take the grease out of a stopped up sink, as claimed by the Ladies' Home Fireside; know whether sugar or milk was all the baby needed at first; know when the first train left for the East, and what changes of cars would be necessary between here and New York; know whether the fish were biting at the lakes; know what time services begin at the All Souls church Sunday morning; know when Harpers' with that last chapter of "Lady Harrington's Granddaughter" would be in, etc. In addition to this, he must know how to compound prescriptions.—Atchison Globe.

The Drug Market.

Opium—Is dull. Price unchanged. It is not believed any lower prices will rule as primary markets are very firm.
Morphine—Is unchanged.
Quinine—Is dull and weak at the decline.

Cod Liver Oil—The laid down cost from Norway is over \$4 per gallon, and as the catch is very small there seems to be no relief from high price.

Balsam Peru—Has declined on account of competition among holders.

Oil Pennyroyal—Is very firm and higher prices are looked for.

Oil Sassafras—Is in small supply, and is firm at advanced price.

Oil Peppermint—Has again declined.
Short Buchu Leaves—It has been stated that stocks have been concen-

trated by one or two holders. Lower prices are not looked for.

Wormseed—Is very scarce and prices are firm and tending higher.
Turpentine—Has declined.

Indigestion Extraordinary.

Physicians at the Erie County Hospital, Buffalo, state that as a result of an operation performed at the hospital on February 28, 453 carpet tacks, 41 small knife blades, 142 screw nails, 40 pin points (resembling the points on a shoemaker's awl), six and one-half ounces of ground glass and a wire chain about three inches in length were taken from the stomach of the patient, Claude Trimble, 24 years old, who claims to be a cook. He went to the hospital complaining of indigestion and pains in the stomach. The physicians reported that the patient was in a fair way to recovery.

Gauge a man's credit by his probable capacity to pay—hold him down to the amount—and you do much to keep him honest.

Force never fusses.

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.

Losing Sales on Wall Paper?

Because your stock is not complete. We have ready for immediate shipment a good assortment of

Ready Selling Wall Paper

in all grades. A card will bring samples or salesman.

HEYSTEK & CANFIELD CO.
Grand Rapids, Mich.
Michigan's Wall Paper Jobbers.

Hammocks Fishing Tackle Marbles Base Balls Rubber Balls

Wait to see our line before placing orders.

Grand Rapids Stationery Co.
29 N. Ionia St., Grand Rapids, Michigan

FRED BRUNDAGE

wholesale

Drugs and Stationery

32 & 34 Western Ave.,

MUSKEGON, MICH.

WHOLESALE DRUG PRICE CURRENT

Advanced— Declined—Oil Peppermint, Turpentine.

Acidum	Conium Mac.	80¢ 90	Scilla Co.	50
Aceticum	Copaiba	1 15¢ 1 25	Toluana	50
Benzolium, German.	Cubebe	1 30¢ 1 35	Prunus virg.	50
Boracic	Erechthitios	1 50¢ 1 60	Tinctures	
Carbolicum	Erigeron	1 00¢ 1 10	Aconitum Napellus R	80
Citricum	Gaultheria	2 30¢ 2 40	Aconitum Napellus F	50
Hydrochlor.	Gossippi, ounce	75	Aloes	50
Hydrocyanic	Hedonema	50¢ 60	Aloes and Myrrh.	50
Iodicum	Juniper	1 80¢ 1 85	Arnica	50
Ioduricum	Lavandula	90¢ 2 00	Assafoetida	50
Nitricum	Limonis	1 15¢ 1 25	Atropine Belladonna.	50
Oxalicum	Mentha Piper	3 90¢ 4 40	Aurant Cortex.	50
Phosphoricum dil.	Mentha Verid.	5 00¢ 5 50	Benzoin	50
Salicylicum	Morruha, gal.	4 00¢ 4 25	Benzoin Co.	50
Sulphuricum	Myrra	4 00¢ 4 50	Camphora	50
Tannicum	Piels Liquida	75¢ 3 00	Cantharides	50
Tartaricum	Piels Liquida, gal.	10¢ 12	Cardamon	75
Ammonia	Ricina	92¢ 98	Cardamon Co.	75
Aqua, 16 deg.	Rosmarini	1 00	Castor	1 00
Aqua, 20 deg.	Rosa, ounce	6 50¢ 7 00	Catechu	50
Carbonas	Suocini	40¢ 45	Cinchona	50
Chloridum	Sabina	90¢ 1 00	Cinchona Co.	50
Aniline	Santal	2 75¢ 3 00	Colubia	50
Black	Sassafras	60¢ 65	Cubeba	50
Brown	Sassafras, ounce	1 50¢ 1 60	Cassia Acutifol Co.	50
Red	Sinapis, ess.	60¢ 65	Cassia Acutifol Co.	50
Yellow	Tigil	1 50¢ 1 60	Digitalls	50
Bacoe	Thyme	40¢ 50	Ergot	50
Cubebe	Thyme, opt.	1 60	Ferri Chloridum	35
Juniperus	Theobromas	15¢ 20	Gentian	50
Xanthoxylum	Potassium		Gentian Co.	50
Balsamum	Bi-Carb.	15¢ 18	Gulaca	50
Copalba	Bichromate	13¢ 15	Gulaca ammon.	50
Peru	Bromide	33¢ 35	Hyoxyamus	75
Terabin, Canada	Carb.	12¢ 15	Iodine	75
Tolutan	Chlorate, po. 17 1/2	15¢ 18	Iodine, colorless	50
Cortex	Cyanide	34¢ 38	Kino	50
Ables, Canadian	Iodide	2 30¢ 2 40	Lobelia	50
Cassia	Potassa, Bitart, pure	28¢ 30	Myrr	50
Cinchona Flava	Potass Nitras, opt.	7¢ 10	Nux Vomica	75
Enconymus atropurp.	Potass Nitras	6¢ 8	Opil.	50
Myrica Cerifera, po.	Frustrate	23¢ 28	Opil, deodorized	50
Prunus Virgini.	Sulphate po.	15¢ 18	Quassia	50
Quillaja, gr'd.	Radix		Rhatany	50
Sassafras, po. 15	Aconitum	20¢ 25	Rhel	50
Ulmus, po. 20, gr'd	Altha	30¢ 33	Sanguinaria	50
Extractum	Anchusa	10¢ 12	Serpentaria	50
Glycyrrhiza Glabra	Arum po.	10¢ 12	Stromozula	50
Glycyrrhiza, po.	Calamus	20¢ 25	Tolutan	50
Hematox, 15 lb. box	Gentiana	20¢ 40	Valerian	50
Hematox, 15	Gentiana, po. 15	12¢ 15	Veratrum Veride.	50
Hematox, 1/4s	Glycyrrhiza, pv. 15	16¢ 18	Zingiber	20
Hematox, 1/4s	Hydrastis Canaden.	75	Miscellaneous	
Ferra	Hydrastis Can., po.	80	Ether, Spts. Nit. F	30¢ 35
Carbonate Precip.	Hellebore, Alba, po.	12¢ 15	Ether, Spts. Nit. 4 F	34¢ 38
Citrate and Quina	Inula, po.	18¢ 22	Alumen	24¢ 3
Citrate Soluble	Ipecac, po.	2 75¢ 2 80	Alumen, gro'd, po. 7	30¢ 4
Ferrocyanidum Sol.	Isis plox, po. 35 1/2	35¢ 40	Annato.	40¢ 50
Solut. Chloride	Jalapa, pr.	28¢ 30	Antimoni, po.	40¢ 5
Sulphate, com'l.	Maranta, 1/4s	28¢ 35	Antimoni et Potass T	40¢ 50
Sulphate, com'l, by	Podophyllum, po.	22¢ 25	Antipyrin	25
bbi, per cwt.	Rhel	75¢ 1 00	Antifebrin	20
Sulphate, pure	Rhel, cut.	1 25	Argent Nitras, oz.	42
Flora	Rhel, pv.	75¢ 1 35	Arsenicum	10¢ 12
Arnica	Spigella	35¢ 38	Balm Glead Buds.	45¢ 50
Anthemis	Sanguinaria, po. 15	18	Bismuth S. N.	2 20¢ 2 35
Matricaria	Serpentaria	10¢ 15	Calcium Chlor., 1s.	10
Folia	Senega	1 60¢ 1 70	Calcium Chlor., 1/4s.	12
Barosma	Smlax, officinalis H.	10¢ 15	Calcium Chlor., 1/2s.	12
Cassia Acutifol, Tin-	Smlax, M.	10¢ 12	Cantharides, Rus, po.	80
nevelly	Scilla	10¢ 12	Capsici Fructus, al.	15
Cassia, Acutifol, Alx.	Symplocarpus, Foeti-	25	Capsici Fructus, po.	15
and 1/4s	du, po.	25	Capsici Fructus B, po.	15
Salvia officinalis, 1/4s	Valeriana, Eng. po. 30	15¢ 20	Caryophyllus, po. 15	12¢ 14
and 1/4s	Valeriana, German.	15¢ 20	Carmine, No. 40	3 00
Uva Ursi.	Zingiber a	14¢ 16	Cera Alba	55¢ 60
Gummi	Zingiber j.	25¢ 27	Cera Flava	40¢ 42
Acacia, 1st picked	Semen		Cocculus	40
Acacia, 2d picked	Anisum, po. 18	15	Cassia Fructus	35
Acacia, 3d picked	Aplum (graveleons).	13¢ 15	Centraia	10
Acacia, sifted sorts.	Bfrd, 1s.	4¢ 6	Cateacum.	45
Acacia, po.	Carul.	10¢ 11	Chloroform	55¢ 60
Aloe, Barb. po. 18 1/2	Cardamon.	1 25¢ 1 75	Chloroform, squibbs	1 10
Aloe, Cape	Coriandrum.	8¢ 10	Chloral Hyd Crst.	1 35¢ 1 60
Aloe, Socotri.	Cannabis Sativa.	64¢ 70	Chondrus	20¢ 25
Ammoniac.	Cannabis Sativa.	75¢ 1 00	Cinchonidine, P. & W	38¢ 48
Assafoetida, po. 40	Chenopodium	15¢ 16	Cinchonidine, Germ.	38¢ 48
Benzolium	Chenopodium	15¢ 16	Cocaine	4 55¢ 4 75
Catechu, 1s.	Dipterix Odorate.	6¢ 10¢	Corks, list, dis. pr. et.	45
Catechu, 1/4s.	Foeniculum	7¢ 9	Croscotum	45
Catechu, 1/4s.	Foenugreek, po.	7¢ 9	Creta, bbl. 75	2
Camphora	Lini	4	Creta, prep.	5
Camphorium, po. 35	Lini, gr'd	4	Creta, prep.	5
Galbanum	Lobelia	1 50¢ 1 65	Creta, Bubra	9¢ 11
Gamboge, po	Phariaris Canarian.	6	Crocus	38¢ 40
Gualacum, po. 35	Rapa	5	Cudbear	24
Klno, po. 30.75	Sinapis Alba	9¢ 10	Cupri Sulph.	64¢ 8
Mastic	Sinapis Nigra	11¢ 12	Dextrine	72
Myrrh, po. 45	Spiritus		Ether Sulph.	78¢ 92
Opil, po. 4.40¢ 4.50	Frumentl, W. D. Co.	2 00¢ 2 50	Emery, all numbers.	8
Shellac	Frumentl, D. F. R.	2 00¢ 2 25	Emery, po.	8
Shellac, bleached	Frumentl	1 25¢ 1 50	Ergota	85¢ 90
Tragacanth	Juniperis Co. O. T.	1 65¢ 2 00	Flake White	12¢ 15
Herba	Juniperis Co.	1 75¢ 3 50	Galla	28
Absinthium, oz. pkg	Saacharum N. E.	1 90¢ 2 10	Gambler	8¢ 9
Eupatorium, oz. pkg	Spl. Vini Gallii.	1 75¢ 6 50	Gelatin, Cooper	80
Lobelia, oz. pkg	Vini Oporto	1 25¢ 2 90	Gelatin, French	35¢ 60
Majorum, oz. pkg	Vini Alba.	1 25¢ 2 00	Glassware, flint, box	75 & 5
Mentha Pip., oz. pkg	Sponges		Less than box	70
Mentha Vir., oz. pkg	Florida sheeps' wool	2 50¢ 2 75	Glue, brown	11¢ 13
Rue, oz. pkg	Nassau sheeps' wool	2 50¢ 2 75	Glue, white	15¢ 25
Tanaacetum V oz. pkg	Velvet extra sheeps'	2 50¢ 2 75	Glycerina	174¢ 25
Thymus, V. oz. pkg	wool, carriage	1 50	Grana Paradisi.	25
Magnesia	Extra yellow sheeps'	1 25	Humulus	25¢ 55
Calcined, Pat.	wool, carriage	1 25	Hydrarg Chlor Mite	1 00
Carbonate, Pat.	Grass sheeps' wool,	1 00	Hydrarg Ox Rub'm.	1 10
Carbonate, K. & M.	carriage	75	Hydrarg Ammoniat	20
Carbonate, Jennings	Hard, for sla use.	1 00	Hydrarg Unguentum	50¢ 60
Oleum	Yellow Reef, for	1 40	Hydrargyrum	85
Absinthium	slate use.	1 40	Ichthyobolia, Am.	65¢ 70
Amygdale, Dulc.	Syrups		Indigo	75¢ 1 00
Amygdale, Amare.	Acacia	50	Iodine, Resubl.	3 40¢ 3 85
Anisi	Aurant Cortex.	50	Iodoform	3 60¢ 3 85
Aurant Cortex.	Zingiber	50	Lupulin	50
Bergamill	Ipecac.	80	Lycopodium	65¢ 70
Caliputi	Ferri Iod.	80	Maels	65¢ 75
Caryophyll	Rhel Arom.	80	Liquor Arsen et Hy-	25
Cedar	Smlax Officinalis.	50¢ 60	drarg Iod.	25
Chenopadi.	Senega	2 50	Liquor Potass Arsnit	10¢ 12
Cinnamon	Scilla	2 50	Magnesia, Sulph, bbl	20
Citroula	Scilla	2 50	Magnesia, Sulph, bbl	14

Menthol.	7 30¢ 7 56	Selditz Mixture.	20¢ 22	Linseed, pure raw...	44 47
Morphia, S., P. & W.	2 35¢ 2 50	Sinapla	18	Linseed, boiled	45 48
Morphia, S., N. Y. Q.	2 35¢ 2 57	Sinapla, opt.	30	Neatsfoot, winter str	50 65
Morphia, Mal.	2 25¢ 2 60	Snuff, Maccaboy, De	40	Spirits Turpentine..	60 65
Moschus Canton.	40	Voce	41	Paints BBL. L	
Myristica, No. 1.	38¢ 40	Snuff, Scotch, De Vo's	41	Red Venetian	1 1/2 2 2 1/2
Nux Vomica...po. 15	10	Soda, Boras	92 11	Ochre, yellow Mars.	1 1/2 2 1/2
Os Sepia.	35¢ 37	Soda, Boras, po.	92 11	Ochre, yellow Ber.	1 1/2 2 3/4
Pepsin Saac, H. & P.	2 00	Soda et Potass Tart.	28¢ 30	Soda, commercial.	2 1/2 2 3/4
Piels Liq. N.N. 1/4 gal.	1 00	Soda, Carb.	1 1/2 2	Puity, strictly pure.	2 1/2 2 3/4
Piels Liq., pints.	2 00	Soda, Bl-Carb.	3¢ 5	Vermilion, Prime	2
Pil Hydrarg...po. 80	50	Soda, Ash.	3 1/2 4	American	13¢ 15
Piper Nigra...po. 22	50	Soda, Sulphas.	2 60	Vermilion, English.	70¢ 75
Piper Alba...po. 35	50	Spts. Cologne.	50¢ 55	Green, Paris.	14 18
Pix Burgun.	10¢ 12	Spts. Ether Co.	2 00	Green, Peninsular.	13¢ 16
Plumbi Acet. et Opil	30¢ 1 50	Spts. Vini Rect. bbl.	2	Lead, red	8 1/2 7
Purithrum, boxes H.	50	Spts. Vini Rect. 10gal	2	Lead, white	6 1/2 7
& P. D. Co., doz.	75	Spts. Vini Rect. 5 gal	90¢ 1 15	Whiting, white Span	90
Pyrethrum, pv.	25¢ 30	Strychnia, Crystall.	2 4¢ 3 1/2	Whiting, gliders	95
Quassia	10¢ 10	Sulphur, Subl.	2 1/2 3 1/2	White, Paris, Amer.	1 25
Quina, S. P. & W.	28¢ 38	Tamarinds	8¢ 10	Whiting, Paris, Eng.	1 48
Quina, S. German.	28¢ 38	Terebenth Venice.	28¢ 30	Universal Prepared.	1 10 1 20
Quina, N. Y.	28¢ 38	Theobroma.	40¢ 50	Varnishes	
Rubla Tincturum.	9 00¢ 16 00	Vanilla	9 00¢ 16 00	No. 1 Turp Coach	1 10¢ 1 20
Saccharum Lactis pv	20¢ 22	Zinct Sulph.	7¢ 8	Extra Turp	1 50¢ 1 70
Salsacra	4 50¢ 4 75	Oils		Coach Body	2 75¢ 3 00
Sanguis Draconis.	40¢ 50	Whale, winter	BBL. GAL. 70	No. 1 Turp Furn.	1 00¢ 1 10
Sapo, W.	12¢ 14	Lard, extra	85 90	Extra Turk Damar.	1 50¢ 1 60
Sapo M.	10¢ 12	Lard, No. 1	80 85	Jap. Dryer, No. 1 Turp	70¢ 79
Sapo S.	12				

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
Some Sugars	Scaled Herring
Scouring Soaps	Sal Soda
	Rolled Oats
	Galvanized Pails

Index to Markets

By Columns

Col.	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T	V	W	X	Y
	Akron Stoneware	Baking Powder	Candles	Dried Fruits	Gelatine	Herbs	Jelly	Lamp Burners	Meat Extracts	Nuts	Pickles	Rice	Salad Dressing	Tea	Tobacco	Twine	Vinegar	Washing Powder	Woodenware	Wrapping Paper	Yeast Cake			

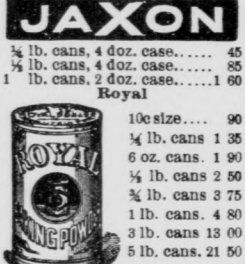
1

AXLE GREASE

doz.	gross
Aurora	55 6 00
Castor Oil	80 7 00
Diamond	50 4 25
Frazier's	75 9 00
I.X.L. Golden, tin boxes	75 9 00

BAKING POWDER

doz.	gross
1 lb. cans, 4 doz. case	3 75
1/2 lb. cans, 2 doz. case	3 75
1 lb. cans, 1 doz. case	3 75
5 lb. cans, 1/4 doz. case	8 00



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

CONDENSED PEARL BLUING

Small size, per doz.	40
Large size, per doz.	75

TRYABITA

The Ready Cooked Granular Wheat Food

A Delightful Cereal Surprise

Cases, 24 1 lb. packages 2 70

Peptonized Celery Food, 3 doz. in case 4 05

Hulled Corn, per doz. 85

BROOMS

No. 1 Carpet	2 50
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 70
Warehouse	2 90

BRUSHES

Solid Back, 8 in.	45
Solid Back, 11 in.	95
Pointed Ends	85

Stove

No. 3	75
No. 2	1 10
No. 1	1 75

Shoe

No. 8	1 00
No. 7	1 30
No. 4	1 70
No. 3	1 90

Wiens' Dustless Sweeper

2

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 @55c

CANNED GOODS

Apples

3 lb. Standards	85
Gallons, standards	2 00 @ 2 25

Blackberries

Standards	85
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Beans

Baked	80 @ 1 30
Red Kidney	80 @ 90
String	70
Wax	75 @ 80

Blueberries

Standard	1 20
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Brook Trout

2 lb. cans, Spiced	1 90
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Clams

Little Neck, 1 lb.	1 00
Little Neck, 2 lb.	1 50

Clam Bouillon

Burnham's, 1/4 pint	1 92
Burnham's, pints	3 60
Burnham's, quarts	7 20

Cherries

Red Standards	1 80 @ 1 50
White	1 50

Corn

Fair	1 00
Good	1 10
Fancy	1 40

French Peas

Sur Extra Fine	22
Extra Fine	19
Fine	15
Moyen	11

Gooseberries

Standard	90
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Hominy

Standard	85
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Lobster

Star, 1/4 lb.	2 00
Star, 1 lb.	3 00
Picnic Tails	2 40

Mackerel

Mustard, 1 lb.	1 80
Mustard, 2 lb.	2 80
Soused, 1 lb.	1 80
Soused, 2 lb.	2 80
Tomato, 1 lb.	1 80
Tomato, 2 lb.	2 80

Mushrooms

Hotels	18 @ 20
Buttons	22 @ 25

Oysters

Cove, 1 lb.	85
Cove, 2 lb.	1 55
Cove, 1 lb. Oval	95

Peaches

Ple	85 @ 90
Yellow	1 25 @ 1 85

Pears

Standard	1 00
Fancy	1 25

Peas

Marrowfat	90 @ 1 10
Early June	90 @ 1 60
Early June Sifted	1 65

Plums

Plums	85
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Pineapple

Grated	1 25 @ 2 75
Sliced	1 35 @ 2 55

Pumpkin

Fair	75
Good	90
Fancy	1 10
Gallon	2 50

Raspberries

Standard	1 15
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Russian Caviar

1/4 lb. cans	3 75
1/2 lb. cans	7 00
1 lb. cans	12 00

BUTTER COLOR

W. R. & Co.'s, 10c size	1 25
W. R. & Co.'s, 25c size	2 00

CANDLES

Electric Light, 8s.	12
Electric Light, 16s.	12 1/2
Electric Light, 6s.	9 1/2
Paraffine, 12s.	10
Wicking	17

3

Salmon

Columbia River, talls	@ 1 85
Columbia River, flats	@ 1 80
Pink Alaska	@ 1 30
	@ 90

Sardines

Domestic, 1/2s	3 1/2
Domestic, 1/4s	5
Domestic, Mustard	6
California, 1/4s	11 @ 14
California, 1/2s	17 @ 24
French, 1/4s	7 @ 14
French, 1/2s	18 @ 28

Shrimps

Standard	1 40
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Succotash

Fair	1 25
Good	1 48
Fancy	1 48

Strawberries

Standard	1 10
Fancy	1 40

Tomatoes

Fair	1 00 @ 10
Good	1 15
Fancy	1 25
Gallons	8 50

CARBON OILS

Barrels

Koenee	@ 12 1/4
Perfection	@ 11 1/4
Diamond White	@ 11
D. S. Gasoline	@ 14 1/4
Deodorized Naphtha	@ 12
Cylinder	29 @ 34
Engine	18 @ 22
Black winter	9 @ 10 1/2

CATSUP

Columbia, pints	2 00
Columbia, 4 pints	1 25

CEREAL COFFEE

Cere Kofa, 24 packages	2 50
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For sale by all jobbers

CHEESE

Acme	2 15
Amboy	2 15
Carson City	2 15
Eagle	2 15
Emblem	2 15
Gen	2 15
Gold Medal	@ 14 1/4
Ideal	2 15
Jersey	2 15
Riverside	2 15
Brick	14 @ 15
Edam	2 @ 90
Lelden	2 17
Limburger	13 @ 14
Pineapple	50 @ 75
Sap Sago	2 19

CHEWING GUM

American Flag Spruce	55
Beeman's Pepsin	60
Black Jack	55
Largest Gum Made	60
Sen Sen	55
Sen Sen Breath Perfume	1 00
Sugar Leaf	55
Yucatan	55

CHICORY

Bulk	7
Red	5
Eagle	7
Frank's	6
Schener's	6

CHOCOLATE

Walter Baker & Co.'s

German Sweet	23
Premium	24
Vanilla	41
Caracas	35
Eagle	28

CLEANER & POLISHER

BRUNWICK'S EASYBRIGHT

INSTANTANEOUS CLEANER

CLEANS EVERYTHING

6 oz. can, per doz. 1 35

Quart can, per doz. 2 25

Gallon can, per doz. 7 50

Samples and Circulars Free.

CLOTHES LINES

60 ft. 3 thread, extra	1 00
72 ft. 3 thread, extra	1 40
90 ft. 3 thread, extra	1 70
60 ft. 6 thread, extra	1 29
72 ft. 6 thread, extra	1 40

Jute

80 ft.	75
72 ft.	90
90 ft.	1 05
120 ft.	1 50

Cotton Victor

50 ft.	80
60 ft.	95
70 ft.	1 10

Cotton Windsor

59 ft.	1 20
80 ft.	1 40
70 ft.	1 65
80 ft.	1 85

Cotton Braided

40 ft.	75
50 ft.	85
60 ft.	95

Galvanized Wire

No. 20, each 100 ft long	1 90
No. 19, each 100 ft long	2 10

COCOA

Baker's	38
Cleveland	41
Colonial, 1/4s	35
Colonial, 1/2s	33
Epps	42
Huyler	45
Van Houten, 1/4s	12
Family	20
Van Houten, 1/2s	40
Van Houten, 1s	72

4

Webb 31

Wilbur, 1/4s 41

Wilbur, 1/2s 42

COCOANUT

Dunham's 1/4s and 1/2s	26 1/2
Dunham's 3/4s	27
Dunham's 1s	28
Bulk	13

COCOA SHELLS

20 lb. bags	2 1/4
Less quantity	3
Pound packages	4

COFFEE

Roasted

Dwinell-Wright Co.'s Brands.



White House, 1 lb. cans 8

White House, 2 lb. cans 8

Excelsior, M. & J. 1 lb. cans 10

Excelsior, M. & J. 2 lb. cans 10

Tip Top, M. & J. 1 lb. cans 10

Royal Java and Mocha 10

Java and Mocha Blend 10

Boston Combination 10

Ja-Vo Blend 10

Ja-Mo-Ka Blend 10

Distributed by Judson Grocer Co., Grand Rapids, C. El. Hott & Co., Detroit, B. Desenberg & Co., Kalamazoo, Symons Bros. & Co., Saginaw, Jackson Grocer Co., Jackson, Melsel & Goeschel, Bay City, Fielbach Co., Toledo.

Rio

Common	8
Fair	9
Choice	10
Fancy	15

Santos

Common	8
Fair	9
Choice	10
Fancy	13
Peaberry	11

Maracalbo

Fair	8
Choice	13

Mexican

Choice	13
Fancy	17

Guatemala

Choice	13
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Java

African	12
Fancy African	17
O. G.	25
P. G.	31

Mocha

Arabian	21
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Package

New York Basis	10 1/4
Arbuckle	10 1/4
Dilworth	10 1/4
Jersey	11
Lion	10

McLaughlin's XXXX

McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.

Extract

Holland, 1/2 gross boxes	90
Felix 1/2 gross	1 15
Hummel's full 1/2 gross	85
Hummel's tin 1/2 gross	1 43

CONDENSED MILK

4 doz in case.

Borden Eagle

Gall Borden Eagle	6 40
Crown	5 90
Daisy	4 70
Champion	4 25
Magnolia	4 00
Challenge	4 40
Peerless Evaporated Cream	3 85
Milkmaid	6 10
Dime	3 85
Nestles	4 25
Highland Cream	5 00
St. Charles Cream	4 50

CRACKERS

National Biscuit Co.'s brands

Butter

Seymour	6
New York	8
Family	6
Salted	8
Wolverine	7

5

Soda

N. B. C.	7
Soda, City	8
Long Island Waters	13
Zephyrette	13

Oyster

Round	6
Square	6
East	7 1/2
Extra Farina	7 1/2
Saltine Oyster	7

Sweet Goods-Boxes

Animals	10
Assorted Cake	10
Belle Rose	8
Bent's Water	8
Cinnamon Bar	8
Coffee Cake, Iced	10
Coffee Cake, Java	10
Cocoa Nut Macaroons	18
Cocoa Bar	10
Cocoa Nut Taffy	12
Cracknells	16
Creams, Iced	8
Cream Crisp	10 1/4
Cubans	11 1/4
Current Fruit	10
Frosted Honey	12
Frosted Cream	8
Ginger Gems, 1 1/2 doz. am'll	8
Ginger Snaps, N. B. C.	6 1/4
Gladator	10 1/4
Grandma Cakes	9
Graham Crackers	8
Graham Wafers	12
Grand Rapids Tea	15
Honey Fingers	12
Iced Honey Crumpets	10
Imperial	8
Jumbles, Honey	12
Lady Fingers	12
Lemon Snaps	12
Lemon Wafers	16
Marshmallow	18
Marshmallow Walnuts	18
Mary Ann	8
Mixed Picnic	11 1/4
Milk Biscuit	7 1/4
Molasses Cake	8
Molasses Bar	9
Moss Jelly Bar	12 1/4
Newton	8
Oatmeal Crackers	12
Oatmeal Wafers	12
Orange Crisp	9
Orange Gem	8
Penny Cake	8
Pilot Bread, XXX	7 1/4
Pretzels, hand made	8
Pretzels, hand made	8
Scotch Cookies	10
Sears' Lunch	7 1/4
Sugar Cake	8
Sugar Biscuit Square	8
Sugar Squares	8
Sultanas	13
Tutti Frutti	16
Vanilla Wafers	16
Viennas Crim.	6
E. J. Krueger & Co.'s baked goods	8

Standard Crackers</

6

Table with 2 columns: Item Name and Price. Includes Peas (Green, Wisconsin, Split), Rolled Oats (Avena, Steel Cut), Monarch, Quaker cases, Grits (Walsh-DeRoo Co.'s Brand), and Sage (East India, German).



Cases, 24 2 lb. packages.... 2 00

Table with 2 columns: Item Name and Price. Includes East India, German, broken package.

Table with 2 columns: Item Name and Price. Includes Tapioca (Flake, Pearl), Cracked, bulk.

Table with 2 columns: Item Name and Price. Includes Wheat (Cracked, bulk).

Table with 2 columns: Item Name and Price. Includes Fishing Tackle (1/4 to 1 inch, 1 1/2 to 2 inches, 2 inches).

Table with 2 columns: Item Name and Price. Includes Cotton Lines (No. 1, 10 feet, No. 2, 15 feet, etc.).

Table with 2 columns: Item Name and Price. Includes Linen Lines (Small, Medium, Large).

Table with 2 columns: Item Name and Price. Includes Poles (Bamboo, 14 ft., 18 ft.).

FLAVORING EXTRACTS

JAXON FOOTE & JENKS' Highest Grade Extracts. Includes Vanilla, Lemon, and other flavors.

COLEMAN'S HIGH GRADE EXTRACTS. Includes Vanilla, Lemon, and other flavors.

JENNINGS' FLAVORING EXTRACTS. Includes Folding Boxes (D. C. Lemon, D. C. Vanilla).

JENNINGS' FLAVORING EXTRACTS. Includes Taper Bottles (D. C. Lemon, D. C. Vanilla).

JENNINGS' FLAVORING EXTRACTS. Includes Full Measure (D. C. Lemon, D. C. Vanilla).

JENNINGS' FLAVORING EXTRACTS. Includes Tropical Extracts (Lemon, Vanilla).

JENNINGS' FLAVORING EXTRACTS. Includes Souder's (Regular Lemon, Regular Vanilla).

JENNINGS' FLAVORING EXTRACTS. Includes Fresh Meats (Carcass, Forequarters, Hindquarters).

7

Table with 2 columns: Item Name and Price. Includes Pork (Dressed, Loin), Boston Butts, Leaf Lard, Mutton (Carcass, Lambs), Veal (Carcass).

Table with 2 columns: Item Name and Price. Includes GELATINE (Knox's Sparkling, Knox's Sparkling, pr gross, Knox's Acidulated, pr gross).

Table with 2 columns: Item Name and Price. Includes GRAIN BAGS (Amoskeag, 100 in bale).

Table with 2 columns: Item Name and Price. Includes GRAINS AND FLOUR (Wheat).

Table with 2 columns: Item Name and Price. Includes Winter Wheat Flour (Local Brands).

Table with 2 columns: Item Name and Price. Includes Wheat (Patents, Second Patent).

Table with 2 columns: Item Name and Price. Includes Wheat (Straight, Second Straight).

Table with 2 columns: Item Name and Price. Includes Wheat (Clear, Graham, Buckwheat).

Table with 2 columns: Item Name and Price. Includes Wheat (Rye, Subject to usual cash discount).

Table with 2 columns: Item Name and Price. Includes Wheat (Flour in bbls., 25c per bbl. additional).

Table with 2 columns: Item Name and Price. Includes Wheat (Worden Grocer Co.'s Brand).

Table with 2 columns: Item Name and Price. Includes Wheat (Spring Wheat Flour).

Table with 2 columns: Item Name and Price. Includes Wheat (Clark-Jewell-Wells Co.'s Brand).

Table with 2 columns: Item Name and Price. Includes Wheat (Pillsbury's Best).

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8

Table with 2 columns: Item Name and Price. Includes MOLASSES (New Orleans), Fancy Open Kettle, Choice, Fair, Good, Half-barrels 2c extra.

Table with 2 columns: Item Name and Price. Includes MUSTARD (Horse Radish, 1 doz, Horse Radish, 2 doz).

Table with 2 columns: Item Name and Price. Includes METAL POLISH (Search Brand).

Table with 2 columns: Item Name and Price. Includes METAL POLISH (Paste, 3 oz. box, per doz, Liquid, 4 oz. bottle, per doz).

Table with 2 columns: Item Name and Price. Includes METAL POLISH (Liquid, 1/2 pt. can, per doz, Liquid, 1 pt. can, per doz).

Table with 2 columns: Item Name and Price. Includes METAL POLISH (Liquid, 1/2 gal. can, per doz, Liquid, 1 gal. can, per doz).

Table with 2 columns: Item Name and Price. Includes METAL POLISH (OLIVES).

Table with 2 columns: Item Name and Price. Includes METAL POLISH (Bulk, 1 gal. kegs, Bulk, 5 gal. kegs).

Table with 2 columns: Item Name and Price. Includes METAL POLISH (Manzanilla, 7 oz., Queen, plnts., Queen, 28 oz., Stuffed, 5 oz., Stuffed, 8 oz., Stuffed, 10 oz.).

Table with 2 columns: Item Name and Price. Includes METAL POLISH (PIPES).

Table with 2 columns: Item Name and Price. Includes METAL POLISH (Clay, No. 216, Clay, T. D., full count).

Table with 2 columns: Item Name and Price. Includes METAL POLISH (PICKLES).

Table with 2 columns: Item Name and Price. Includes METAL POLISH (Barrels, 1,200 count, Half bbls, 600 count).

Table with 2 columns: Item Name and Price. Includes METAL POLISH (Barrels, 2,400 count, Half bbls, 1,200 count).

Table with 2 columns: Item Name and Price. Includes METAL POLISH (PLAYING CARDS).

Table with 2 columns: Item Name and Price. Includes METAL POLISH (No. 90, Steamboat, No. 15, Rival, assorted).

Table with 2 columns: Item Name and Price. Includes METAL POLISH (No. 20, Rover, enameled, No. 572, Special).

Table with 2 columns: Item Name and Price. Includes METAL POLISH (No. 98, Golf, satin finish, No. 808, Bicycle).

Table with 2 columns: Item Name and Price. Includes METAL POLISH (No. 632, Tournament Whist, 48 cans in case).

Table with 2 columns: Item Name and Price. Includes METAL POLISH (Babbitt's, Penna Salt Co.'s).

Table with 2 columns: Item Name and Price. Includes METAL POLISH (PROVISIONS).

Table with 2 columns: Item Name and Price. Includes METAL POLISH (Barreled Pork).

Table with 2 columns: Item Name and Price. Includes METAL POLISH (Mess., Back fat, Clear back).

Table with 2 columns: Item Name and Price. Includes METAL POLISH (Short cut, Fig, Family Mess Loin).

Table with 2 columns: Item Name and Price. Includes METAL POLISH (Clear, Dry Salt Meats).

Table with 2 columns: Item Name and Price. Includes METAL POLISH (Bellies, S P Bellies, Extra shorts).

Table with 2 columns: Item Name and Price. Includes METAL POLISH (Smoked Meats).

Table with 2 columns: Item Name and Price. Includes METAL POLISH (Hams, 12 lb. average, Hams, 14 lb. average).

9

Table with 2 columns: Item Name and Price. Includes RICE (Domestic), Carolina head, Carolina No. 1, Carolina No. 2, Broken.



Sutton's Table Rice, 40 to the bale, 2 1/2 pound pockets... 7 1/4

Table with 2 columns: Item Name and Price. Includes RICE (Imported).

Table with 2 columns: Item Name and Price. Includes RICE (Japan, No. 1, Japan, No. 2).

Table with 2 columns: Item Name and Price. Includes RICE (Java, fancy head, Java, No. 1).

Table with 2 columns: Item Name and Price. Includes RICE (Table).



Best grade Imported Japan, 3 pound pockets, 33 to the bale, 2 1/2 c more than bulk.

Table with 2 columns: Item Name and Price. Includes RICE (SAL DRESSING).

Table with 2 columns: Item Name and Price. Includes RICE (Durkee's, large, 1 doz, Durkee's, small, 2 doz).

Table with 2 columns: Item Name and Price. Includes RICE (Snider's, large, 1 doz, Snider's, small, 2 doz).

Table with 2 columns: Item Name and Price. Includes RICE (SALERATUS).

Table with 2 columns: Item Name and Price. Includes RICE (Packed 60 lbs. in box).

Table with 2 columns: Item Name and Price. Includes RICE (Church's Arm and Hammer, Deland's, Dwight's Cow).

Table with 2 columns: Item Name and Price. Includes RICE (Emblem, L. P., Wyandotte, 100 lbs.).

Table with 2 columns: Item Name and Price. Includes RICE (SAL SODA).

Table with 2 columns: Item Name and Price. Includes RICE (Granulated, bbls., Granulated, 100 lb. cases).

Table with 2 columns: Item Name and Price. Includes RICE (Lump, 145 lb. kegs).

Table with 2 columns: Item Name and Price. Includes RICE (SALT).

Table with 2 columns: Item Name and Price. Includes RICE (Diamond Crystal, Table, cases, 24 3 lb. boxes).

Table with 2 columns: Item Name and Price. Includes RICE (Table, barrels, 50 6 lb. bags).

Table with 2 columns: Item Name and Price. Includes RICE (Table, barrels, 40 7 lb. bags).

Table with 2 columns: Item Name and Price. Includes RICE (Butter, barrels, 20 14 lb. bags).

10

Table with 2 columns: Item Name and Price. Includes Trout (No. 1 100 lbs., No. 1 40 lbs., No. 1 10 lbs., No. 1 8 lbs.).

Table with 2 columns: Item Name and Price. Includes Trout (Mackerel).

Table with 2 columns: Item Name and Price. Includes Trout (Mess 100 lbs., Mess 50 lbs., Mess 10 lbs., Mess 8 lbs.).

Table with 2 columns: Item Name and Price. Includes Trout (No. 1 100 lbs., No. 1 50 lbs., No. 1 10 lbs., No. 1 8 lbs.).

Table with 2 columns: Item Name and Price. Includes Trout (Whitefish).

Table with 2 columns: Item Name and Price. Includes Trout (No. 1 No. 1, No. 2).

Table with 2 columns: Item Name and Price. Includes Trout (100 lbs., 50 lbs., 10 lbs., 5 lbs.).

Table with 2 columns: Item Name and Price. Includes Trout (SEEDS).

Table with 2 columns: Item Name and Price. Includes Trout (Anise, Canary, Smyrna, Caraway, Malabar).

Table with 2 columns: Item Name and Price. Includes Trout (Celery, Hemp, Russian, Mixed Bird, Mustard, white).

Table with 2 columns: Item Name and Price. Includes Trout (Poppy, Rape, Cattle Bone).

Table with 2 columns: Item Name and Price. Includes Trout (SHOE BLACKING).

Table with 2 columns: Item Name and Price. Includes Trout (Handy Box, large, Handy Box, small).

Table with 2 columns: Item Name and Price. Includes Trout (Blxby's Royal Polish, Miller's Crown Polish).

Table with 2 columns: Item Name and Price. Includes Trout (SOAP).

Table with 2 columns: Item Name and Price. Includes Trout (Beaver Soap Co. brands).

Table with 2 columns: Item Name and Price. Includes Trout (Grandpa's Wonder Soap).

Table with 2 columns: Item Name and Price. Includes Trout (100 cakes, large size, 50 cakes, large size).

Table with 2 columns: Item Name and Price. Includes Trout (100 cakes, small size, 50 cakes, small size).

Table with 2 columns: Item Name and Price. Includes Trout (JAXON).

Table with 2 columns: Item Name and Price. Includes Trout (Single box, 5 box lots, delivered).

Table with 2 columns: Item Name and Price. Includes Trout (10 box lots, delivered, Johnson Soap Co. brand).

Table with 2 columns: Item Name and Price. Includes Trout (Silver King, Calumet Family, Scotch Family).

Table with 2 columns: Item Name and Price. Includes Trout (Cuba, Jas. S. Kirk & Co. brands).

Table with 2 columns: Item Name and Price. Includes Trout (American Family, Dusky Diamond).

Table with 2 columns: Item Name and Price. Includes Trout (100 6 oz., Sap Rose, Japon Imperial).

Table with 2 columns: Item Name and Price. Includes Trout (White Russian, Dome, oval bars, Satinet, oval).

Table with 2 columns: Item Name and Price. Includes Trout (White Cloud, Lutz Bros. & Co.'s brands).

Table with 2 columns: Item Name and Price. Includes Trout (Big Acme, Big Master, Snow Boy P'wdr).

11

Table with 2 columns: Item Name and Price. Includes STARCH (Common Gloss, 1-lb. packages).

Table with 2 columns: Item Name and Price. Includes STARCH (Common Corn, 20 1-lb. packages).

Table with 2 columns: Item Name and Price. Includes STARCH (SYRUPS).

Table with 2 columns: Item Name and Price. Includes STARCH (CORN).

Table with 2 columns: Item Name and Price. Includes STARCH (Barrels, Half bbls., 10 lb. cans).

Table with 2 columns: Item Name and Price. Includes STARCH (5 lb. cans, 1 doz. in case).

Table with 2 columns: Item Name and Price. Includes STARCH (2 1/2 lb. cans, 2 doz. in case).

Table with 2 columns: Item Name and Price. Includes STARCH (Pure Cane, Fair, Good, Choice).

Table with 2 columns: Item Name and Price. Includes STARCH (STOVE POLISH).

Table with 2 columns: Item Name and Price. Includes STARCH (J. L. Prescott & Co. Manufacturers).

Table with 2 columns: Item Name and Price. Includes STARCH (No. 4, 3 doz in case, gross).

Table with 2 columns: Item Name and Price. Includes STARCH (No. 8, 3 doz in case, gross).

Table with 2 columns: Item Name and Price. Includes STARCH (SUGAR).

Table with 2 columns: Item Name and Price. Includes STARCH (Domino, Cut Leaf, Crushed).

Table with 2 columns: Item Name and Price. Includes STARCH (Cubes, Powdered, Coarse Powdered).

Table with 2 columns: Item Name and Price. Includes STARCH (XXX Powdered, Fine Granulated).

Table with 2 columns: Item Name and Price. Includes STARCH (2 lb. bags Fine Gran, No. 4, Phoenix A).

Table with 2 columns: Item Name and Price. Includes STARCH (No. 5, Empire A, No. 6, No. 7).

Table with 2 columns: Item Name and Price. Includes STARCH (No. 8, No. 9, No. 10).

Table with 2 columns: Item Name and Price. Includes STARCH (No. 11, No. 12, No. 13).

Table with 2 columns: Item Name and Price. Includes STARCH (No. 14, No. 15, No. 16).

Table with 2 columns: Item Name and Price. Includes STARCH (TABLE SAUCES).

Table with 2 columns: Item Name and Price. Includes STARCH (LEA & PERRIN'S SAUCE).

Table with 2 columns: Item Name and Price. Includes STARCH (The Original and Genuine Worcestershire).

Table with 2 columns: Item Name and Price. Includes STARCH (Lea & Perrin's, pints).

Table with 2 columns: Item Name and Price. Includes STARCH (Lea & Perrin's, 1/2 pints).

Table with 2 columns: Item Name and Price. Includes STARCH (Halford, large, Halford, small).

Table with 2 columns: Item Name and Price. Includes STARCH (TEA).

Table with 2 columns: Item Name and Price. Includes STARCH (Sundried, medium, Sundried, choice).

Table with 2 columns: Item Name and Price. Includes STARCH (Sundried, fancy, Regular, medium).

12

Lubetsky Bros. brands	
B. L. Daily Mail, 5c edition	35 00
adillac	54
weet Loma	33
Hiawatha, 5 lb. palls	56
Hiawatha, 10 lb. palls	54
Telegram	22
Pay Car	31
Prarie Rose	49
Protection	37
Sweet Burley	42
Tiger	38
Plug	
Rod Cross	
Palo	32
Kyo	34
Hiawatha	41
Battle Axe	33
American Eagle	32
Standard Navy	36
Spear Head, 16 oz.	41
Spear Head, 8 oz.	43
Nobby Twist	48
Jolly Tar	36
Old Honesty	42
Toddy	33
J. T.	36
Piper Heldsick	61
Boot Jack	78
Honey Dip Twist	39
Black Standard	38
Cadillac	38
Forge	30
Nickel Twist	50
Smoking	
Sweet Core	34
Flat Car	39
Great Navy	34
Warpath	25
Bamboo, 16 oz.	24
1 X L, 5 lb.	28
1 X L, 16 oz. palls	30
Honey Dew	35
Gold Block	35
Flagman	38
Chips	32
Klin Dried	32
Duke's Mixture	38
Duke's Cameo	41
Myrtle Navy	39
Yum Yum, 1 1/2 oz.	39
Yum Yum, 1 lb. palls	37
Cream	36
Corn Cake, 2 1/2 oz.	24
Corn Cake, 1 lb.	22
Plow Boy, 1 1/2 oz.	39
Plow Boy, 3 1/2 oz.	39
Peerless, 3 1/2 oz.	32
Peerless, 1 1/2 oz.	34
Alr Brake	36
Cant Hook	30
Country Club	32-34
Forex XXIX	28
Food Indian	23
Self Binder	20-22
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 3/4
VINEGAR	
Malt White Wine, 40 grain	8
Malt White Wine, 80 grain	11
Pure Cider, B. & B. brand	11
Pure Cider, Red Star	11
Pure Cider, Robinson	11
Pure Cider, Silver	11
WASHING POWDER	
Diamond Flake	2 7/8
Gold Brick	3 25
Gold Dust, regular	4 50
Gold Dust, 5c	4 00
Kirkoline, 24 1/2 lb.	3 40
Pearline	2 75
Soapline	4 10
Babbitt's 1776	3 75
Roseline	3 50
Armour's	3 70
Nine O'clock	3 5
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	40
No. 3, per gross	55
WOODENWARE	
Baskets	
Bushels	1 25
Market	30
Spilnt, large	6 00
Spilnt, medium	5 00
Spilnt, small	4 00
Willow Clothes, large	8 00
Willow Clothes, medium	5 50
Willow Clothes, small	5 00
Bradley Butter Boxes	
2 lb. size, 24 in case	68
3 lb. size, 16 in case	68
5 lb. size, 12 in case	63
10 lb. size, 6 in case	60
Butter Plates	
No. 1 Oval, 250 in crate	40
No. 2 Oval, 250 in crate	45
No. 3 Oval, 250 in crate	50
No. 5 Oval, 250 in crate	60
Churns	
Barrel, 5 gals., each	2 40
Barrel, 10 gals., each	2 55
Barrel, 15 gals., each	2 70
Clothes Pins	
Round head, 5 gross box	80
Round head, cartons	75
Egg Crates	
Humpy Dumpty	2 25
No. 1 complete	90
No. 2 complete	18
Faucets	
Cork lined, in	65
Cork lined, 9 in	75
Cork lined, 10 in	85
Cedar, 8 in	85

13

Mop Sticks	
Trojan spring	90
Eclipse patent spring	85
No. 1 common	75
No. 2 patent brush holder	1 25
12 lb. cotton mop heads	1 25
Ideal No. 7	90
Palls	
2-hoop Standard	1 80
3-hoop Standard	1 65
2-wire, Cable	1 60
3-wire, Cable	1 80
Cedar, all red, brass bound	1 25
Paper, Eureka	2 25
Fibre	2 40
Toothpicks	
Hardwood	2 50
Softwood	2 75
Banquet	1 80
Ideal	1 50
Traps	
Mouse, wood, 2 holes	22
Mouse, wood, 4 holes	45
Mouse, wood, 6 holes	70
Mouse, tin, 5 holes	65
Rat, wood	80
Rat, spring	75
Tubs	
20-inch, Standard, No. 1	7 00
18-inch, Standard, No. 2	6 00
16-inch, Standard, No. 3	5 00
20-inch, Cable, No. 1	7 50
18-inch, Cable, No. 2	6 50
16-inch, Cable, No. 3	5 50
No. 1 Fibre	9 45
No. 2 Fibre	7 95
No. 3 Fibre	7 20
Wash Boards	
Bronze Globe	2 50
Dewey	1 75
Double Acme	2 75
Single Acme	2 25
Double Peerless	3 25
Single Peerless	2 50
Northern Queen	2 50
Double Duplex	3 00
Good Luck	2 75
Universal	2 25
Window Cleaners	
12 in.	1 65
14 in.	1 85
16 in.	2 30
Wood Bowls	
11 in. Butter	75
13 in. Butter	1 10
15 in. Butter	1 75
17 in. Butter	2 75
19 in. Butter	4 25
Assorted 13-15-17	1 75
Assorted 15-17-19	3 00
WRAPPING PAPER	
Common Straw	1 1/4
Fiber Manila, white	3 1/4
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 1/2
Trout	10 1/2
Black Bass	11 1/2
Hallibut	14
Ciscoes or Herring	10
Bluefish	11 1/2
Live Lobster	25
Boiled Lobster	27
Cod	10
Haddock	8
No. 1 Pickerel	8 1/4
Pike	7
Perch	7
Smoked White	12 1/4
Red Snapper	10
Col River Salmon	15
Mackerel	19 1/2
OYSTERS	
Bulk	
F. H. Counts	per gal. 1 75
Extra Selects	1 75
Selects	1 40
Baltimore Standards	1 25
Standards	1 10
Cans	
F. H. Counts	per can 35
Extra Selects	27
Selects	23
Perfection Standards	22
Anchor	20
Standards	18
HIDES AND PELTS	
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 1/2
Calfskins, cured No. 1	11
Calfskins, cured No. 2	9 1/2
Steer hides 60 lbs. or over	9
Cow hides 60 lbs. or over	8
Pelts	
Old Wool	5 1/2 @ 60
Lamb	40 @ 75
Shearlings	40 @ 75
Tallow	
No. 1	3
No. 2	4 1/2

14

Wool	
Washed, fine	2 20
Washed, medium	2 23
Unwashed, fine	1 15
Unwashed, medium	1 14
CANDIES	
Stick Candy	
bbls. palls	
Standard	7
Standard H. H.	7
Standard Twist	8
Cut Loaf	9
Jumbo, 32 lb.	7 1/4
Extra H.	10 1/4
Boston Cream	10
Best	10
Mixed Candy	
Grocers	8
Competition	7 1/2
Special	7 3/4
Conserve	7 1/2
Royal	7 3/4
Ribbon	8
Broken	8
Cut Loaf	8 1/4
English Rock	9
Kinderarten	9
Bon Ton Cream	8 1/4
French Cream	9
Handy Pan	10
Hand Made Cream	11 1/4
mixed	11 1/4
Premio Cream mix	12 1/4
Fancy-In Pails	
O F Horehound 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 Bias Goodies	12
Lozenges, plain	9
Lozenges, printed	11
Champion Chocolate	11
Eclipse Chocolates	13 1/4
Quintette Choc.	11
Champion Gum Dps	8
Moss Drops	9
Lemon Sours	9
Imperial	9
Ital. Cream Opera	12
Ital. Cream Bonbons	11
20 lb. Pails	11
Molasses Chewa, 15 lb. cases	12
Golden Waffles	12
Fancy-In 5 lb. Boxes	
Lemon Sours	250
Peppermint Drops	250
Chocolate Drops	250
H. M. Choc. Drops	250
H. M. Choc. Lt. and Dk. No. 12	1 00
Gum Drops	25
O. F. Licorice Drops	25
Imperial	25
Lozenges, plain	25
Lozenges, printed	25
Molasses Bar	25
Hand Made Creams	80
Cream Buttons, Pep. and Wint.	25
String Rock	25
Wintergreen Berries	25
FRUITS	
Foreign Dried	
Figs	
California, Fancy	@
Cal. pkg, 10 lb. boxes	21 00
Extra Choice, Turk.	@
10 lb. boxes	@
Fancy, Trkr., 12 lb. boxes	13 1/2 @ 15
Pulled, 6 lb. boxes	@
Naturals, in bags	@
Dates	
Fards in 10 lb. boxes	2 6 1/2
Fards in 60 lb. cases	@
Hallowl.	5 @ 5 1/2
lb. cases, new	@
Sairs, 60 lb. cases	2 4 1/2
NUTS	
Whole	
Almonds, Tarragona	21 1/2
Almonds, Fines	@
Almonds, California, soft shelled	15 @ 16
Brazils	11
Filberts	12
Walnuts, Grenobles	15
Walnut, soft shelled	@
Cal. No. 1, new	12 1/2
Table Nuts, fancy	13 1/2
Pecans, Med	10
Pecans, Ex. Large	11
Pecans, Jumbo	12
Hickory Nuts per bu.	@
Ohio, new	@
Cocoanuts, full sacks	@
Chestnuts, per bu.	@
Shelled	
Spanish Peanuts	5 1/2 @ 6 1/2
Pecan Halves	40
Walnut Halves	37
Filbert Meats	30
Alicante Almonds	31
Jordan Almonds	@
Peanuts	
Fancy, H. P., Suns.	4 1/2 @ 5 1/2
Fancy, H. P., Suns Roasted	6 @ 6 1/2
Choice, H. P., Jumbo	7 @ 7 1/2
Choice, H. P., Jumbo Roasted	8 @ 8 1/2

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ELECTROTYPES
DUPLICATES OF
ENGRAVINGS & TYPE FORMS
SINGLY OR IN QUANTITY
TRADESMAN CO., GRAND RAPIDS, MICH.

MEN OF MARK.

C. E. Foote, President of Foote & Jenks, Jackson.

It is a curious fact in history that the vast majority of business men in the United States are what are called "self-made men." They owe whatever measure of success they have achieved to their individual effort, have made their own way in life, beginning with little or no capital, and, blessed with good health and sound common sense, they have forged to the front. No other land in the civilized world contains the percentage of successful business men that exists in the great Western republic. It may be true that in no other country is the opportunity of advancement so extended, but men in America create opportunity. Here the man can start from the lowest rung in the ladder and by persistent effort mount to the topmost point in business, politics or social distinction. If the poor school boy reared in the village or on the farm, or perhaps in the busy haunts of city environment, is capable of self-sacrifice, untiring industry and intelligent effort he can wring success from poverty and obscurity. Such men are found in every community in all this broad land. They may not all attain political distinction or become statesmen or millionaires, but they can become prominent in business and in good works in the radius in which their sphere of life is cast.

It is all these self-made business men who have made this country what it is to-day. They have developed the fields and the mines, have felled the forests, built railroads, navigated the wide waste of waters, organized the business corporations and have set the wheels of industry humming in every city and town. It is the business man who makes work and wage for the industrious toiler, who builds up the cities and towns and who is the pillar upon which the whole structure of society rests. They are patrons and founders of schools, colleges and other institutions of learning. They maintain the churches and public charities, and provide chiefly the means by which the entire machinery of the community is operated. The biography of every business man is interesting to the community in which he is a factor for good, and it furnishes an object lesson that the youth of every locality and every state may well study with interest and profit.

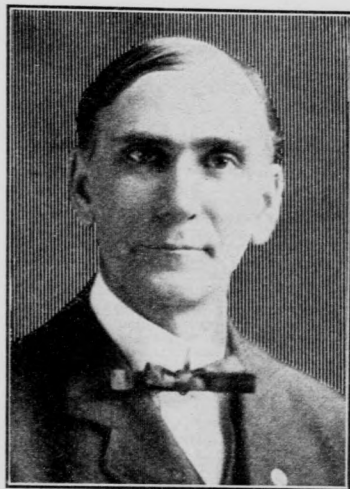
C. E. Foote is the second son of Dan P. Foote and his wife, Elizabeth Graham Foote, and was born in Saginaw county, Oct. 31, 1859. His father was of an old New York family, a pioneer of Michigan, a farmer and afterwards a lawyer, who attained eminence for his learning and ability. He was a friend of the common people and one of them.

After graduation from the Saginaw schools he taught a country school for a short time and then, having an inclination toward chemistry, entered the School of Pharmacy of the University of Michigan, receiving the degree of Pharmaceutical Chemist in 1880.

He then entered the employ of Waldron & Curtis, druggists at Jackson, remaining with them about four years. He then started in the drug business with C. C. Jenks under the firm name of Foote & Jenks, gradually building up a profitable trade, paying particular attention to the manufacturing of pharmaceuticals, and especially of perfumes, in which line their trade soon grew out of retail proportions so that after a time they sold their retail store and devoted their whole time to the manufacture of

perfumes and extracts, in which they have had considerable success. The business was incorporated in 1893. The stock is held mostly by Mr. Foote and Mr. Jenks, but it has always been their policy to make all their employes partners with them, so far as they desire it. They use their people well and think it worth while.

On June 1, 1887, Mr. Foote married Miss Florence Brown, daughter of George S. Brown, of Jackson. They have no children. They are members of St. Paul's Episcopal church. Mr. Foote belongs to the U. C. T., having represented his house as a traveling salesman for a good many years, in which capacity he has visited thirty states. For some years his chief territory has been Illinois and Missouri. He is also identified with the K. of P., being a member of Rowena Lodge, No. 29. Mr. Foote is fond of reading and has a valuable library, especially of books relating to the natural sciences. He



took up the fad of photography a few years ago, but has not felt able to spare the time to pursue the subject, because when on his summer vacation he wants to be either botanizing or fishing, for both of which he is fairly well equipped. He has a commodious resort home on Mullett Lake, where he spends the summer season, frequently accompanied by friends.

Mr. Foote's strong points are the fearlessness with which he will maintain a position in which he believes himself correct and his sterling integrity of doing everything on the square. The former was admirably shown in the Jennings extract of lemon case, in which he took advanced grounds. Neither the sneers of the trial judge nor the brow-beating of the people's attorney could swerve him from his purpose or influence him to recede from the position he assumed and proposed to maintain.

It is a pleasure to record, in this connection, that the subsequent decision of the Supreme Court fully sustained Mr. Foote's position and vindicated the stand he took at the time the case was originally tried at Muskegon.

Wanted to Get Out.

An Arkansas grocer the other day rapped on his coffin just as the minister was about to begin the burial services over him. A man in the room who thought someone outside was knocking at the door yelled, "Come in!"

Hearing this the supposed dead man in the coffin exclaimed, "What's the matter with you? I am in already and want to get out."

He finally became so obstreperous that the funeral had to be postponed.

Hardware Price Current

Ammunition		Levels		
Caps		Stanley Rule and Level Co.'s.....dis 70		
G. D., full count, per m..... 40		Mattocks		
Hicks' Waterproof, per m..... 50		Adze Eye.....\$17 00...dis 60		
Musket, per m..... 75		Metals—Zinc		
Ely's Waterproof, per m..... 80		900 pound casks..... 7 1/4		
Cartridges		Per pound..... 8		
No. 22 short, per m..... 2 50		Miscellaneous		
No. 22 long, per m..... 3 00		Bird Cages..... 40		
No. 32 short, per m..... 5 00		Pumps, Cistern..... 75		
No. 32 long, per m..... 5 75		Screws, New List..... 85		
Primers		Casters, Bed and Plate..... 50&10&10		
No. 2 U. M. C., boxes 250, per m..... 1 40		Dampers, American..... 50		
No. 2 Winchester, boxes 250, per m..... 1 40		Molasses Gates		
Gun Wads		Stebbins' Pattern..... 60&10		
Black edge, Nos. 11 and 12 U. M. C.... 60		Enterprise, self-measuring..... 30		
Black edge, Nos. 9 and 10, per m..... 70		Pans		
Black edge, No. 7, per m..... 80		Fry, Acme..... 60&10&10		
Loaded Shells		Common, polished..... 70&5		
New Rival—For Shotguns		Patent Planished Iron		
No.	Drs. of Powder	oz. of Shot	Size Gauge	Per 100
120	4	1 1/2	10	\$2 90
129	4	1 1/2	9	2 80
128	4	1 1/2	8	2 80
126	4	1 1/2	6	2 80
135	4 1/4	1 1/2	5	2 85
154	4 1/4	1 1/2	4	3 00
200	3	1	10	2 50
208	3	1	8	2 50
236	3 1/4	1 1/2	6	2 65
265	3 1/4	1 1/2	5	2 70
264	3 1/4	1 1/2	4	2 70
Discount 40 per cent.				
Paper Shells—Not Loaded				
No. 10, pasteboard boxes 100, per 100.. 72				
No. 12, pasteboard boxes 100, per 100.. 64				
Gunpowder				
Kegs, 25 lbs., per keg..... 4 90				
1/4 kegs, 12 1/2 lbs., per 1/4 keg..... 2 90				
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 65				
Augurs and Bits				
Snell's..... 60				
Jennings genuine..... 25				
Jennings' imitation..... 25				
Axes				
First Quality, S. B. Bronze..... 6 50				
First Quality, D. B. Bronze..... 9 00				
First Quality, S. B. S. Steel..... 7 00				
First Quality, D. B. Steel..... 10 50				
Barrows				
Railroad..... 13 00				
Garden..... 29 00				
Bolts				
Stove..... 70				
Carriage, new tier..... 60				
Plow..... 50				
Buckets				
Well, plain..... \$4 00				
Butts, Cast				
Cast Loose Pin, figured..... 70				
Wrought Narrow..... 60				
Chain				
Com..... 7 c. ... 5-16 in. ... 1/2 in. ... 1/4 in.				
BB..... 8 1/2 ... 7 1/2 ... 6 1/2 ... 8				
BBB..... 8 1/2 ... 7 1/2 ... 6 1/2 ... 6 1/2				
Crowbars				
Cast Steel, per lb..... 5				
Chisels				
Socket Firmer..... 65				
Socket Framing..... 65				
Socket Corner..... 65				
Socket Sicks..... 65				
Elbows				
Com. 4 piece, 6 in., per doz.....net 75				
Corrugated, per doz..... 1 25				
Adjustable.....dis 40&10				
Expansive Bits				
Clark's small, \$18; large, \$26..... 40				
Ives' 1, \$18; 2, \$24; 3, \$30..... 25				
Files—New List				
New American..... 70&10				
Nicholson's..... 70				
Heller's Horse Rasps..... 70				
Galvanized Iron				
Nos. 16 to 20; 22 and 24; 26 and 28; 27, List 12 13 14 15 16..... 28				
Discount, 70..... 17				
Gauges				
Stanley Rule and Level Co.'s..... 60&10				
Glass				
Single Strength, by box.....dis 90				
Double Strength, by box.....dis 90				
By the Light.....dis 90				
Hammers				
Maydole & Co.'s, new list.....dis 33 1/2				
Yerkes & Plumb's.....dis 40&10				
Mason's Solid Cast Steel.....300 list 70				
Hinges				
Gate, Clark's 1, 2, 3.....dis 60&10				
Hollow Ware				
Pots..... 50&10				
Kettles..... 50&10				
Spiders..... 50&10				
Horse Nails				
Au Sable.....dis 40&10				
House Furnishing Goods				
Stamped Tinware, new list..... 70				
Japanned Tinware..... 20&10				
Iron				
Bar Iron..... 2 25 c rates				
Light Band..... 3 c rates				
Knobs—New List				
Door, mineral, jap. trimmings..... 75				
Door, porcelain, jap. trimmings..... 85				
Lanterns				
E-regular & Tubular, Doz..... 5 88				
Warren, Galvanized Found..... 60				

"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
 Scloia 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 75
 Wire nails, base..... 2 35
 20 to 60 advance..... Base
 10 to 15 advance..... 5
 8 advance..... 25
 6 advance..... 30
 4 advance..... 45
 3 advance..... 70
 2 advance..... 50
 Fine 3 advance..... 15
 Casing 10 advance..... 35
 Casing 8 advance..... 35
 Casing 6 advance..... 25
 Finish 10 advance..... 35
 Finish 8 advance..... 45
 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
 Sisal, 1/2 inch and larger..... 9 1/2
 Manila..... 13

Sand Paper
 List acct. 19, '86.....dis 50

Sash Weights
 Solid Eyes, per ton..... 36 08

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 26..... 4 20
 No. 27 and lighter, over 30 inches wide, not less than 2-10 extra..... 4 30

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, } per pound.. 13
 14x56 IX, for No. 9 Boilers, }

Traps
 Steel, Game..... 75
 Onelda Community, Newhouse's..... 40&10
 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&10
 Tinned Market..... 50&10
 Coppered Spring Steel..... 40
 Barbed Fence, Galvanized..... 3 10
 Barbed Fence, Painted..... 2 80

Wire Goods
 Bright..... 80
 Screw Eyes..... 80
 Hooks..... 88
 Gate Hooks and Eyes..... 88

Wrenches
 Barter's Adjustable, Nickeled..... 30
 Coe's Genuine..... 38
 Coe's Patent Agricultural, Wrought..... 77&10

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—ONE REMINGTON NO. 6 typewriter, just slightly used. Will sell cheap. Harding & Co., Morley, Mich. 301

GO INTO BUSINESS FOR YOURSELF. Our plan shows you how to start a business paying from \$3 to \$5 per day on small capital. Address Dept. 1, Monitor Novelty & Supply Co., Bay City, Mich. 302

WHOLESALE DEALER IN BUTTER AND eggs. Quote me prices. 320 Grove St., Petoskey, Mich. 303

A SNAP—80 ACRES INSIDE CITY LIMITS, Sault Ste. Marie, Mich., west half south quarter section 16, township 47, range north, one west. Five thousand dollars cash or 40 acres for twenty-five hundred cash. Richard B. Moore, 52 Smith Ave., Detroit, Mich. 304

FOR SALE—STOCK OF GROCERIES AND dry goods, about \$1,500. Address Box 327, Saranac, Mich. 305

SMALL CLEAN STOCK OF MILLINERY for sale in live town of Shepherd. Mrs. E. A. Bivins, Alma, Mich. 306

WE HAVE SODA FOUNTAINS AND billiard and pool tables, great bargains, first-class condition. E-Z payments. George Marsh Manufacturing Co., 240 Jefferson St., Detroit, Mich. 307

FOR SALE—SECONDHAND SODA FOUN- tain, fine condition; bargain at half price. 107 South Division Street, Grand Rapids. 300

FOR SALE—THRIVING BUSINESS IN small railroad town; store, house, barn, etc., \$550; nice clean stock general merchandise about \$1,000. Falling health compels sacrifice. Box 91, Seneca, Mich. 299

JEWELRY BUSINESS FOR SALE AT ONCE; small stock, good town; no opposition; cheap for cash; good reason for selling. Address No. 298, care Michigan Tradesman. 298

HAVE \$3,000 TO \$4,000 TO INVEST IN A clothing or men's furnishing goods store or a general store in small town; or will buy interest. Address No. 297, care Michigan Tradesman. 297

FOR SALE—FINELY EQUIPPED PAYING drug stock in best portion of Grand Rapids. Side issue connected with store pays rent. Business last year over \$8,000. No bonus. Fixtures and stock about \$4,500. Ill health obliges owner leaving the state. Cash only. Address No. 296, care Michigan Tradesman. 296

FOR SALE—DRUG STOCK AT 80 CENTS ON the dollar; invoices \$1,700; town of 10,000. Upper Peninsula, Michigan. Address No. 295, care Michigan Tradesman. 295

I HAVE A VERY DESIRABLE INVEST- ment for sums of \$100 or more; not speculative but will pay 100 per cent. profit. H. K. Johnson, 84 LaSalle St., Chicago, Ill. 294

FOR SALE—BRICK BLACKSMITH SHOP 22x40; running two fires; doing an A. No. 1 business in the liveliest village in Southern Michigan. New steel covered implement warehouse in connection, 22x30; also large frame barn on property; have a large implement trade, but must sell on account of sickness; will sell for less than cost; easy terms. Address H. L., care Michigan Tradesman. 293

FOR RENT—AFTER APRIL 30, A WELL- located store room in the Lockard block, Charlotte, Michigan; fixtures are all in good order; a good opportunity for some one. A. M. Lockard. 292

FOR SALE—FINE HARDWARE BUSINESS in Northern Indiana. Address No. 287, care Michigan Tradesman. 287

FOR SALE—FINE RETAIL HARDWARE business at absolute invoice price; stock all purchased within year; best location in handsomest town of 30,000 in the country; stock invoices \$10,000; reason, owner absolutely unable to give any attention whatever. Address 82 Freilinghelsen Ave., Battle Creek, Mich. 296

ATTENTION! ON MONDAY, APRIL 27, at 11 o'clock, my entire stock of dry goods, men's furnishing goods, etc., at Allegan, Mich., will be sold to the highest bidder; invoices between \$6,000 and \$7,000; excellent opening; established trade; only two other dry goods stores; town of 3,000; ill health requires me to follow outdoor occupation. John C. Steln. 288

\$7,000 WILL BUY WELL-ESTABLISHED best paying manufacturing business in Grand Rapids for amount invested. Address Business, care Michigan Tradesman. 290

I WILL SELL MY LOT, 34 IONIA STREET, opposite Union Depot, dirt cheap if taken at once. If you want a block in the most conspicuous place on the street, look this up. Edwin Fallas, Grand Rapids, Mich. Citizens Phone 614. 291

FOR SALE—ONE OF THE NICEST MEDI- um priced houses and best money making business in Petoskey, Mich. Owner has a bad case of California fever. Enquire of McCune & Smith, Petoskey. 279

FOR SALE—A SMALL STOCK OF DRUGS, also fixtures. Must be sold soon. Address J. G., care Michigan Tradesman. 277

FOR SALE—FULL SET FIXTURES FOR general store, cheap for quick disposal. C. L. Dolph, Temple, Mich. 227

FOR SALE—\$4,000 STOCK OF GENERAL merchandise and store; 4x130. Fine living rooms and hall, 22x50, over store; good barn, ice house and wood shed; store fixtures and stock all new; did \$18,000 business last year; stock can be reduced one-quarter in short time; located in county seat in Northern Michigan; population of county has doubled in past two years; a bargain; satisfactory reasons for selling. Address No. 276, care Michigan Tradesman. 276

FOR SALE—THE LARGEST AND MOST complete house furnishing stock in Northern Michigan. The best location and trade in the city. Fochtman Furniture Co., Limited, Petoskey, Mich. 374

WELL-LOCATED GRAIN ELEVATOR TO exchange for farm or good stock hardware. Address H. S., care Michigan Tradesman. 281

WELL-MANAGED, CLEAN CORPORA- tion owning largest American deposit of highgrade marble seeks responsible, experienced men to place its securities. We seek investigating investors. Columbia River Marble Co., Spokane, Wash. 282

FOR SALE—HAVING LOST MY WIFE, I will sell my fine hotel and furniture, with large livery barn. No opposition. Call on or address C. H. Denison, Mecosta, Mich. 285

FOR SALE—MEAT MARKET IN GOOD town; good trade; no opposition; good reason for selling. Address No. 285, care Michigan Tradesman. 285

FOR SALE—\$4,500 GROCERY STOCK AND market well located in Northern Illinois mining town. Annual sales \$50,000; cash only; no trades considered. Address No. 271, care Michigan Tradesman. 271

FOR RENT—BEST LOCATION IN STATE for bazar or department stock; store brick; modern conveniences; two floors; very large show window. Box 492, Howell, Mich. 297

FOR SALE—THE GOOD WILL OF ONE of the best and largest wholesale produce and grain businesses in Michigan, located in one of the largest cities. Has been established nearly twenty years and has a line of customers covering nearly every state in the union. Nearly half a million dollar business in 1902. Will be sold very much cheaper than it can be worked up. Price \$800, including office furniture. Good reasons for selling. Address Produce Dealer, care Michigan Tradesman. 295

FOR SALE—A MEAT MARKET IN TOWN of 3,000 inhabitants; only one other market in town. Come at once and look it over. Address No. 283, care Michigan Tradesman. 283

\$5,500 WILL BUY LOT 34, COMMERCE ST., opposite Union Depot, only \$100 per front foot. Good 13 room brick house thrown in. Worth \$150 per front foot for bare lot. House rents to pay good interest on investment. Edwin Fallas, Citizens Phone 614, Grand Rapids, Mich. 258

FOR SALE OR EXCHANGE FOR GOOD property—Woolen mill plant with new buildings and machinery. Plant cost about \$8,000, but will sell to right parties for much less than this amount. This plant is capable of earning to investor at least the entire cost of plant each year. It is a No. 1 proposition for a man in the business. Address No. 263, care Michigan Tradesman. 263

FOR SALE—SMALL STOCK OF GENERAL merchandise in live town; store and suite of living rooms at low rent if desired. Write for particulars. L. E. Mills, Grant, Mich. 261

FOR SALE—GROCERY STORE, STORE building, with dwelling attached; also house and lot. F. Loebs, Corner Howard and Jennings street, Petoskey, Mich. 255

FOR SALE—DRUG STOCK IN CITY OF 25,000; no cut prices; old-established corner, brick; neighborhood drug store and sub postoffice; reasonable rent; invoices \$1,700; owner not registered. Address No. 235, care Michigan Tradesman. 235

FOR SALE AT A BARGAIN IN THE BEAU- tiful Village of Vicksburg, Kalamazoo county—My stock of drugs, books and stationery, paints, oils and varnishes. Write for particulars. R. Baker. 247

HOTEL, ALL FURNISHED, FOR SALE—A good hotel at St. Charles, Mich., has got to be sold at administrator's sale. For particulars write Geo. B. Symes, Owosso, Mich. 230

FOR SALE CHEAP—TUPT'S ARCTIC SODA Fountain; ten syrups, two fountains; gas drum; cream packer, etc. Address No. 228, care Michigan Tradesman. 228

FOR SALE—SET OF TINNER'S TOOLS, benches, patterns and small stock; reason for selling, sickness. Address Box 15, Martin, Mich. 226

FOR SALE—AN ESTABLISHED MANUFAC- turing industry; small capital required; expenses very low; an exceptional opportunity; good reason for selling. Address M., care Michigan Tradesman. 179

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

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. AD- dress No. 182, care Michigan Tradesman. 182

FOR SALE—GENERAL STOCK IN A LIVE little town. Splendid chance. Write for particulars. Address No. 158, care Michigan Tradesman. 158

GENERAL MERCHANDISE STOCK FOR sale. Will invoice about \$4000; located in a good town in Northern Michigan; good cash trade. Address B. C. care Michigan Tradesman. 150

FOR SALE—STOCK OF GROCERIES; BEST location in growing city of 2,000; ill health cause for selling. Address No. 115, care Michigan Tradesman. 115

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

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

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

MISCELLANEOUS

WANTED—POSITION AS BUYER AND manager shoe or grocery department; thoroughly competent and not afraid to work; recommendations to satisfy. Address No. 272, care Michigan Tradesman. 272

SALESMEN—IN IOWA, ILLINOIS, MICHIGAN, Wisconsin, Indiana, Minnesota, selling to the grocery trade, to sell fruits, vegetables and produce as side line; liberal commission. Address L. S. Lang & Co., 120 S. Water St., Chicago. 268

WANTED—REGISTERED PHARMACIST, one who understands the Holland language preferred. S. A. Martin Drug Co., Holland, Mich. 280

WANTED—EXPERIENCED SALESMEN to handle line of wheelbarrows and trucks on commission; also salesmen to work factory trade on trucks. Address Michigan Wheelbarrow & Truck Co., Saginaw, Mich. 269

WANTED—A REGISTERED ASSISTANT pharmacist or young man with one year's drug store experience; state salary wanted with board and room. Address J. D. McKenna, Shepherd, Mich. 284

WANTED—ENERGETIC, RESPONSIBLE agents in Michigan to sell the F. P. Gasoline Lighting System; 25,000 plants now in use; oldest and only successful system on the market; agents now making \$30 to \$60 weekly; a fine proposition for good men. Address, with references, Lang & Dixon, Fort Wayne, Ind. 250

WANTED—A POSITION BY AN ASSIST- ant registered pharmacist; seven years experience; speaks five languages; sober, competent, capable; twenty-three years of age, married; will accept nothing but a good position; would like to locate in Grand Rapids. Address No. 219, care Michigan Tradesman. 219

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—A YOUNG MAN WHO THOR- oughly understands stenography and type writing 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

FERRY & WILSON

Auctioneers and Salesmen

Make exclusive business of closing out or reducing stocks of merchandise in any part of the country. With our new ideas and methods we are making successful sales and at a profit. Every sale personally conducted. For terms and dates, address 277 Dearborn St., Chicago.

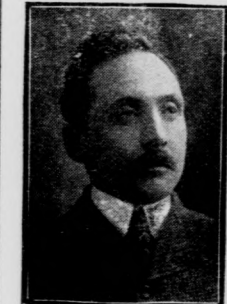
Steamship Tickets



to British, Scandinavian, Finnish and all Continental and Mediterranean points direct. South Africa, Central and South America, Hawaii, Japan, China, The Philippines and Australia. Lowest current rates. Address W. C. Blake, Ticket Agent, Union Station, Grand Rapids, Mich.

"THE O'NEILL SALES"

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



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

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.

Simple Account File

Simplest and Most Economical Method of Keeping Petit Accounts

- File and 1,000 printed blank bill heads..... \$2 75
- File and 1,000 specially printed bill heads..... 3 00
- Printed blank bill heads, per thousand..... 1 25
- Specially printed bill heads, per thousand..... 1 50

Tradesman Company, Grand Rapids.

QUICK MEAL

Wickless Oil Stoves
The name guarantees its merits.
Write for catalogue and discount.
D. E. VANDERVEEN, Jobber.
Grand Rapids, Mich.

Facts in a Nutshell

BOUR'S COFFEES MAKE BUSINESS

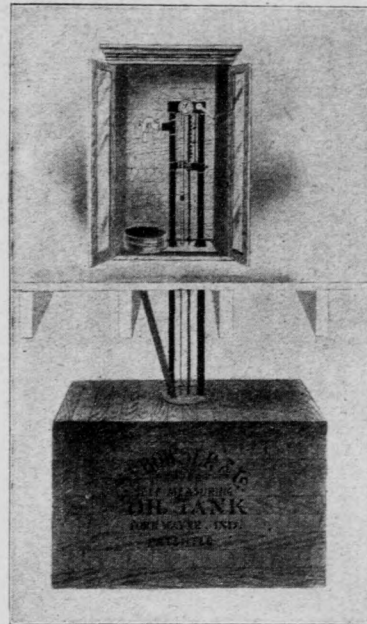
WHY?

They Are Scientifically
PERFECT

129 Jefferson Avenue
Detroit, Mich.

113-115-117 Ontario Street
Toledo, Ohio

IN THE DAYS OF BIG PROFITS



CELLAR CABINET

"ANY OLD WAY" OF
HANDLING OIL WAS
THOUGHT "GOOD
ENOUGH."

Small Margins

OF TO-DAY DEMAND
THAT TO MAKE ANY
PROFIT ALL WASTE
MUST BE STOPPED
AND UP-TO-DATE
METHODS MUST RE-
PLACE THE ANTIQUE
WAYS OF OUR
FATHERS.

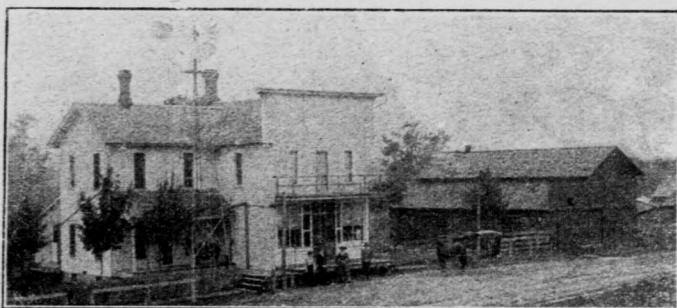
A BOWSER Self Measuring OIL OUTFIT

IS THE UP-TO-DATE METHOD BECAUSE THEY

SAVE IN OIL
IN TIME
IN LABOR MONEY

Let us give you other reasons. Fifty different styles of oil or gasoline outfits.
Catalogue "M," giving full information free for the asking.
S. F. BOWSER & CO., FORT WAYNE, INDIANA

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 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 Dairymen's Convention; at the recent Minnesota Buttermakers' Convention and the Minnesota Dairymen's Convention; at the Illinois Dairymen'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.

This space is owned
by the
Oxford Pure Food Co.
Limited.
Detroit, Michigan.

MICA AXLE GREASE

has become known on account of its good qualities. Merchants handle Mica because their customers want the best axle grease they can get for their money. Mica is the best because it is made especially to reduce friction, and friction is the greatest destroyer of axles and axle boxes. It is becoming a common saying that "Only one-half as much Mica is required for satisfactory lubrication as of any other axle grease," so that Mica is not only the best axle grease on the market but the most economical as well. Ask your dealer to show you Mica in the new white and blue tin packages.

ILLUMINATING AND LUBRICATING OILS

PERFECTION OIL IS THE STANDARD
THE WORLD OVER

HIGHEST PRICE PAID FOR EMPTY CARBON AND GASOLINE BARRELS

STANDARD OIL CO.



Why
not have
a
new one
this year?

We mean by this, one of our Leonard Cleanable Grocer's Refrigerators in two, three, four, or five roll. Positively the finest store fixture ever made and a satisfactory investment in every way. We have sold a number of these during the past year to dealers and will gladly refer you to them as to the merits of the same. We would be pleased to have you come in and look them over in our sample room, or our salesman will call on you with catalogue and prices (a telephone message or postal will bring him).

No. 672, 2-roll; No. 673, 3-roll; No. 674, 4-roll; No. 675, 5-roll. Made of oak, antique finish, rubbed and polished. Two ice doors—one on each end. We can furnish these refrigerators (at an additional cost of \$5 net) with division, making two complete refrigerators. One or both can be used at the same time. The partition can be placed between any desired compartment, and the compartment intended for cheese will be fitted with revolving wooden slab.

DIMENSIONS:

Number	Weight	Length	Depth	Height
672	840	46	41	84
673	1120	68	41	84
674	1650	90	41	84
675	1980	112	41	84

H. Leonard & Sons, Grand Rapids, Mich.

The Famous "Belding" and "National" Roll Top Refrigerators



No. 18

The above cut represents our three apartment roll top quarter sawed white oak swell front curved doors grocers' refrigerator. Handsome finish, neat design, superior construction and felt-lined doors are some of the features which make them desirable. We make the two and four door compartment in this style and all have marble slab. Other styles and sizes.

Belding-Hall Manufacturing Co.
Factories Belding, Michigan
Offices New York, Chicago, Philadelphia, Boston