

MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$1 PER YEAR

Twentieth Year

GRAND RAPIDS, WEDNESDAY, APRIL 22, 1903.

Number 1022

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.

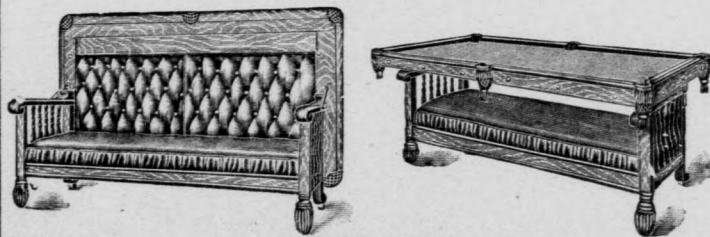
Boston---177-181 Congress Street.

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.

Selling Rapidly

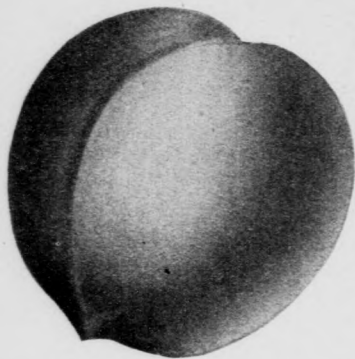
The 7% Preferred Stock of the Carrom-Archarena Co., Ludington, Mich., is being rapidly subscribed. The subscription list closes May first. Persons wishing to buy some of this stock should advise us at once as it is being reserved for subscribers in the order subscriptions are received. This is an exceptional opportunity to buy a gilt edge preferred stock paying a large rate of interest in a solid, prosperous, well-managed business. Complete prospectus furnished on request. Price 101 and interest.

E. M. Deane Company, Ltd.,

211-213-215 Michigan Trust Bldg., Grand Rapids, Mich.

References: Old National Bank, Peoples Savings Bank.

Merchants wishing a popular food and an easy seller should handle



Peach Flakes

Nut Flavored

The food for all people. Superior to others on account of its delicacy of flake and flavor. Once used, always used. Put up in attractive cartons that please the eye.

Give it a trial. Order through your jobber or direct. Send for free samples and prices.

Globe Food Co., Limited
318 Houseman Block,
Grand Rapids, Mich.

Sunlight

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

Walsh-DeRoo Milling Co.
Holland, Michigan

EAGLE HIGH TEST 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, cleansing, 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.

Established 1870

on can wrapper. Write for booklet of valuable information. For spraying trees, vines and shrubs it has no equal.

OUR

New Deal

FOR THE

Retailer

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

Absolutely Free of all Charges

One Handsome Giant Nail Puller

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

HOW OBTAINED

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

Eagle Lye Works, Milwaukee, Wisconsin



THE "Ann Arbor"

QUICK LIGHTING GASOLINE LAMPS.

LIGHTING SYSTEMS.



The letter given below refers to the Ann Arbor Arc Lamp. If you wish to equip your store with the best possible light at the least possible cost, use the No. 2 Ann Arbor Arc Lamp. The net price is \$6.00. **One dealer in each town.** Will you be the first to order and secure agency? Cut off rebate coupon and send to us for sample lamp. Satisfaction guaranteed. This lamp will give 200 c. p. at a cost of 1/3c per hour. Think of it. Read this letter. We have hundreds of a similar tone.

Hickory Corners, March 4, 1903.

Superior Mfg. Co.,
Ann Arbor, Mich.

Gentlemen:—The lamp came all O. K. and have used it four evenings. Will say it is the finest thing of its kind I have ever seen. There are several other makes of lamps out here, but my lamp puts them all in the shade. I think I can sell several of them for you if there is anything in it for me. Please give me your terms for agents, also the right for the town. Yours truly,

H. F. BROWN.

Cut Off Here.

The Superior Mfg. Co., April
Gentlemen: Enclosed find \$6.00 for No. 2 Arc Lamp. This slip entitles me to 3 extra No. 2 Arc Mantles worth 20c each, if mailed to you before May 1. Saw your ad in Michigan Tradesman.

Name
Address

Cut Off Here.

Send for complete booklet on our lighting system. Remember that the "Ann Arbor" systems are the best.

THE SUPERIOR M'F'G CO., 107, 2d St., Ann Arbor, Mich.

MICHIGAN TRADESMAN

Twentieth Year

GRAND RAPIDS, WEDNESDAY, APRIL 22, 1903.

Number 1022

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.

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.

Widdcomb Building, Grand Rapids
Detroit Opera House Block, Detroit

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

William Connor Co.

Wholesale Ready-Made Clothing

Men's, Boys', Children's

Sole agents for the State of Michigan
for the

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

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

28-30 South Ionia Street
Grand Rapids, Mich.

Steamship Tickets



to British, Scandinavian, Finnish and all Conti-
nental 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.

IMPORTANT FEATURES.

- Page.
2. Heavy Holders.
 4. Around the State.
 5. Grand Rapids Gossip.
 6. Brands from the Burning.
 8. Editorial.
 10. Dry Goods.
 12. Men of Mark.
 14. Lignite and Peat.
 16. Clothing.
 20. Shoes and Rubbers.
 24. Woman's World.
 26. Behind the Counter.
 28. Hardware.
 32. Woman at the Bottom of It.
 34. Made a Million.
 36. The New York Market.
 88. Fruits and Produce.
 41. Commercial Travelers.
 42. Drugs and Chemicals.
 44. Grocery Price Current.
 47. Successful Salesmen.

Oro Hondo

Shaft is now down 330 feet
in ore.

Buy Oro Hondo

The property consists of over 1,000 acres ad-
joining 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 con-
sensus 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 inves-
tigation is not satisfied that the existing con-
dition at the mine has been understated by us,
we shall cheerfully refund the amount sub-
scribed.

Write for large prospectus and full particu-
lars. 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.

Another Douglas, Lacey & Company Enterprise

We are offering until the first of May 750,000
shares of the Erie-Ontario Gold Mines, Ltd.—the
Founder Share Issue at 7½¢ per share.

No subscriptions will be accepted for less than
500 shares, costing \$37.50, or more than 10,000
shares, costing \$750. All subscriptions for 1,000
shares or less will be filled in full, but any excess
of 1,000 shares must be subject to allotment.

Prospectus and full information furnished upon
application to

CURRIE & FORSYTH

1023 Mich. Trust Bldg.
Grand Rapids, Michigan

MANUFACTURING MATTERS.

Battle Creek—The Battle Creek Lum-
ber Co. has increased its capital stock
from \$10,000 to \$20,000.

Newaygo—Ed. Kennicott has added
machinery to his plant for the manu-
facture of kitchen cabinets.

Berrien Springs—John D. Reichard,
of LaPorte, Ind., has purchased the grist
mill at this place and has same in op-
eration.

Ann Arbor—The Hecla Manufac-
turing Co., of Grass Lake, has purchased
the plant of the Anspach Skirt factory
and removed same to that place.

Jackson—The Nuto Co., Limited, has
been organized with a capital stock of
\$20,000 to engage in the manufacture
of Nuto Fritters and confectionery.

Ithaca—Wm. F. Thompson has sold
his machinery and leased his grounds
and buildings for the manufacture of
butter tubs to Armour & Co., who will
take possession of the plant May 1.

Greenville—W. W. Eaton, of Fen-
wick, has purchased the Gowen
creamery and will convert the same into
a cheese factory. He expects to begin
the manufacture of cheese by May 14.

Ewart—Wm. Vance will operate the
creamery this season as a cheese fac-
tory, beginning operations May 4. He
has also leased the creamery at Leroy
and will begin making cheese there
May 11.

Eaton Rapids—The Monarch Plow
Co. has closed out its stock, patterns
and patents to the Bissel Plow Works,
of South Bend, and the water power
and real estate back of the mill race to
Horner Bros.

Jerome—The Jerome Brick & Cement
Co. has been organized for the purpose
of developing the marl and clay de-
posits found near this place and has
purchased a 100 acre tract of valuable
marl and clay land.

St. Louis—Frownfelder Bros., of
Greenville, has leased the building now
occupied by L. B. Rumsey and will re-
move their cigar manufacturing busi-
ness to this place. They expect to begin
operations by May 5.

South Boardman—N. D. Donaldson
and Frank Davis, both of whom were
for some time in the employ of the Ewart
Roller Mills, the former as miller and
the latter as assistant, have engaged in
the gristmill business here.

Port Huron—The Sarnia Salt Works
has been closed and the men laid off
indefinitely. The management alleges
that there is no money in operating the
plant. The last of the stock of manu-
factured salt on hand was shipped last
week.

Camden—The Baker Economy Furn-
ace Co. has been organized by Lyman
S. Baker, 442 shares; Richard M. Rice,
100 shares; J. R. Hadley, 100 shares;
Jas. A. Bates, 120 shares, and Henry
Haynes, 130 shares. The authorized
capital stock is \$15,000.

Copemish—Fire destroyed the mill of
the Chapman-Sargent Co., manufacturer
of bowls, trays and other woodenware.
The loss is about \$10,000, the plant be-
ing insured for only about \$1,500. It

will probably rebuild. Its large stock
of unsawed logs were saved.

Wells—A new enterprise has been es-
tablished at this place under the style
of the Mashek Chemical & Iron Co. It
has an authorized capital stock of \$125,-
000, held as follows: Daniel Wells, 500
shares; Geo. M. Mashek, 7,500 shares;
John W. Wells, 2,500 shares; Richard
E. MacLean, 500 shares, and Wesley E.
Wells, 500 shares.

Manistee—The Manistee, Louisiana
Land & Timber Co. has been formed at
this place with a capital stock of
\$76,000. The principal shareholders
and their holdings are as follows: Louis
E. Morris, 1,400 shares; W. J. Gregory,
85 shares; Leon A. Walters, 550 shares;
Jas. E. Lovell, 500 shares, and A. Arthur
McLarty, 250 shares.

Jackson—A company is being organ-
ized at this place for the manufacture of
a new vehicle wheel, the joint invention
of John W. Kelly and Edward J. Keena.
Associated with these gentlemen are
Edward C. Morrissy and Chas. J. Fick.
The capital stock is \$25,000 and the
business will be conducted under the
style of the Kelly-Keena Wheel Co.

Detroit—The Nash Regulating Valve
Co. has filed articles of incorporation,
changing the style of the business to the
Nash Regulator Co. The capital stock
is \$500,000, held as follows: Nathan E.
Nash, 100 shares; Arthur E. Greenway,
3,000 shares; John W. Powers, 5,000
shares; Wm. Taylor, 100 shares and
Fred R. Schmalzreidt, 31,800 shares.

Farwell—L. Wiseman has sold his
heading mill to Greef Bros., who are
controllers of the largest cooperage com-
pany in the world, the output of whose
twenty-two factories amounts to 30,000
daily. A. M. Haight, of Bannister,
will have charge of the business here
and at Bannister, the business at this
place being operated under the style of
the Farwell Heading Co.

Owosso—The Michigan Sanitary Pop
Corn Co., Ltd., has been formed, with a
capital stock of \$50,000, of which
\$30,000 is paid in. H. C. Frieseke has
been elected chairman, Chas. H. White
has been elected Secretary and C. W.
Gale has been elected Treasurer. The
object of the company is to place on the
market a sanitary popcorn, sterilized
and otherwise purified, and put up in
half pound boxes. The business will
afford a market for all the popcorn that
can be grown in this part of the coun-
try. The company is floated by the
same men who are behind the Vigor-O
Health Food Company, and its offices
and store rooms will be at the Vigor-O
plant.

The Pullman Car Company is defend-
ant in a suit brought by a woman to re-
cover damages because she had to ride
in a sleeper from Nashville to Memphis
occupied by members of the Tennessee
Legislature. She alleges that they were
boisterous, made the night hideous and
indulged in vulgar language. It is not
likely that the legislators will allow the
case to go to trial. They will find a way
to placate this woman rather than have
her tell the details of her experience in
their society.

HEAVY HOLDERS.

Some Facts About Local Owners of Bank Stock.
Written for the Tradesman.

The bank statements called for April 9 were from the National banks only, the State bank commissioner passing. The National banks are required to publish five statements annually, while the State banks are called but four times. Last year the State banks missed the July call, but in '01, '00 and '99 it was the spring call they escaped.

The National bank statements show a total of \$10,874,012.84 loans and discounts, \$547,378.43 bonds and securities other than Government, \$1,945,562 Government, \$1,413,402.69 due from banks and \$852,322.75 cash and cash items. The last two items show a total of \$2,265,725.44 quick assets. The same items a year ago, as shown by the statements of April 30, 1901, were as follows: Loans and discounts, \$9,480,109.20; stocks, bonds and securities other than Governments, \$498,734.09; Governments, \$1,112,907; due from banks, \$1,783,075.63; cash and cash items, \$802,885.91; total quick assets, \$2,585,961.54. The changes in round numbers show loans

and discounts increase \$1,395,000; stocks and securities increase \$50,000; Governments increase \$833,000; due from banks decrease \$370,000; cash and cash items increase \$50,000; total quick assets decrease, \$320,000.

On the other side of the ledger the consolidated statement shows surplus and undivided profits, \$840,232.43; commercial deposits, \$5,249,161.44; certificates, \$4,490,476.41, due to banks, \$1,542,536.98; total deposits, \$11,740,123.39. The consolidated report of April 30, 1902, one year ago, showed total surplus and undivided profits, \$756,429.78; commercial deposits, \$4,503,124.95; certificates, \$4,107,358.42; due to banks, \$1,514,674.06; total deposits, \$10,484,280.71. The changes in round figures are: surplus increase, \$84,000; commercial deposit increase, \$645,000; certificates increase, \$383,000; due to banks increase, \$28,000; total deposits increase, \$1,255,000.

The statements as compared with those of a year ago show encouraging increase in business all along the line, increased business activity and increased resources. A comparison with the statements of Feb. 6, '03, the last

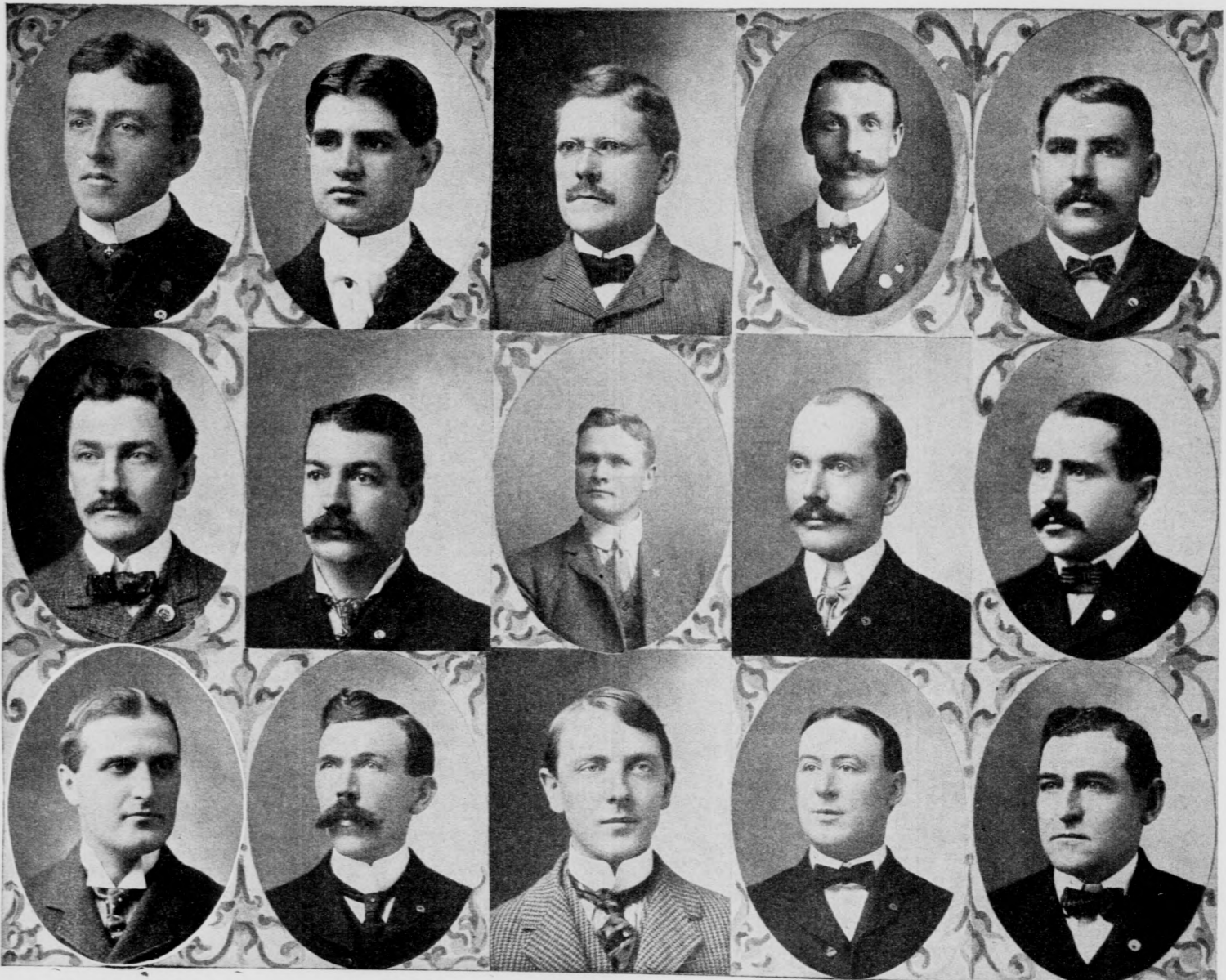
statement preceding, also brings out some interesting facts. Since Feb. 6, two months ago, the loans and discounts have increased \$663,000. Last year between the February and April statements the loans and discounts decreased \$225,000. The season for new ventures and new enterprises seems to have opened earlier than in 1902. Since the February statements the National banks have cut down their deposits in reserve and other banks by \$464,000 and their cash items have been reduced \$11,000, making a total reduction in their quick assets or, rather, of idle funds, of \$475,000. In February the quick assets were a fraction more than 23 per cent. of the total deposits; now they are a fraction less than 20 per cent. and about as close to the limit as it is advisable to get. Since February the commercial deposits have increased \$150,000; the certificates have decreased \$54,000; the due to banks have decreased \$180,000 and the total deposits decreased \$82,000. Business men and manufacturers have been accumulating larger balances for the spring campaign. Those who had money on certificates have been withdrawing it to put into investments or

trade and the country banks who carry deposits here have been calling in their funds for use at home.

The banks have been filing their lists of stockholders with the county clerk for the benefit and behoof of the tax assessors. The rate of assessed valuation as fixed by the assessors this year will be on a basis of \$100 par value in each instance. Kent Savings, \$340; State Bank of Michigan, \$175; Michigan Trust, \$170; Peoples Savings, \$120; Grand Rapids National, \$120; National City, \$115; Old National, \$115; Grand Rapids Savings, \$110; Fourth National, \$105; Fifth National, \$90. The assessed valuations may be equitable, but it would be interesting to know how the assessors reached their conclusions in some instances and upon what basis they figured.

Up to Saturday night the stockholders lists of the Michigan Trust, Fifth National and Peoples Savings banks had not been filed. Without these, the largest bank stockholder in the city is Joseph H. Martin, who holds \$50,500 in the Old National and \$25,000 in the National City, a total of \$75,500. On a clean up he would probably realize

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



Richard Warner, Jr.
G. Van Jopik, Jr.
G. W. Kalmbach

George Jacoby
E. M. Walden
F. T. Croninger

D. W. Shepherd
C. F. Williams
E. A. Vandugteren

M. M. Spofford
(F. S. Niles, Died Dec 14, '02)
A. C. Rockwell

W. S. Lawton
K. B. Phillips
F. E. Rogers

about \$100,000 on his holdings. Lewis H. Withey is another large bank stock holder. He holds \$21,000 Old National Bank stock, \$1,000 Kent Savings, \$400 Fourth National and a very cosy block of Michigan Trust. Other members of the Withey family hold \$34,300 Old National stock. Dudley E. Waters holds \$36,400 of Grand Rapids National Bank stock, \$4,400 of State Bank and a block of Michigan Trust stock. To his holdings may be added \$20,550 Grand Rapids National, held by D. H. Waters, Son & Co. and \$1,000 in the same bank held by D. H. Waters' estate. The Waters' holdings are \$57,950 in the Grand Rapids National. In the same bank Mrs. Edwin F. Uhl holds \$51,400 and the Edwin F. Uhl estate \$4,000. The largest of all bank stock holders, however, is the Michigan Trust Company in its various capacities as guardian, trustee, executor and administrator. Its holdings are \$78,700, distributed among six banks, with the Michigan Trust, Peoples and Fifth to hear from. John W. Blodgett is the largest individual stock holder in the Fourth, with \$25,000 to his credit. John W. Blodgett, Edward Lowe and Mrs. Lowe hold a total of \$81,800 bank stock, not including the three missing lists, which will increase the list about \$10,000. Harvey J. Hollister holds \$37,200 in the Old National Bank and other holdings of the Hollister family make a total of \$48,000. Charles W. Garfield owns or controls \$37,150 in various banks. James M. Barnett has \$30,000 of Old National and can command proxies for \$25,500 more without going beyond his family circle. There are in all fifty-one individual stockholders, with \$10,000 and above, not including the large holders in the three banks not reporting.

An interesting feature in the list of stockholders is the large number of women who hold shares. The National City has sixty-one women stockholders, with a total holding of \$175,700, or about one-third the total capitalization. The Old National has seventy-five women stockholders, with a total of \$259,100 among them. The Grand Rapids National has thirty-nine women on the list, holding \$149,200. The Grand Rapids Savings has forty-one women stockholders, holding \$26,900. The Fourth National has thirty-nine women stockholders, holding \$107,400, or more than a third of the total capitalization. In these five banks alone the feminine holdings represent \$718,300, and if all the banks are examined it is likely the feminine holdings will be found to approximate \$1,000,000. These holdings do not all represent original investments by or in behalf of women who have money to be profitably employed, but in many instances the holdings came through the settlement of estates from husbands or fathers. If the money question were a live issue at this time, those who enjoy going for the "money power" as represented by the banks, would find the stockholders lists interesting and instructive. Fully one-third of the "money power" is held by widows and orphans, and yet with all their large holdings in the local banks not one of the banks has a woman director and only in very recent years have the banks had women employes or made any special arrangements for the accommodation of women patrons. Perhaps had the women realized the power they held they might have brought around the special attention now paid them several years earlier. L. G. Stuart.

Preparation precedes progress.

With all that is wise and all that is foolish in what is being printed about the feeling of servants and waiters at hotels, the fact remains that the proprietors who will discourage, just as far as possible, the practice of feeling will be gainers in the end. It is not alone the poor in pocket or the miserly and uncharitable who dislike the system. The wealthy and best educated believe it to be unbusinesslike. No one can deny that this is true. A person purchasing accommodations at a hotel makes no allowance for fees and yet if he does what is expected of him at some hotels, the item is not a small one. Gradually is the "unit" of measurement increasing. Once upon a time it was no insult to leave a dime beside the plate; now the quarter of a dollar in some instances makes a miserly impression. No one can deny that it is perfectly proper for a guest to tender a fee to a servant or employe if he wish; on the other hand, will also no one deny that it is wholly wrong for anyone employed about a hotel to give less attention or refuse to do his duty because a fee is not forthcoming. Gratefully accepting and extorting are different things. The same is true of presenting a little something for an acknowledged kindness, or extra attention, or of bribing for the purpose of inciting the servant to wrong doing. Let the hotel proprietor or manager remember one fact: where a hotel gains a reputation which implies that a guest must constantly "tip" in order to obtain first-class service the effect is not especially beneficial to the house.

The demand for engineers throughout the United States is said to far exceed the number of available men. Several engineering colleges report that more good places are being offered than they have graduates to fill them. This condition exists notwithstanding large classes and improved facilities for technical instruction in all of these colleges.

Save Oil, Time, Labor, Money
By using a
Bowser Measuring Oil Outfit
Full particulars free.
Ask for Catalogue "M"
S. F. Bowser & Co. Ft. Wayne, Ind.

Our Salesmen

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

Brown & Sehler,
Grand Rapids, Mich.

\$5.75 PAID FOR 1853 QUARTER;
\$10.00 paid for 1853 half dollar;
\$2.00 paid for 1856 cent; \$1,000 for certain dollar, and other enormous prices given for hundreds of dates and varieties of OLD COINS, also STAMPS. Don't pay a dollar for a book when we send you TWO COMPLETE BOOKS, illustrated, strictly reliable, with names of HONEST coin and stamp dealers who will buy of you. The TWO books sent post paid for only 10c silver or stamps.

Zeno Mail Order Supply Co.
116 Angela St.
South Bend, Ind.

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.

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.

Gas or Gasoline Mantles at 50c on the Dollar

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

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.

Fans For Warm Weather



Nothing is more appreciated on a hot day than a substantial fan. Especially is this true of country customers who come to town without providing themselves with this necessary adjunct to comfort. We have a large line of these goods in fancy shapes and unique designs, which we furnish printed and handled as follows:

| | |
|-----------|---------|
| 100..... | \$ 3 00 |
| 200..... | 4 50 |
| 300..... | 5 75 |
| 400..... | 7 00 |
| 500..... | 8 00 |
| 1000..... | 15 00 |

We can fill orders on two hours' notice, if necessary, but don't ask us to fill an order on such short notice if you can avoid it.

Tradesman Company,
Grand Rapids.

Around the State

Movements of Merchants.

Alpena—Daniel LeBlanc will shortly establish a general store at Tower.

Port Huron—C. E. Bricker expects to occupy his new drug store about May 1.

Mt. Pleasant—Johnson Bros. have added a line of clothing to their shoe stock.

McBain—Jos. Taggart, of Evart, has purchased the drug stock of G. W. Bradford.

Mt. Pleasant—Johnson Bros. have added a clothing department to their shoe business.

Plainwell—C. C. Stearns has opened the meat market recently conducted by F. A. Burlington.

Morenci—D. H. Anderson has purchased the agricultural implement stock of C. S. Saulsbury.

Thompsonville—Clifford Smith has sold his interest in the hardware business to David Delyea.

Detroit—The Peoples Ice Co., of Detroit, has increased its capital stock from \$75,000 to \$100,000.

Port Huron—S. Gutter has purchased the dry goods, millinery, jewelry and notion stock of Max Lieberman.

Ann Arbor—Geo. Hoelzle has engaged in the meat business at the corner of Washington street and Fifth avenue.

Detroit—F. S. Shaw, H. T. Schmidt and H. B. Dewston have established the Cabebe Piano Co. with a capital stock of \$5,000.

Eaton Rapids—E. B. Mowers has removed to Detroit. His stock of shoes was purchased by Charles Goodrich, of Elmira, N. Y.

Lake Linden—Albert Gasser has opened a novelty and confectionery store in the building formerly occupied by O. E. Andre.

Tekonsha—Pratt & Snow, of Concord, have purchased the boot and shoe stock of J. W. Randall. The stock will be closed out at once.

Laurium—Oscar Keckonen will shortly retire from the hardware business at this place and locate in the West on account of poor health.

Howell—Orlando J. Parker, for about seventeen years engaged in the drug business at this place, has sold his stock to Wm. A. Reed, of Deckerville.

Reese—Thos. Moshier and A. T. Moshier have formed a copartnership and engaged in the egg business under the style of Thos. Moshier & Son.

Conger—G. H. Wolbrink has sold his general merchandise stock to his sons, Isaac and Oren, who will continue the business under the style of Wolbrink Bros.

Jackson—A. V. Powell, of Bowling Green, Ohio, has purchased the grocery stock of "Patterson, Of Course," and will continue the business at the same stand.

Adrian—Hitte & Pardee, of Clinton, have purchased the stock of drugs, groceries and fixtures of Johnson & Andrews at auction sale for a consideration of \$565.

Evart—Elisha Gough and C. D. Lawton have formed a copartnership under the style of the Evart Tool Co. to engage in the manufacture and sale of lumbermen's tools.

Pullman—J. U. Gilpin has sold his interest in the undertaking business of the Gilpin & Doney Co. to Mrs. Leta Taylor. The new style will be known as Doney & Taylor.

Albion—Arthur Miller has sold his grocery stock to Ernest Griffin, and will devote his entire attention to the new

grape sugar factory which is being established at Paw Paw.

Muskegon—Mrs. C. C. Boyd has sold the stock in the Viaduct Pharmacy to Harry C. Kitchen, who has until lately been behind the counter for O. A. Fanchboner, the Grand Rapids druggist.

Newaygo—George Surplice has removed his drug stock to Mesick. Guy A. Smith will also remove to that place and engage in the jewelry business in the same building with Mr. Surplice.

Battle Creek—Samuel L. Badgeley, veteran shoe and leather man, is dead. He conducted a tannery here for years and was well known throughout Michigan leather circles. He was 81 years old and died suddenly.

Detroit—The American Seed Co. has been formed with a capital stock of \$25,000, composed of the following stockholders: Jos. L. Gillespie, 2,312 shares; Chas. W. Latham, 187 shares, and John Bingen, 1 share.

Hudson—The furniture firms of Lowe & Brown and Hiel Bennett have been consolidated under the style of the Hudson Furniture Co. The members of the new corporation are J. C. Lowe, Chas. S. Brown and Hiel Bennett.

Portland—W. F. Willeminn, who has been associated with Stephen Brooks under the style of Brooks & Co., in the shoe and grocery business since the firm purchased the stock of H. W. Clark two years ago, has sold his interest to his partner.

Reading—L. N. Klink, of Angola, Ind., and H. G. Stiefel, of Edon, Ohio, have purchased the furniture and undertaking stock of F. D. Culver and will continue the business at the same location. On account of poor health, Mr. Culver will locate in Washington or Oregon.

Ludington—H. C. Hansen, who recently purchased the J. H. Britton grocery stock, has sold a half interest to Joseph F. Koudelka, who has clerked in the Hansen store for the past fifteen years. The new firm will be known as Koudelka & Hansen. Mr. Hansen will continue his own business, the same as before.

Adrian—The carriage and harness business of A. W. Frantz & Co. has been merged into a corporation under the style of the A. W. Frantz Co-operative Association. The authorized capital stock is \$30,000, held as follows: Alva Davis, Flint, 280 shares; A. W. Frantz, Adrian, 892 shares; Cora A. Frantz, Adrian, 4 shares; J. H. Green, Weston, 4 shares, and Jos. Simmonds, Adrian, 4 shares.

Negaunee—John E. Lindbom, acting as manager of the Swedish and Finnish Furniture & Hardware Co., has been engaged for the past few days in establishing a store here. The Quinn store on Iron street, recently vacated by John Stevens, has been leased and most of the stock has already been moved. Undertaking will be one of the most important features of the business. Mr. Lindbom conducts a similar store in Ishpeming, and the local establishment will be a branch.

The food show held last week under the auspices of the Grand Rapids Retail Grocers' Association was well attended and appears to have met the expectations of the promoters, exhibitors and patrons. Aside from the first two evenings, which were stormy, the attendance was all that could be desired. It is probable that this show is the first of a series of exhibitions which will become a regular annual feature.

The Boys Behind the Counter.

Port Huron—Clarence Prentice has taken a position in the Adams drug store.

Calumet—John Gronholm, pharmacist at the Eagle drug store, has resigned.

Lansing—Orin Parsons has resigned as clerk in the grocery department of A. M. Donsereaux's store to take a position in Chicago.

Bay City—W. G. Wendland has a new clerk in his dry goods store in the person of Burdette Smith, of Flushing.

Cadillac—Wesley Cook has taken a position in the John Olson shoe store.

Port Huron—John Cameron is now connected with the Economist store.

Evart—Orville A. Farrington has left Davy & Co.'s employ to take a position with the International Correspondence Schools, of Scranton, Pa., with headquarters at Cadillac.

Thompsonville—Don W. Richmond, who was working at Hart, has taken a position in Mr. Northwood's new drug store.

Cadillac—Lars Lundin has succeeded Victor Peterson as a clerk in the John A. Benson furniture store.

Traverse City—Frank Kubeck has severed his relations with the Henry E. Aldrich clothing store and is now in Traverse City, his future home, giving his attention to his property interests.

Hides, Pelts, Tallow and Wool.

The country hide market is some wild. Prices are higher. Dealers hesitate to offer any quantity at any price. Tanners claim that they must stop, and some have discontinued working in. An advance of $\frac{1}{2}$ c per pound at this time, when they could see no margins at previous cost, seems ruinous. This

grade of stock is not in supply up to the demand.

Pelts are in small offering. Shearlings are in good demand at advanced prices.

Tallow is dull and neglected at easy prices, although there is no decline of consequence. Greases are in good demand at old prices.

Wools are being marketed at 2c above last year. Local buyers feel strong at 18c to grower for best wool. Eastern markets claim to be weak and uncertain, while their buyers seem to be taking the wool as fast as offered at a price above quotations. Wm. T. Hess.

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.

This space is owned by

**The M. B. Martin Co.
Limited.**

**Manufacturers of
Vegetable Frankforts
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 is displaying considerable activity this week and prices show an advance of $\frac{1}{8}$ c, with demand very good at the advance. Now that the trade in refined is improving, refiners are very much more willing to make purchases of raws and holders who have been storing their sugar, waiting for higher prices, are not disappointed and are beginning to offer them now. There is a marked improvement in the demand for refined, buyers having more confidence in the situation now, and also it is about the usual season of the year for renewed activity in this line. The market is considerably firmer and prices have advanced during the last week ten points on all grades.

Canned Goods—There is a little improvement in the canned goods market with quite a little activity on one or two lines at ruling prices. Trade is not by any means what it was expected to be at this time, but shows some increase over the past few weeks. Tomatoes are quiet and very little business is reported. There is no change in prices, but a rather weaker tendency continues. Stocks are not large and although at present the outlook is not very bright, still it is believed that the situation will improve shortly and better prices rule. There is a fair business in corn, with stocks light and very firmly held. Peas show quite a little activity, some large blocks having been moved at full previous prices. Stocks of these goods are very light and it is only once in a while that one can find any large amount in the hands of a single packer. Peaches show some improvement in demand, also, and stocks are being rapidly decreased. There is, however, no change in price. Both gallon and 3 pound apples are meeting with good sale at unchanged prices. Stocks of these goods are fair, but are being gradually reduced. There is some little enquiry for canned fruits, but only a very small business is reported. Salmon continues to move out well to the consumptive trade at unchanged prices. Sardines are very firm, with a good demand, particularly for oils.

Dried Fruits—Business during the past week in the dried fruit line has been very quiet. While there are the usual number of small sales reported, in the aggregate they amount to but little, not nearly as much as usual at this season of the year. Dealers are very much disappointed in the present state of affairs, as most every one looked for a good spring trade, and although stocks on hand are not very heavy, they are causing some anxiety on the part of holders for fear they will not all move out before the new goods are on the market. There is a little demand for prunes and some sales of small lots are reported at unchanged prices. Raisins are quiet, but there is a feeling among the holders that there is still a good season ahead before the new crop comes in. There has been some added strength in apricots, due to the report of damage to the new crop. However, it is not believed that this damage is heavy enough to materially affect the output. Should it reach 25 per cent. of the crop it will rather be a benefit than otherwise, as it would improve the quality. Peaches are dull, with very small demand. Figs are in a little better demand, but the approach of warmer weather is causing purchasers to be

very cautious as to quantities, knowing that the consumption falls off very quickly with a continuance of hot weather. Currants show a little weakness and prices have declined $\frac{1}{8}$ c. Dates are moving out well under a good consumptive demand, but as the season advances trade is expected to drop off considerably. There is no change in the evaporated apple market, there being practically no demand at all, and while prices show no change, they might possibly be shaded in the event of any business being offered.

Rice—Demand for rice continues good with prices very firmly held, but showing no change. Dealers, however, are not very free sellers as their stocks are light and they are very confident in the future of the market, looking for even better prices a little later.

Molasses—The molasses market is very firm, but business is quiet, the consuming trade being quite well supplied and showing no disposition to increase their stocks at this season of the year. Supplies in first hands are light and holders are very firm in their views, making no concession in price in any instance.

Fish—There is the same quiet market on fish as has ruled for the past two or three weeks. There is only a small demand for the various lines and prices remain practically unchanged.

Nuts—There is a fair demand for nuts for this season of the year. Peanuts are firmly held and meeting with good demand. There is some demand for walnuts at previous prices, but trade is not quite up to the usual standard on these goods. Almonds show a little firmness and some increase in demand. Filberts are very quiet, as has been the case for some weeks past. Stocks of pecans in first hands are believed to be very light and consequently a slightly stronger feeling is noted.

Rollled Oats—There is a much stronger feeling in the rolled oats market and demand also shows some improvement. Prices show an advance of 25c per barrel and 10c per case.

The Produce Market.

Apples—Dull and slow sale at prices ranging from \$1.50@2 per bbl.
Asparagus—\$2.50 per crate of 2 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—\$3.25 per crate.

Butter—Indications point to a lower range of values in the near future and country buyers would do well to shape their course accordingly. Local handlers quote 12@13c for packing stock, 14@17c for choice and 18@21c for fancy. Factory creamery is in good demand at 27c for choice and 28c for fancy. It is reported that certain parties in Chicago have been working over store butter, following methods somewhat similar to those adopted by the process people, and selling it largely to the Jewish trade as "fresh" or "sweet" butter. It is claimed operations have been quite extensive. The profits have been in the neighborhood of \$3 per tub. The revenue department has been looking up the matter recently. It is claimed much of the butter contains in excess of 30 per cent. of water, and it is on this point that the manufacturers are apt to be brought to task.

Cabbage—30c per doz. Bulk shipments are a glut in the market, sales having recently been made in Chicago on the basis of \$20 per ton.

Carrots—30c per bu.
Celery—\$1.25 per doz. for California Jumbo.
Cocoanuts—\$3.50 per sack.
Cucumbers—\$1.40 per doz.

Dates—Hallowi, $\frac{5}{8}$ c; Sairs, $\frac{5}{8}$ c; 1 lb. package, 7c.

Eggs—The market is strong at 13@14c, with no indication of lower prices so long as the strife to lay in supplies for cold storage continues. Receipts are heavy, but they are absorbed as fast as they arrive.

Figs—90c per 10 lb. box of California.
Green Onions—8@10c 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 10@12c per lb.

Maple Sugar—10 $\frac{1}{2}$ c 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, \$3 for fancy.

Parsnips—\$1.25 per bbl.

Pieplant—5c per lb.

Pineapples—Cubans command \$2.75 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—Long, 30c per doz.; round, 25c per doz.

Spinach—60c per bu.

Strawberries—\$3 per case of 24 qts.

Tomatoes—\$3.75 per 6 basket crate.

Turnips—\$1 per bbl.

Wax Beans—15c per lb.

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

The moon is on the average 238,818 miles distant from the earth.

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 to you.

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.

HAVE YOU ANY

A. R. Wiens' Dustless Brushes

IN STOCK?



If not, why not? It must be for one of these two reasons, either:

You have sold all you bought, or
You have never tried them.

We are positive of this, because where a dealer has once had our DUSTLESS BRUSHES he will never be without them.

Write us for descriptive booklet.

A. R. Wiens
Dustless Brush Company

227-229 Cedar St.
Milwaukee, Wis.

BURNS AIR

92 Per Cent AIR
8 Per Cent GAS

300 GAS SYSTEMS IN CHICAGO

GUARANTEED BY 10 DAYS TRIAL

Salesmen and Representatives Wanted
in unoccupied territory.

EXCLUSIVE AGENCIES GIVEN.
Write for Catalogue and Sample Outfit

CONSOLIDATED GAS AND ELECTRIC COMPANY
115 Michigan Street, Chicago, Ill., U. S. A.

BRANDS FROM THE BURNING.

Excellent Work Undertaken by the City Rescue Mission.

One of the interesting features which is pointed out to nearly every stranger who visits Grand Rapids is the City Rescue Mission, which was established here about four years ago by Melvin E. Trotter, who was converted at the Pacific Garden Mission in Chicago six years ago and has since devoted his entire time to reclaiming men from the gutter and women from the street. The Mission is located at 70 and 72 Market street, where it occupies a building of its own erected on leased land. Its object is to point the way to a better life to those who are the slaves of sinful habits or the victims of adverse circumstances, to reach and guide the young and, where it is necessary, rescue them from the evil influences of their environments. For its support it appeals almost wholly to business men—to those who judge of the success of any efforts by the results achieved. The question such men ask is "Does it pay?" The



MELVIN E. TROTTER

answer to which is that we know of no other undertaking for the betterment of humanity where each dollar invested is productive of so great results and which so entirely satisfies the demands of those who contribute to its support. We can point to many families who are leading righteous lives and to scores of young people who have been rescued from sin and led, through the power of God, to the higher life through the instrumentality of the City Rescue Mission. For 365 nights in the year the Word of Life is expounded and the helping hand extended to those who are willing to be helped to a better life. Where material aid is needed it is freely offered and, what is more frequently asked and, what is more frequently asked for—namely, advice and sympathy—is never withheld. A man or woman reformed is a man or woman transformed and, instead of being a demoralizing element in society, becomes, to the extent of their influence, a power for good. When the love of God enters the heart new environments are sought, new associations formed. The saloon and the haunts of vice no longer offer the attractions they once did, and the Mission, when rightly the story is told which leads to a better life, has usurped the place they once held.

The Mission was first opened at 95 Canal street. It was a room only about twenty feet in width by seventy in depth. The ceiling was low and the

ventilation poor, but it was successful from the time it was started, as the prosperity which has attended the work has materially aided in solving the question so often asked by those interested in evangelical work, "How to reach the masses?" The associations that cling to the memories of the old Canal street Mission are and always will be very sweet to hundreds who by its instrumentality were led to a life of

trust in God. It very soon proved inadequate to seat the throng that nightly gathered there and a new building at 70 and 72 Market street was erected which seats 850 people; but the present quarters are not large enough and Sunday evenings hundreds are turned away for want of room.

In his work in this city Mr. Trotter has had the co-operation and support of some of our leading citizens, who give

liberally of their time and money in support of the cause. The character of citizens who are interested in the movement is shown in the following roster of officers:

President—R. B. Loomis.
Vice-President—Amos S. Musselman.
Treasurer—Thos. M. Peck.
Secretary—E. R. Thompson.
Directors—J. K. Johnson, Melvin E. Trotter, Mrs. M. H. Barber, Rev. R. H. F. Gairdner, A. T. Slaght, Dan. C. Stekete, Guy L. Sintz.

The Mission is supported wholly by voluntary contributions, no inconsiderable portion coming from men who give freely because they believe that Mr. Trotter lessens the tax rate by getting families off the poor lists by reclaiming the husbands and inducing them to become respectable citizens and become producers instead of loafers and vagabonds. The funds contributed last year reached \$4,400.54 and the disbursements left \$7.95 on the right side of the ledger.

The working organization of the Mission comprises the S. S. Society—Soul Seekers—of sixty-five members; a Sunday School of 250 members; a Mothers' League of thirty members, who gather and make garments for the destitute and needy; a bible class of 100 members.

During the late spring and the summer and fall months competent Christian workers, with two Gospel wagons, music and singing, hold meetings on Sunday afternoons in different portions of the city. Many conversions have resulted from these meetings and the Gospel is presented to multitudes of people who are not in the habit of attending other religious services. Jail visitation is made a part of the work, and the inmates, when released, are looked after and, if possible, helped to a better life. The sick are given Christian sympathy and, where it is necessary, material assistance.

Mr. Trotter is wonderfully blessed in his efforts and to his untiring zeal, which has been and is so ably seconded by his wife, Mrs. Lottie M. Trotter, much of his success is due.

The Swift Maxims.

Gustavus Franklin Swift, President of the great packing firm of Swift & Company, who lately died in Chicago, the scene of his long line of achievements in the world of commerce, attributed a good measure of his remarkable success to the religious, unswerving following of certain maxims. Here are some of the maxims he held to be most important:

No man, however rich, has enough money to waste in putting on style.

The richer a man gets the more careful he should be to keep his head level.

The man that doesn't know his business from the top clear down to the bottom isn't any kind of a business man.

Business, religion and pleasure of the right kind should be the only things in life for any man.

A big head and a big bank account were never found together to the credit to any man—and never will be.

No young man is rich enough to smoke twenty-five cent cigars.

Every time a man loses his temper he loses his head, and when he loses his head he loses several chances.

Next to knowing your own business it is a mighty good thing to know as much about your neighbor's as possible—especially if he's in the same line.

The man with the biggest title and salary should be the biggest man in the firm.

The best a man ever did shouldn't be his standard for the rest of his life.

The successful man of to-day worked mighty hard for what he got; the man of to-morrow will have to work mighty hard to get it away.



THE WAY TROTTER REACHES THE MASSES



SOME OF TROTTER'S BOYS



SOME OF TROTTER'S GIRLS

House With a History

The Home of Foote & Jenks

A representative of the Tradesman recently visited the manufacturing plant of Foote & Jenks, of Jackson, and was surprised to note the completeness of equipment and the amount of modern and expensive machinery used in producing the various products of the establishment.



The building is 33x100 feet, two stories and basement, and constructed with special reference to the wants of the business. There are twenty-four different rooms or departments, each fitted for its special purpose, and containing all the latest and most improved machines and appliances. It is arranged so that each specialty is compact by itself, and all the machines, and they are both numerous and costly, are operated by electric engines or motors, and so there are no noise, confusion or dust and no mixing up of duties or materials, and in fact no chance for confusion or mistakes. An experience of twenty years has been compressed into this building and business and it is as near perfect as skill and successful practice can make it.

The products of the house are perfumes and flavoring and fruit extracts, crushed fruit and concentrated fruit syrups and soda fountain requisites generally.



To many the manufacture of perfumes may seem a very simple process, but it is not thus. They draw upon the products of every country for rare plants, oils and other material, and import these for their own special uses. Every product is the result of great research and some of the formulas are the result of years of study and experiment, and very costly.

Employment is given to from thirty to forty hands, according to the season.

Ten traveling men cover the Central Western States, reaching out to cities like Pittsburg, Cincinnati, St. Louis, Kansas City, Omaha, St. Paul and all intermediate points.

H. W. Goodwin & Co., a prominent Boston house, are sales agents for the product of the company for New England and their goods are well and favorably known in the South and West, including the Pacific coast.

The company is a liberal and judicious advertiser, and while they use plenty of printer's ink, they believe that a satisfied customer is the most potent advertisement, and one of the house mottoes and instructions to their travelers is, "Take good care of your trade."

The company's offices and salesroom fronting on West Cortland street, Nos. 222-224, are spacious and convenient. The visiting buyers' register shows the names of prominent dealers from all parts of the Middle West, with an occasional address from some remote sections of the United States, while the new system of loose leaf ledger carries more than 5,000 accounts. Visitors are always made welcome and the people of Jackson regard this laboratory as one of the features to see when showing strangers the attractive places of the Central City.

The employees of the establishment seem to vie with each other in rendering their best service, while a number of them are stockholders in the company, and all seem contented and happy in their work.

Directly connected with the cashier's department is a commodious fire-proof vault for office records and files, and in the rear of this is a large fireproof stock vault for the storage of perfumes ready for shipment. Connected with this are stock rooms for fountain supplies and flavors, and when filling orders the shippers use a triple check system which makes errors wellnigh impossible.

The general laboratory is located in the basement, which is well out of ground at side and rear, giving ample light and ventilation.

A one-inch air space in the walls, which are surfaced with brick inside, and floors of finest Portland cement make an ideal apartment, and here are prepared the numerous articles mentioned in their catalogues. These price lists are gladly mailed to dealers on application.

Finest Flower Perfumes

Under this euphonious title the labels of Foote & Jenks are to be seen in drug stores in all parts of the United States. They reserve this branch of their manufacture for the drug trade, and their special "Bloom" line odors, of which "Linden Bloom" was the first, are regarded as standard by druggists everywhere. As mentioned in their list, the White Rose Bloom, Arbutus Bloom, Carnation Bloom and Crab Apple Bloom are also favorites in this line. Pink Moss Rose is also popular.

Among their best achievements in the art was the development in the past few years of what is termed the "Floral" line. The "Trefolia" or



odor of Red Clover, worked out by Mr. Jenks, whose special studies are in this field of science, has made a decided "hit" the past two years, as has "Wildwood Violets" for four years or more. "Wildwood Roses," introduced as the third of this "Floral" series last fall, has a most charming fragrance, and all are unexcelled in point of lasting qualities.

These lines, as well as the old-fashioned Lily of the Valley, Heliotrope, White Rose, etc., are most exquisitely packaged in cut glass bottles, packed in silk lined or embossed paper boxes, suitable for holding souvenirs, birthday or wedding gifts.

In the Silent Salesmen cases in show room is a handsome assortment of engraved and cut glass bottles ready for the coming Xmas trade, some of them costing to import as high as \$25 each.

Soda Fountain Requisites

While the experience of the firm in this branch does not cover quite so long a period as in perfumes, they have in the past ten or twelve years built up an enviable reputation on their "Fruit Ripe" brand of concentrated fruit syrups and crushed fruits.

The flavors of the small fruits, like strawberry, raspberry, etc., are particularly choice. Their factory for the production of these is situated most favorably in Van Buren county, the heart of Michigan's famous "Fruit Belt." Here the fruit is allowed to thoroughly ripen and is skillfully handled by expert process men during the entire stage of manufacture. The stock thus produced has no competition in the product turned out by concerns who depend on the market of a large city for their supply of fruits. Everyone knows that fruit offered on South Water street, Chicago, and other like markets, is picked and crated while unripe and in an acid state, which will never develop the rich full aroma and flavor of perfection. In addition to this, we are told



that some makers of fruit syrups wait for an off day or a Saturday afternoon when the market is glutted and buy cheap stock on the very verge of decomposition.

Foote & Jenks are fortunate in being located in a fruit growing State and are the originators in Michigan of the industry, so far as producing the goods on an extensive scale for the wholesale markets is concerned.

Their stock of fruit syrups, which they are now shipping the trade, being prepared by an improved vacuum process, installed last year, retains in highly concentrated form the delightful aroma as well as the rich mellow flavor of the fresh ripe fruit. For this reason their diluting power is so far in excess of ordinary grades offered at nearly or quite the same price that their economy is readily apparent to the discriminating dispenser and buyer.

In the general laboratory at Jackson is produced the now famous "Vina-Cola," a pure and most delicious temperance drink. It quenches thirst, makes blood, gives vitality and health to nerves and brain. Write the house for special offer for 5 gallon order and directions for six different ways of serving this popular beverage.

In the Jackson laboratory is also prepared a score or more of other special and staple concentrated fruit syrups, among them Messina Lemon and Navel Orange, Freed from Terpene; also a new one, "Limeade," a great success as a phosphate drink; also Plum Julep, Malta-Coffee and Ginger-Mead, beside the old-time beverages, Root Beer and Ginger Ale.

Their special "Fruit-Ripe" brand of Chocolate is a favorite and the house is headquarters for all flavors and requisites used by soda water dispensers, confectioners and bakers.

Flavoring Extracts

manufactured by Foote & Jenks comprise all the standard sorts used by housewives for flavoring cakes, puddings, ices, ice cream and pastry, as well as the concentrated, soluble forms of orange and lemon and other flavors suitable for use of manufacturers of soft drinks.

F. & J. Extract of Vanilla (Jaxon brand) is made from selected Mexican



Vanilla beans only by cold percolation under powerful pressure and is allowed to ripen thoroughly by storing in barrels, whereby the exquisite smoothness of flavor is developed and perfected before bottling for sale.

The Coleman brand vanilla, made only by Foote & Jenks, is also pure Vanilla, produced and aged in the same manner, but made in part from a less expensive Vanilla bean, but so blended as to make it highly aromatic and particularly adapted for use in ice cream and chocolate work. Both these brands, "Jaxon" and "Coleman" Vanilla, are free from Tonka or other adulteration and are pure and wholesome and of superior strength.

Foote & Jenks' Extract of Lemon and Extract of Orange were the first permanently good extracts of Lemon and Orange ever made, being the flavoring principle extracted by Foote & Jenks from the best fresh oil only, free from artificial flavor and freed from the "terpenes" (turpentine) naturally present in the oil by a mechanical process which renders the extract soluble, therefore best for ices, ice creams and all culinary uses, and permanently good, as it can never develop the objectionable taste and smell of turpentine so commonly found in other makes of extract of lemon and extract of orange. It is



not too much to say that all other makes of extract of lemon and extract of orange are good in proportion as they resemble the product of Foote & Jenks, whose process is now extensively imitated, but remains the original and best. It is worthy of note that, although for eighteen years Foote & Jenks have advertised freely, the exact constituents of their extracts of lemon and orange and their consequent superiority to all other extracts, essences, etc., for flavoring purposes, the process employed—purely mechanical, no acids or alkalies used—remains the valuable secret of Foote & Jenks and produces results not approached by any competitor.

Foote & Jenks

Manufacturers of

Perfumes

Flavoring Extracts

Soda Fountain Supplies

Jackson, Michigan



Devoted to the Best Interests of Business Men

Published weekly by the
TRADESMAN COMPANY
Grand Rapids

Subscription Price

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

Entered at the Grand Rapids Postoffice

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

E. A. STOWE, EDITOR.

WEDNESDAY - - - APRIL 22, 1903.

STATE OF MICHIGAN)
County of Kent) ss.

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

I am pressman in the office of the Tradesman Company and have charge of the presses and folding machine in that establishment. I printed and folded 7,000 copies of the issue of April 15, 1903, and saw the edition mailed in the usual manner. And further deponent saith not. John DeBoer.

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

Henry B. Fairchild,

Notary Public in and for Kent county, Mich.

JUDGES IN POLITICS.

There was an interesting municipal campaign on for mayor of Chicago. All campaigns are interesting and hotly contested in the Windy City. There are in Chicago several gentlemen of both parties occupying judicial positions who had been besought to go on the stump for this or that candidate and to interest themselves actively in the campaign. Some of them were disposed to yield to temptation. Very naturally the participation of judges in partisan politics excited a good deal of adverse criticism, and well it might. The matter was carried to such an extent that the managers of both the Republican and the Democratic municipal campaigns in that city, recognizing the impropriety of having judges mixed up in politics, thereupon determined that none occupying judicial positions should be asked to take any part in the campaign. This decision on their part is entirely creditable and wholly in accord with the proper appreciation of the dignity of the bench.

When judges of any court of record engage actively in politics, either as spellbinders or managers, they are presenting an unfortunate and unwise as well as improper exhibition. Some time ago, this subject being up for discussion, William E. Curtis, the well known newspaper correspondent of Chicago, interviewed some very eminent jurists on this question and their opinions were published in his paper and afterward republished in several others. Justice Brown said: "I am clearly of the opinion that it is not consistent with the dignity and the requirements of the position he occupies for any judge to take part in political matters or to be considered the leader of any political following." Justice Shiras said: "It seems clear to me that judges should abstain from active participation in politics." Justice Brewer said: "Judges

who participate actively in politics tend to weaken the confidence of the public in the integrity and impartiality of the decisions of the court." These opinions expressed by jurists from the highest tribunal in the land were supplemented by similar opinions from many others.

The position taken is entirely in accord with that entertained by the intelligent thinking public. In fact it is a matter about which there is scarcely room for two opinions. A judge upon taking his seat should cut loose entirely from partisan politics of every name and nature.

SENSIBLE GERMAN VIEW.

Many foolish utterances have been made in the German press concerning the relations between that country and the United States. There has been a disposition to criticize the American way of doing things and a tendency to belittle American influence in international affairs. But in Germany as elsewhere there is now developing a more just appreciation of the American nation and the purposes of its Government. The Berliner Neuste Nachrichten, considered one of the leading journals of Germany, prints a long editorial commenting on the many recent victories of American diplomacy, and fully recognizing the ability of the American administration. Further than this it declares that it is only justice to say that American statesmen have been absolutely fair in all their dealings with Germany. This is a point which the Germans have hitherto overlooked. The United States has never sought to take unfair advantage of Germany. We have not gone out of our way to interfere with Germany's plans. It can not be denied that the Germans have gone out of their way to irritate and annoy us. It is to be hoped that the German government can be persuaded that its course toward this country has been a mistaken one. The Neuste Nachrichten puts the case expressively when it remarks at the close of its article: "Americans are justified in being proud of the record of their country, but it would be well if German diplomats would make up their minds that it is useless and even worse than useless to try to coax the United States into friendship with Germany by empty flattery, not backed up by deeds." Actions indeed speak louder than words. The visit of Prince Henry to this country would have paved the way to a most friendly feeling between the two countries but for the subsequent course of the German government in the Venezuelan affair and in other affairs where American interests were involved. In the International Congress of Agriculture at Rome on Tuesday, Germans urged the organization of a general European boycott against American products. It was opposed and defeated by the French and Italian representatives, who declared that there was more to lose than to gain in trying to ostracize America. It is time that Germany recognized this fact and reversed its present attitude.

A process has been recently successfully developed in Germany for welding aluminum. The metal is raised to a temperature just below incandescence, where the metal softens sufficiently to make a sound welding. If it is heated nearly to the melting point the metal becomes brittle and rotten. A welding produced by the new process can not be detected by the eye, and is said to be equal in strength to any part of the bar.

IS MIGHT RIGHT?

The famous metaphysician, John Locke, held that there are no such things as abstract ideas; that, in a word, ideas could only exist in a concrete or specific form. Doubtless he was correct, as is also the assumption that there is no such thing as an abstract right. Any right must be the right to do a particular act or enjoy some specific indulgence, and beyond this there is no definite conception of a right. All rights are subject to control of some sort. A right which formerly existed can be cut off and no longer exist. The right to secede was possessed by the Southern States, but when some of them proposed to put it into execution they were stopped so completely by a superior physical power that they were compelled to desist. The right to secede has been abrogated by superior power, and it remains in abeyance until some time when a majority of the states may conclude to accomplish it and be able to muster sufficient physical force to complete their design.

There is nothing good or bad in force. It is only a tremendous agency launched forth from some source of power, and striking where it will. It may be a thunderbolt or a cyclone. It may be a great army or vast mob of the people. Sometimes it may be directed toward a particular object, but usually it is wholly ungovernable by any human instrumentality. It may wreck a ship or a city. It may overthrow a nation or revolutionize one. In every case we must accept the results that follow the blow it strikes. It has happened that only a hurricane can purify a pestilence-charged atmosphere, or only a "reign of terror" can purify a nation of its political and social corruption.

When considered in all its bearings, who can say if it were good or bad? We can only accept the result as authoritative and decisive. It is the work of power, of might. It works its will without regard to legal codes, and we submit. Finally it receives the verdict that it was right. The dwellers upon this earth are constantly subject to be overwhelmed by some such exhibition of force. The solidarity and indivisibility of the Union is necessary to enable the Republic as a mighty power to go forth conquering and to conquer, thereby working out its destiny of dominion over the nations of the earth. Finally, like the empires of Rome, of Charlemagne and Napoleon, it must fall to pieces, so that its overpowering pride, its ferocious blood-guiltiness and its inexpressible political corruption may be punished and wiped out.

All government ought to be a constant expression of justice and righteousness, but all depends on the power that is behind it. One day some tremendous, resistless force takes possession and works its will. Then we who are left must conform to the conditions in which we find ourselves. If might is not right, we are often forced to accept its consequences as authoritative and overpowering.

GENERAL TRADE REVIEW.

As the consequences of the Northern securities decision become more developed the conviction is growing that the effects on the speculative markets in the long run are going to be beneficial. For a long time there had been a fear among conservative investors as to what the mania for transportation combination would result in if permitted to go on unchecked. Indeed, this influence has been more potent in retarding values and investments for a long time to a

greater extent than has been realized. Of course the immediate effects of the decision could not be other than reactive, but that it was of a healthy character is shown by the steadiness so quickly assumed and by the strong support accorded by the best investors. Combinations and rumors of combinations had become the rule to an extent that created question as to the status of much of the stock in the markets, until, in fact, speculation was being built up on the probabilities of further mergers. When it became evident that the question of combination was to have a judicial hearing this kind of speculation had its setback, but the attention of buyers was soon turned to the actual value of the properties and as soon as the decks are cleared it looks as though an active and healthy advance will follow.

While there has been no serious failure or other disquieting result of the reaction there is no doubt that its effect on general trade has been material, although the slackening of activity which has appeared in some lines is generally accounted for by the labor situation and unfavorable weather conditions. Among so many causes it is not strange that there should be a slight halting, but that it will have any duration is generally discredited. Preparations for spring trade were on a tremendous scale and any seeming halt in the tide of trade will naturally react on wholesale demand. With the present positive advance in speculative markets there is coming renewed activity in industries and distribution. Textiles are still troubled by the undue advance in cost of material. Footwear is showing no slackening and the movement from the East has never been exceeded except by one year.

Andrew Carnegie looks forward to a political union of Great Britain, the United States and Canada. Mr. Carnegie places too much dependence on what is called the Anglo-Saxon feeling in making his prediction. If the boundaries between the United States and Canada are wiped out and Great Britain, the United States and Canada unite their political destinies that result will be accomplished in some other manner than through the good feeling produced by people from the old home, meaning England, and those from the new, the United States, meeting together in friendly relations. Those may be maintained indefinitely without accomplishing the almost inconceivable result of Great Britain consenting to practically efface herself, as she would have to do if she became part of a union in which American end would be incomparably the more important. Over a century and a quarter ago Adam Smith spoke of the possibility of the transference of the seat of British government to America. That was before the Revolution. It is hardly probable that a condition will ever arise as favorable to the idea as then existed. But even at that time the suggestion was received with impatience, although this realization would only have involved the moving of the machinery of the government of the parent state to the home of a son whose lusty growth had left the parent far behind.

It is definitely stated that the grip microbe is only sixteen-one-thousandths of an inch in length. It is not the size of the microbe that worries the sufferer from grip, but the power for mischief which it possesses.

IS THE SUN HABITABLE?

The old question of the composition, condition and habitability of the sun is again being discussed by astronomers and theologians. It was started by the announcement made by Alexander Young, of La Porte, Ind., astronomer, that his observations of solar spots covering a long period of years convinced him that the sun is not only a cool, habitable body, but that it is, in fact, inhabited. This statement drew the comment from Professor W. H. Pickering of Harvard Astronomical Observatory at Cambridge, Mass., that "Alexander Young is a crank. It has been proved that the sun is too hot a body to allow of any life there. Vegetation on the sun is beyond the range of possibility." This was followed by a declaration made by Dr. Alfred Russell Wallace, who shared with Darwin for a time the honor of the paternity of the theory of evolution, natural selection and the survival of the fittest, that the earth is the only body in the universe on which life exists, and that all other orbs and stellar systems occupying immeasurable space were created solely for the benefit of man—the highest and most perfect type of life.

A three-cornered controversy has naturally grown out of these several declarations. Each one has plenty of ardent supporters. Neither one can, however, produce positive proof of the correctness of his theory. This is not strange. Although astronomy is classed as an exact science, it is exact only so far as the determination of the movements of certain heavenly bodies through space is concerned. These are determinable to a nicety by mathematical calculations based on fixed laws of motion and gravitation. But whenever the astronomer, be he ever so learned and skilled, steps outside that particular groove, his science becomes involved in doubt and speculation. He knows nothing certainly. He deals in probabilities and suppositions. Two astronomers holding views diametrically opposed to one another respecting the composition and condition of the bodies included in the solar system draw deductions from certain visual phenomena, chiefly obtained either through the agency of eclipses and the aid of delicate instruments and comparative analyses or by direct inspection with the eye of the object studied when magnified by powerful telescopes. Thus, we have no definite knowledge of what is the real condition of any of the heavenly bodies. No astronomer has yet been able to determine positively whether the moon, the nearest to the earth of all the heavenly bodies occupying space, is inhabited or not. The opinion is entertained by many that it is a dead world, without life and without any other purpose for its continued existence save to serve the earth as an illuminant at night and a tidal regulator of the waters on its surface. This theory of the absolute death of the moon is based on the fact that no atmosphere, like that which the earth possesses, has yet been detected by the most delicate instruments constructed to test it. But the assumption of the non-existence of life on the moon is based on our own knowledge of how earth life is sustained and the assumption that such conditions are essential to life. That depends, of course, on an atmosphere. But a universe containing such an infinite number of worlds existing under varied conditions, although all subject to one general common law, may have an infinite number of forms of life

each dependent upon a special condition of its own for its existence. If that theory is accepted, then the moon, with or without an atmosphere, may be inhabited by living beings, possessing equal if not higher order of intelligence than any form of life sustained on the earth. However, it is not long ago that Professor Pickering, of Harvard, who scored Professor Young, of La Porte, so unmercifully for his theory of life on the sun, declared positively that he detected during the last lunar eclipse the appearance and disappearance of hoar frost in the neighborhood of the great crater on the moon in the course of the transit of the earth's shadow. If so, this phenomenon in itself presupposes an atmosphere and moisture on the moon, and, therefore, the possibilities of life under conditions similar to those existing on the earth.

Whether the sun is in a state of combustion or merely a cool orb surrounded by an atmospheric envelope electrically incandescent is a debatable point. Professor Pickering can not give absolute proof that it is in a state of combustion. That is the weak point in his assumption that it is a burning orb. Nor can Professor Young, on the other hand, prove conclusively that the true orb of the sun has a cool surface and that the radiance of its atmosphere which gives all other bodies in the solar system light and heat is not the result of gaseous combustion. The theory of combustibility is fortified by the evidence adduced through the use of the spectroscopic and the comparative analysis of its lines. A ray of light produced by the combustion of any given element when projected into that instrument always disposes of the prismatic lines in the same order of distribution. Hence, when a ray of light from the sun or any other heavenly body is analyzed by spectroscopic observation and the prismatic lines are grouped in certain orders, the inference is drawn that the elements which will produce these groupings in an artificial test are in combustion in that ray. The theory is a beautiful one and would be very convincing if there were no adverse theories advanceable which are capable of equally convincing demonstration. But the fact that it is only a theory robs it of conclusiveness, for a theory may be faulty and there is much about spectroscopic observation which is still in doubt.

Every known solar phenomenon has, in fact, been artificially and incandescently produced through the agency of electricity. The theory that the sun is not a burning but an incandescent body is thus strongly supported by physical demonstration, for incandescence does not imply combustion. Again, solar spots are all produced by rents in the sun's atmosphere, exposing the solid body underneath. If the sun were, therefore, a burning body the evidences of combustion would be as strong inside the rent as they are presumed to be outside of it. As a matter of fact, however, no sun spot has ever yet been studied which gave any evidence of combustion in its depths. If combustion is not in progress below the outer envelope of the sun, the theory of the combustion of its atmosphere must be abandoned as untenable.

Other phenomena have been witnessed in the neighborhood of the sun itself which tend strongly to refute the theory of solar combustion. At a recent total eclipse of the sun a large comet whose existence in the heavens had not before

been suspected was discovered close to the sun. Its orbit actually carried it through the solar atmosphere. If the sun had been a burning body total annihilation would have been the fate of that comet, but it emerged on the other side of the sun absolutely unscathed and continued its journey through infinite space without visible change in its condition or any divergence from its original path through the heavens. That solar combustion is the source of heat as well as of light received a rude shock in the experiments made about two or three years ago by a number of meteorologists in France and Belgium. The point which these scientists desired to settle was the temperature of the upper atmosphere of the earth and its variations throughout the twenty-four hours of the terrestrial day. Balloons filled with the lightest of gases and equipped with self-registering thermometers and barometers were released in France. These ascended to a registered height of nine miles, at which altitude they remained though the whole twenty-four hours, descending finally with their records in Belgium. These records showed that the atmosphere of the earth at the altitude reached was of a uniform low temperature throughout the twenty-four hours. The theory of solar combustion as the source of heat on the earth implies a high temperature in the upper atmosphere at mid-day and a low temperature there at midnight. These meteorological experiments furnished, therefore, strong if not conclusive evidence that the solar rays are not the source of heat, but that the

friction offered by the resistance of the atmosphere to their passage is the true source. This assumption is confirmed by the frictional combustion of meteorites when they enter the atmosphere, and, also, by the convergence of the sun's rays with the aid of the prism to a point where their combined friction in their passage through the air produces combustion. If the sun is, therefore, not in a state of combustion, it is reasonable to assume, as Professor Young does, that it is habitable. At all events, Dr. Wallace's theory that out of the numberless worlds forming the celestial constellations only this midget of a planet known as the earth is inhabited by intelligent beings is a piece of human egotism which may be summarily dismissed as unworthy of a moment's serious consideration.

Some people in business are always surly and offensive. They can not help it, as a rule. They were not endowed by nature with those nobler instincts that shine out in smiles and kind words and little attentions that beget confidence and admiration. The swine never looks above his plane and sour people never get out of the atmosphere of their own sordid, fermented imaginations. They can not help it. If a noble soul greets them with mirth and a joyous salutation they express surprise and shrink away and are again devoured by their own vile acids and putrefying elements. Why not throw off this dead weight of selfishness, hatred and jealousy and take on new being? Open the windows and dry the mould and ague damps out of your soul and begin life anew.

To-day (not to-morrow) send postal to learn just how to

Double Your Cracker Business

Perfection Wafers

(P. W. on every cracker)

Will Do It

Write that postal (just now) for special proposition.

Perfection Biscuit Company
 (The Florodora Cookie Makers)
 Fort Wayne, Indiana

Turn to page 44, column 5, for prices.
 Perfection Grahams are great summer sellers.

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—The market really has an appearance of considerable activity, but the actual transactions are considerably below par. The activity is due to the attempts of the buyers, both domestic and export, to find weak spots and buy at concessions. The result of this is that there is practically no speculation, although there probably would be if agents should ease up a bit. Brown and colored goods are firm, although enquiries in regard to these are less evident than in other lines except on the part of exporters. As their ideas of prices are considerably below those of the sellers, not very much is expected of them. Four yard sheetings are well sold up, and very few satisfactory promises can be made in regard to deliveries of new orders. Denims show even greater firmness and values are strong. Bleached cottons are quiet, although manufacturers and others are urging quick shipments of their orders.

Mohairs—The popularity of mohairs has opened up a field of possibility for the novelty goods manufacturer, both foreign and domestic, for a substantial share of the novelty creations are either of mohair or embellished to a greater or less extent with mohair yarns. If one could suddenly withdraw from the market all the fabrics, plain and fancy, that may be classed under the generic head of mohairs, the reduction in the lines available for the buyer's attention would be startling. There are those in the market who are beginning to fear that too much attention is being paid by the manufacturer to mohairs; they fear that the putting out of so many lines of medium and cheaper sort may bring about a revulsion of feeling on the part of the consumer of fine goods, and that as a consequence a surplus of such goods may be left in first and second hands. While there has been nothing of a phenomenal nature in the demand for suiting effects of the "Scotch" order, the aggregate volume of business secured thereon is sufficient to give the manufacturer a very fair degree of encouragement. Plaids have been anything but conspicuously successful as business getters; loud, pronounced plaids in particular, have been passed "up" by buyers with almost unanimous accord. The chief hold of the plaid is witnessed in broken or semi-invisible plaid effects in certain novelty lines, and also in some small, neat effects in sheer goods, etc. An occasional voice is raised in support of the plaid and the prediction is made that the duplicate period will bring such goods into a more prominent position. This is contrary to the best opinion of the majority of the trade, however. Most factors regard the plaid as a dead issue—as having run itself to death during the last fall season.

Wool Dress Goods—It is not a season when dress goods manufacturers generally have succeeded in getting their full season's production under order on initial business. Some mills have done so and others are but little shy of that condition, but as far as the average dress goods line is concerned, it will require a considerable volume of duplicate business to put them on easy street. Nevertheless, the position of the majority of dress goods manufacturers is a healthy one. Their initial business has been the means of giving them a sufficient distribution to give good hope for

the return business, and is sufficient in most cases evidently to carry them along until that time when supplementary buying may be reasonably expected. The manner in which retailers closed up their fall season and the satisfactory condition of the lightweight end of the market are factors which aid in establishing confidence in the future. The orders that continue to come in for spring goods are of a piecing-out character for the most part. There is a continued pressure for delivery on original orders of broadcloths, mohairs and sheer fabrics. Advices received from leading retail circles indicate that the spring trade has started off under fairly auspicious circumstances. Of course, in certain sections of the country there has not been sufficient warm weather to enable much of an impress to be made on retailers' stocks. In some sections, too, the wet weather has acted with delaying effect; nevertheless, there is every prospect of a good lightweight retail season, according to the reports that come to jobbers and garment manufacturers.

Underwear—The demand for duplicates does not always indicate sales, because there are few duplicates to be found. The season has been a most successful one for the agents and mills as far as the quantity of orders is concerned, and the buyers are doing more worrying than the sellers. In many cases the buyers are even more anxious over orders that were placed some time ago and that are not yet delivered than they are about anything else. Balbriggans have increased in strength and scarcity at the same time and it is only in rare instances that duplicate orders can be placed. As a rule agents will accept no more. The question of deliveries is really the most important one up for consideration just now and is causing more trouble than anything else to both the agents and the buyers. The buyers are clamoring for their goods, but the agents apparently can not or at least will not give them any encouragement.

Hosiery—The hosiery market at present is not quite as dull as it might be, for there is a little business being transacted and in some cases at a slight advance in prices. This is, however, a naturally quiet time of the year for this part of the market so it creates no surprise whatever, but there is more surprise at the actual amount that is even now under way. The jobbing end of the trade reports a very good business and they in turn are beginning to place their duplicate orders, although this is merely a beginning. Hosiery



Get our prices and try our work when you need

Rubber and Steel Stamps Seals, Etc.

Send for Catalogue and see what we offer.

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

SPECIALS IN SHIRT-WAISTS



We Have

A complete line of Shirt Waists, made of the following materials: Embroidered Swiss, Embroidered Lawns, Mercerised Materials, Percales, etc. They are made up in the latest styles.

Prices ranging from \$4.50 to \$18.00 per dozen.

P. Steketee & Sons,
Wholesale Dry Goods.

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.

91-3 Campau St.
Grand Rapids, Mich.

Freight or express prepaid on all mail orders.

Two And a Quarter

Dollars per dozen for men's plaid coats. We also have better grades at \$3.50 and \$4.50. Try us on men's furnishings. We have a good stock.

Grand Rapids Dry Goods Co.,

Grand Rapids, Mich.

Exclusively Wholesale.

has hardly seen the advances that the increased cost of raw material would seem to warrant. It has advanced some, to be sure, but it is likely that further advances will be made before long. Certainly there must be, if there is to be even a living profit in most of the lines. It is the mills having a well-established reputation that have been able to get the best prices. As for considering the condition of prices for another season, it is out of the question, for it would depend entirely upon the market for raw material. Very little is stated about it in the market now, although it is usual at this time of the year to hear considerable in that regard.

Carpets—As far as new orders are concerned, the market is a decidedly dull one, yet there is quite a good deal of business in sight and a good deal of it would have been landed had the manufacturers been in a position to accept the same. There is no question now that the opportunities for taking further duplicate business for this season have passed by owing to the extreme lateness of the season, and from what is gleaned from around the mills, there will be little spare time on the manufacturer's hands between now and the time the coming fall carpet season opens. Orders now on the books of the manufacturers, particularly of those who manufacture three-quarter goods, which have not been filled, are very large, and all hands will be kept very busy if all the business is to be turned out before the middle of next month, the time when the new season is likely to begin. Some manufacturers are of the opinion that the new season will likely open a little later than usual this year, owing to this unusually large business that is on hand, but this question will no doubt be decided by the big Eastern factors when the right moment comes around. The big Eastern mills are as well sold up as their smaller competitors and they may see fit to postpone the formal opening of the new goods a week or so later than usual. Taking everything into consideration, they have had a very excellent business thus far this season and now that they have so much business on hand, there is a good opportunity of lengthening out the period for making spring carpets until such a time as they desire. Up to within a week or so, there have been quite a number of consumers in the market seeking out a place where they can fill small, few-roll orders to help complete initial stocks, but few, if any, have found a manufacturer in a position to take orders even at better rates than initial prices. In grain weavers are busy as a general thing, but the trend of things has not been so promising during the past few weeks as it was the first part of the season. Some weavers have reported a decided falling off in the demands from all quarters, but notwithstanding this they say that the season will end with a very satisfactory demand all the way through. Other weavers speak more encouragingly of the present state of affairs and say that, barring the rather low prices that are now quoted, it could not be more satisfactory to themselves. It looks as though a strong fight would be made for higher values next season and there is every reason why such higher prices should be made. In fact, some say that they must be made. The retail trade is beginning to show a good deal of activity now that the milder weather has come. It has been a reminder to the dutiful housewife that a general spring cleaning is on or shortly will be

and that now is the time that the worn carpets should be replaced with new ones. Within the past week or two the retail trade have noticed a vast improvement in demand and from all appearances the spring season is opening with them under very favorable auspices. The high priced three-quarter goods are beginning to sell very well, but the body Brussels, Axminsters and tapestries appear to be what a majority of the public want in three-quarter goods. Ingrains are beginning to be in good request in the all-wool and better super grades.

Rugs—Weavers are continually turning down business on account of their production being so largely contracted for. Makers of Wilton and Brussels 9x12 foot rugs are sold ahead for many weeks and yet they could take a good deal more business if they were in a position to do so. Rugs of all grades and sizes are in good request and bid fair to be for some time to come.

Went Too Far.

He had a bundle of papers under his arm, and was standing near a railway station weeping.

What is the matter, my boy? said a pleasant-faced gentleman.

If I go home without selling my papers me father and mother will beat the life out of me.

That is bad.

Yes, sir; but the worst of it is that I am an only orphan.

Yes, replied the philanthropist, allowing a coin to drop back into his pocket, it does not often happen that a boy has such bad luck.

A brave and struggling business man once returned from one of his trips. He was a shipper of stock and grain and had gathered together over \$30,000 and when he entered his home his noble wife, whose keen eye could read the pages as they formed in his book of life, said: "What is the matter, my dear, you are in trouble?" He quickly replied, "We are penniless." She quietly viewed his distress and stroking his troubled brow said, "Is that all?" He was amazed and, until he knew her deeper meaning, disgusted, but she replied, "I have you and you have me and we are strong and willing and brave. Be of good cheer."

The minister who divides his discourses into too many threads will find it difficult to procure attentive ears for all of them.

National Fire Insurance Co.

of Hartford.

W. Fred McBain,

The Leading Agency.

Grand Rapids, Mich.



They Save Time

Trouble

Cash

Get our Latest Prices

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 \$3.75 to \$200. Most complete line on the market. Also Crystal Flake (the celebrated Ice Cream Improver, 1/4 lb. sample and recipe free), Flavoring Extracts, power and hand Ice Cream Freezers; Ice Cream Cabinets, Ice Breakers, Porcelain, Iron and Steel Cans, Tubs, Ice Cream Dishers, Ice Shavers, Milk Shakers, etc., etc.

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

We Ask You in All Candor

What are the inducements for using ordinary cheap temporary kal-somines or spoiling your walls with poisonous wall paper?

Why Not Use

a material that will make a durable, sanitary and handsome coating in any style of work from plain tinting to relief decorating?

ALABASTINE

Is such a coating; is recommended by sanitarians everywhere. Write us for an article entitled Unsanitary Wall Coatings also for help of our artists in preparing color plans for your rooms. All free.

ALABASTINE CO.

Grand Rapids, Mich.

Retailers

Put the price on your goods. It helps to SELL THEM.

Merchants' Quick Price and Sign Marker

Made and sold by

DAVID FORBES

"The Rubber Stamp Man"

34 Canal Street,
Grand Rapids, Michigan

Oleomargarine Stamps a specialty. Get our prices when in need of Rubber or Steel Stamps, Stencils, Seals, Checks, Plates, etc. Write for Catalogue.



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



Is the only machine on the market that contains NO PACKING OR WICKING. All passages and pipes are large and left free and open, making it absolutely impossible to become clogged or stopped up. The generator is separate from the tank. All valves are above gasoline level, making it impossible for any oil to run from tank. It can be started in one minute and maintains its own pressure. The generator is started by its own gas, no alcohol required. It is ABSOLUTELY SAFE and can be operated by any one. Does not affect your insurance. The severest test and use have proven THE VINCENT to be faultless. If you want one of the best lighted stores at the least expense send us diagram of your place of business and we will quote you price of plant suited to your requirements. Manufactured Solely by

Noel & Bacon Co., Gen'l Agents, 462 S. Division St., Grand Rapids, Mich.

Individual Gas Light Co., Petoskey, Mich.

MEN OF MARK.

J. Mortimer Rathbone, Manager of the Morton House.

After all, human nature is made up of a few essentials which shape one man a good deal after the fashion of the other man, and that, too, in spite of the faith that is so ravenously, not to say selfishly, appropriated as exclusively their very own by those individuals who draw and paint, or sing, or orate or do many other polite specialties well and entertainingly.

"No, sir," says the artist as he stands worshipfully before a strong drawn, well colored and beautifully modeled portrait from "life, there is no university where one can learn to produce a thing like that. Pink teas and social influence are powerless in the presence of such results as are there. That is a creation which was begun with the birth of the artist who painted it. Such ability is a gift from Nature."

Very true. True, the baby Mozart in his nightie and with his musical soul is a fact in history, as are the perennial Patti and many others in the finer arts. But the same essentials were exemplified by Florence Nightingale and scores of splendid women who have followed her as natural nurses and philanthropists. Nature reveals her characteristics everywhere in the lists of scientists, surgeons, artisans, farmers, merchants, manufacturers and managers.

And, speaking of managers, Nature has occasionally produced a superior result in one division of this sphere of excellence, viz. in the department of hotel management. Your good, high grade hotel manager is born, not made. Thus born, he makes himself, as to the minor and very necessary details.

Have you met that chap in the Morton House who, well built, well groomed and well mannered, fairly beams with wholesomeness and cordiality for all guests, while he bends his other eye on the routine details of his perfect system in direction? Well, that man, whose smooth, healthy and round face is an antidote for all degrees of strangeness and lonesomeness, is J. Mortimer Rathbone, a born hotel manager. Try as he may—and he has tried—to get away from the distinction Nature bestowed upon him at birth, Mort. Rathbone is still—and exactly where he belongs—a hotel manager in charge of one of the finest conducted hostleries in any city of the size of Grand Rapids—the Morton House.

Mr. Rathbone's paternal grandfather was Theodore Hiram Rathbone, one of the pioneers of Grand Rapids and brother of the late A. D. Rathbone, No. 1. His maternal grandfather was Canton Smith, another of our pioneers and away back in the fifties proprietor of the National Hotel, which stood on the site of the Morton House. Mortimer's father was Theodore Hiram Rathbone and his mother was Susan Smith, elder sister of the late Gen. I. C. Smith.

In the year—well sometime "befo' the wab, sab," Mortimer was born in the old Rathbone House at the southwest corner of Monroe and Market streets, which hotel was then owned by his grandfather. After passing through the routine of those days—the union school on the hill—the lower steamboat landing, islands numbered one, two, three and four, the Kalamazoo stage barns, the Fountain street hill, Coldbrook and a few other grades—he felt the approach of manhood and started out as rodman in a surveying party under Col. Minschner and called back rod-read-

ings and "bench" changes from Cedar Springs to Clam Lake in an effort to build the Grand Rapids & Indiana Railroad.

But the die was cast. He could not help it and so in 1868 he was in Kansas City as clerk in the Pacific House. The cowboys fatigued him so that the next year he was a clerk under the late Hawley Lyon in Sweet's Hotel, where he stayed two years, and then put in a year and a half as proprietor of the Mason House at Big Rapids. This was followed by two or three years more at Sweet's Hotel and then he made a break to get out of the business, but he only got as far as the Windsor Hotel, Leadville, Colo.

Still he had a new environment, to say nothing of his desire, so that presently he located in Ruby City, Gunnison county, Colo., with the Scribner

remained six years, when, in 1890, he went to Chicago as manager of the Rice estate, of the Tremont House. A few months later the hotel was sold to Hulbert & Eden, so that Mortimer went over to the Palmer House. His next stand was at the Wellington with A. S. Gage, Mr. Rathbone being Vice-President and general manager of the hotel company. In 1894 he obtained a lease, for one season, of the mineral springs resort hotel at St. Clair—the Oakland—and then he made money, a fact that has not since been duplicated in that hostelry. In 1894 Mr. Rathbone returned finally to Grand Rapids and the Morton House, since which time he has been continuously in charge, except that, during the summer seasons of 1901-02, he managed the Ottawa Beach Hotel for Mr. Pantlind, a duty he will also perform during the coming season.



boys as associates, and great prospects in the shape of a section of land a league deep with pure anthracite coal and now and then a gold mine. They built stores and rented them. They built a hotel and ran that. They mined coal and gold, etc.—they even indulged in politics. Mr. Rathbone was the first City Clerk of Ruby City and held the office of Mayor of the city for four years and, as Mort. puts it, "the city was never closed an hour during my administration."

The proposition was adamant, because the proprietors of Ruby City and the coal and gold mines had a transcontinental railway corporation to back against. And the corporation needed the city and the mines, and they got them, finally, so that in 1884 Mortimer was again in Grand Rapids, this time going into the Morton House. Here he

My! but what a bit of country Mort. has covered in thirty-five years and still, to look at him, one would not credit him with being of an age sufficient to have made such a record. "Here, cut that out!" is what he would say, could he know of it before the editor passes it. "That doesn't go, because if Mrs. Rathbone should see it there would be an opinion or two expressed," he would continue and then, with a voice full of pride and tenderness, he would go on and tell that he married Anna Johanna Morton, daughter of George C. Morton, of Chicago, for whom the Morton House is named. And he might forget to tell a great many things about the Civil War days in Grand Rapids, when "Pete" Henderson, "Brose and Frank Luce, "Pete" Williams, George Gage and all the rest held nightly larks at the corner of Foun-

tain and Ionia streets, but he would not forget to mention that he is a member of York Lodge, F. & A. M., and also Elk's Lodge, No. 48.

By the same token he is not required to say anything, because he is more than Mason, more than Elk, more than Grand Rapids pioneer. He is the chap who can "size up" an absolute stranger and "room him" according to the man; or if for any reason the required room is not available, he can breed in that man a feeling of satisfaction over the room he gets; he can scent a complaint while the guest is coming down in the elevator or getting ready to call it down through the telephone; and in either instance he has the necessary panacea ready for instant and successful application. In brief, he is a born hotel manager and a widely known and much admired credit to the city of which he is both native and resident.

Employer Recovers Damages.

Justice for employers of labor may be had through public opinion and through the courts. Sympathy is excited for labor because it has no money; that was originally the notion, but it is a fallacy, for labor accumulates money—capital—strikes out for itself and then labor is an employer and the thing takes a different aspect. Those who continue to toil and spend have no right to restrain or hamper the workman who saves his money and employs others to work for him. In this country the majority of employers started out for themselves in the first place.

A jury at Rutland, Vt., has decided that an employer is entitled to damages from a union that interfered with his business. The F. R. Patch Manufacturing Company's employees struck. The strikers intimidated workmen who entered the shops in their places. The company employed guards and provided a boarding house for the new men. The company was put to great expense to operate its works, as it had a right to do under the law. It sued the union for \$10,000 damages. The jury returned a verdict of \$2,500. The property of union men was levied upon and the company will collect by that means. The union is trying to escape the efforts of its lawlessness by concealing its records. The officers have also absconded.

"No Hogs Now."

President Tucker, of Dartmouth College, is "telling one on himself." In fact, he avows that the entire story is a little too personal to be enjoyed.

Last summer he went to a Maine town for a short rest, and boarded with a farmer who was in the habit of taking a few Summer guests into his house to help "lift the mortgage." Some time ago the President received a letter from his former landlady asking for his patronage during the coming summer.

"There are several little matters that I desire changed, should my family decide to pass the coming summer at your house," wrote President Tucker in reply. "We do not like the maid, Mary. Moreover, we do not think a sty so near the house is sanitary." And this is what he received in reply:

"Mary has went. We hain't hed no hogs sense you went away last September."

Seeing things with other people's eyes shows us the direction of the current of popular taste. We learn what to do and what to say, from what is done and said by others. In business it is profitable to be in line with the movement.

Would a system of keeping your accounts that

Lessens Bookkeeping By One-Half

That gives you the Total Amount your customer owes you with Every Bill of goods he buys;

That gives your customer a duplicate of his order together with the total amount of his account;

Thereby keeping your accounts up to date like a bank, be of interest to you?

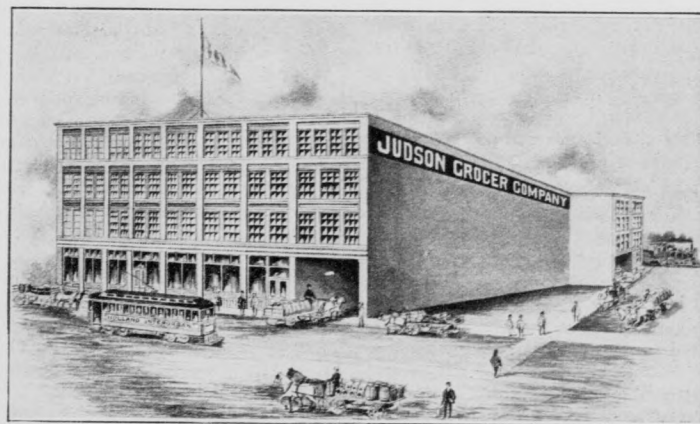
Our descriptive booklet tells all about it and we will gladly send you one if you will drop us a card.

The Simple Account File Co.

500 Whittlesey Street,
Fremont, Ohio

Largest Wholesale Grocery House 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 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, Michigan

Facts in a Nutshell

**BOUR'S
COFFEES
MAKE BUSINESS**

WHY?

They Are Scientifically
PERFECT

129 Jefferson Avenue
Detroit, Mich.

113-115-117 Ontario Street
Toledo, Ohio

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

LIGNITE AND PEAT.

Astonishing Amount of Both Used in Germany.

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

One of the important improvements of recent years has been attained by mixing the peat pulp, as it passes through the grinding machine, with other inflammable materials, viz., bituminous coaldust or slack up to 30 per cent., anthracite culm to 40 per cent., or dry sawdust to 15 per cent. These dry, pulverized materials, when mingled with the wet peat, not only greatly enhance its subsequent value as fuel, but facilitate the drying process and render it tough, dense, elastic and capable of being pressed cold into salon briquettes of high quality.

There are in the State of New Jersey, within easy distance of the coast, extensive peat beds which have not hitherto been utilized. There are at the terminal coal yards in Jersey City and Hoboken large quantities of coaldust, both anthracite and bituminous, that are treated as waste. May not the neglected peat and the worthless dust of the coal yards be combined by processes already perfected and successful here into a clean, cheap and effective fuel for household purposes?

But by far the most modern, scientific and rational method of utilizing peat appears to be that of converting it into coke by carbonization in retort ovens with recovery of the gas, tar and other by-products of distillation. This has been the subject of many years' study and experiment in Germany, the best results of which have been embodied in the system perfected and patented by Martin Ziegler, a chemical engineer of high reputation, which gives to the manufacture of peat coke the dignity of a perfected industrial process. Concisely stated, the Ziegler method consists in carbonizing peat in closed ovens, heated by burning under them the gases generated by the coking process itself. Such a plant is therefore self-sustaining, the only fuel required being coal or wood sufficient to heat the oven for the first charge, when the gases generated by the coking process become available and enable the operation to be repeated and continued indefinitely. Not only this, but the off-heat from the retort furnaces passes on and heats the drying chambers in which the raw, wet peat is prepared for the ovens by drying to the point of economical carbonization. There is transmitted to the Department as an exhibit with this report a sample of 1 kilogram (1,000 grams, or 2.2 pounds) of raw peat and the several products derived therefrom by the Ziegler process, each in its due proportion, as follows: Three hundred and fifty grams of coke, 40 grams of tar, and 400 grams of gas liquor, from which last are derived 6 grams of methyl alcohol, 6 grams of acetate of lime, and 4 grams of sulphate of ammonia.

The peat coke produced as the primary product of this process is jet black, resonant, firm and columnar in structure, pure as charcoal from phosphorus or sulphur, and, having a thermal value of from 6,776 to 7,042 calories, it is so highly prized as a fuel for smelting foundry iron, copper refining and other metallurgical purposes that it readily commands from 40 to 50 marks (\$9.52 to \$11.90) per ton. It is also a high class fuel for smelting iron ores, but as the process is comparatively new and the output limited, it is as yet too scarce and expensive for blast-

furnace purposes. Crushed and graded to chestnut size, it forms an excellent substitute for atracite in base-burning stoves. In larger lumps, as it comes from the oven, it fulfills substantially all the various uses of wood charcoal as a clean, smokeless fuel. The cost of a four-oven plant, with all apparatus for cutting and drying the peat, distilling the gas liquor, and extracting paraffin from the tar, is given at \$95,200. Such a plant is reckoned capable of working up annually 15,000 tons of peat, the various products of which would sell, at present wholesale market prices, for 494,100 marks (\$117,596). A plant of 12 ovens, with all appurtenances complete, would cost \$261,800 in Germany, and should produce annually products worth \$350,000, from which, deducting the carefully estimated cost of peat, labor, depreciation of property and other expenses—\$179,200—there would remain a profit on the year's operation of \$170,800. This process is in successful operation at Redkino, in Russia, and the German Government has evinced its practical interest in the subject by placing at the disposal of the company a large tract of peat-moor lands, the property of the State, on which extensive works will be erected during the coming year.

While Germany is pre-eminent in the scientific utilization of lignite and peat as materials for prepared fuel, it is not apparent that technical superiority is so absolute in the treatment of coaldust. It is true that the coal-briquette manufacture is fully organized and developed in this country, that there are several German builders of coal-briquetting machinery who are masters of that branch of construction, but the same is true of France, Belgium and England, where the conversion of coal waste into briquettes for locomotive and other steam fuel, as well as for grates and heating stoves, has long been a standard and established industry. It is not known that it has anywhere been found possible to make a marketable briquette of bituminous or anthracite coaldust without the use of a matrix or binder to hold the pulverized material together. The percentage of binder required varies with the composition of the coal from 2 to 10 per cent. and, as has been previously explained, the pitch of coal tar, which is the binder ordinarily used, costs in Germany from \$10 to \$12 per ton, and at that price its use for briquetting purposes in a higher proportion than 6 to 7 per cent. is commercially unprofitable.

The ingenuity of inventors in European countries has of late years been directed especially toward improvements in binders and the discovery of materials other than coal tar which would answer the same purpose. One hears and reads from time to time of a new matrix which will cheapen the cost of coal briquettes, facilitate their manufacture, or improve their quality; but these accounts are founded rather on the claims of inventors and promoters than on demonstrated industrial results. One of the latest and most interesting of these discoveries is reported from England, where it is stated that Messrs. William Johnson & Sons, makers of briquette machinery at Leeds, have in use a binder produced by an inventor named Cory, which, when used with Cardiff coal, produces industrial briquettes which are practically smokeless. This fuel is under trial by the British Admiralty, and a photograph has been published showing two war vessels

steaming side by side—one burning raw Cardiff coal, with volumes of dense smoke trailing from its chimneys, the other using Cardiff briquettes made by the Cory process, leaving an aerial wake as clear as though the furnaces were stoked with charcoal or anthracite. So far as appears, this process does not claim to use the inferior waste of mines or coal yards, but takes good coal, condenses and renders it compact to transport and, to all practical purposes, smokeless. It is further stated that a machine costing \$4,500 will produce 50 tons of briquettes per day, and plans are matured by which one or more of them will be exhibited in operation during the coming exposition at St. Louis.

Regulating Hand-Cutting of Files.

The regulation of the cutting of files by hand has been taken hold of by the English government with considerable vigor. The declaration is officially made that this process of manufacture is one of danger to the men employed in it, and as there are even yet many men whose sole support comes from this form of labor, an endeavor has been made to surround the manufacture by needed safeguards, while not making them burdensome.

Thus in the new regulations imposed by the home Secretary, it is decreed that if the factory or workshop is situated in a dwelling house, the work of file cutting shall not be carried on in any room which is used as a sleeping place, or for cooking or eating meals. Every file-cutter while at work must wear a long apron, reaching from the shoulders and neck to below the knees, and this apron must always be kept in a cleanly shape.

In shop, so many cubic feet of air must be provided for each workman. Efficient ventilation must be provided for each workroom, and these must be kept in working order. Suitable washing places shall be provided for the workmen, and maintained; the walls and ceilings of every room except such parts as are made of wood or glazed brick, shall be limewashed once in June and December of each year; while benches must be washed once each week.

Wanted an Injunction Against a Cutter.

A remarkable cause for the issuing of an injunction was recently stated in an application in a town in Iowa last week. A firm of wholesale grocers asked that the court issue an injunction restraining a retail shoe dealer from selling a certain brand of coffee at less than the standard price. It seems that the shoe man was offering a pound of the coffee at five cents a pound with each shoe purchase. The wholesalers who controlled the brand refused to sell him the coffee, which was quite commendable, and he bought a supply of it at a retail grocery store. The jobbers then asked for the restraining order. It is extremely probable that this will be denied, as to prohibit any one from selling goods except at a certain price would be a direct blow at the rights of man.

Silk Prices Are Firm.

Indications are that the prices of silks will maintain their present level or possibly an advance of some 5 per cent. There is nothing in sight to cause any recession in the present prices until the new crop of raw material arrives in August. The Eastern markets contain very little of choice quality and the foreign markets are in much the same condition. Some manufacturers think that prices will not be lower for a long time as the demand for these goods is constantly increasing. The production of raw silk is not keeping pace with the increased demand. Foulards continue to hold a strong position.

We may be better after suffering and we may be worse, but our condition must depend upon ourselves, and should never be laid to the nature of our calamities.

Sagacity of a Bulldog.

Representatives Payne and Dalzell on their recent visit to the South argued one day upon the intelligence of dogs. Mr. Dalzell held that the collie was the wisest of the dog family, while Mr. Payne claimed this honor for the bulldog, backing up his contention with a strange dog story.

"A reputable and honest farmer," he said, "told me once that he owned a sagacious bulldog to which he had given the name of Oscar. He also owned a bulldog of a fiery and malignant character. On a summer evening, when the sun's heat had inflamed the latter's temper highly, Oscar sauntered past him and was instantly attacked.

"Oscar ran with all his speed, but he was no match for his pursuer. Every second the distance between the two became smaller. The farmer, a long way off, was hurrying to the rescue, but it looked to him as though all thought of help was futile. Oscar seemed foredoomed.

"And then a strange thing happened. Oscar, as he ran, picked up a stone and carried it in his mouth. Nearer and nearer came the enemy. But now Oscar dropped the stone and his pursuer, thinking it was something very valuable—something, maybe, to eat—stopped and examined it. His pause was brief, but nevertheless it was long enough for Oscar. On account of it the wise dog reached the farmhouse and was safe.

"The farmer claimed that the dropping of the stone had been a premeditated, well conceived act, and I agree with him. That is why I claim that the bulldog is the most intelligent of all his tribe."

The Telltale Tags.

Jenkins had left college, where he had lived rather fast, but now meditated matrimony and settling down. As an old aunt had died and left him a little money, what was more natural than that he should redeem some of his many articles of clothing which he had deposited with his uncle in the days of necessity?

By sad mishap, however, that obliging relative forgot to remove the tickets, and this led to an embarrassing contretemps on his return home.

Full of kindness and pride for her dear boy, his mother, on his return to the parental home, insisted on unpacking his boxes. In doing so she first discovered an overcoat with an ominous-looking label upon it.

What a nuisance! said Jenkins, in answer to her expression of surprise. They must have forgotten to take off the ticket at the ball at Smith's when I left my overcoat in the ante-room.

Mamma was satisfied; when, shortly afterward, she found a pair of trousers bearing a similar label, imagine the puzzled surprise with which she exclaimed:

But surely, my darling, you don't leave these in the ante-room, too?

A Summer Boy.

A mother sent her small boy into the country, and after a week of anxiety received the following reassuring letter:

"I got here all right and forgot to write before. It is a very nice place to have fun. A fellow and I went out in a boat and the boat tipped over and a man got me out and I was so full of water that I did not know nothing for a good long while. The other boy has to be buried when they find him. His mother came from Lincoln and she cried all the time. A boss kicked me over, and I have got to have some money to pay the doctor for fixin' my head. We are going to set an old barn on fire to-night and I should smile if we don't have bully fun. I lost my watch and I am very sorry. I shall bring home some mud turtles, and I shall bring home a tame woodchuck if I can get 'em in my trunk."

The man who can summon up his faculties at will, and direct their force steadily and patiently to any subject he may choose, is a well-educated man. No other deserves the name.

Invest at Home

Michigan Peat & Marl Co., LIMITED

Offices 317-20 Houseman Bldg.

Grand Rapids, Mich.

OFFICERS

CHAS. F. BACON, Chairman
R. A. LUDWICK, Secretary
J. J. LUDWICK, Treasurer

J. J. RUTKA, Vice-Chairman
F. A. BACON, Asst. Secretary
W. P. RANKIN, Chemist

Organized under the laws of the State of Michigan on the 11th day of February, 1903. Stock, one million dollars, divided into 100,000 shares, par value \$10. The treasury stock is being sold according to the following schedule: 5,000 shares at \$2.50 per share, or 25 cents on the dollar; 5,000 shares at \$5 per share or 50 cents on the the dollar. The balance above this 10,000 shares, which might be necessary to sell, will not be sold at less than par value, or \$10 per share.

OUR PROPERTIES

We own and control near the M. C. R. R. between Grand Rapids and Jackson 200 acres from 9 to 35 feet deep, the very best peat land in the State of Michigan, sample of same going as low as 19-10 ash, the same being the smallest percentage of ash on record for Michigan Peat. Also have under our control numerous beds of A No. 1 quality near some of the largest cities in the country. We control one deposit of 1,000 acres 15 miles from Grand Rapids, and Grand Rapids alone will take our entire output from this pit. Parties are enquiring at our offices every day as to when we can furnish them fuel, and are anxious to make long-time contracts.

We have in our employ a reliable chemist, Mr. W. P. Rankin, from New York City; also competent engineers, who have under their supervision the construction of machinery for our special use, of the most intricate of which we absolutely control the patents. We have under control the very latest Peat Compressor, which far surpasses in our opinion, and in the opinion of our chemist and engineers, any article on the market. These machines are made for large factories, are also portable, making it possible for us to work upon a small peat bed to great financial advantage, something no other machine which we have been able to find can do. One source of revenue for this company will be royalties upon this particular machine, which will amount to thousands of dollars per year, as we have people from all over the country enquiring for the them.

We have specimens of our Peat on exhibition at our offices in its crude state and also in its prepared state. Call and see same.

As our name would imply, we are also in the Marl or Cement business, which anyone upon investigation will see is exceedingly lucrative. We are a Grand Rapids concern, getting our capital from Grand Rapids and vicinity, which is a safeguard to investors, as we expect to have the same aid in conducting the affairs of the company. Our books will be open at all times to any and all stockholders, no matter how small. Officers are not drawing salaries, except the Secretary, whose salary is small considering the work he performs. The company is not organized to make positions, but to make dividends for the stockholders.

Without a question the first 10,000 shares will be sold within the next 30 days, after which time no stock can be procured at less than

\$10.00 per share. We intend to be in the market with our product for next season. We can and will return you in dividends many times the amount of your stock the first year of our operation. This seems to be a big assertion, but if you will look up the profits of coal mines, both bituminous and anthracite, and consider that we have a coal mine practically up on top of the earth, you will see how valuable our product is, how cheap it can be produced and how easily it can be sold for an enormous profit and still be a great saving to the consumer. Stock for \$2.50 per share inside of the next three weeks will be easily worth \$5.00 per share and in 90 days at the outside it will be at par, so act promptly. Our offices are always open and you are welcome to call and talk with the officers and investigate thoroughly our proposition, and see if, taking everything into consideration, it is not the best opportunity you ever saw to invest money where it will greatly enhance your finances as well as make you an income for life upon a small investment. Thousands of shares of stock in gold, copper and oil companies have been sold with much less bright prospects for a few cents on a dollar which to-day are worth in intrinsic value many hundred dollars per share, besides yielding an enormous yearly income to holders. There is no reason why this stock shall not be a second Calumet and Hecla in regard to advance in stock and earning ability. Calumet and Hecla stock at one time in its early existence went begging in the State of Michigan at \$15.00 per share, and now you cannot buy one share of it for less than \$500.00, and it has been as high as \$900.00 per share. One share of our stock, the par value being \$10.00, is equal to 10 shares of any company whose par value is \$1 per share, consequently \$2.50 per share is the same price for our stock as 25 cents a share would be for \$1 par value stock. We offer you the first block of stock, 5,000 shares, par value \$10.00, at \$2.50 per share. Prospectus and general information will be mailed upon request, but we prefer to have people call and see us. The best representative business men are buying stock, and have the management. The proposition will be conducted for benefit of stockholders only; dividends will be declared upon the stock issued only. Our capitalization is high for the purpose of expanding and taking in small peat beds all over the United States. Don't delay in investigating this extraordinary proposition as the stock at \$2.50 per share will not last long.



Invest at Home

Investigate in person or write
for prospectus, etc.

Michigan Peat & Marl Co.
LIMITED
Grand Rapids, Mich.

CUT OFF HERE

Michigan Peat & Marl Co. LIMITED

319 Houseman Block, Grand Rapids, Mich.

Please reserve for me.....shares of stock in the Michigan Peat & Marl Co., Ltd., pending my investigation of your proposition, which I agree to do within ten day, it being understood that I may use my judgment about taking the same.

Signature.....

Address.....

CUT OFF HERE

Clothing

New Things Noted On Fifth Avenue and Broadway.

Since the publication of my comment on the wearing of corsets by men, several months ago, that paragraph seems to have been going the rounds of the press, and not a few of the daily newspapers have taken it for granted that it is an actual fact that corsets have been adopted by a large number of men in the metropolis. At the time, I noted that the so-called corset was nothing more than the silly evolution of the comfortable abdominal belt. At least, this is the nearest approach to a corset worn by swells in New York. According to London fashion writers who regularly contribute to the magazines published in England, and who are recognized authorities on dress, a number of military men are affecting stays, or wide belts reinforced with steel bones. The object is to better set off their tight-fitting jackets and draw in the waist line so as to give more of the broad-shoulder effect to their figures.

Apropos of English modes the merchant tailors of London have become as scientific as our most famous artists in figure work, whose successes are said to be due to their intimate knowledge of human anatomy. Now the tailor who cuts to fit his customer is as well versed in anatomy as the artist. Charts are prepared for him, giving the common name of each section of mankind's anatomy, and thus, instead of becoming acquainted with the "fovea axillaris," he is merely shown the hollow under the arm, while the "tibial indentation" becomes the hollow under the knee.

Anatomical charts showing the skeleton in three positions, and also showing the human figure with all the muscles uncovered, also in three figures, are much in demand by the swell tailors of the West End, London.

There is no reason why the study of human anatomy should not be taken up by designers of men's clothing. It would assist them materially in producing better fits than have ever been turned out. Discrepancies in the outline of the human figure vary so much that only a close study of the muscles and bones, their proper relationship in man's development and an understanding of the office of the various muscles would give men clothing which would approach the ideal in perfection so far as fit goes. Artists tell me that the more intimate knowledge they possess of human anatomy the better success they have in their work. Then why should not the designer, who has to properly fit the human figure, also possess a working knowledge of anatomy?

I have an acquaintance, a college-bred man, who has ever been a devotee to athletics, and whose somewhat short figure displays more surprising proportions than any I have ever seen. He is extremely well developed about the shoulders, chest and arms, and the trapezius, deltoides and triceps are so abnormally developed that no ready-made coat or vest made for a man of his height will fit him. And merchant tailors have been frequently deceived by his abnormal arm, overlooked it in taking his measure, only to discover in the "try on" that they missed a vital point. There are undoubtedly others like him.

Now that the contour of the human form is being followed more closely than heretofore, practical good taste should regulate the designing of clothes.

Some of the merchant tailors, in following the lines of the figure, are going to the usual ridiculous extreme which marks all exaggerations in dress when they reach the point of being overdone. These points are most prominent in the full and semi-full frock coats. They are cut full in the shoulders, arms and chest; in fact, quite loose across the chest to impart a swell front and broad-shoulder appearance, and instead of running straight from beneath the arm to the waist, the line slopes in and is quite snug at the bottom button, while the skirts are cut to bell out a trifle full. I have also seen a number of three-quarter length top coats, turned out by swell merchant tailors, which are cut to fit in at the waist and are bell skirted.

I have been taken to task for my recent remarks on the preference of broad neckwear in New York, to the exclusion of the narrow sort. My critics were interested in some freaks of the midget species, and seem to think that I erred in saying that good dressers were partial to generous neckwear. In corroboration of what I said previously, I submit the following from an article on "Neckwear for Men" from the New York Sun:

Nothing but large knots may be used with the wing point collars, and narrow four-in-hand ties are barred. They must all be wide. Tie them with large, loose knots and you will make no mistake. Skimpy, narrow ties of all kinds are without the pale. Bows are large; little bow ties have vanished. In bows also the knot must be full and large and the ends fairly wide. There must be none of the batwing effect this year. Black bows, with faint suggestions of stripes running across, will be largely used with dinner coats; the material will be quite glossy. For evening dress the large bow will also be worn in a fine weave of pique. In shape it will in no way differ from the regular bow tie. Everything in the tie line is on a large scale this year, ample, sweeping, flowing and the change is not displeasing.

There is no accounting for taste, or to what extremes our fancy will run in the matter of dress. The latest wail comes in discouraging accents from the jeweler who can not find sale for his watches because they are so thick that society men refuse to wear them for fear that their manly forms may be destroyed in outline. The fact that a bulging watch in the waistcoat or fob pocket does accentuate the rotundity of the abdomen is receiving more attention than formerly, and has created a demand among jewelers for watches—well, the thinner the better. Several Broadway jewelers exhibit timepieces which are not thicker than a silver dollar enclosed in a gold case—that is, the watch and case together are not much thicker than two silver dollars. They are keyless watches and have stood the observatory test. The presence of such a watch in the waistcoat is hardly noticeable. The jewelers say, however, that a watch, to be of any practical service, could not be made thinner, and some shake their heads doubtfully when speaking of the watches I have referred to as being of lasting service.

During my promenades on Fifth avenue and Broadway during these early spring evenings I find much to interest me in the men who strut up and down those thoroughfares attired in "glad rags" with their top coats flaring open and their white or fancy waistcoats spread to the winds, as if saying for the wearer: "Did you see me in my full dress suit?" They are certainly it.

Self-made men are very apt to worship their maker.

Perfect Fit

Stylish cut, large assortment, correct price. Give my goods a trial; they will please you and please your customers.

M. I. Schloss

Manufacturer of Clothing

143 Jefferson Avenue, Detroit, Mich.

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.



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

Some New Things in Underwear and Hosiery.

Probably the largest part of the spring and summer business is over. Whatever is done from now until the actual close of the season will depend altogether on how successful retailers are with their spring goods. Just now importers and jobbers are busy trying to secure supplies of gray hosiery from the manufacturers abroad, so that they can meet the wants of customers, as grays are in greater demand than they were expected to be. Some jobbers have gone to manufacturers' agents for domestic goods, but could not better themselves, as the domestic market is also bare of grays. Oxfords in all the varying black and white combinations of the season—black, fawn, brown, ox-blood, mulberry, and serpent greens—are selling well on duplicate demand in goods retailing at from 50 cents to \$3 a pair. The leaders in fine hosiery are black and solid modish colors in half-hose of extremely gauzy texture, clocks and embroidered effects.

The balmy weather prevailing in New York during March certainly created a demand at retail for light-weight underwear, as jobbers have done a nice business throughout the month in filling supplementary orders for fancies in solid colors and neat effects, as well as black and whites. There is a strong market on white gauze and balbriggan underwear in the lightest weights, also in mesh goods, retailing at popular prices and in fancy open mesh underwear in the fine grades.

Fall lines of underwear and hosiery are out, and during the past fortnight travelers have gone on the road to pick up repeat orders for spring and take opening orders for fall. The earliest reports obtainable are to the effect that retailers are buoyant regarding the season and expect that they will make a better record than they did last year.

The talk of higher prices will hardly affect retailers on fall lines. Jobbers and importers fortunately placed their orders in advance of the rise on raw materials and yarns and had their contracts accepted before the increased values affected the mills. It is hardly likely that the advances on raw material, however, would reach the retailer, as the amount is so small that it will not be a difficult matter for the knit-goods manufacturers to make it up on their various numbers in a way that will make no appreciable difference in quality. Values, however, will not be any lower than they are and there is consequently no necessity for retailers or wholesalers to sacrifice stocks to make a sale. The one line in which retailers may find a slight difference in prices is fleeced goods, cotton fleeced, which will be affected on account of the large amount of cotton consumed in their manufacture.

One of the distinguishing features of fall hosiery is neat effects in vertical, clocks and embroidered units. Vertical effects predominate in the high grades of foreign lisle and silk half-hose—woven and embroidered verticals and clocks. The colors are about the same as are to be found among the latest imported novelties brought out for the present season, including claret red, oxbloods, browns, pearl and slate grays, fawns, cadets and dark blues, with a full range of greens.

Very few grays are seen in the fine imported lines of half-hose for fall. It is believed that the introduction of domestic goods in grays to retail at 12½

cents a pair has marked the decline of grays in the best qualities.

Plaids in band effects and vertical stripes on the side of the leg are among the high novelties for fall in half-hose.

Jobbers' and manufacturers' agents report a steadily growing business in union or combination suits for men, the style which opens all the way down the front being the favorite. Combination suits to retail at \$1 a suit have been featured by some of the largest retailer furnishers, with good business built up in consequence.

There is a lively demand for drawers in knee lengths in balbriggan and white gauze.

A feature of the underwear trade this season has been the unusual demand for athletic shirts, which are largely worn during the summer in place of the regular undershirt. Knee-length drawers and an athletic shirt are said to make the ideal underwear for July and August.

Small Boy's Composition On Cats.

The cat which we had afor we got Mose was yeller and didn't have no ears and not eny tail, too, cos they were cut off to make it go way from where it lived, for it was so ugly so it come to our house. One day my mother she sed wudent my father drown it, cos she knew where she cud get a nicer looking one. So my father he put it in a bag, and a brick in the bag, too, and threw it in the pond and went to his office, my father did. But the cat busted the bag string, and wen my father cum home it was lying under the sofa, but cum out to look at him. So they looked at one another for a long while, and bimeby my father sed to my mother, "Well, you are a mity poor hand to go shoppin' for cats. Thisen is a site uglier than the other."

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.

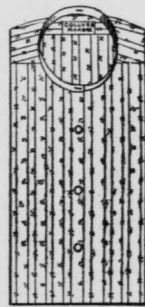
B. B. DOWNARD, General Salesman

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.



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.

Some New Things to Be Seen in Chicago.

One sometimes wonders why it is that some men never get the clue to good taste in dress. There was a fat woman on State street the other day. One knew that she was fat, because she wore a picture hat and a brilliant gown of striking pattern. It is, I understand, an unwritten law among women that every woman who weighs over four hundred pounds shall wear a gown of brilliant pattern. When a woman is so supremely fortunate as to weigh over four hundred and seventy-five she wears a picture hat—a sort of feminine Order of Merit, as it were.

Now the man with this woman was not a small man, so his well-tailored suit was of bright pattern and many colors. His gloves were noticeably light in color, while his scarf, waistcoat and shirt were simply brilliant. I am sure that the angels looking down from above (we Chicagoans permit angels alone to look down on us; besides, there are a great many more angels who have to look up at us, if they look at all), the angels, I say, could have seen nothing more brilliant on State street than that resplendent couple.

The man forgot that in our times male apparel should act as a foil for the colored raiment and many charming conceits of a woman's toilet. The severe black and white and awkward angularity of a man's evening dress, the demure conventionality of formal afternoon dress, and the predominance of the black and gray tones in male apparel of our day have their principal reason in this, that in our time the female, and not the male, is expected to appear brilliant in many colors. Among birds the male has the brilliant plumage, while the female is marked more plainly. But the female does the bustling for the family and so does not need fine clothes, any more than a kitchen maid needs a ball gown.

But with us the men do the hustling and live for their wives and children. So it is fitting, on grounds of utility and custom, that men shall be attired to act as the foils for woman's costume as they themselves are for woman in the general affairs of life. So a man should not try to out-rival a woman in the matter of color, and the color scale of his apparel should be less pretentious than that of woman's dress.

I have been examining some gorgeous conceits in men's furnishings. I have seen a new shirt which has a pink silk body, a fine linen starched bosom, adorned with pretty flowers in a heavenly shade of pink, and finely wrought cuffs, about three inches deep, having the same floral pattern. I have also seen a lovely suit of frogged pajamas made of a delicious shrimp pink oriental silk, with embroidered stripes of white. The jacket was adorned with lovely white silk frogs and was cut without collar. Instead of closing snugly at the throat it was cut away in a long curve, giving a charming decollete effect to the manly chest.

I have also seen some fine linen handkerchiefs with borders and centers adorned with lovely printed floral designs in pastel colors—delicate shades of blue, tan, pink and helio. As for silk handkerchiefs, it is impossible to tell of their gorgeousness of color, the variety of their striped patterns, or the beauty of their printed designs. Silk handkerchiefs are gradually coming back into favor and the plain white silk handkerchief with small, very small, white or colored silk initial in one cor-

ner is a very nice thing to have about one.

But I am not so sure about the other creations. They are very nice things for the very nice young men whose principal business in life is to smoke cigarettes and to remain masculine without becoming virile. They are very nice things for older men who have more money than they know what to do with and who will make fools of themselves more innocently by spending their money for apparel than they would by spending it on other things. They are very nice things for the furnishers, who, by evolving extreme ideas, get things that make a good appearance in their windows and are able to gauge correctly the extreme limits of masculine taste, and so to calculate on the happy mean. But for gentlefolk—ahem!

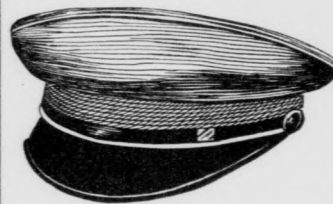
Do not understand me to criticize the good taste of colored shirts, or silk pajamas (which are very comfortable) or colored handkerchiefs, which are useful and proper in their place. But do not suppose for a minute that very extreme, essentially feminine articles of adornment ought to be bought or worn by a self-respecting man, just because there is a demand for them among young sprigs who have not reached their maturity, or mature men whose maturity must be conceded with qualifications.

I have been looking at walking sticks. The correct stick this year will have a straight handle. It may be either plain or tipped with silver in a modest fashion. The stick with natural curved handle, like the straight stick, will be ornamented with bands of silver about handle or the stock. These will be light and plain, rather than heavy and ornamented. English holly, palmetto, Russian bogwood, orange wood, partidge wood and bamboo are the woods used for the sticks. I notice that while some sticks shown are rather heavy, the stick of medium size is in better style than the heavier or lighter one.—Apparel Gazette.

A Chicago paper contained an advertisement reading thus: "Any person will learn how to get fat by sending fifty cents to the undersigned." A gullible fellow, who was as thin as a rail, forwarded the sum asked, by mail, and received this reply: "Buy it at the butcher's."

DONKER BROS.

Carry a full line of



Men's or Boys' Yacht Caps

From \$2.25 up.

Also Automobile, Golf and Child's Tam O'Shanter's 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.

Rugs from Old Carpets

Retailer of Fine Rugs and Carpets.

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

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

THE OLDSMOBILE

Is built to run and does it.

\$650



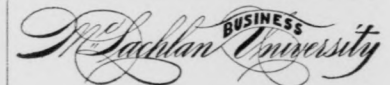
Fixed for stormy weather—Top \$25 extra.

More Oldsmobiles are being made and sold every day than any other two makes of autos in the world. More Oldsmobiles are owned in Grand Rapids than any other two makes of autos—steam or gasoline. One Oldsmobile sold in Grand Rapids last year has a record of over 8,000 miles traveled at less than \$20 expense for repairs. If you have not read the Oldsmobile catalogue we shall be glad to send you one.

We also handle the Winton gasoline touring car, the Knox waterless gasoline car and a large line of Waverly electric vehicles. We also have a few good bargains in secondhand steam and gasoline machines. We want a few more good agents, and if you think of buying an automobile, or know of any one who is talking of buying, we will be glad to hear from you.

ADAMS & HART

12 West Bridge Street, Grand Rapids, Mich.



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.

DON'T ORDER AN AWNING



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

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

CHAS. A. COYE

11 and 9 Pearl Street

Grand Rapids, Michigan



PAN-AMERICAN GUARANTEED CLOTHING

is the whole argument in itself. "A new suit for every unsatisfactory one." It has the Union Label, too—we've added it because it ensures better workmanship for the same money.



Suits and Overcoats \$3.75 to \$13.50, and every line at every price a leader.

Our salesmen are out—we have an office in Detroit at 10 Kanter Building—or we'll send you samples by express—prepaid.

Drop us a card asking about our Retailers' Help Department.

WILE BROS & WEILL
BUFFALO, N. Y.

Inexperienced Clerks Should Not Wait on Customers.
Written for the Tradesman.

So many clerks in retail dry goods stores need watching by the manager or proprietor. If they are not watched the firm is likely to lose customers and sales. Others, of course, who know their business and who are genuine good salesmen do not need watching by the head of the firm they are working for. Sometimes the fault does not lie entirely with the clerk, if he is a new hand in the business. Employers often hire entirely new hands—what you may call greenhorns—those who never have worked in a store before. In some cases the employer puts these new clerks right to waiting on his best trade, and here is where he makes a sad mistake. New clerks should be put to work to keep stock up for at least a year—straighten up the goods that the old clerks have gotten down to show customers. If the employer takes an interest in his new clerk—and he should—he should instruct him to watch the way the old clerks wait on customers; and so on, until a year has passed, when the clerk should be given a chance to commence waiting on customers. In this length of time, if the clerk has taken a proper interest in the store and watched the old clerks' work, he surely must have gotten pretty well acquainted with things, that is, if he is any kind of a fellow and intends to be somebody in the mercantile line.

The writer witnessed a good sale made by an old salesman. Had this been a new clerk who waited on this customer, he surely would have lost the sale, because he would not have known how to handle the customer. The first thing the customer called for, when he entered the store, was a hat. The clerk and customer went to the hat department and after a few minutes' look the customer found what he wanted. The price of the hat was \$2. He paid for the hat and it was wrapped up for him. The customer stopped for a few minutes in the store, after he made his purchase, to get warm. The clerk, talking with him, told him that they had just got in an elegant line of trousers. The customer had no intention of buying a pair, but after the clerk showed him such fine ones it struck the customer just right, for he expressed himself that those were the nicest trousers he had ever seen. After a few minutes' thought and examination he bought a pair. The price was \$4.50. The customer was so interested in those trousers he praised them greatly. The clerk saw that he was much interested. Then he talked neckties to him and shirts and collars and shoes, and almost everything in the furnishing goods line. He got the customer to liking him, because the clerk told him that he would rather sell him the latest style goods, although they possibly might cost a little more, "but," said he, "you are getting stylish stuff." The customer said, "You are right—I would rather pay a little more and get stylish clothes." By this time the clerk and customer were quite chummy, so much so that if the customer had had a hundred dollars he would have surely spent it in that store. Why? Because he saw the clerk was treating him like a gentleman and would rather sell him stylish goods than try to sell him old-style stuff. As I say, the customer would have spent a hundred dollars if he had had it. I would like to tell everything that happened before that customer left, but space does not permit me to do so. Finally, the

clerk took the customer all around the store, showing him different goods. He really got so interested in the clerk and the store that he didn't want to go home. He expressed himself as feeling sorry he had not come in before to do his trading there, and said he never would go to any other place hereafter—this should be his headquarters for supplying his wants in the mercantile line. Would you believe it, before that customer left the store he purchased \$22.50 worth of goods! Remember, he only came in for a hat. If a new greenhorn clerk had waited on him, he possibly would have sold the hat, possibly not. But even if the new clerk had sold him the hat, nine chances out of ten, he would not have asked him if there was anything else he wanted, and anyway he could not treat him the way the old salesman did and the customer would have left the store in a different mood than he would if the old clerk had waited on him, and would not think of afterwards making that store his headquarters for anything in the clothing and furnishing goods line, and that nice fat sale would have been lost. But the firm was lucky this time that an old salesman happened to wait on him.

Merchants, follow my advice and have your old clerks wait on trade and your new ones keep stock. You will find it will be of great profit to you. It is just the same thing to have a new clerk wait on a customer as it is to make a newly born babe speak his name. This is my idea of the new clerks waiting on customers. Meyer M. Cohen.

The Temptation of Sheldon.

Parson Sheldon, author of "In His Steps," and a man who makes a specialty of believing in the inherent honesty of all mankind, tells a good story on himself. The other day a young couple appeared at his house to be married. He performed the ceremony with due solemnity and congratulated the bride. Then he observed the groom searching through his pockets and looking a bit humiliated and ashamed. "I am afraid, parson," he said, "that I ain't got any money to pay you with." Then, after a moment of deep thought, looking up cheerfully, he added: "But I can tell you how you can fix your gas meter so it won't register."

Faith overcomes many failures.



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

Produces firm flesh, rosy cheeks, bright eyes, steady nerves—abounding health.

The fact that one never tires of it proves that it is Nature's Food. Nothing equals Nutro-Crisp for school children. It feeds the brain.

A "benefit" coupon in every package for your society.

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



Wall Papers
Newest Designs

Picture Frame Mouldings
Newest Patterns

High Grade Paints and Oils


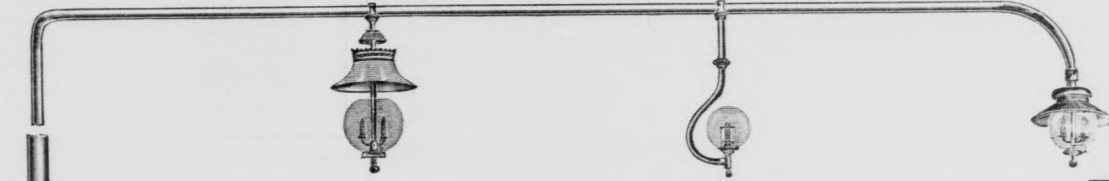
C. L. Harvey & Co.

Exclusively Retail 59 Monroe St., Grand Rapids, Mich.

PELOUZE SCALES
ARE THE STANDARD FOR
ACCURACY, DURABILITY & SUPERIOR WORKMANSHIP

BUY OF YOUR JOBBER. INSIST UPON GETTING THE PELOUZE MAKE

NO. E 90 AS SHOWN 24 LBS. PELOUZE SCALE & MFG. CO.
NO. T 90 WITH TIN SCOOP. CATALOGUE, 35 STYLES. CHICAGO.
NO. 92 1/2 BRASS DIAL, TILE TOP.

There Was a Man

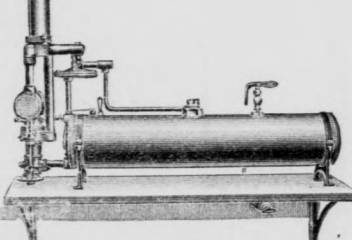
in Michigan who was paying \$23.00 a month for electric lights in his store. We talked with him for a year about putting in an

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.



Shoes and Rubbers

The Sale of Shoes Outside of Shoe Stores.

For a number of years there has been a marked and growing tendency toward the establishment of shoe departments in large retail dry goods, department and occasionally clothing stores. Of course, the general store in the smaller community has always sold shoes. What we refer to is the sudden and apparently startling growth of shoe retailing in other than exclusive shoe stores. This has also been true of groceries, furniture, drugs and other specialties.

From certain incidents brought to our attention within the last few months we believe that this movement has largely reached its climax and that a great many dry goods and department stores which had embarked in the retailing of shoes, first, because it seemed to them the proper thing to do in the way of enlarging their business opportunities, and, second, for the reason that they had seen other stores of similar character in other towns do the same thing and judged it to be a profitable move, have found they were in error.

In conversation with a partner in a large department store a few days ago we asked: "Would you put in a shoe department to-day if you had to do it over again?" The answer was emphatically "No;" and our informant added: "When we erected our new building we planned for a shoe department and engaged a man to open and conduct it. We knew nothing whatsoever about shoes. Our training and experience had been entirely in the direction of dry goods and women's apparel. The first season we lost money. Two competitive lines of women's specialty shoes at about the same price was an original mistake. The second year we also lost money. The third year we made a small profit. Had we given the proper consideration to the double-size problem of widths and lengths, something we had never been obliged to deal with, and had we remembered that it was unlike a garment or any other piece of wearing apparel, which could be altered in our work rooms—something impossible in shoes—we never would have undertaken the sale of the latter.

"Where one has to buy 100 pairs of shoes in order to get the proper size assortment in one style, and the moment a single pair is sold the assortment is broken, a situation presents itself so radically different from anything that we are obliged to meet in the sale of other merchandise, that we would not attempt to begin with shoes had we known what we were up against."

He was asked: "Then you believe, notwithstanding the fact that you own a large shoe department in a department store, that there is a permanent future, and a very decided one, for the exclusive shoe store?" The reply was: "Most decidedly. In fact, that is where the business legitimately belongs. The problem of proper size assortments, complete stocks, careful fitting and the necessity for intimate knowledge of the customer's requirements and of the goods from every point of view give the exclusive shoe dealer an advantage which can never be taken from him. The only point—he should be more alive to his opportunities and more scientifically and carefully conduct his business.

"We are in the business for profit. The article which we can sell the easiest—with the least trouble—and on which we can make the largest percentage of

profit on the investment is the thing that we want. This is emphatically not the case with shoes."

There is much food for thought in this frank expression from a man who knows what he is talking about. While we do not believe that department stores are going to close up their shoe departments in a hurry or that any other revolutionary action will come about, we are still firmly of the opinion that this craze for the sale of shoes outside of shoe stores has reached the limit and hereafter there will be less enthusiasm over this subject on the part of people who have never had experience in shoe distribution. There is no question but that many department stores have huilt up a fine following on shoes and have succeeded in making a very fair profit on their operations, yet we believe future conditions will be found much as indicated.

Shoe Store Suggestions.

A wide awake Philadelphia shoe shop has adopted an exceedingly clever idea that may be used by others. Samples of shoes in stock are spread out on a table with price tags attached. On one table are specimens of the various styles of children's shoes carried in stock, on another, samples of men's slippers; women's shoes and slippers are exhibited in the same way.

The customer inspects the varied styles, notes the prices and makes a selection before calling for the size.

This saves a good deal of pulling down of stock and has, in this particular store, proved very satisfactory.

This plan might be extended a step farther:

Samples of shoes adapted to the needs of firemen, policemen, engineers, nurses, etc., could be packed in a grip and a bright salesman could take the orders for these much as does the drummer from the manufacturing and jobbing concerns.

A correct fit would be assured by taking exact measurements. A profitable business could be worked up in this way, as the clerk could easily be spared from the store three or four days a month and the cost would be practically nothing. And it would help to advertise the store.—Advertising World.

Short Distance.

Tess—My! What a small sofa you have here.

Jess—Yes, if it wasn't so small I couldn't keep George at his proper distance when he calls.

Tess—But, gracious, you're engaged to him, and—

Jess—Of course, so when we both squeeze into it he can't get very far away.

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.

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, \$10. Send for a sample case of these before they are gone.

Waldron, Alderton & Melze,
Saginaw, 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

\$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.

How the Instruction of Salesmen Can Be Accomplished.

A school for salesmen seems to be a natural feature of the movement towards specialization in all industries, professions and sciences, so the suggestion is not entirely startling. The idea of a school for drummers and clerks in retail stores is of recent origin, and has not yet reached the stage of an "Academy for Salesmen," nor of the degree of "Professor of Drummer." Nevertheless, the idea offers a practical and profitable field.

Every manufacturer knows that one salesman is superior to another, and sends in larger orders, often at better prices, than the poorer man. The superior man gets trade because he "knows how," not because he has the more fertile field or better luck in striking customers at the opportune moment.

The superior salesman has the most winning ways to approach his customer, thoroughly understands the wants and peculiarities of the man to whom he wishes to sell, and knows how to get orders even when it takes diplomacy worthy of statesmen to secure the coveted contract.

The unsuccessful "drummer" lacks one or all of the good qualities of the successful man. Perhaps he "hasn't it in him" to make a good salesman. Perhaps he has not the training. Anyway, he fails to get the orders like those of the successful man. But no man knows it all, and even the best drummer has something to learn, and it is the best man who appreciates this fact, that keeps his eyes open night and day to learn something new and valuable. It is for the men who want to learn, and there are thousands of them about the country, that the "Academy of Salesmen" would serve its best purpose.

Trade is expanding every day and must expand both at home and abroad to keep the country growing and prosperous. Manufacturers have scores of skilled and trained workmen, even college graduates, in their employ, all producing some salable article, but the salesmen, the men who find the markets and the customers for these goods, are men who "blaze their own way," taking the road whenever they get a chance, and learning as they go along.

A precedent for an "Academy for Salesmen" is found in the experience of John H. Patterson, President of the National Cash Register Company, a million dollar concern that conducts a model manufactory at Dayton, Ohio. In the early days of the enterprise, trade fell off. Then Mr. Patterson made a bold stroke.

He did not cut expenses, as would hundreds of shoe and other manufacturers, thereby decreasing the quality of his product or the wages of his employes. No, He called in his salesmen to learn why they did not get trade. From every part of the country and from across the water he brought them, at the company's expense. Then he sat down with them to learn why they could not sell his product.

The best salesmen told how they closed contracts and the poorer men told why they could not make sales. The best men he told of certain winning ways, "tricks of the trade" they might be called, of approaching prospective customers as if they were old friends, of talking business right into their customers, of getting contracts, and more than that, cash with orders. The poorer men quickly saw and learned,

for there was nothing new or mystifying in the winning ways of the trade getters. Then Mr. Patterson had written out a manual, like a text book of chemistry, describing the best ways of getting trade.

He sent his men off with these instructions, and orders began to pour in swiftly, and the company began to grow, to enlarge its factories, increase its dividends, increase the pay of its operatives, and it is still growing. The salesmen "know how" to get trade. Every week are sent to these salesmen the newest and most effective and practical instructions for getting business, and every year these salesmen are called home from their posts in all the five continents, and they sit down and talk over the old but ever new subject of increasing trade.

The same principle applies to the shoe trade. One of the most successful young manufacturers on the North Shore keeps his factory going all the time, for when his business shows signs of slacking up, he grabs his grip and goes after trade, and he gets it. He would never leave his factory if he could hire a man who can get trade as does he himself. He is, by the way, a man who has graduated from the ranks of "drummer" to manufacturing.

The principle applies even more to the retail trade. Customers like to buy of the best clerk, the man who quickly understands what is wanted and supplies it satisfactorily. These best clerks bring trade to the retailer, and every retailer knows it. They are worth more money both to themselves and their employers. A best clerk brings trade, for a satisfied customer comes again and recommends the same best clerk to his or her friends.

Getting trade is not a question of manufacturing cheaply and selling cheaply. It is a question of getting good prices that ensure good profits. The man who gets a half cent advance in leather, a cent advance on a pair of shoes and sells shoes at retail at standard and not "bargain counter" prices more than earns his salary for his employer during the year.

Consider the successful drummer, the man of neat appearance, courteous and engaging ways and full of knowledge of his business. Customers wait for him and welcome him, and he gets from them an order even although they have firmly made up their minds that they will not buy for they want nothing. Customers wait for this man, even although they have to tell the office boy to inform the unsuccessful drummer, the man of careless dress, blunt speech and scant knowledge that they "have just stepped out" or "are out of town" or "are busy," and these unsuccessful drummers may have in their grips the best trade of the season.

The successful drummer can go to no school as can the book-keeper, nor technical institute as can the man who knows everything about machinery. He must pick up his knowledge, his good qualities and his engaging ways as he goes along. Of course the man who travels in the best company and has the most opportunities learns the quickest and the most.

Speaking of drummers' ways, it is worth while to notice that the man with the tall hat is no longer on the road. Neither is he who is a joke book, or sets up the elaborate suppers, with the best liquors mine host has on draught in his cellar at the expense of the house. The straight business talking and sober

**BUY GOLD SEAL
TROUTING BOOTS**

Lightest and Best Made.

Goodyear Rubber Co., Milwaukee, Wis.

W. W. Wallis, Manager



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."

**You can recommend the fine Shoes we make.
They satisfy the most particular people.**



Built over new up-to-date lasts from the best grades only of Velour Calf, Box Calf and Vici Kid They possess great durability, have fine fitting qualities, correct style and perfect finish.

Profitably retail for \$3.00 and \$3.50.

Shall our salesman call with samples?

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

Use Tradesman Coupons

and straight salesman is the man demanded in the trade to-day.

As for personal habits, one of the biggest concerns in the country insists that its representatives must be neatly and stylishly dressed, must stop at the best hotels and must shave every day. The detail of shaving shows how particular the concern is. A successful drummer in the leather trade makes a point of buying a new necktie each week, and another man who travels much in Michigan wears patent leather shoes because he can quickly brush the dust off them and make them neat and shiny.

As for the retail clerk, the country bumpkin of the village store could never get a job or position in a Boston or New York department store, because he has not the appearance or the training. His honesty and his strength will get him a job as a porter, however.

These comparisons are strong, perhaps, but they are true and they serve to show the value of "knowing how," or of training, and consequently the worth of an "Academy for Salesmen," or some form of instructing the trade getters. Look for a moment at the thousand and one schools and institutions for the education and training of the force of producers, the schools that teach the science of planning and building factories and equipping them with wonderful machinery and the schools for training men to keep the books of the factories and to lead the skilled operatives. The West is talking of a tanning school, and President Harper, of the University of Chicago, advocates such an institution, and New Englanders are demanding a school to teach shoemaking. Massachusetts already has two textile schools to train mill operatives. But there is not a school or institution to train the selling force, to teach the drummers how to approach their customers, how to talk trade directly, how to get orders and please customers, which feature of the business world competition has developed into a science.

An "Academy for Salesmen" in the Berkshires or on the beautiful Hudson is still too much of a vision, but the "Postage Stamp College" offers its opportunities for salesmen and clerks to acquire knowledge of business and diplomas as "Professors in Drummery." The salesman has had many wasted hours riding on trains and laying off between trades, and the clerk in the store has his share of spare minutes when trade is dull; then offers the opportunity to study the letters, lectures, the essays and other instructions on "The Art and Science of Selling Shoes," which the college might supply through the mail, just as many druggists, electricians, mechanical engineers, journalists and other craftsmen and professional men now take their home studies through the mail. Trade papers throughout the year publish volumes of information interesting and instructive to salesmen and clerks, but this knowledge has not yet been systematized into a course or curriculum which a salesman or clerk might feasibly and advantageously study.

An experienced and successful salesman might write a valuable book on "How to get trade." A manufacturer employing two or more salesmen might get them together often, talk business with them, and the exchange of ideas would be valuable to each man. Likewise the manufacturers running retail stores might instruct their clerks.

The great value of the "Academy for

Salesmen" would lie in the increase in trade. Admittedly the better the salesman, the greater the trade. Consequently the greater the number of these better salesmen, the greater the volume of trade. Also an increase in the capacity of the selling force decreases the bugaboo of over-production, disposes of the surplus product and increases the demand for labor. A vast amount of thought is directed towards benefiting the laborers who produce, but little attention is given to the men who make the labor of production possible by their sales.

The consolidation of various establishments in recent years has, it is said, led to the discharge of many drummers. But it is evident that the men who sell goods are actual necessities, that there must be somebody to sell goods to keep factories running and that the decrease of the selling forces of the establishments of the country is not a progressive and paying move. The fields open to "Professors of Drummery" for American goods are pushing themselves into all the civilized and, indeed, semi-civilized countries of the globe. The United States Government is trying to organize a trained consular service, and to get men who can report on industrial, as well as on political, situations. Trade is following the flag, and trade needs trained salesmen to bear its standards abroad and maintain them at home. Therefore the suggestion of an "Academy for Salesmen."—Fred. A. Gannon in *Boot and Shoe Recorder*.

Recent Changes Among Indiana Merchants.

Thorntown—E. R. Jacques & Co., produce dealers, have merged their business into a corporation under the style of the E. R. Jacques Co.

Terre Haute—A receiver has been appointed in the case of the Terre Haute Glass Manufacturing Co.

Allensville—Etherington & Works have purchased the general merchandise stock of F. P. Higham.

Anderson—The grocery business of the Geo. Daich estate has been discontinued.

Bristow—Lanman & Cassidy continue the general merchandise business of W. H. Lanman.

Elizabethtown—H. H. Jeffers has retired from the drug trade.

Elnora—Cox & Moore have purchased the general merchandise stock of Black & Whisman.

Elwood—L. F. Kneer, general merchandise dealer, has discontinued business.

Evansville—L. L. Rhoades, dealer in harnesses and saddlery, has sold out to G. J. Begeman.

Fort Wayne—The Economy Glove Co. has increased its capital stock to \$10,000.

Goodland—C. E. Burgess has taken a partner in his hardware business under the style of Burgess & Brook.

Indianapolis—The Century Biscuit Co. has increased its capital stock to \$75,000.


Indianapolis—G. S. Pittman, of the grocery firm of G. S. Pittman & Son, is dead.

Logansport—L. Heiden & Co., grocers, have dissolved partnership. The business is continued by Mrs. Louisa Heiden.

Mitchell—A. D. White has purchased the grocery stock of B. Diefendorf.

Monticello—Dr. W. M. O'Brien continues the drug business of W. Pierce & Co.

Redkey—A. W. McKinney & Son have sold their implement stock to J. R. Jones.



Mayer's
LADIES' SHOES

Embrace every feature of Style, Grace, Beauty and Durability; they wear well, look well.

The dealer who will put in our line of Ladies' Shoes will do well.

Write us about it.

F. MAYER
BOOT & SHOE CO.
Milwaukee
Wis.

MILWAUKEE
F. MAYER & B. S. CO.
CUSTOM MADE

When you see a tough old customer come into your store for a pair of shoes just put a pair of

Our Hard Pan

Shoes on him. He won't come back kicking for there are no shoes made that will come up to our Hard Pan for wear.

Herold-Bertsch Shoe Co., Grand Rapids, Mich.

MAKERS OF SHOES

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.

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.

STORE DUST.

Some Ways by Which It Can Be Circumvented.

Dust makes up one of the most annoying features of modern store-keeping. How to do away with it is one of the problems every merchant must cope with. Among the mass of correspondence that reached this department lately is a letter from an Indiana firm which runs like this: "We write you today to ask your assistance in solving the problem of keeping down the dust in our dry goods department. We have tried various ways, but still find room for improvement. We have a very large room and find it very inconvenient to have the store scrubbed in the daytime, as it hampers us very much in waiting on our trade. We have oiled our floors and find this method a very good dust settler, but it makes the floor very slippery, and our customers complained, as it soiled their clothing. Now we would ask that you take this matter up in your most valuable paper and give us whatever suggestions you can." In stating that they oiled the floor, our subscribers no doubt meant using what is termed dustless floor oil. In the first place, the dustless floor oil has nothing to commend it for use on a dry goods store floor. While it may settle the dust to a certain extent, it has even more disagreeable features than the dust itself. The nature of the stuff is such that it never dries. It has a faculty of "crawling," like rubber stamp ink on a blotter, when it comes in contact with the edge of a lady's skirt or man's trousers. No wonder the customers complain; can you blame them? They go to the store shopping, and the next day or so find grease spots all along the edge of a new skirt, that gradually grow more generous in size or width, and hang onto all the dust they come in contact with. As a dust settler it is a success in as much as it saturates the dust as soon as it strikes the floor, so that it can not rise again but it also gradually turns the floor darker, which is a dirty dark. This last accomplishment of the dustless oil in itself embodies a suggestion.

Considering the effect of dustless oil on dust, it is reasonable to figure that dust once saturated with oil will not rise above the floor or dry out again, as in the case of similar treatment with water. This being so, the most effective method of treating dust would necessarily be the use of oil in sweeping. How this can best be done is the next problem. The oil to be used must be such that it will evaporate, so there will be no chance of disagreeable after effects. This would suggest kerosene as the proper oil to use. Many merchants have used kerosene with more or less success. Where it has proved a failure it is nearly always because of not instructing the fellow who attends to the sweeping that it is necessary to mix a little brains and horse sense with the kerosene to use it successfully. There is no question but what the principle is right; it kills the dust, but the ordinary method of dipping the broom into a jar or pail partly filled with oil, or saturating an ordinary floor brush, is wrong. Dipping the broom always results in more or less oil being scattered about the floor, which in turn is an open invitation to accident resulting in a bad fire. Such a jar or pail usually sets in a corner or back shed, out of the way—a most likely place for just such an accident.

With the correct principle to work on, ingenious minds have devised the nec-

essary tools. Practical sweepers are now offered which accomplish the desired results and eliminate the disagreeable features attending the usual methods of sweeping. The sweepers are supplied with a tank for holding the kerosene oil, which feeds the brush at the will of the operator. Just enough can be used to kill the dust and not leave a streak of oil to dirty the floor. In fact, they are being offered for carpet sweeping, and are quite the thing in this line. No danger of moths or germs where these sweepers are used on carpets or rugs. For hardwood polished floors, nothing could be nicer.

We believe these sweepers offer the most practical solution for the problem of store dust. As stated before, it is always necessary to mix a little brains and common sense with any method to make it work satisfactorily. The store sizes run about twenty-four inches, and are not very expensive. Besides the store sizes, they are made for household purposes, as well as office, church, lodge and school-room use. The household size can be retailed at a popular price, and we doubt very much if a house-keeper would return to the use of a broom after using one of these sweepers, and the merchant who would urge a customer to try one a week would never have one returned. No doubt the success of the idea will bring many imitators to light. Cumbersome affairs which do not give the operator control of the oil feed are sure to cause trouble and dissatisfaction. The importance of keeping the dust from spreading over the entire store and stock should form an incentive for every merchant to give the matter serious thought and go to the trouble of experimenting and testing anything which offers a suggestion of a solution. What will accomplish the desired results for the merchant should prove equally interesting for his customers; so the matter should lead to the stocking of what will undoubtedly prove a good seller.

Works Both Ways.

Farmer—That lightning rod on my house is a great protection.

Neighbor—What does it protect you from?

Farmer—The lightning rod agents.

Dreams are thoughts with the facts left out.

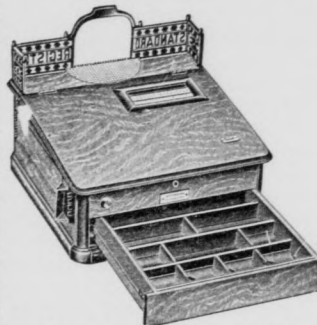
LIGHT

The "Best" Light
Brighter than Electricity or Acetylene and Cheaper than Kerosene
Makes and burns its own gas. It is portable. Requires no pipes, wires or gas machines. A safe, pure white, powerful steady light. 100 candle power costs 2 cents for fifteen hours. Permitted by Fire Insurance Underwriters. No wicks to trim, no smoke or smell. Saving effected by its use quickly pays for it. Over 100 styles for indoor and outdoor use. This is the Pioneer Incandescent Vapor Gas Lamp. It is perfect. Beware of imitations. Agents wanted everywhere. Every lamp warranted. **THE BEST LIGHT CO.,** 82 Fifth Street, Canton, Ohio.



LIGHT

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.



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.

USE OUR BRILLIANT GAS LAMPS



Halo 500 Candle Power.

and cut down your expenses. One lamp will make a 25-foot room **BRIGHT AS DAY.** The average expense of a 100 Candle Power Light is

Less than one-half a cent a day.

One quart gasoline will go farther than 9 quarts of kerosene; give more light than 8 or 10 ordinary lamps. Better than gas or electric light at 1/2 the cost. Anyone can use them. It is the one gasoline lamp that never fails to give satisfaction or to do as represented. **Every lamp guaranteed.** Over 100,000 sold during the last five years. Don't be persuaded to try imitations—they are risky and expensive in the end. Everybody pleased with the **BRILLIANT.** Write for catalogue.

BRILLIANT GAS LAMP CO.

42 State St., CHICAGO.



100 Candle Power.

A FEW POINTERS

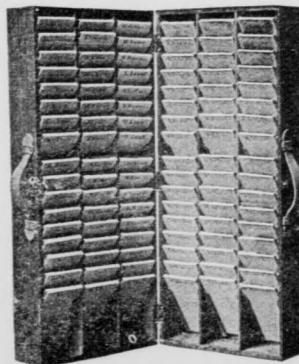
Showing the benefits the merchant receives by using the

Kirkwood Short Credit System of Accounts

It prevents forgotten charges. It makes disputed accounts impossible. It assists in making collections. It saves labor in book-keeping. It systematizes credits. It establishes confidence between you and your customer. One writing does it all. For full particulars write or call on

A. H. Morrill, Agent
105 Ottawa St., Grand Rapids, Mich.

Manufactured by **COSBY-WIRTH PRINTING Co.,** St. Paul, Minn.



Woman's World

Do Men Love Us for Our Faults or Our Virtues?

In discussing the recent brilliant meeting of the National Woman Suffrage convention, a man who has a candid mind and the courage of his convictions frankly admitted that his objection to woman's advancement was the fear that she might grow too much like men.

This is not the first time this boggy has been conjured up by timid people. They point out, and with justice, that the feminine mind has already proved that it can grasp the same branches of education as the masculine intellect, and that year by year our girls grow taller and brawnier, until, in many families, the daughters are physically superior to the sons, and this has engendered a general apprehension that some day the two sexes may grow so much alike that you can't tell t'other from which, and a man will be as liable to marry his grandfather as his grandmother.

It looks as if anyone was going a long way to hunt for trouble who is worrying over a matter that nature settled aeons of ages ago. Women were made women, and they are going to stay that way. It is inconvenient, expensive and a general handicap to be a woman; but after a girl-child has almost dislocated her arm trying to kiss her elbow, in her belief in the old nurses' tale that accomplishing that impossible feat will turn her into a boy, she accepts the fact of her sex as conclusive, and devotes herself to trying to make the best of a bad bargain in the sphere of life in which it has pleased Heaven to place her.

Precious few women waste any effort in making imitation men of themselves, for the more a woman would like to be a real man, the more profound contempt she has for the sissy kind of a man whom she could resemble.

Physically, then, woman is no more like man now than she was in the beginning. All that the advancement of the sex has done for her in that respect is to give her added health and beauty—brighter eyes, rosier cheeks, a suppler figure—and that her interest in adorning that beauty has in nowise abated, thousands of husbands and fathers will bear tearful witness when the bills for their wives, and daughters' Easter finery come in.

That woman has lost none of her charm—that she still knows how to beguile and caress, that her smile has its old sweetness and her eyes have not lost their trick of saying more than the tongue utters—no man who tries conclusions with the modern girl will deny, while statistics show that wives are in just as great demand as ever, and women are making no protest against being dragged to the altar by the right party.

Finally, men may disabuse their minds of the awful fear that has always haunted them, that women would steal their clothes if they got a chance. The bloomer idea died aborning and no woman has followed Dr. Mary Walker's example. Woman does not want to wear trousers. They may be neat, convenient, hygienic, but they are hideously ugly. No woman is going to make a guy of herself if she can help it, and she never looks at a man without a surging rush of pity in her heart for the sad fate of a poor creature cut off by his sex from wearing chiffon and a flower hat.

Having thus disposed, conclusively, of the fact that woman is not going to look like a man physically, nor resemble him sartorially, why should man object to women imitating their virtues? Generally speaking, the more woman is like a man, the broader outlooks she has, the juster she is and the more intelligent, these very qualities, for the lack of which men are continually girding at woman, do not rouse their admiration when a woman possesses them, but call forth their censure.

To my mind the logic of the situation is irresistible: Men admire us for our virtues, but they love us for our faults, and they are never so fond of us as when we are justifying all their gibes at our sex. Of course, men will arise en masse and deny this. "Come to," they will cry. "Are we not always holding up before you the lofty ideal of womanhood which we would have you attain? Do we not pity you for being poor, weak, illogical creatures, who weep for what you want, instead of philosophically demonstrating your right to have it? Do we not mock you because you have not enough practical knowledge of the world to know how to send a telegram in less than 200 words? Do we not scorn you for the vanity and idiocy of wearing long, trailing skirts and high heeled shoes, that hamper your every movement? Are we not shocked at your habit of gossiping? Do we not mock you for being frivolous, whimsical, romantic and inconclusive, instead of sensible, practical and rational?"

Alas and alack, my brothers, you do. There is not a woman living who has not been told these things a thousand times, who has not lived with the masculine ideal of feminine virtues held up

before her eyes, and there is not a woman living with enough sense to come in out of the rain who does not know that when a man meets his ideal he takes to his heels and flees away from her as fast as he can run.

Take the matter of domesticity, for instance. To listen to men chant paens in praise of the dear little girl who helps mother and who will know how to run a house as if it was on greased skids and make her husband comfortable, you would suppose that suitors would simply be storming her door, entreating her to marry them. But how does this lovely theory work out in real life? The domestic girl—the girl who has stewed, and baked, and preserved herself trying to come up to man's ideal—is left to paper the walls of a ballroom, while her sister who does not know chicken from veal dances holes in her slippers. It is a sad and discouraging fact, but it is a fact, nevertheless, that when a man wants to hold a girl's hand he picks out one that is nice, and soft, and white, and squeezable, instead of the one that has made corns on its fingers working to come up to his ideal. Every man will admit that the domestic girl will be a blessing as a wife, but he is willing to let some other man have the treasure.

It is the same way about clothes. Men are never weary of satirizing the folly of woman in spending so much time and thought upon her clothes, and in wearing garments that are a menace to life and health. But do they mean one word of what they say? Not one. For years they clamored for a garment for women that would hang from the shoulders. The Mother Hubbard was invented—the one garment ever devised for women that was simply angelic in its comfort—and, presto, instead of re-



Business Leaks Exposed

Does a merchant know all the sources of loss in his store? Can he be absolutely sure that two mistakes were not made, or five, or a dozen?

We know of a storekeeper's wife who surprised her husband with a present of \$550, money which she had been putting away from the sales in the store, a little each day, for almost a year. The money had never been missed by her husband.

A merchant hopes and believes that his profits are not leaking away, but he doesn't know.

A National Cash Register tells. It compels the proper handling of every transaction. It gives a record of every penny received in the store. It stops business leaks.

Let us try to prove that you need a National. Fill out and return to us the attached coupon.

NATIONAL CASH REGISTER CO.
Dayton, Ohio

Errors Unnoticed Without a Register

The register has been a good investment for me in keeping my business systematic, besides the benefits derived from avoiding errors which would, without a register, have gone unnoticed.

Blytheville, Ark.

ZEPH O'BRIEN.



Only \$25 for this thoroughly practical National Cash Register. 250 styles at higher prices. Fully guaranteed second-hand registers for sale.

Signing Doesn't Necessitate Buying.

NATIONAL CASH REGISTER CO. DAYTON, OHIO.

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

Name _____

Mail address _____

ceiving it with acclaim, men got laws passed making it a crime to wear it in public. Even the short skirt meets with scant favor from them, and the long trailed-er, the fluffier, the silk-lined-er a woman is the better men like her. No woman who wants to do business with men can ever possibly make a bigger mistake than to take them at their word about the way she dresses.

Once upon a time I was acquainted with a newspaper woman in New York who was writing a leading story each day of a peculiarly sensational murder trial. I met her as she was starting to the court, and to my surprise she wore a fetching Paris waist of the kind we women call "a blouse," that was all chiffon and dainty colors. My eyes betrayed my surprise, and she said: "I know you think I am inappropriately dressed, but, my dear girl, I have got to bluff three policemen and a court officer to let me go into a place where I have no business to be, and I can do it on this," with a gesture at her frock, and then she delivered this axiom: "When you want a favor at the hands of a man always put on chiffon." Later on I saw her serenely sitting in the bar, close to all the interesting personages in the case, while a rainy-day-skirted, shirt-waisted, sensible-batted sister newspaper woman lingered disconsolately in the back of the courtroom.

And tears? Silly, are they not? Childish for a big, grown woman to cry for what she wants? No wonder men despise us for them! but, oh, my married sisters, this is the confessional—when you want an imported hat, a new frock, or to go to the mountains, do you sit down and logically bring forth arguments to prove that you need new raiment and that imported clothes are the cheapest and last the longest, or your health demands a change? Nay, verily. Tons of irrefutable arguments, mountains of good logic, are not worth one pearly, hypocritical little tear, and you know it. Why? Goodness knows, I do not, but I do know that a man likes you to weep on his shoulder and cling to him as if you were a wet dishrag, and that a woman who can cry easily has simply a cinch at managing husbands. If ever I am elected President of the National Woman Suffrage Association I am going to appoint a day to weep on our husbands' shoulders, and we will have the ballot before nightfall. The trouble with us now—the awful mistake we are making—is that we are trying to convince men by argument and logic that we have a right to the ballot, and men are not amenable to reason from woman, but they dissolve in her tears.

And gossip? Oh, what a fault that is in our characters, and how men scold us for it, and how they deprecate the fact that we should talk about our neighbors, but how dull they would find us if we did not! "I am surprised, my dear, that you should repeat this scandal about Mrs. Smith and Mr. Jones, but—er—you say Mrs. Brown actually saw them start out together? Heavens, how you women tear each other to pieces, but, by George, that is a piece of news that will make 'em sit up at the club!" Did you never hear that? And what happens to the dear, nice little woman who never has any tidbit of gossip, and who discusses philosophy instead of the affairs of her friends? Men call her blue stocking—dull, heavy—and they leave her to the uninterrupted pleasure of a quiet evening at home with our best authors.

The truth is that men admire us for

our virtues, but they love us for our faults. When we come up to their ideal we do not fire their fancy, and this explains the reason why women are the foolish, unreasonable creatures they are. Dorothy Dix.

"Here Lies a Humpback."

There are 1,000,000 humpbacks in the world—approximately one to each 1,000 of the earth's population. This estimate was made by an eccentric Parisian humpback who died some years ago. He was known all over France and the greater part of Europe as the "Learned Hunchback."

Possessed of great wealth, he devoted it and the last fifty years of his life to extensive journeys and researches for the purpose of getting information concerning all those afflicted like himself. He found them numerous in the milder portions of Europe and most numerous of all in the region of the Sierra Morena, in Spain, where the proportion of deformed was one to every thirteen.

When this eccentric man died he left a will of 2,000 manuscript pages, in all of which nothing was said about property, but a great deal about humps. It directed that a hump of marble should be placed over his grave bearing this inscription:

"Here lies a humpback who had a taste for humps and who knew more about them than any other humpback."

His View of It.

"Here's a dreadful case in the papers," remarked Mrs. Henpeck. "What would you think of a man who stood by while burglars bound and gagged his wife without offering any assistance?"

"Um!" responded Henpeck, reflectively, as he sneaked toward the door, "I'd imagine he thought they were capable of doing the job unaided."

A man who has been traveling in Iowa has hit upon an odd use of corn-cobs. He says: "I made a trip throughout a big part of Iowa recently, and I found several grain shipping towns that had corn-cob sidewalks. In spite of what one would think about it, cobs make a pretty good walk. They are a little rough at first, but when the cobs become trampled down the walk is smooth."

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.

Every Cake



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

Fleischmann & Co.,

Detroit Office, 111 W. Larned St.

Grand Rapids Office, 29 Crescent Ave.

THE SCHAEFER Handy Box Fruit Jar Rubber

Retails at 10 cents per dozen



Write for samples and prices

W. H. Schaefer, 771 Spitzer Bldg.

Toledo, Ohio

DON'T

take the risk of selling

Adulterated Flavoring Extracts

Souders'

10c Lemon
15c Vanilla

Extracts



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

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

The Royal Remedy & Extract Co.
Dayton, Ohio

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

BEHIND THE COUNTER.

Interesting Incidents Noted by An Observing Grocer.

"Yes," remarked the family grocer, answering a question, as he did up a pound of boneless prunes in a paper sack, "the life of the grocer is one round of pleasure. It often seems strange to me that I am not filling the place with laughter and song, there is so much to amuse me. Just remain here a few hours, and keep tab on the people who drop in, and note their errands, and then you will understand why I am so boisterously merry."

A seedy looking man dropped in and called the grocer to a secluded part of the store behind a pyramid of cracker boxes. In a minute or two the voice of the grocer was heard pealing forth in virtuous indignation: "No, sir, you can not have a sack of flour on time. You can not have a penny's worth of anything on time. You have been owing me a bill for two years, and whenever you get money you go and blow it for Blue Ruin, and then you have the gal to come around here and want me to keep you going. If your children are hungry it is not my fault. They have fed at my expense a good deal. If you would take the money you blow in for flowing bowls, you could fatten your children and give your wife a new bonnet. I have not a bit of use for a man of your stamp, and if you will keep away from here I will forgive the bill you owe me." The seedy man shuffled out and the grocer said: "It's amusing, is it not?"

The grocer was behind his showcase doing up 5 cents' worth of Plaster of Paris candies for a little girl. He handed over the candies, and she gave him a coin. He looked at it and sighed. "This is a plugged nickel, little girl," he said; "didn't you know that this is a plugged nickel?" "Is it really? Well, that's strange; but it's the same nickel you gave me yesterday when I bought a loaf of bread for mamma." "But you didn't buy anything here yesterday; and I never gave you a plugged nickel. Never mind, though; we'll let it pass; but after this use good money, or you may acquire a bad reputation." The little girl skipped away, intent upon poisoning herself with the chromatic candies. "I know just how that happened," said the grocer: "her mother had that bad nickel, and was ashamed to try to work it off herself, so she gave it to the little girl. But it is funny, is it not?"

Some people dropped in and bought cheese and codfish and canned things, and nothing unusual happened for a while. Then there arrived a very smooth man with glittering jewelry and a red necktie. He had an advertising scheme. He was going to capture 10,000 rabbits, and brand them with the names of business men, and then turn them loose. "The greatest advertising scheme ever devised," he said; "you pay me \$50 and I will brand 50 rabbits with the words, 'Jinks, the Grocer,' and they will circulate all over the county, making money for you while you sleep." "If I am not mistaken," said the grocer, with the air of one who calls spirits from the vasty deep, or recollections from the mysterious past, "you are the same guy that blew in here last summer and touched me for \$10 to have my name painted on a big balloon. If that balloon ever materialized in this part of

the country, I never heard of it. When I want to advertise on rabbits I will go out and catch them myself. I feel the need of exercise, anyhow."

An old lady chased herself into the store, brandishing a paper sack. She was almost speechless with indignation. "I bought a pound of walnuts here yesterday," she cried, when she could control her voice, "and more 'n half of them were no good. If you don't make it good you'll never see the color of my money again." "Of course we will make it good," said the grocer, pleasantly; "always glad to do so." The woman went away mollified. "Now," queried the grocer, patiently, "why did she come in here like a raging lioness bereft of her young? Did she think it was necessary to scare us into giving up a few walnuts? All the other customers in the store turned and listened, and she embarrassed us for no good purpose. I am glad that I have a sense of humor, and can see where the fun comes in."

A man with seven kinds of whiskers on his face blew in and said, in a pompous way: "Mr. Jinks, the town is threatened with a great calamity. Mr. Spillover, the proprietor of the Colossal Cider Press, which has done so much in the upbuilding of our town, has found it necessary to purchase a new vat, so greatly has his business increased. Some of the neighboring towns are very anxious to secure this great enterprise and are making liberal promises to entice Mr. Spillover to leave here. Of course, we can not permit that; so I have been appointed a committee to call upon the business men and see what they will give toward a fund designed to keep the Cider Press here. I suppose I may put you down for \$25?" The grocer groaned, as one who has been suddenly stricken by a severe pain in the left leg, and nodded his head. The pompous man flourished his whiskers and went away to seek a new victim.

A very fine lady with a benevolent

face came in with a beaming smile. She said that the ladies of the First Vegetarian church were going to give a supper, in order to raise money to buy the pastor a box of cigars and of course Mr. Jinks would be willing to contribute a few pounds of mincemeat and a can or two of peaches, and a few cans of baking powder, and a peck of cranges, and a dozen or so loaves of bread, and some other trifles, and Mr. Jinks wiped his eyes with his chin whiskers and said that he might be counted in. As the lady was going out she expressed the hope that Mr. Jinks would call at the church for his supper on Friday evening. "It'll only cost you a quarter," said she. When she had gone away, Mr. Jinks poured a bottle of ink into his ears, and said: "The ruinous generosity of these is a constant source of amusement to me. Here I am privileged to give a wagon load of stuff for a supper, and then I am allowed to pay a quarter for the pleasure of eating a small portion of it. I wish I could conduct my business on such a plan."

Ever and anon a traveling salesman dropped in; most of the drummers were

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.

"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

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

HAND SAPOLIO

at once. It will sell and satisfy.

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

courteous, and when they saw that the grocer did not want to buy anything they pulled their freight politely and agreeably. But some were just bound to do business, and they opened their grips and produced little trays containing samples of petrified prunes and dried apples, and shredded peas and other breakfast foods, and it became necessary for Mr. Jinks to couple the hose on to the faucet in the back room and squirt city water on them to drive them away. After each experience of this kind the grocer seemed depressed in spirits, and once he was so carried away by passion that he broke an egg on the head of the chief clerk, who had to call in the city physician to fumigate him. "The traveling man who bores me," said the grocer, "who insists upon selling me stuff when I do not want it, will never get any of my trade; those who move on when they see that I do not want to do business may come in some other day and get big orders."

"Here comes one of the richest men in town," said the grocer, as a well-dressed gentleman entered the store; "he has money to burn—and I wish he would burn it, instead of spending any of it here." Such a remark seemed passing strange, but the wealthy customer soon demonstrated that it was reasonable. The way he haggled over everything was painful. He would spend ten minutes trying to knock off a cent from the price of a package of flaked nutmegs, and after he had spent half an hour buying twenty cents' worth of groceries he spent another half hour using all his reserve of eloquence trying to induce the clerk to throw in a cigar, which the clerk finally did, and charged it up to himself. I have a keen appreciation of the humorous," said the grocer, as he backed up so close to the stove that the smell of burning cloth ascended like an incense, but I confess that I can not see the fun of waiting on a man like that. They talk about the women baggling over a bargain! They are not in it with a close man. When a stingy male customer comes in I always feel a queer desire to set fire to the store, collect the insurance and go out as a train robber. Yes, it is true that I have burned the yoke of my trousers to a frightful extent, but I guess that the stove is not injured."—Walt Mason in Nebraska State Journal.

No Date to Their Letters.

There are few women, even among those who manage their own business affairs, who take the pains to properly date their letters.

As a rule, missives penned by women are as innocent of any reference to a day, month and year as is the life of an actress when written by herself for "Who's Who in America."

Epistles introduced in a murder case now occupying far too much of the attention of the public were undated, and thus their importance as evidence was lost, in a measure. Of course, they were written by a woman.

Members of the fair sex have been known to invite people to dinner in the following vague way: Do dine with us to-morrow evening informally and let us talk over what can be done to reconstruct our club."

This is all very well if the letter is not carried around in the pocket of the person sent to mail it for two or three days. When it is "to-morrow" may be yesterday before it reaches the person for whom it was intended.

To say that this feminine idiosyncrasy

enrages brothers, fathers and husbands is to put it mildly. One father there was who cut off with the usual shilling a daughter who persisted in sending him undated letters.

"To my daughter Mabel," his will read, "I leave my good will and my gold cuff buttons, her share of my estate to go to her brother James, whom I request to take care of her, since she has not the business ability to take care of herself, much less \$10,000. This has been thoroughly proved to me by her unwillingness to date her letters."

This was pretty hard on Mabel, but it is true enough, even if the legal verbiage doesn't sound convincing.

Of course, the document was rendered null and void in the modern manner and it was discovered by the evidence that the father was a choleric old thing and that he made his will one day just after reading one of his daughter's epistles in which she wrote that his old friend, Jones, "died on Tuesday."

He made the will in a jiffy and then started off to attend the funeral of the deceased. After traveling 200 miles for this purpose he discovered that his friend had been buried "two weeks ago last Friday." Mabel had forgotten to mail the letter.

One of Woman's Most Deadly Weapons.

She was a little woman, of the fluffy type, perhaps 18 years old, and with eyes a size too large for her face. She sat demurely beside an older woman on the street car.

Across the aisle sat a monument of manly beauty. He had very wonderful clothes, an ingrowing waistcoat, a hat two months ahead of the fashion and a pair of pallid gloves.

He was looking tenderly, alluringly at the fluffy bit of femininity across the aisle. As he caught her gaze a loving smile flitted over his fair face and the corner of his starboard lid dropped almost imperceptibly.

About forty other passengers turned their gaze on the girl to see how she would take it.

Now, there are two courses open to a girl in such circumstances. One is to blush, cast down the eyes and look very mildly frightened. The other is to give the stony glare whose every gleam says "Sir-r-r!"

The girl did neither. She met his tender smile with a frank, disinterested look. Then her eyes wandered over his beautifully clad form and at last rested on his feet.

Now they were sufficiently small, well-shod feet. But at sight of them an odd look came over her face. She started slightly, gave another quizzical, almost incredulous look at them, and turned politely toward the window in a vain effort to hide a smile of real merriment.

Forty pairs of eyes had followed her gaze to those luckless feet, and, although no one else could see anything remarkable about them, there were a number of sympathetic smiles.

The youth's face grew red, and he fidgeted. He dared not look at his feet. But the girl looked at them again, and once more that look of irresistible amusement crossed her face.

This time three passengers guffawed. The masher rose in haste and bolted to the next car.

"What was the matter with his feet?" asked the old woman beside the girl.

"Absolutely nothing," she replied. "But I wanted them to carry him away. And they did. It is the best way I know of to get rid of such men."

SHAKER SALT
IS A WONDER

THIS WAY NOT THIS WAY

WHY? BECAUSE IT POURS FREELY THROUGH THE REVERSIBLE SPOUT OF THE HANDY BOX

INTO SHAKERS AND CELLARS EVERY DAY IN THE YEAR HARD TO BELIEVE — ISN'T IT? FACT THOUGH

A ONE ARMED MAN CAN USE IT.

For sale by
All Wholesale Grocers.
Price \$1.50 per case of 24 boxes.
DIAMOND CRYSTAL SALT CO., St. Clair, Mich.

Cera Nut Flakes
One of the Choicest of Flaked Foods

Manufactured by a prosperous company; now in its second year. We could sell three carloads a day if we could make them. We must have additional buildings and offer a limited amount of treasury stock for this purpose. No uncertainty, no new undeveloped proposition; but a prosperous institution, running night and day. Come and look us over or write to us for terms.

NATIONAL PURE FOOD CO., LTD.
187 Canal Street Grand Rapids, Michigan

The Best Paint in the World
CARRARA
It spreads easier, covers more surface, is more economical and lasts longer than any other.

It pays a good profit to the dealer.

WORDEN GROCER COMPANY
Distributors, Grand Rapids, Mich.
Write Paint Department for Prices

Hardware

The Value of the Cash System to the Dealer.

"Chit" is the sine qua non of oriental merchandising. Abolish it by legislative enactment and Japanese and Hindoo, Chinaman and Cingalese would alike rise in mutiny against this homicidal blow, which would paralyze trade and cause innumerable sufferings to the Celestial mercantile world. "Chit" is oriental credit. For every morsel of food, every shred of clothing or every drop of drink furnished the Chinaman requires a due bill. Chits are the purchase price of oriental pleasure, as they are the rule, not the exception, in all gambling houses.

Owing to the comparatively small amount of paper or gold in circulation and to the discomfort of carrying about large sums of silver, only an almost infinitesimally few local buyers pay cash for anything. All accounts are collected at the end of the month.

The effect of this practice could hardly fail to be demoralizing—and it is to the last degree. It puts the whole community on the credit plane of the members of a club—or their honor, "as gentlemen and men of sufficient means to be clubmen;" and in a community of a hundred or a thousand or a million souls one can easily figure out what the results must be: Debt, discredit, degradation, discouragement, for the vast majority.

The use of retail credit is a virtual betrayal of primitive methods, impoverished communities and an inferior and passe civilization. The higher the civilization and the more progressive the section the less the amount of retail credit asked for and given. The cash register is forging to the front as the cardinal index of up-to-date commercialism. It can be laid down as a broad generic rule that the commercial status of a city can be largely determined by the ratio of goods purchased at retail for cash to those purchased at retail on credit. The improvident savage, wealthy perhaps in raw material, but destitute of currency, must either barter or else secure credit until such time as he can sell his crops, hides, etc., and pay his bills. The prosperous mechanic, professional man or fellow-tradesman should always be provided with enough ready cash to pay his way as he goes along, stimulating all lines of business, including his own, by forcing dollars to increase their nimbleness and to circulate as rapidly as possible.

In China 90 per cent. of all retail business is done on credit. In New York City 90 per cent. is done on a cash basis. Commercial prosperity evidently travels from its nadir to its zenith along the line of paying as you go.

Why not look this credit question fairly and squarely in the face? Are you a banker? Have you the means to set up as a money lender? Have you that peculiar acumen that enables you to lend money judiciously? If so, then give credit. There is no difference in loaning one of your customers \$100 in cash at 6 per cent. on 60 days' time or giving merchandise on the same basis. We would be pleased to know the difference between loaning a customer \$100 in cash at 6 per cent. on sixty days' time or giving merchandise of the same amount for a like period of time. The dealer has no collateral in either case, and if he seeks to recover the legal remedy is the same. Is not the differ-

ence in question merely the difference of a small percentage of profit on the merchandise in excess of the interest on the money?

Yet retailers resort to every device known to human ingenuity to induce people to accept their loan of merchandise, while they demand collateral and subject the applicant for a loan of money to a most searching examination as to his ability to pay. What is responsible for this condition? Competition, the desire for supremacy in business, the hope of gain and perhaps the struggle against adverse circumstances and eventual failure. We must admit, however, that this is abnormal and unhealthy. Even with the expectation of the retailer's profit there is no justification for the making of such credits and the taking of such chances with commodities placed in trust in the dealers' hands as a merchant by those who have confidence in their ability to pay. It ought to be a rule with retail dealers in hardware and other lines that we would not credit a man for merchandise to whom we would not loan money.

Has the retail trade a full realization of the fact that if the enormous sum charged off annually as losses from bad debts could be saved, the cost of merchandise could be reduced and the profits of merchandising increased to a very great extent? The ideal business is organized upon the basis of no losses from bad debts. Those losses come, however, to every merchant selling on credit. To maintain a fair margin of profit, the merchant is eventually compelled to add to the selling price of the article he sells a certain percentage to make good this loss. This is true of every merchant, from the producer down to the retail dealer who sells the article to the consumer, and the pity is that this same consumer does not realize who pays for it in the end, or comprehend the fact that through his indifference to business obligations, he adds eventually to the cost of the very food and fuel, clothing and shelter he enjoys.

"Chit" may do for the lassitude of oriental trade, where few sales and exorbitant profits are the rule, but progressive Western merchants should learn to discard this primitive and illogical system of doing business.

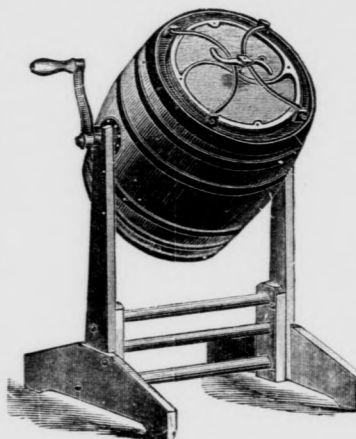
Those merchants who would introduce a higher plane of commercialism into their community and cause their local business pendulum to swing toward New York rather than Peking should begin a campaign of education on the value of cash trading.

Every individual in the community, from the producer to the importer or broker; from the wholesaler and retailer down to the consumer, should be gently but firmly educated so that he will disabuse his mind of the idea that when he buys a bill of goods and receives credit he has conferred a favor upon the seller, and until there is a better understanding and appreciation of this fact the prevailing conditions can not be materially improved.

It is the special duty of all retail merchants to so handle their credit as to correct this false impression, which prevails most largely among the customers, who are the people to whom the retailer sells his goods. It is a well-known fact that many who in other ways transact business on business principles have a shocking disregard for the debts they owe to retail dealers, and it is this unjust and illogical discrimination which disturbs the whole credit system, for, as a matter of fact, produce and wares are not actually paid for, no matter how many hands they pass through, until they reach the consumer and are paid for by him.

Moral—Do a cash business.—American Artisan.

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

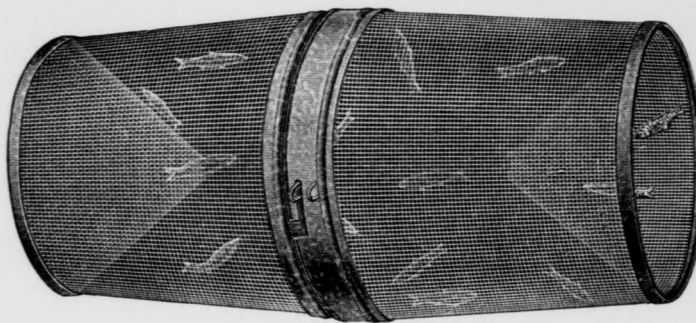
H. M. REYNOLDS ROOFING CO.

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, MI H.

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

STUDY YOUR BUSINESS

Why Some Prosper, While Others Drop Behind.

Written for the Tradesman.

Recently one of the most prominent men in the Senate of the United States commented on the way various statesmen in that august body have introduced bills, only to see them thrown aside by those who had the power to determine their fate. And after recalling several instances in which the ambitions of young senators had been ruthlessly shattered, he expressed the opinion that the reason so many bills are thrown out as almost worthless is not because they have no virtue in themselves, but because they have been prepared, in many cases, by ambitious men who have aimed to acquire fame instantly, without allowing themselves to consider their subject thoroughly enough to fit themselves for the task. The purpose for which the bill is designed may be good enough, but it has been prepared with such haste that glaring flaws have crept in. These are at once discovered by the old timers who scan the maiden effort of the aspiring beginner and the bill disappears.

"These young men," said the senator, "seem not to have learned that they can only accomplish things by hard work and study."

The man who would succeed in advertising might do worse than to study the assertions of this man. Advertising is not so different from other things that one can play it with his eyes shut and gain fortune and fame. Success is not an accidental occurrence in the field of publicity any more than it is in the law-making bodies of the country. There are certain laws of nature that must be respected by the man who would succeed, no matter what the undertaking. The man who can succeed in any line of work without concentrating his thoughts on that work for a considerable length of time has not yet made his appearance. We all agree that it is impossible for a man to read and write unless he has at some time made a more or less exhaustive study of the alphabet and the arranging of sentences. We would not expect a man to build a sky scraper if he had never studied the art of modern steel construction. We would call a man a fool if he tried to hold a position in a drug store without first learning the nature of the various drugs that must be handled from day to day. These things are against nature. A man is developed by observation and, if he refuses to observe anything, then his development will be so small that it will be of little use.

And yet there are men in the world, some of them merchants, who, after a spasmodic attempt to reap a gigantic reward from advertising, sagely remark that the argument that advertising is the tonic of trade is all a humbug. They have never studied advertising, yet they consider themselves competent to preach on its merits and demerits. For years these gentlemen laugh at the man who is bold enough to claim that advertising is good for business. But suddenly they make up their minds to try it and find out whether or not the other fellow has been lying. And so with doubt in their minds they go at it without any previously laid plans to work from. And what is the result? There can be but one: They have much the same experience as has the young man in the Senate—they make a failure of it.

Perhaps it is not strange that many persons come to believe that to succeed

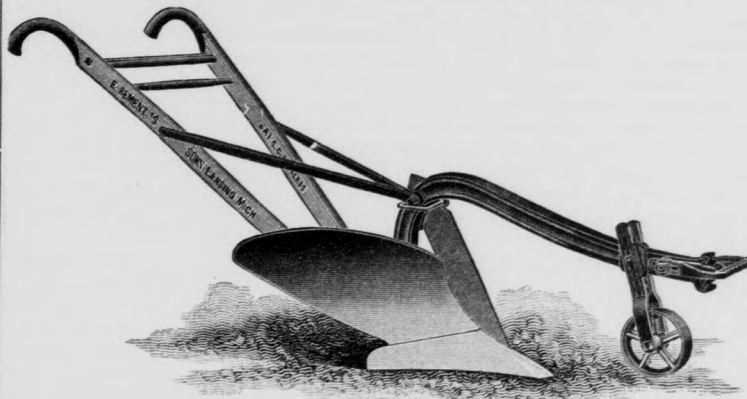
in this line a man has only to jump into the ring, sling printers' ink right and left and then sit still and rake in the dollars. They have seen Kramer, Shoop, Post, Pierce and many others in the general advertising field rise from almost nothing to world-wide prominence in the twinkling of an eye. They have heard the stories of the sudden rise of Wanamaker, Marshall Field and others to wealth through the medium of bargain sales and printers' ink. These stories read like the fairy tales in the old picture books. On the surface we do not see the hard work these men put in before they became known to the world as captains of industry. They planned for years before success crowned their efforts. It was all worked out ahead, but the world is unconscious of all this. The reader runs over the lines in silent awe, sighs because he is doomed to remain a member of the masses all his days and exclaims, "Oh, that such luck were mine!"

Advertising made every one of these men what they are to-day. At least it is safe to say they would not be where they are if it had not been for the effort they made to acquaint the people with the value and desirability of the goods they had to sell. But this success did not come in the form of accidents. These men studied human nature a long time before we ever heard of them. They pondered over the question long and earnestly. They knew what the result would be before they started, or at least had studied the question enough to be satisfied that they were on the right track before they attempted to put their ideas into practice. They went at it entirely differently than does the man who attempts to "find out" if advertising pays, while hoping to prove that it does not so he may be able to say, "I told you so."

There is one thing sure, no man can succeed in advertising and be half asleep. Advertising demands a man's best thought. It calls for enthusiasm and a faith that prompts a man to stick to it until things come his way. Advertising eats up money fast, but if it is rightly done it brings it back a great deal faster. As a rule, the man who does not believe his advertising will do him any good will not be disappointed. The man who is an advocate of old-time methods is of a disposition that does not appeal to the people. He is slow to accept modern ideas. He is wont to let his place of business retain its antiquated appearance. He has a horror of selling shelfworn goods at a sacrifice. Fly specks are pleasing to his eye and cobwebs have not to him that disagreeable look that kills trade. He fails to comprehend that mildew is gradually usurping the place that should rightly be reserved for energy. If he gets any trade it is through no fault of his. If his advertising brings no returns he seems not to be concerned. As long as we leave him alone with his hobbies concerning business a peaceful calm pervades his countenance.

Pick up the local paper, glance over the advertising columns and you will easily locate him. His advertisement will read: "Trade with John Jones, the old reliable merchant. We guarantee to meet the lowest prices in town." Look a little farther and you will discover the announcement of his twin brother. This advertisement states in big black type that "This space belongs to Hank Jones." Pick up the paper after a lapse of three months and you will discover that John is still

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.

equaling the lowest prices in town, while Hank has a death grip on the same old space. They know it does not pay to advertise. If you do not believe it go and ask them.

John and Hank are like the young senator. They advertise without any thought as to how their announcements will strike the people, just the same as the senator introduced his bill without considering whether it would hold water when put to the test. Either one of these merchants could see, if he took a little time to study his own advertising, that there is nothing in it to attract people. There is no argument tending to show the value of his goods. In fact, there is nothing to show what the advertisement was inserted for.

But let the reader go out into the cold, cruel world to solicit advertising and he will run up against these Hanks and Johns by the dozen. Their desks are seldom graced by a trade paper of any sort, unless some wholesale house has seen fit to donate one. And if one of these periodicals happens by chance to get into the place, it is thrown into the waste basket as soon as "the boss" has looked at the pictures. The solicitor will be met with a cold, sandpaper look that will chill his bones to the marrow. He will be told in a jiffy that advertising is a fraud. He will hear some of the most eloquent argument of his life.

The merchant can not succeed if he does not study his business. If he gives it the attention it deserves he will soon learn how to advertise. Study always brings knowledge. Some merchants do study. They realize that the man who trusts to luck will fail. And that is the reason some prosper while their brothers drop behind.

Raymond H. Merrill.

Queer Items From a Queer Country.

A Dutch traveler, Kurt Dinter, who has just returned from Southern Africa, tells queer stories of things that he saw.

He stayed for some time in a valley called Baboons' Kranz. There he saw immense armies of baboons which descended daily to the wells to drink, making hideous noises and paying no attention at all to the human beings who were camped near by. These baboons were harmful enemies to the settlers in the valley, for they had the habit of catching the goats when they were put to pasture and riding on them until the poor beasts could run no farther.

One day while Dinter was in camp in Hottentot land, he heard a rushing sound as if rain were falling in torrents not far away. It seemed to him as if a cloud had actually begun to fall upon the earth. The cloud turned out to be locusts. The planters and cattle raisers soon appeared with their men and gathered them in bags. They smoked the insects to kill them and then dried them in the sun, after which they were fed to the dogs, chickens, pigs, goats and cattle. The traveler found that the oxen and horses are especially fond of the locusts, and get fat and strong during the locust season, as do the natives, who also gorge themselves.

A Sensible Request.

A sensible young lady of Coldwater made the following request of her friends: Do not lay me down by the rippling brookside, lest the babbling lovers wake me from my dreams, nor in beautiful cemeteries in the valleys lest sightseers looking over epitaphs distract me; but let me sleep under the counter of the merchant and business man who never advertises. There is the peace that passeth all understanding, and deep is the sleep in which neither the buoyant footfall of youth nor the weary shuffle of old age will ever intrude."

CATERING TO CHILDREN.

Shortsighted Policy Pursued by Many Merchants.
Written for the Tradesman.

I often see in the Michigan Tradesman, in the articles addressed to storekeepers as to best methods of drawing and retaining trade, the special advice to treat the children with the utmost consideration, as on them will rest the buying of a future generation.

But how seldom is attention given to this important item of store management by the average dealer. He seems to think, judging from his general treatment of the various young hopefuls who enter his place of business, that "any ole way" will do as to his manner in serving them, and that "any ole thing" will do to palm off on them.

Seeing the attitude of their employers toward "the little nuisances," clerks are not slow to follow suit, and as a result we often find children taking an intense dislike to certain stores. These aversions often seem to us older in the ways of the world as unaccountable, but if you will question a child as to his dislike to trading at a particular place you will be very apt to find that discourteous treatment on the part of the tradesman or those under him is at the root of the trouble.

I remember such an experience (among a number) in my own childhood. At the time I must have been about 5 years old. I was living with my parents in a Southern Michigan town of considerable size. As in most places of its kind there was one storekeeper of the pompous know-it-all variety. Children of a sensitive nature feel slights keenly and, belonging to this unfortunate class of the human family, I was no exception to the rule. How well I remember the circumstance I am about to relate.

My mother was baking one Saturday morning and was rushing around at a great rate. Finding that she was short of eggs for whatever it was she was making, she told me to run over to Mr. So-and-So's grocery and get a dozen. I dreaded to go, for, without knowing exactly why, I always hated to enter that man's store. For one thing, he always waited on all the grown-ups first, even on those who entered the store after I did. I was little and did not understand things exactly, but still it did not seem to me just right for the storekeeper to do that. And when at last he would condescend to acknowledge my existence he would burn a hole through me with his sharp ugly eye, and ask me gruffly what I wanted. I would shrivel up, almost expecting his floor to open and swallow me, and could scarcely stammer out an intelligible reply.

My timidity seemed to make him take a Quilp-like advantage of me and, when he would ask me the second time what I had come for, all my brains would seem to fly to my boots and I would positively become tongue-tied.

As I look back over the years to those harrowing incidents with that dealer, I feel sorry for that little child who was myself. The other day I met a young lady whose home now is in that city of my childhood. I asked her many questions about old scenes and mutual acquaintances and friends and among other things I enquired whether Mr. So-and-So was still in trade.

"Yes," she replied, "and just as much disliked as ever."

"Oh," I said, "don't the people like him?"



Patented October, 1902.

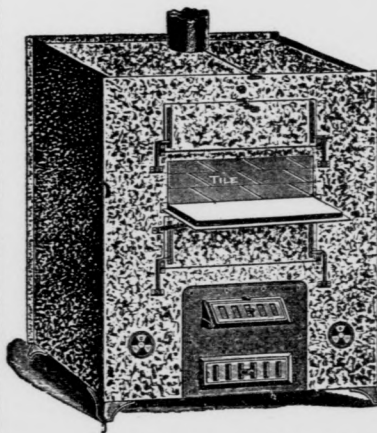
Metal Fountain Syringe Tank

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.



182 BELDEN AVENUE, CHICAGO

BAKERS' OVENS

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

Hubbard Portable Oven Co.

Hecht & Zummach

Manufacturers of

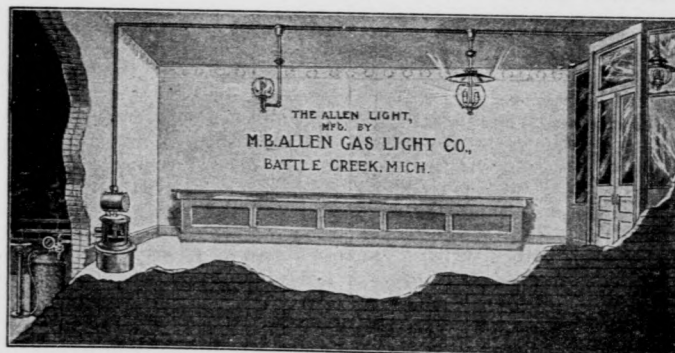
Mixed Paint, Oil and Water Colors,
Putty and White Lead

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.

"No," said she, "he's such a mean old crank that he loses a great deal of trade he might get if he were only more pleasant. He keeps good goods and his store is a model of neatness, but the people don't like Mr. So-and-So's disposition—his attitude toward customers."

Then I told her about one special time I had with him about the eggs when I was a little girl; and that brings me back to what I started out to tell about. The eggs—yes.

My mother said: "Now run over to Mr. So-and-So's and tell him you want a dozen eggs. Here's the money; and hurry, because I'm almost ready to begin the chocolate cake you like so well."

"Must I go there?" I wailed. "I do not like that man and his store. Lemme go other place."

"No," insisted my mother, "go there. That's the nearest and I'm in a hurry. I haven't time to wait for you to go to any other store. Why don't you like him?" she asked.

"I not know zactly," I answered. "He always so cross and he looks so hard at me."

"Oh, run along—there's a dear—never mind him," comforted my mother.

How well I remember it all, just as if it were yesterday.

My reluctant feet carried me the three short blocks and tremblingly I entered the grocer's store. Five or six rough looking men were sitting or standing around the big stove in the middle of the room and the proprietor sat perched on the counter with his knees crossed and his hands clasped around them. Not a mouth but had a pipe in it and the air was stiflingly blue with their tobacco smoke. I could hardly get my breath.

I sidled over to the counter where Mr. So-and-So was presiding and tried to muster up courage to address him.

"If I only didn't hafta," I sighed to myself; "but if I gotto, I gotto."

But he went on with his barangue and never looked at me and speech froze on my lips.

Finally, after what seemed to me an interminable length of time, there was a lull in the argument and the storekeeper turned to me and in his high-pitched, hateful voice said: "You want something?"

Now, I forgot to say that my mother's parting injunction, twice repeated, was to be sure and see that they're fresh.

When Mr. So-and-So hollered at me every eye of all those rough men around the stove turned itself upon me. This added to my confusion; but I managed to falter out my message. The storekeeper slowly unknotted his fingers, hitched off his elevated seat, took the basket from my shaking hand and disappeared into a back room for the farm product.

Presently he came suffling back and banded me my purchase. I dropped the money into his outstretched hand.

Wishing to carry out my mother's orders to the letter, I gathered myself together for a final effort. Looking into his disagreeable face, I timidly asked, "Are you sure they are fresh?" accenting strongly the third word.

The men around the stove were still staring at me. The proprietor noticed this and, thinking to get up a laugh among them at my expense, said to me, with a wink toward the six, which I saw, and instinctively felt that I would

be unspared now: "Well, I hain't never been inside of 'em!"

At this a loud guffaw went around and I, stinging with the insult, slunk to the door, opening it with trembling fingers, while the tears streamed down my hot cheeks.

How I reached home I never knew. Rage filled my little heart and I wished I had turned and pelted my tormentor with his eggs, fresh or unfresh, and flung the basket at his head.

Running all the way home, I burst into the kitchen and wildly threw myself into my mother's arms. In answer to her alarmed questions I poured forth my sobbing story, ending with the emphatic statement that I would never, no, never, so long as I lived, go to that wicked man's store again!

And my mother never made me. If I saw that man at this late day, I would not do him an injury; but I shall never cease to hate him until I die!

Jane Alcott.

Never Mind 'Em.

If a competitor slaps you in his advertisement, uses sarcasm and raillery, and ridicule concerning your store, do not hit back. Just turn the other cheek.

Everything that is said about you by your competitor is taken by the people with a grain of salt, as it were. You can hear them say—"There is Jones fighting Smith again," and they pass it over with a laugh.

If such a course on Jones' part causes comment at all, it is merely amusement, and a sort of contempt. If you reply to such attacks, you meet with the same sneer.

Whereas, if you maintain a dignified silence, not noticing the littleness and the meanness of your competitor, you gain a reputation for being above fly-bites like this, and you gain in the opinions of the right sort of people.

It may hurt your vanity and self-esteem to let imputations on your business go unnoticed, but it will disturb your fighting competitor more to let it appear to him that you are above his misstatements. And the more he talks about the matter the more it advertises you and hurts him, so you can afford to sacrifice your feelings in the matter.—Advertising World.

Fuss and Feathers.

A rich man, who has made his money by the handling of other men and who enjoys a large reputation for getting results from his employes, was asked the other day what he considered the most costly waste in business life. Fuss and feathers, he said. Brown has big ideas. There is no reason in the world why he should not make good—none except fuss and feathers. By the time he gets through talking about his plans and advertising his details somebody has done the work and got the profit. Modern business is swift. Its orders do not admit of debate or explanation. A word may mean a full day's toil. The President or Manager talks in snappy sentences—each means a task. The employe who understands and does the work without questions gets the next promotion. Fuss and feathers men think they score by impressing their own importance. They do not. Modern business is Argus-eyed. It watches its men keenly, weighs their usefulness, judges by results. Time taken up in talk is time taken from work. Modern business uses a stop-watch in the close race for success.

Greatness is always gentle.



SEARCH METAL POLISH

FOR CLEANING BRASS, COPPER, TIN, NICKEL AND STEEL. REMOVES ALL RUST.

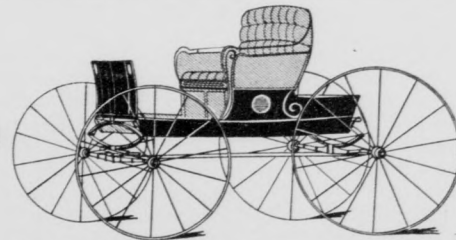
DIRECTIONS: APPLY WITH SOFT CLOTH, WIPE OFF WITH DRY SOFT CLOTH OR CHAMOIS

MANUFACTURED BY
McCOLLOM 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.

McCollow Manufacturing Co.
Chamber of Commerce, Detroit, Mich.



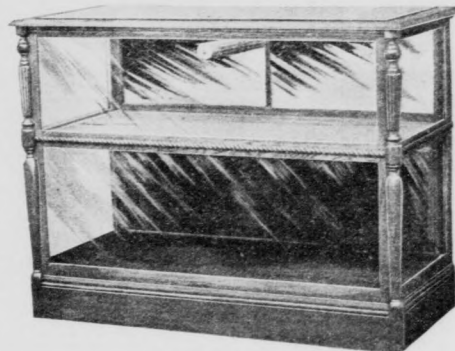
WOOD'S VEHICLES

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.

Grand Rapids Fixtures Co.

One of our Leaders in Cigar Cases



Shipped Knocked Down

Write us for Catalogue and Prices

Takes First Class Freight Rate

No. 52 Cigar Case

Corner Bartlett and South Ionia Streets, Grand Rapids, Michigan

Just One Cent

Invested in a postal card may make you many dollars. Address one to the

TANNERS' SUPPLY CO., LTD.

asking for prices on

HEMLOCK BARK

Ten tanneries represented.

C. F. YOUNG, MANAGER, GRAND RAPIDS, MICH.
Widdicomb Building

"There Is a Woman at the Bottom of It."
Written for the Tradesman.

Without any beating about the bush, Kingsbury's department store was not popular with the town's people of Meadow Brook. He had been there a good many years and had built up a satisfactory trade—that is, on his side of the counter—but on the Meadow Brook side the name of Kingsbury in the social circles of that county seat was sure to produce an explosion; and when the fair dames of that bustling town and their fairer daughters reached the explosive point it made considerable of an uproar.

"The man fairly ignores us. Goodness knows, I haven't been in there for a decade and don't propose to go in there for another, but yesterday, because I thought I might be able to match some goods, I went in. I went to the nearest counter and stood until I was tired and nobody came to see what I wanted. Then I sat down and waited and, to amuse myself, watched a pair of salesladies—the emphasis was strong and bitter on the latter part of the name—"gossip and chew gum off in one corner. Finally when their imperial highnesses saw that I was determined to be waited on with an if-I-must-I-must air that Dora Dix sauntered down to a place opposite me on the other side of the counter and looking above me or to one side of me—anywhere except into my face—asked me with her nose in the air and her red lead pencil tapping the counter, if she could do anything for me! I could have pulled her ears! She looked at the sample I brought and shook her head and drawlingly remarked that she hadn't anything like it. I asked her if she did not think it would be a good

idea to look, for I thought I saw on a shelf behind her exactly what I wanted and she said, changing her gum to the other side of her mouth, that she supposed she could if it would give me any satisfaction. So she did and among the first pieces she took down was the very thing I was looking for. One would have thought it would have made her ashamed of herself and that she would have attempted an apology, but not a hint or a sign of one did she give. I looked into her face and she looked over my shoulder with an expression which meant, if it meant anything, 'You're a plague whether you know it or not and I hope you'll get what you want and hurry out of here.'"

She would have gone on but her hearer, thinking that Kingsbury was a good subject and that she wanted to be heard on it, "buted in" woman-fashion several words before the period was reached.

"Yes; but Dora Dix isn't to blame for that. Haven't you heard what Kingsbury says about us? 'The Meadow Brook trade doesn't amount to anything and isn't worth catering to!' Did you ever hear anything quite like it! And so his saleswomen are simply carrying out his idea, and positively ignore us. The consoling thing about the whole business is that he rarely has anything that the Meadow Brook ladies want and all we have to do is to send out of town to get anything decent and then read a long editorial in the County Banner, dictated by Kingsbury about encouraging home trade."

These were some of the troubles that centered at the department store. There were others of a more serious and far-reaching nature. The unnatural and wholly undesirable antagonism between

the country people and the citizens of the pretty rural county seat seemed to make Kingsbury's its clearing house of "envy, hatred and malice and all uncharitableness." From slight misunderstandings the thrifty mistress of the farm and the well-to-do matron of the town looked askance at each other across the distance constantly increasing between them until that spring the condition of things was nearing the point of actual and open warfare, without anybody's knowing or caring what came of it.

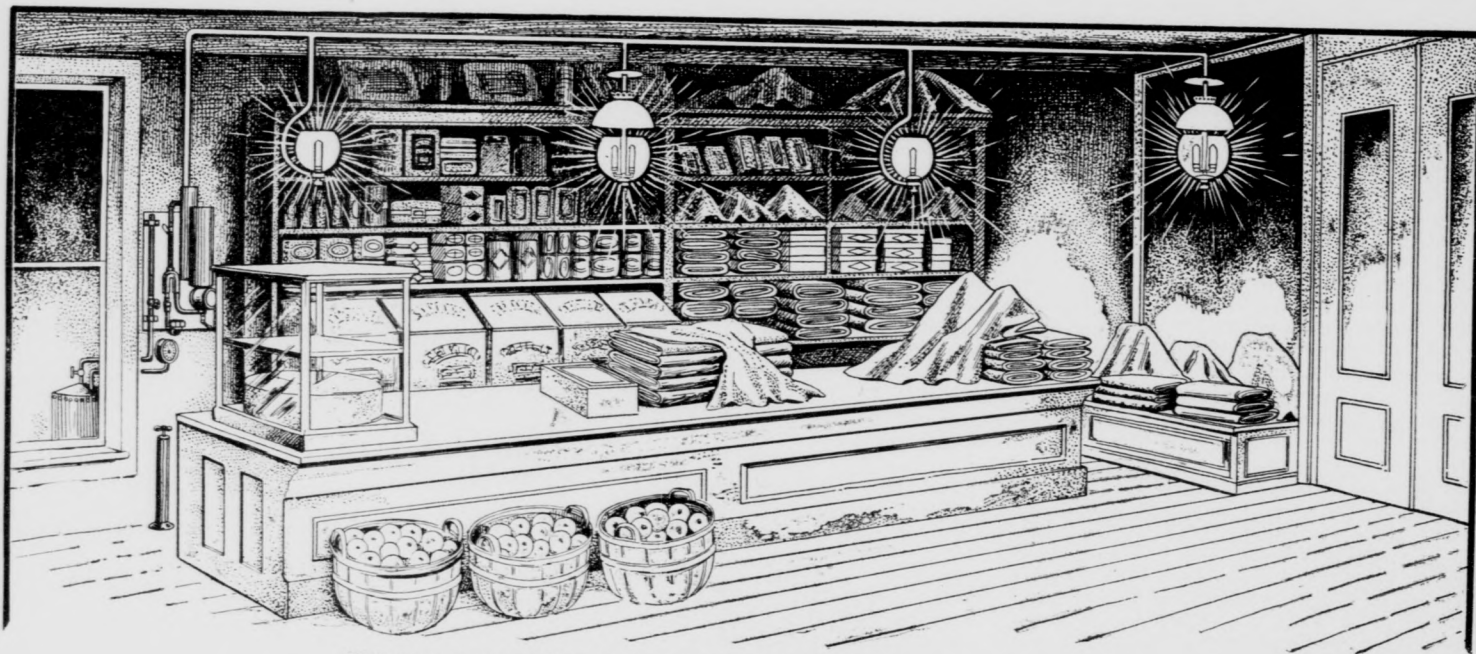
Kingsbury did not. His position was openly and clearly defined. He was in trade for the money there was in it. He had located at the county seat because that was the center equally distant from all points of the county whose inhabitants he hoped and intended to make his customers and he had succeeded in doing just that. A country boy, farm-bred, he liked the farmfolk, knew what they wanted and the prices they were willing to pay and having established trade relations with them he was not particularly anxious to get the town trade. It was thoroughly unsatisfactory. Meadow Brook was not a city and never would be and what the women wanted was to play it was and put on the airs and the style of a big town and dress accordingly. If they carried their foolishness so far as to stir up their country sisters he could not help it and would not if he could. His sympathies were squarely with the customers he liked to cater to and if there was to be a scrap he wanted it to be understood that he was back of the country women—God bless 'em!

So matters stood that sweet May Monday morning when pretty little Jessica Blackington took her place behind the

dry goods counter at Kingsbury's. There was everything about her that the poets have sung from Solomon's song to Tennyson's. She was just tall enough to reach up to everybody's heart without regard to sex. When she came through the sky as a baby she took with her its brightest blue and every bit of it had settled in her eyes. The red of the sunrise kissed her lips and her dimpled cheeks. The angels, stork-attended, whispered something in her baby ears that left her with a smile upon her mouth and it is there now. The sunshine nestled at first in her hair and then crept down into her heart and so with all these heaven-born qualities about her she stood like so much embodied radiance waiting for her first customer in Jonbathan Kingsbury's store.

It did not take long for her to see the something wrong. Intuitively she knew exactly what it was and her own kind heart just as intuitively told her what to do about it. She began at once and fortune, who always stands ready to help such things along, brought in that very day the customers who had expressed such hearty opinions of ill-will against the merchant and all that belonged to him. They had not reached the counter when Sunbeam saw them and with that smile—I told you where it came from—drew them to her. They instantly forgot themselves, and the grievances that burdened them when they came in, like Christian's, slid from their shoulders and were seen no more. They had come because they had to. They had expected neglect, if not something far worse, and were prepared for the liveliest kind of barter, and in less than three minutes three heads were bending over some charming fabrics, which Sunbeam said could not be secured any-

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

where else that side of New York at an astonishingly reasonable price. It may be that last did the business, but whatever it was each customer bought something she did not want when she came in and both were going out delighted, when who should come in but that odious Mrs. Mayfield who had openly and impudently asserted that "the best people of the county were not residents of the county seat!" It was very funny to the looker-on. Up went the county seat's two noses and two chins and up went the Mayfield nose and chin high enough for two, and the one was passing the two like ships that pass in the night, when Sunbeam's gentle voice, that excellent thing in woman, stopped the up-tilting by saying as she only wanted to say it, "Ladies, you must stop long enough to let me make you acquainted with a little project I have in mind;" and then in a few words and in a way that admitted of no gainsaying she startled them with the project that resulted in bringing together the county and the town in the pleasantest possible manner and in bringing about peace where war only had been desirable.

A single paragraph is enough to tell what followed. The department store remained the county clearing house, but the nature of the clearing house business changed. There was no more quarreling over the respective merits of county seat and county at large, socially or financially; not gradually but all at once. Kingsbury changed his business policy and was astounded to find at the end of a month that his city business, looked after as Sunbeam looked after it, paid handsomely; and, what was especially agreeable to him was, that the peaceful bringing together of the factions not only made popular his store but increased the demand for the better quality of goods which always give the largest profits. "I was too blind to see how I was fighting against my own interests," he said one day to a friend he met on a business trip. "There is a woman at the bottom of it and after what she has done for me and my store I am willing to admit what once I did not believe that, other things being equal, the harmony of the community you live in plays as prominent a part in the profit side of the account as the capital invested—more with little Jessica Blackington behind the counter to manage things."

Richard Malcolm Strong.

Methods of Trading and Paying in the Sunny South.

Trenton, Georgia, April 15—The methods of trading and paying at the stores in the Southern States vary a good deal, according to circumstances and surroundings. In Northwestern Georgia the farmers have suffered for the past two years from drought, which has not been common. Consequently they have bought more feed and flour than has been usual with them. The principal industry around Trenton, where I write, is in poplar logs and white oak railroad ties, and I am told that some of these are hauled fifteen miles.

Butter, eggs and chicks are recognized everywhere as legitimate basis for trade. The farther you get from the railroads, the less cash and more barter you see, as a rule; and it is quite important to the merchant living in an out-of-the-way place to have a piece of land and a barn. Then he can buy horses, cattle, mules, hogs and chickens and wait his chance to sell them for delivery in distant markets.

When I was in the mountains of Eastern Tennessee, there was a regular schedule of prices for chickens. Ar buckle's coffee was then higher in price, but three chickens, I believe, just paid for a pound. And it did not much mat-

ter whether the chickens were old and gray-headed, or of very recent vintage. Same with plug tobaccos and other necessities. I do not think that the merchants meant to lose much on those deals, but when competition is strong (which is usually near the railroads), prices adjust themselves to existing conditions. A farmer, apparently prosperous, living near the head of the Little Tennessee River, in North Carolina, once told me that men of his calling had not much use for money except for paying taxes.

I remember being told, up on the Cumberland Mountains, of an old fellow who had an iron mine on his farm. Some years ago there were more bull-tongue or bar-shear plows in use in the South than now. These were home-made affairs, with one or two upright handles fastened to the beam, and a piece of iron perhaps 3x14 inches in length and width, and, say, 3/4 inch thick, driven in a vertical direction through the wood, so as to scratch the soil, when the machine was drawn, as I have seen them, by a little steer.

These pieces of iron were legal tender and when the old fellow of whom I spoke needed some coffee, or blockade whisky, he would smelt some iron ore in a home-made furnace and make a little bloom, shaped much like a rutabaga turnip. The quality of the iron was AI, and he could readily exchange it at the store for what he required.

He raised his own tobacco and ground his own corn in a little mill with an upright shaft provided with floats and two small millstones, which stood on a brook near his house.

On the Blue Ridge, in North Carolina, many Northern crops are raised and Irish potatoes do not seem to run out. I have seen Early Rose potatoes raised from seed planted thirty years in the same locality, and they were apparently good. After the crops are taken care of, the farmers often load a covered wagon with apples, chestnuts and other products not found on the lower cotton lands and have a sort of picnic with their families for a few weeks, driving through the lower lands of South Carolina and Georgia; camping at night and exchanging their load of mountain delicacies for other articles less common in the hills, with perhaps a little cash in the bargain.

People in the Southern States do not always display as much energy in conducting their affairs as some of us think is wise. Many of them see it and regret it. They have generally narrow roads, many fords and ride a good deal in the saddle. They have the doors open habitually. Usually the houses and fences need paint and repairs, and public buildings are often left unfurnished and frequently need new glass in the windows and other improvements. The mountains in this region are not very high and furnish good range for stock. They are also said to produce good crops of fruit and vegetables, potatoes, etc. Lands there may be had at \$1 to \$5 per acre. There is a good deal of timber on them and plenty of rock in ledges and boulders. Often, however, one finds large tracts which may be easily tilled after the timber is removed.

There is a good deal of mineral wealth in the mountains, mostly iron and coal and new furnaces are going into blast within a few miles of this point.

I think that this region with its comparatively mild climate and cheap lands offers advantages to the right kind of settlers. F. H. Thurston.

Badly Scared.

Estelle—Jessica was terribly frightened, I hear, and only one thing prevented her teeth chattering.

May—What was that?

Estelle—They were on her dresser.

To be the "victim" of that unbalanced class of persons known as "imitators" is not a serious drawback. It rather elevates us in our own estimation and we are encouraged to accomplish even greater deeds through the very pride of leadership.

Pessimism is but profanity.

WORLD'S BEST

S.C.W.

FIVE CENT CIGAR

ALL JOBBERS AND

G. J. JOHNSON CIGAR CO.

GRAND RAPIDS, MICHIGAN



Have You Any Hay or Straw?

We want all you have quick, any quantity, and will pay highest spot cash prices, F. O. B. your city. Write and let us know what you have. References: Dun's or Bradstreet's and City National Bank, Lansing. We job extensively in Patent Steel Wire Bale Ties. Guarantee prices.

Smith Young & Co.,

1019 Michigan Avenue East, Lansing, Michigan

IF

You are not satisfied profits on cereals,

Dr. Price's

It makes satisfied you a handsome effective advertising. your



with your sales and take on a supply of

Tryabita Food

customers and pays profit. Note our effective. Your jobber can fill order.

Price Cereal Food Co., Battle Creek, Mich.

Best on Earth

S. B. and A.

Full Cream Caramels

Made only by

STRAUB BROS. & AMIOTTE

TRAVERSE CITY, MICH.

MADE A MILLION.

The Story of the Man Who Could Not Stop.

There was once a man who started in business with the idea that after awhile he was going to quit and enjoy himself. He had his plans all laid out just how he was going to do the job. His notion was that a hundred thousand plunks was all he would ever care for and that if he could just manage to hit the hundred thousand mark he would immediately knock off and quit work, no matter if it was not more than 10 o'clock in the forenoon. He intended to buy a country place far from the madding crowd and have a house with a wide veranda all around it, or at least on three sides of it, where he could sit in the summer evenings with his feet upon the railing of the porch and watch the landscape. He planned to have some high-bred chickens and ducks to occupy his attention and a carriage and team of horses to drive to town when he wanted to get the mail. The country life, he told his friends, was the life for him. All he wanted was enough salted down in good interest bearing securities to bring in enough of the long green every season so that he could feel perfectly easy and have enough so that he and his family could occasionally take a little trip if he felt that way. He wanted to hurry and make the hundred thousand so that he would have a long time to enjoy himself before he died; accordingly he buckled down to business and worked eighteen hours per day. Things came his way in pretty fair shape and he finally had to keep two typewriters busy most of the time taking dictation and looking after his correspondence. When his assets got to the point where they footed up a hundred thousand his wife became imbued with ex ravagant ideas and his household expenses were piling up so that he concluded that he would need a larger income than he had figured on originally. When he started in business on a cash capital of six bits a hundred thousand dollars looked bigger to him than one of the Egyptian pyramids, but when he got the hundred thousand it occurred to him that unless a man had at least a million he really was on the verge of destitution. But he said that a man who wanted more than a million was simply a hog, and a fool besides. He would just strike for the million mark and then the country mansion with the crowing roosters and the cackling hens would be a realized dream. So he buckled down to business and put in nineteen hours a day instead of eighteen. He had three stenographers doing stunts for him by turns and most of the day he was so busy that he had to have his lunch brought to his desk. About the time he had half a million to the good the doctor told him that unless he took a rest he would collapse and that he positively must quit and go to bed. He went to bed and had the stenographers come to his bedside and read his correspondence to him and take down his replies. He told the doctor that just as soon as he could get his business systematized so that he could turn it over to his assistants he would take a run to the lakes and fish. After he got the first half million things came faster and within the next four years he added another half million. This was where he had intended to make his getaway and start on his life of ease in the country, but just then he saw a number of good deals in sight and, besides, there were two or three other men in his town who were worth as much as

two millions each and one who was worth ten. It seemed when he looked the situation over that a man with only a million would not be in shape to live as he ought to live, but still he talked about the home he was going to build in the country and put on another hour's work per day. One morning he tried to get up and go to his office, but he could not make it. Then the doctor looked him over and said that the machinery was used up. The engine had been run at so high a pressure that the boiler was ruined and the lining burned

out. Then the business man tried to rest because he could not help himself, but it was no go. His stomach was on a prolonged strike and when he tried to sleep he wrestled with a nightmare of figures. At the end of six months they gave him a funeral that was said to have cost not less than five thousand dollars and there was a thousand dollars' worth of cut flowers on his coffin.

Moral—The man who does not get any fun out of life as he goes along is a chump.—Merchants' Journal.

Save the pennies and the dollars will be handy to spend later.

Sheep Scarce and High.

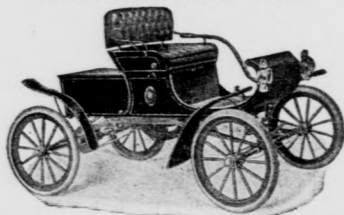
Every one is now willing to admit that there is a scarcity in sheep. It is evident that the mutton producers are not keeping pace with the necessities of the mutton consumers. Prices are high, and about all the stock ready for market has already found its way to the stock yards, and thence to the many butcher shops.

An Amusing Compliment.

Adelaide sat gazing very intently at the gold filling in her aunt's front teeth and suddenly exclaimed: "Oh, auntie! I wish I had copper-toed teeth like yours!"

WILL PAY FOR ITSELF WITHIN SIX MONTHS.

Notice the Curved Front.



The Oldsmobile, \$650.

See letter below from a new convert to the Oldsmobile.

The Oldsmobile is built to run and does it.

More Oldsmobiles are in use in Grand Rapids than any other makes.

More Oldsmobiles are made and sold every day than any other two makes

The Scientific American of April 11 says that the Oldsmobile is "the first successful American Runabout to be built and marketed at a reasonable price."

PERRIGO'S HEADACHE POWDERS
PERRIGO'S QUININE-CATHARTIC TABLETS
PERRIGO'S CATARRH CURE

PERRIGO'S MANDRAKE BITTERS
PERRIGO'S DYSPEPSIA TABLETS
BARTRAM'S VETERINARY ELIXIR

L. PERRIGO CO.
MANUFACTURING CHEMISTS

FLAVORING EXTRACTS
DRUGGISTS' SUNDRIES

Allegan, Mich.. 4/17/03

Adams & Hart,
Grand Rapids, Mich.

Gentlemen:—Thinking that you will be interested to know how we are getting along with our Oldsmobile, will say that, after an experience of only three days in driving the machine at Allegan, our Mr. Harry Perrigo started out on his trip from Allegan Thursday morning about 7 a. m., April 9, and made the towns of Otsego, Plainwell, Cooper, Alamo, Kendall, Almena, Mattawan, Glendale and Paw Paw, a total of 82 miles, and arrived at Paw Paw about 6:30 p. m.

The second day he made eight towns, covering a distance of 78 miles. The third day he made nine towns, covering a distance of 52 miles, and on this third day he struck some pretty bad roads, including several sand hills and some deep mud.

Will say that we are more than pleased, and greatly surprised, with the Oldsmobile, and as a business proposition, figuring the time saved and the small expense and the larger number of orders that we are able to get by making a thorough canvass of our territory and visiting all the small towns, as well as the larger ones, we believe the machine will pay for itself within six months.

Yours truly,

L. PERRIGO CO.

Per *L. Perrigo* Pres.

In buying an Oldsmobile you get a vehicle with an established reputation and with two guarantees. Made and guaranteed by the Olds Motor Works. Sold and guaranteed by ourselves.

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

THE CLERK PROBLEM.

About as Difficult to Solve as the Servant Girl.

It seems to me that the grocery clerk problem is getting as bad as the servant girl problem.

And that is about as bad as anything can be.

I think the servant girl problem is the worst ever. Great gad, but they are a lot of independent bussies, are they not? Why, it seems to me that every time I go home I see a new face in the kitchen.

The other day I got home at an unusually early hour, and had mislaid my key, so I rang the bell. A strange colored female, with heavy feet, opened the door. She did not know me from Adam, so I told her that a gentleman who would not give his name wished to see my wife.

Then I walked into the parlor and put on my Sunday look. The strange colored lady had a voice as heavy as her feet and I heard her announce me to my wife quite plainly:

"A gemman to see you, ma'am."
"I dunno, ma'am; he wouldn't give no name. He's a-settin' in the pablab."

I heard my wife dressing hurriedly, flying in and out of the rooms, so as not to keep the "strange gemman" waiting. Finally she gracefully descended the stairs and tripped into the parlor with her classic features all set in her best company smile.

When she saw who the "strange gemman" was, there was the deuce to pay for a few minutes.

But what was it I started out to say?—oh, about the clerk problem. I honestly believe it will soon be as bad as the servant girl question. I do not go on a trip now that I do not hear grocers complaining about their clerks and asking me where they can get new ones.

There seems to have drifted into the grocery business a gang of irresponsible young fellows who think it is a cinch.

So it is, the way they work it; but it is not a cinch for the grocer who employs them.

A good many grocers take too little pains in hiring their clerks. They will hire any old person, because they fall into what seems to be a popular delusion—that anybody has brains enough to weigh sugar and measure onions.

I wonder how many grocers reflect that they are absolutely at the mercy of their clerks.

You do not believe it? Well, it is so.

When your clerk goes out to solicit orders or deliver them, the impression that he makes on your customer determines whether you are going to get any more business from that customer or not. I know a lady who used to buy a great lot of stuff from the delicatessen department of a Market street grocery store.

One day a clerk with nails of inky hue dished out some sausage with his bare hands.

That lady, whose trade was an item, has never bought a cent's worth of stuff from that delicatessen counter since. She is afraid of getting up against that clerk again, and she is too diffident a little thing to kick or to ask to be waited on by some other clerk, if she did.

That clerk has not meant to hurt his employer's business, of course; in fact, he would probably be deeply grieved to hear that his sable nails offended anybody, but he did hurt the business, all the same. I know, or did know, a grocer who had a clerk who was a sporty boy. Where women were concerned he was a very gay lad indeed. He used to

make up to any good-looking servant girls that happened to be in his way, and his making up was so ardent in character that two or three girls complained to their mistresses. Now, what did the mistresses do? Did they go to the grocer and expose the clerk? Not one did, for perfectly natural reasons—they did not want to get mixed up in any unsavory squabble, so they quietly told the fresh clerk to stop coming and stopped dealing at that store. Did the clerk injure his employer's business? Well, I guess he did!

This clerk, I was afterwards told, had developed that sort of character in every place he had held. Why had not the grocer found it out? I suppose because he had not asked for references. How many grocers do ask for references when they hire clerks?

Darned few; and that is the cause of the whole trouble, in my opinion.

I used to know a delivery clerk who I used to think was the most outrageously careless lunkhead on earth. He could jumble more incongruous things together in a basket than any other clerk I ever knew, and as an egg smasher—even the most valiant egg could not stand up against him. He could have smashed an iron egg.

This clerk used to irritate his employer's customers beyond all measure. He would deliver their orders in a hopelessly untidy condition—cover off the molasses pail and the contents over everything—and when the people would complain he would sass them.

Lots and lots of complaints that arose over this never got to the grocer, who thought this clerk was all right. The aggrieved parties simply stopped dealing at the store—not all, but some—and if only one bad, my point is made.

The point is that a grocer can not see all of his customers himself—if he could, he would be independent. He must allow some customers to be handled by his clerks, and the clerk's method of treatment is going to bring the customer back or keep her away.

Don't you see? Why, I know grocers who, under the spur of immediate necessity, will hire men as clerks that they never saw before, who have no references, and whom they know nothing whatever about. They will give their business into the hands of these strangers, probably without a thought of the harm they can do.

I would never hire a clerk, if I were a grocer, unless I satisfied myself first that he was the sort of a man I could safely trust my trade to.

For that is exactly what a grocer does when he sends a clerk out to solicit or deliver orders—he trusts his trade to him.—Stroller in Grocery World.

No man will deny another the right to ask as much money for his services as he wishes, but he is expected to be decent about it. It is exactly like selling merchandise. Will the buyer take the goods at the price?

Sherwood Hall Co., Ltd.

Jobbers of

Iron and Steel

Largest Stock of Blacksmith and Wagonmakers' supplies of all kinds in Western Michigan.

Corner Ionia and Louis Streets,
Grand Rapids, Mich.

**F. M. C.
COFFEES**

are always
Fresh Roasted

**You
Can't
Fail**

To notice the difference in the class of customers you have after you have sold our

Standard D Cracker

First class customers will buy only first class goods and the merchant who handles such goods will get the trade of those people. Send us a trial order and see for yourself if this is not true.

E. J. Kruce & Co.,

Detroit, Mich.

Not in the Trust

**CERE
KOFA**

The great 20th century drink. Made from pure cereals. 20 ounce packages 15 cents. Liberal discount to the trade. Ask your jobber for it.

Grand Rapids Cereal Co.
Grand Rapids, Mich.

**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.

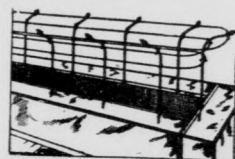


MADE ONLY BY
ANCHOR SUPPLY CO.
AWNINGS, TENTS, COVERS, ETC.
WRITE FOR CATALOGUE EVANSVILLE IND

Overhead Show Case and Counter Fixture

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

WESTERN MANUFACTURING CO., Milwaukee, Wis.
Patent applied for 306-308 Broadway.



OLD RELIABLE B. L. CIGAR
ALWAYS BEST.

LUBETSKY BROS. DETROIT, MICH. MAKERS

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

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

The New York Market

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

New York, April 18—Coffee has had its ups and downs with the latter predominating. It is the same old story of big supplies in sight and a huge crop to be gathered in the near future. Dealers in green coffee say that the only way they can make any money is to lock up and go fishing. At the close Rio No. 7 is worth last week's figure of 5½c, but the lower cables from Europe tended to depress the market and speculators were inclined to dispose of their holdings, and May delivery sold down to 3.80, thus beating the record in options. In store and afloat there are 2,654,299 bags, against 2,326,341 bags at the same time last year. Some experts say the next crop will likely run up to 15,000,000 bags, and what on earth is to be done with it is a problem, especially since the sale of tea is said to be rapidly increasing and the mills at Battle Creek are turning out untold tons of substitutes for coffee. After all, there are many people who still think there is nothing like a cup of clear, well-made coffee and they will have none of the substitutes—may their tribe increase. Mild coffees have sold fairly well. Offerings continue light and upon the whole the market is in good shape. Good Cucuta, 8½@9c.

There seems to be at the moment a better feeling in sugar in the trade. Some pretty good orders have been received in the way of new business and quite a lot has been done in old contract withdrawals. Arbuckles have had a good run of orders from their cut-rate territory, although it is likely they would rather not have many and, upon the whole, the sugar situation is more satisfactory than it has been for some weeks. Raw sugars are strong under the influence of reported diminishing supplies.

The tea market continues rather quiet and, as recently noted, the trade generally seems to be pretty well stocked up, possibly with sufficient to last well into the summer. Prices are practically without change and stocks not over abundant.

Hardly anything worthy of mention can be picked up in the rice market here. The supply is seemingly ample to meet all requirements and quotations for all sorts are practically without change. The estimate of stock on hand here varies, some claiming it to be 100,000 pockets and others considerably less. Prices, while unchanged, are certainly well sustained.

Spice quotations on almost every article are well sustained, but practically without change. Cloves are steady at 7½@7¾c. Spot stocks in some things are light and if the market should increase in activity, which is not looked for at this time of the year, prices would soon be affected.

The better sorts of New Orleans molasses are in firm hands and we hear of no concession being made to effect sales. Stocks are light and the outlook is in favor of the buyer. Holders are confident as to the future and buyers are not inclined to quibble over quotations. Syrups are practically without change. In canned goods tomatoes have been on the decline for some time and it is well that this is the case, as it may deter canners from putting up large supplies again, which certainly would create a chaotic condition. The whole canned goods market is quiet and favors the buyer as a rule. Sellers are anxious to clear up warehouses as far as possible and if quotations must be clipped, why, clipped they shall be. Reports of the closing of many salmon canneries come here and then will come denials of the same; but it is probable the pack will show diminution as there can be little, if any, profit in prices that have been made since the opening of the year.

The recent report of a probably decided shortage in dried fruits in the apricot crop has caused this market to strengthen on spot supplies and the outlook rather favors the seller. Other

goods call for no remark, as only ordinary transactions are taking place. No changes have been made in quotations.

The week opened with a decline in butter and a weaker market all around, but at the close the situation is firmer, although prices show no advance. Extra Western creamery is steady at 27@27½c and seconds to firsts, 24@26½c; imitation creamery, 10@21c, the latter for fancy stock; factory, 15@16c; renovated, 16@19½c.

There has been a fairly satisfactory trade in cheese and prices are well sustained, although no advance has been made, New York State full cream being still held at 15c.

Between the cold storage warehouses and the consumer arrivals of eggs are well taken care of, although they are decidedly large. The range on Western is from 14@15½c, the latter for fancy stock. Possibly in some few instances the latter rate has been exceeded a trifle, but not enough to establish the market above the figure given.

Cutting and Packing Mess Pork.

In making mess pork, the ham and shoulder should be cut from the side of well-fatted hogs in strips, the hog to be first split through the backbone, or, if split on one side, then an equal proportion of hard and soft sides must be packed; in cutting the shoulder off, cut the butt narrow, then cut pieces from 5½ to 6½ inches wide, on the flank, cut square pieces. In packing mess pork, say twelve pieces to the barrel, it will take three sides. Pack two shoulders in the bottom of the barrel; one flank, then two shoulders; two middles; and always save three good pieces for header. Pack the balance in the third row. Use twenty pounds coarse salt; twenty pounds fine salt. Put one-third coarse in the bottom of the barrel; mix fine salt between the pork and put two-thirds coarse salt on top. Fill the barrel with water, or you may use twenty pounds coarse salt and fill with pickle 100 degrees proof. Pack 290 pounds to the barrel; this must be exact. In about six months this will weigh 306 pounds, which is regular. If older, it will weigh from 315 to 318 pounds. Break this down twice. First after ten days; second after twenty days. If cutting heavy pieces ten pieces are worth more than twelve pieces. A premium is paid for ten pieces in preference to twelve pieces. Twelve pieces are worth more than fourteen pieces. But do not go over fourteen pieces, for if you do it will not be regular. When packed fresh from the block 100 pounds of green meat is to be weighed in.—Butchers' Advocate.

Fewest Failures in Twenty Years.

March and the first three months' failure returns, reported by telegraph to Bradstreet's are very favorable, those for the entire quarter being particularly so because showing that commercial embarrassments were the smallest reported in the first quarter for twenty years past, while liabilities—in other words, failure damage—are the smallest reported in that period for sixteen years past. There were, it is said, only 2,640 failures reported for the months of January, February and March combined, a decrease of 12 per cent. in number from last year and the year preceding, and of nearly 2 per cent. from the hitherto low-record total of recent years, that of 1900. Liabilities aggregated only \$28,016,996, a falling off of 18 per cent. from last year and of 9 per cent. from the low record of 1900. Failures, in fact, were the fewest reported since 1882 and liabilities the smallest since 1887.

A celebrated clergyman recently said that he had found more good in bad people, and more bad in good people, than he ever expected.

SEEDS

Timothy and Clover. Send us your orders.

MOSELEY BROS., GRAND RAPIDS, MICH.

Eggs Wanted

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

E. D. Crittenden, 98 S. Div. St., Grand Rapids
Wholesale Dealer in Butter, Eggs, Fruits and Produce
Both Phones 1300



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.

S. ORWANT & SON, GRAND RAPIDS, MICH.

Telephone, 1356 Franklin.

Established 1865.

L. O. Snedecor & Son

Commission Merchants

Egg Receivers

36 Harrison St., New York

Corner Washington St.

Reference: New York National Exchange Bank.

L. O. Snedecor

L. O. Snedecor, Jr.

Buying Eggs

Every day. Market price paid. Wholesale dealers in Eggs, Butter, Honey.

Mittenthal Bros., Grand Rapids, Mich.

106 S. Division Street Cit. Phone 2224

Branch houses—Chicago, Ill., Kalamazoo, Mich., Battle Creek, Mich.

Established 1884.

SEEDS

We handle a full line and carry the largest stocks in Western Michigan
All orders promptly filled. We never overcharge.

ALFRED J. BROWN SEED CO.

GRAND RAPIDS, MICH.

Egg Cases and Egg Case Fillers

Constantly on hand, a large supply of Egg Cases and Fillers. Sawed white-wood and veneer basswood cases. Carload lots, mixed car lots or quantities to suit purchaser. We manufacture every kind of fillers known to the trade, and sell same in mixed cars or lesser quantities to suit purchaser. Also Excelsior, Nails and Flats constantly in stock. Prompt shipment and courteous treatment. Warehouses and factory on Grand River, Eaton Rapids, Michigan. Address

L. J. SMITH & CO., Eaton Rapids, Mich.

No One More Interested in Good Roads Than the Merchant.

Except in a few improved spots, the country dwellers of a large portion of the United States are, during three or four months, at least, cooped up on their farms, with the highways an impassable morass, hub-deep with mud. All work is practically at a standstill, and when they venture to town, they go afoot or on horseback.

Instead of being able to use the winter months to market their crops, they are shut out of town for the simple reason that the roads will not permit of a team hauling so much as an empty wagon, to say nothing of a loaded one.

It is easy to see why a farmer should be interested, but, perhaps, it is not so plain why merchants should be. It may be said, Oh, they will get their crops to town sooner or later, and will spend their money, then, anyhow.

In the first place, suppose some enterprising farmer among them concludes to set up a little store of his own; do you know that it takes millions of dollars to measure the amount of goods sold in little cross-roads stores all over the West, that are run principally by the wife or children of the owner? Small affairs they are, to be sure, but if there are a dozen of them, scattered all around your town, in different directions, can your extra attractions pull the farm trade through miles of mud to your store, right past the little store?

Are not bad roads the greatest encouragement the small cross-roads store has, the best excuse for its existence?

But here is a consideration, still more important. You have the little store to compete with now; it will not be long before, in a great many sections, you will have the competition of the big city stores, in full force.

What's this new story of what the city stores are going to do to us? says some confident, undisturbed merchant. Well, listen:

In less than three years you will see rural free delivery routes established in hundreds of localities where they do not now exist.

In a still shorter time you will see a parcels post law enacted that will enable a mail order house in Chicago, New York, Cincinnati, St. Louis, or any other big city, to ship goods and deliver them to the customer out in the country, at about the rates you have to pay to get your goods by freight.

Why, this will be an outrage! you say. Perhaps it is. But just this outrage is going to be committed, sure as you are born.

The United States mail service will be made an annex to the mail order business, in the guise of an added facility to serving the public. It may be an outrage, but can you make a farmer believe it, out in the country at the end of nine miles of mud road?

Don't you think he will be rather in favor of a plan by which he can have goods laid down at his door during the winter, at Government expense? Will he not take sides with the city mail order houses on the question?

There is not a doubt about it, there is millions of money behind the demand for extended mail service and reduced rates on packages. The big stores will clinch the job they have been working at so long, and will get the required measures through Congress. One thing that makes it easy is that the smaller merchants do very little effective protesting, except in spots.

If you want the country people to

come to your store in winter, you must do all you can to give them a chance. You can not go out and build the roads at your own expense. Nobody expects that of you. But you can so influence public opinion that road building will become a popular thing in your section of country.

You can prod up your local papers to agitate the question. Keep them supplied with ammunition, and see that they use it, week after week. Interview the leading men of the country around about. When you find a man who is a convert, get him to say something for publication. Get your fellow merchants to do the same. Get everybody to pushing along the same lines.

The whole proposition of good roads is one in which you and your town can not lose, and you may gain a great deal.

It is a plain matter of fact that this country, which is so far ahead of the procession in some respects, is behind in its public highways. It is, of course, not to be expected that in the sparsely settled states of the Far West the highways can be made equal to those of old thickly settled communities. But there are sections where the population is thick enough and rich enough to ginger up a great lot on roads.

For instance, take portions of Central Illinois; some parts of Iowa and Missouri; Northeastern Ohio; there are hundreds of miles of roads in these localities that are not worth the name. The public have merely staked and fenced out a place to make a road; the road has not yet been built. And the farmers might as well go in a cave until spring, so far as getting any hauling done is concerned.

When you hear of a horse sticking fast in the mud and breaking its forelegs in the effort to extricate itself, and another falling and smothering to death in a mud hole, you may well conclude that winter travel is not a pleasure in that region, and that the farmers would appreciate having the Government do the work of hauling their goods from town. Both these things have happened in Ohio.

That is what the rural delivery man will have to do, and the Government will foot the bills.

It may be said, No, this free mail delivery can not affect the bad roads country, because the Government exacts as a preliminary condition that the roads be kept in good shape. Well, keep your eye on the district where some politician thinks a route ought to be established, and see if the roads are any bar.

Free routes are running now over some of the worst roads in the country.

They will be greatly extended, and no questions asked, whether the roads are good or not. If you want your share of country trade, you must do what you can to give people a chance to get to your store.—Shoe and Leather Gazette.

To Raise Buffaloes For Their Flesh.

Pawnee Bill is said to be forming a buffalo trust and says that the tenderfoot in the East will be eating buffalo meat before long. He has cornered a herd of 288 buffaloes. Within a few weeks he expects to become the owner of all the remaining buffaloes outside of all Government reservations. He has purchased a large stock farm near Kenosha, Wis., and will breed buffaloes there. He hopes before long to raise enough to begin shipping to Milwaukee, Chicago, Kansas City, Omaha, Fort Worth and other slaughtering points.

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

15 and 30 lb Pails Maple Drops per lb... 15c
50 to 60 drops to pound
30 lb Pails asd. Fancy Moulds per lb... 15c
20 to 30 moulds to pound.
100 lb Cases 26 oz. Bars per lb... 9½c
60 lb Cases 26 oz. Bars per lb... 10c
100 lb Cases 13 oz. Bars per lb... 9½c
60 lb Cases 13 oz. Bars per lb... 10c

Pure Maple Syrup

10 Gal. Jacket Cans each..... \$3 50
5 Gal. Jacket Cans each..... 4 50
PER CASE
1 Gal. Cans, ½ doz. in Case..... \$5 75
½ Gal. Cans, 1 doz. in Case..... 6 25
¼ Gal. Cans, 2 doz. in Case..... 6 50
⅓ Gal. Cans, 2 doz. in Case..... 4 25

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.

E. S. Alpaugh & Co.

Commission Merchants

16 to 24 Bloomfield St.

17 to 23 Loew Avenue

West Washington Market

New York

Specialties: Poultry, Eggs, Dressed Meats and Provisions.

The receipts of poultry are now running very high. Fancy goods of all kinds are wanted and bringing good prices. You can make no mistake in shipping us all the fancy poultry and also fresh laid eggs that you are able to gather. We can assure you of good prices.

References: Gansevoort Bank, R. G. Dun & Co., Bradstreet's Mercantile Agency, and upon request many shippers in your State who have shipped us for the last quarter of a century.

Cold Storage and Freezing Rooms

Established 1864

Fruits and Produce.

Some Inside Facts Concerning the Orange Pool.

Los Angeles, Cal., April 13—The California Fruit Agency, the title of the merger or the "Orange Trust," as it is being called in the East, is the main topic of discussion in this part of the world. You hear it in the hotels, the street cars, in the butcher shops—wherever you go. That a very large part of the population think it is a good thing is but natural, since every other man you meet has the insane idea that he is going to get a fat job by the deal.

It is really humorous to see how quickly men can change their opinions to so adapt themselves to new conditions—it is just like a change of administration at Washington for instance. It is when you meet one of those who have been "let out" by the deal that you hear a different story. And there are lots of them standing around already, with the outlook that there will be many more before another month rolls by. Talk to one of these men who has been "on the inside" and he will tell you things that don't appear in the papers and which the average reader never sees nor hears. These ex-clerks know lots of things that do not sound just right, such as "rakeoffs" and "side grafts." In fact, the more one probes into the orange situation the more one is amazed that the grower has ever gotten even his salt out of the deal. It is no wonder that there are hundreds of groves which are under mortgages which the owners never expect to lift.

Compared with the situation as I saw it in Florida last year, I would say that the average Florida grower has a bed of roses and will win out in the long run, freeze or no freeze. He can pay a freight rate of \$1 per box to the Eastern market for a haul, not the fifth, nor the sixth of the haul, from here to seaboard and at the same selling price make more money than the California grower.

But he does not have to sell for the same money. Indeed the Eastern consumer is again demanding the Florida orange and grape fruit and will pay a premium for Florida fruit.

Ed. Fletcher, of San Diego, who was on the stand the other day in the Interstate Commerce Commission hearing here, hit the nail on the head when he told of how over 1,000 acres of lemons and oranges had been dug up the last year in San Diego county. He said the ranchers have not made expenses under the present rates. San Diego, he added, has raised 40 to 50 per cent. of the lemons produced in California and the fruit has netted only about 35 cents per box. Introduction of foreign fruit at New York, added to overproduction and high freight rates, he stated, caused the low prices and the failure of the grower to secure just profits.

Fletcher but emphasized the ruling conditions in San Diego. And right on the heels of this it is well to recall that San Diego growers are not in the "combine" and from what I hear from there it is not likely that any of the heavy growers can be induced to come in.

And why should they? Growing lemons three boxes for a dollar is not a very profitable business. What the new deal promises to bring about is one thing and what it does is another. I can not blame the San Diego people for holding out to see the upshot of the game rather than rushing in now to make up the big family. As one of the growers put it to me the other day, "We can not lose much more than we have been losing and while it would seem that a wise man would come in, I do not just like the looks of things and I tell you I am going to stay out. I can not get any less for my fruit and the risk is to my mind slight."

"What does this mammoth 'combine' mean anyhow?" I asked a grower, who dropped into the office for a chat on the outlook. I knew he had been a member of the local exchange at his home town and had been one of the pushers when the exchange system was in its infancy.

He had one of those wary looks about the eyes which foretold that there was

something going on in his mind. He was figuring away on the back of an envelope when I interrupted him with my question. He looked up and with one of those quizzical smiles that the thinking grower who studies his business takes on when he is deep into a subject, he turned loose:

"Do you know what I am thinking about? Well, for one thing, I am figuring just how long it will take the 'combine' to own my grove, trees, houses and all and me besides."

"Don't you approve of it?" said I, with surprise.

"Get out! You don't take me for a muttonhead, do you? Approve of it? Of course I do, only the combine does not go far enough. They are pretty smooth people, I tell you, and they are smooth enough to catch the average grower, but I do not think I will market my hundred cars another year through any concern that has such a string of salaried helpers to eat up all the profits that I am justly entitled to. I will bet you a silk hat that you can not tell me how many thousands of dollars that the California orange crop must make each year in the future to pay these agents. Now, mind you, the salaries follow the freight and refrigerator charges and must be met. There is no use talking about it. All these gentlemen must be paid first, then the grower will get the balance—if there is a balance when they are through."

"Of course there will be a balance and a good sized one the first season. That will be necessary to get those in line who do not come in right away, but when the deal is in full swing the grower will get just enough to keep him trying to make both ends meet. One month he will be up and another down and when the season is over he will be just enough ahead to cause him to hope to do better the next season."

"Better plan? Well, you will have to show me. Why, I tore around this neck of the woods working like a dog to make the exchange a go and we who were in it thought we had just the nicest thing going. It looked so nice on paper and it did look as if we would control the whole thing. But did we? Do you know that the exchange has been dropping behind for a year and that we of the exchange handled a smaller percentage of the fruit this year than we have ever handled in any previous season? Do you know the reason why? Can't you guess? Don't it look as if this very thing has been brewing for a year and has just been brought to a head? Wasn't there something peculiar about the way the exchange ceased pushing for further organization not long ago and took up a policy of not enlarging its membership or the number of locals? I can see now what I did not see a year ago and that is the exchange managers long ago were figuring on just such a deal."

"What does this mean? Search me. It might be a 'deal' in which the railroads are interested and it might be a clean sweep on the part of one of those fellows who has been buying up all the shipping firms and putting his own men in charge. If it is the railroads they have realized that the grower has reached his limit on this season's crop and if the roads expect to have any more fruit to handle they will have to take a hand themselves to see that the grower gets a living. You see up in the coal sections the railroads own coal mines on the side and make them pay and it is possible that with oranges forming the great bulk of the business here they know that when the growers go broke the roads in turn must suffer."

"It seems very strange that this 'merger' should come about right at the time that the exchange managers and the big shippers are asking the Interstate Commerce Commission to force lower rates. It would be a great feather in the new combine's cap if it could go before the growers with this claim, 'You see what we have done for you—see what a rate we have gotten for you.' If the roads have a finger in the pie it would be very convenient to be forced, just at a time to give the 'combine' a fine send off, to get a cinch on the grow-

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?

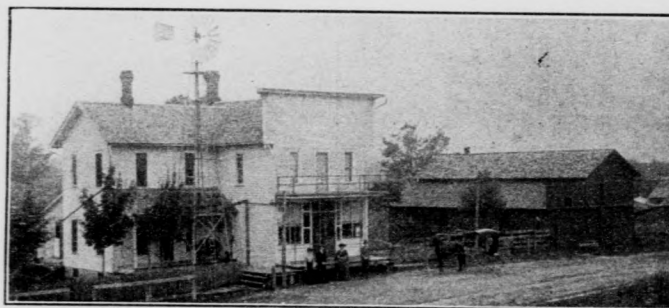
Better ask us about it.

Switch connections with all roads entering Toledo.

The Toledo Cold Storage Co.,

Toledo, Ohio

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.

ers who are not tied up at the present time.

"I noticed a year or two ago how this thing was going on. First, it was a getting together of the rival car lines or refrigerator service. Then one house after another went over to one owner and although the old names are kept these houses have been doing business under one general director. Last fall, one of the fellows who made a great go of the banana trust came out here and he has been loafing around here all winter on full pay, but doing nothing so far as any of us could see. In the list of those who got up the combine I find his name is there and I know now why he came out. He will be one of the managers of the new deal—another one of those \$15,000 men.

"The exchange was all right. It was on the right plan. It would have won out in the end if the same lick could have been kept up that we were making a year or two ago. But for some reason—which only a few know—it ceased to grow and that was the first 'signs of the times.' The idea was all right and even Edwin T. Earl, the man who made California lemons and oranges famous by his heavy advertising, admitted it. He was an outsider, an independent and one who handled thousands of cars and made money for himself—and the growers got good money, too. In fact, I made more money through Earl than I have at any time since in any other channel. Earl fought for his business and he in turn advertised the California orange liberally. He came to the idea that the exchange plan was all right.

"It seems that our own managers were weak on it, for lo! we have the exchange holding 50 per cent. of the stock of the combine and its officers and agents in the saddle and yet, the very on idea which the exchange was pushed is abandoned at the outset. That seems strange to a man up a tree. If it was such a good thing as our \$15,000 manager professed it was, why was it dropped like a hot potato? If f. o. b. sales were not feasible before, why is it that they are so practicable now? Does this new crowd think that there will be no shipping out of the State except that the goods are handled by the exchange? Or does the 'combine' intend to block the independent shipper by finding out in time where he is landing a car and having another car there conveniently to be sold at a lower price so as to break the market? It has been done before and it can be done again.

"If the f. o. b. plan was such a good thing why did not the exchange be consistent and adopt that idea a year ago and work with the independents in having 'open sales' here for all the goods would bring and let the grower take his loss at the outset instead of waiting days and weeks to find out that his fruit would not bring him even?

"The co-operative marketing agency had no more bitter foe than this same exchange crowd and yet the idea is taken almost whole. The marketing agency sought to induce outsiders to come in and buy the fruit on the spot and take the chances themselves on the transportation. The marketing agency showed where the grower got a fair margin and a sure one under its plan. The exchange took the risks in transportation and I doubt if a single grower has ever done any better by the plan considering the extra expenses that have been chalked on every car.

"Now, I may be 'off', but it strikes me that the right thing for the 'combine' to do is to buy our fruit and keep all the profits themselves. Yes, I know all about the purposes of the scheme and they are of course philanthropic in their nature. These gentlemen who are in it are in the deal to help their fellow man. They do not expect to make a dollar by it. I know all that. I know that they have been very liberal in giving up their private houses and agreeing to pack for the outsiders at so much per box—provided the goods are marketed through the agency.

"It is of course a benevolent movement. The exchange will keep up its organization—that is necessary that the

heads of the 'combine' may be sure of keeping a grip on the fruit. I am sure that all of these experienced handlers are actuated by the most public spirited motives. They say in their preamble that they intend to make the railroads give better rates, that the car lines must make a lower rate, that the service will and must be faster, that one agent in a town will keep off gluts and that the goods will be distributed scientifically, that the trade will be better satisfied and the grower will have more profits at the end of the season for his fruit. All these things are splendid. They show that the big shippers—and three or four of the houses all belong to one owner—are intent on protecting the growers.

"Now, why won't they go a step farther and instead of offering to market our fruit for so much a box simply make us a flat price for it and take all the profits themselves? It would relieve us of that 'tired feeling' when red ink returns come in and we are certainly willing for the 'combine' to have a big profit—all we would ask would be a fair interest on our investment.

"Isn't this a fair proposition? I would like to know what the growers at large think of it. We know how to grow oranges, but we certainly do not know how it seems to market the goods. We admit that when our exchange goes into the deal and the 'lion lies down with the lamb.' I concede that these shippers know how to do the marketing and are entitled to all the big profits. Simply buy the fruit outright and pay us cash and let the grower know what he is doing.

"If the 'combine' will not buy there are plenty of others who will. If the agency can sell f. o. b. California to the trade of the country why can not the growers, as individuals sell their fruit? Why is it necessary to sell the fruit through another party if it is to be sold at home?

"When it comes to selling at home the grower is about as good a salesman as the other fellow. It was only when we were selling abroad that the plan of having agents was a good thing for the grower who had no means at hand to protect himself in the various markets.

"And when it comes to selling why not sell to the 'combine' at once and be done with it? If the 'combine' won't pay a living price then we could call in outside parties and give them a chance.

"To tell you the truth, this deal looks very well on paper and it is no wonder that the shippers went into it. But what is there in it for the grower? Except that he puts up the goods for the other fellow to sell on a commission, as it were, or on a fixed expense charge while he, the grower, takes all the risks as of yore. It means that the grower will be keeping up a big bunch of managers or inspectors everywhere and for the life of me I can not see where he will get a dollar more for his fruit.

"It is a very pretty move on the part of the independent shipper who is saved from any risk in the world and gets his fixed charge for packing and his percentage of the marketing charge. It does away with competition absolutely so far as the grower is concerned and offers him but one outlet for his goods. He can either market that way or let his fruit drop off the trees. As a sure thing the outlook seems a good thing for every one in the 'combine,' but a slim proposition for the grower.

"And to show you that even the exchange managers are not so cocksure of the practicability of the plan you will notice that the local exchanges are to be kept up just the same as in the past. Is there any reason that we should have all these organizations to do only one thing—that is to sell our fruit?"—Chicago Packer.

You ought to sell

LILY WHITE

"The flour the best cooks use"

VALLEY CITY MILLING CO.,
GRAND RAPIDS, MICH.

Buyers and Shippers of

POTATOES

in carlots. Write or telephone us.

H. ELMER MOSELEY & CO.

GRAND RAPIDS, MICH.

Fresh Eggs

SHIP TO

LAMSON & CO., BOSTON

Ask the Tradesman about us.

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



Automobile Agents...

We want one in each town to help us sell the

Wonderful Cadillac, \$750; Toledo Steam, \$600 to \$1,200; Toledo Gasoline, \$4,000 to \$1,000; 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.,

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



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

Kentucky Oil Fields



There are many things you need and among them no doubt is

More Money.

Write and let us tell you where you can place your money so it will bring you in good returns.

The Great Northern Oil Co.,

of Detroit, backed by good responsible Michigan men, is one of the very strongest companies in the field.

Let us send you a map of the entire Kentucky oil field, showing the pipe line, the producing wells and the location of our property (60,000 acres.)

F. G. FRIEND, Manager of Branch Office,

Rooms 5 and 6, 74 Monroe St.,

Grand Rapids, Michigan

Citizens phone 1515

Mention this paper

Four Kinds of Coupon Books

are manufactured by us and all sold on the same basis, irrespective of size, shape or denomination. Free samples on application.

TRADESMAN COMPANY, Grand Rapids, Mich.

CUSTOMER AND CLERK.

Some Remarks On the Treatment of the One by the Other.

Written for the Tradesman.

Here are two instances showing two exactly opposite methods of dealing with a customer. Both are extremes and neither can be commended. That one is bad and the other is opposite does not make either the better.

I went into a dry goods store in Escanaba with a friend who desired to make a purchase. The hour was noon and there was no one in the store but the proprietor and one clerk. The proprietor, as I had abundant opportunity to observe before we left the place, was engaged in some sort of clerical work which engrossed his attention, engrossed it to a degree, however, which I did not consider warranted or wise. The one clerk in the store was engaged in conversation with a woman who had just made a purchase. This woman was garrulous and the clerk did not seem to have any marked antipathy to conversation. The dramatis personae in this little comedy were, therefore, the proprietor, the talkative customer, the clerk, my friend and myself.

My friend, somewhat to my disgust, was one of those phlegmatic individuals whom nothing ruffles or annoys. For myself, I prefer a man who can get up a good mad occasionally. Here were four people each of whom had some business in hand and the incident may be summed up in the statement that my friend waited just thirty minutes by the watch before his wants were attended to.

There were four characters in this comedy and each one of them failed to do the proper thing. The talkative woman who had completed her purchase was the worst offender. It was she with her unimportant gossip who blocked the wheels for all the rest of us. The clerk was to blame because she permitted herself to have the idea that she was compelled to listen to this woman until she had finished her conversation and was ready to go, while other customers stood waiting. My friend was to blame for exhibiting such an amount of patience. Patience is a valuable human attribute, but time is also valuable and the man who wastes a half hour of his time is as wasteful as the man who wastes his money; at least, this is the belief of most busy men. I was personally to blame for not seizing my friend by the coat tail and forcibly ejecting him from the store; but there was some good mixed with my error, for the incident furnished me with the text for this little talk on the treatment of customers.

The one of the four whom I hold most to blame was the proprietor himself, for not employing clerks with enough natural good sense to know what to do under such circumstances, for at least not having told this particular clerk the proper thing in the premises, and finally for not having left his accounts long enough to see that the customer was waited upon, if necessary by himself in person.

Most of us nervous people, when we had once completed our purchase and escaped from this store, would be loath to go back again for fear of spending another large portion of our career in the place while making a similar purchase. A customer who submits to this kind of treatment is laying himself open to this kind of service continuously.

I know a store in Muskegon which will contribute the other incident referred to above. There is no incident

in particular which will be here chronicled, but simply the general policy followed by the proprietor himself and imitated by the clerks in dealing with customers in this store.

The man who steps into this establishment immediately finds himself in the situation of the victim pushed into the arena of wild animals on a Roman holiday. He is immediately pounced upon by a clerk and made to declare himself before he has any chance to think or to look. He is asked just what he wants and given no opportunity to examine any line but that which he goes to buy. A man goes away from this store wondering why the proprietor does not charge a small admission fee for looking at his goods, so greatly does that gentleman seem to fear that the customer will see something else besides what he wishes to purchase. Ordinarily this is the procedure:

Enter customer. A clerk pounces upon him immediately:

Something you wanted? is hurled at him.

He immediately states what it is and it is immediately passed out to him with the deliberation exercised in handing out a sandwich at a barbecue. The clerk gets his money and shoots his change at him with a baste that would indicate that the man might drop dead and leave him with something to turn over to the estate. When the purchase is completed the clerk hangs on and dogs the man's footsteps until he has left the place. Just an ordinary mortal like you or me would probably wipe our honest brow upon escaping from such a place and vow not to go there again.

It is hard to tell which one of these two places is the worse, but they are given as examples because it is easier to teach by example than by precept even although a negative example has to be used. Considering the large amount of ink and paper that has been used in just such articles as this one, it would be somewhat discouraging to say that the person who does not know how to handle a customer properly can be taught to do so. It would also be untrue. There are those who would never learn, but they are like the large stones in a gravel screen eventually. The operations of mercantile life will single them out.

The ordinary trade writer does not set himself up on a high pedestal and attempt to display occult wisdom on just such topics as this one concerning the treatment of customers. He writes rather as an evangelist than as an oracle. He appeals to people more than he attempts to burden them with his own beliefs. He does not ask them to simply accept his words as true, but rather counsels them to study themselves, their conditions and their customers. It is only by this latter method that the clerk may ever hope to learn how to handle trade. He will learn it in his own store, behind his own counter and not in the columns of a trade journal. A trade journal may help him to improve himself, but it can not improve him without the assistance of his own effort.

There is no absolutely perfect way of dealing with customers or no set rule which can be followed in every store in dealing with every customer. There are certain things, however, which every clerk can remember and which apply to practically all classes. The very best method of dealing with a customer is to put one's self on an equal basis with him. The clerk should

neither exhibit superior knowledge nor cringing inferiority. A clerk should be satisfied concerning and cognizant of his true position. A clerk is not there to force a sale of goods. Goods which need forcing seldom suit a customer and they seldom assist in securing future business.

A clerk is there to assist in securing a fit. The man who does not sell shoes or hats or clothes or something similar need not lay down this article here and say, when he encounters the word fit, Well this does not apply to me. A fit does not mean simply a shoe, a hat or a suit of clothes. Every purchase should fit the purse and the taste of the customer.

It is just as bad a policy, so far as future patronage is concerned, to force on a woman something she does not want as to force on a man a pair of shoes that will give him lame feet. It may be said incidentally that it is easier to force goods upon a man than upon a woman. Most men have not the courage to resist a clerk, but a clerk should not take advantage of this weakness too much. Aim to give a customer courteous service, abundant opportunity to make selection and a fit in the particular sense mentioned above, and you will come nearer achieving success as a clerk than by attempting to swell receipts by merely pushing goods out of the store.

Charles Frederick.

E. B. Townsend & Co., dealers in groceries and crockery, Nashville: Having sold our stock to J. W. Kraft & Son, we will not care to renew our subscription when the time expires for which it is paid. We wish to thank you at this time for the many good things we have derived from the Tradesman while we have been in business.

Everybody Enjoys Eating Mother's Bread



COPYRIGHT

Made at the

Hill Domestic Bakery

249-251 S. Division St.,

Cor. Wealthy Ave.,

Grand Rapids, Mich.

The Model Bakery of Michigan

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

A. B. Wilink

For a Good Seller
and an article that
will give perfect satis-
faction, you should
handle

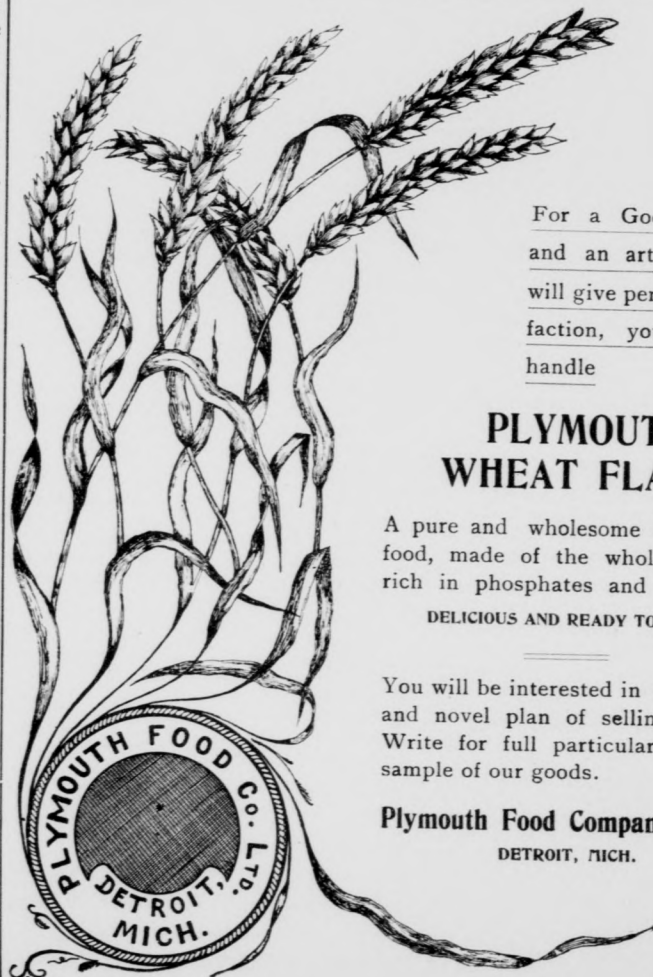
PLYMOUTH WHEAT FLAKES.

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.



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.

Geo. W. McKay (Straub Bros. & Amiotte) is erecting a \$3,000 residence on Calkins avenue, between Lake and Buckeye streets.

Pauline, the 9-year-old daughter of F. M. Johnston, who resides at 29 Euclid avenue and who travels for the Bradley & Metcalf Co., of Milwaukee, died last week after a brief illness of typhoid fever. The body was taken to Fremont for interment.

Grand Ledge Independent: Blaine Little has secured a position to travel for D. M. Ferry & Co. for five months, beginning with his summer vacation. He is not certain yet where he will be sent, but it will be somewhere in the South or West. Blaine has been principal of the Sunfield school the past year.

Willis P. Townsend (National Biscuit Co.) was somewhat shaken up last week by a runaway while driving from Fremont to Hesperia. One of the horses got stuck in a mudhole, which frightened the other horse so that he undertook to run away all by himself, succeeding in breaking the pole and dumping the occupants of the vehicle into the mud. The driver sent the fractious horse back to Fremont by a farmer and Mr. Townsend tarried at a farm house until a fresh horse was sent out by the liveryman.

A traveling man has learned perhaps more surely than any man living that he needs his head with him to do business. Henry Ward Beecher could go to the Brooklyn postoffice three times and forget to mail his letters, yet he would have a grand, good sermon on Sunday morning and earn his salary honestly; but a traveling man must have his brain under his hat whether he does his letters or not and be ready for business at a moment's warning, or without warning. He must, of course, be a good conversationalist, but he need not be forever talking. To be a really splendid conversationalist implies that you are a good listener as well. All these duties, all these conditions, make constant demands upon the traveler. At hotels, on trains, in the stores, in many places and every place he is to be a man among men, a gentleman always.

The programme of the first annual convention of the Michigan State Camp of Gideons, which will be held here April 25 and 26, has been issued. The first meeting will be held at Y. M. C. A. hall on the afternoon of the 25th, being nearly all devoted to preliminary and routine work. A banquet will be given in the parlors of Fountain Street Baptist church from 5 to 7 p. m., closing with a camp fire in the auditorium of that church, during which remarks will be made by G. F. Dice, Rev. W. J. Rainey, L. B. Langworthy, Rev. F. P. Arthur, W. W. Mountian, M. C. Brayne, Harry Mayer, W. Parmele, A. D. Rowe, E. W. Farris, W. W. Gurr and Jas. Martin. Sunday morning services will be held at seven different churches under the direction of three Gideons at each place. Sunday afternoon a special service will be held at the

Division street M. E. church and Sunday evening the closing service will be held at the Westminster Presbyterian church.

Every now and then there is a renewal of the talk that Europe will boycott American products. That the people of the Old World do not like to see the young republic making such rapid strides is not to be wondered at, but no great damage need be feared from the boycott threats. It is said that in the last eight months the United States has sent the following to Germany: Wheat, 11,000,000 bushels; flour, 600,000 barrels; corn, 5,000,000 bushels; cured beef, 7,000,000 pounds; bacon, 12,000,000 pounds; ham, 1,000,000 pounds; pork, 2,000,000 pounds; oleomargarine, 6,000,000 pounds. If these figures are correct, it would indicate that, when France, England, Holland, Belgium and all the other European countries are taken into the reckoning, the United States does an immense amount of exporting and incidentally that it feeds the Europeans. It might bother them to get the same amount of food at the same price anywhere else. As long as the American products are the best and the cheapest they can depend upon controlling the market and any talk about boycotts will be only idle gossip. The man who is hungry does not boycott the store which offers to sell him something to eat.

On Fifth avenue, New York, a woman, the scion of a wealthy family, but herself in need of cash, opened a public parlor for members of the fair sex who wished a place to rest and smoke cigarettes and drink tea. The venture excited much comment, which was thought to be equivalent to advertising, but it has been abandoned. People in the neighborhood made vehement protests and finally the landlord dispossessed the objectionable tenant. She claims she is the victim of persecution, but for which she would have prospered. That many women smoke cigarettes is beyond dispute, but it will be quite awhile before public sentiment will regard such establishments as this one with equanimity. Women who want to smoke must continue to do so in private.

Americans are quick to respond to appeals for relief. They have been moved by stories of famine in Sweden and have offered to send assistance. It appears that the amount of suffering has been exaggerated and some indignation is expressed in Swedish newspapers because of the American tenders. They say, in effect, that our sympathy is insulting and that it should be kept until it is wanted. The fact that Americans are willing to aid others is probably not so galling to foreigners in distress as the fact that they are abundantly able to do so. Prosperity invariably excites eny.

There is a slang phrase which speaks of "whiskers on the moon." The scientists have found out a good deal, or think they have, about fair Luna, and to the store of their information new additions are being daily made. Prof. Pickering, of the Harvard Observatory, claims to have discovered that the other evening quite an extensive territory on the moon was covered with hoar frost. Perhaps the people there are having a late spring and it is to be hoped that the white frost did no damage to their tomato plants or other early vegetables.

The Time When a Merchant Should Dodge.

When the traveling salesman tells you that he has heard in many places of you as a buyer, do not swell up like a prune in warm water. Be sure to dodge.

When he says that he wants you to handle his line because you are the representative merchant in your town, then it is time to side step.

When you see him coming with, "We could sell this to Smith, but our house prefers merchants who pay their bills promptly," duck your head and escape flattery's breeze.

If he says that you ought to buy three cases because he has sold every merchant along the line not less than that number and sold all the rest in town five, do not get excited and grab at the hook. If every one else has that brand maybe you do not want it.

When you have given a certain kind of specialty salesman an order and he forgets to leave you a duplicate, get it if you have to go to the train for it. He can not give you "five for one" then, as they do in trading stamps in some towns.

When one salesman tells you that you should hang to a brand once you have a good trade worked up on it, and another derisively calls you a poor salesman because you do not care to add a new brand, remember that men's opinions are formed principally from one standpoint.

When the free deal man comes along, and you have all of the goods you want do not think that your last chance to make money is gone if you do not pile a few boxes on the roof.

When the specialty salesman assures you that he wants to sell only to you and the big merchant in the next county, remember that many book agents have made a big success selling bound almanacs on that talk to nearly every man they could get to sign the order.

When you are convinced that you do not want to order goods a long ways ahead, that it will not pay, and the salesman "ghosts" you on the theory that the country will be swept clean before you are ready, walk around the block and catch your breath.

Remember that the salesman, and especially the specialty salesman, must talk to sell. Sometimes he must "ghost." Buy of his merchandise if you want it. But you do the buying. Do not allow him to do both selling and buying.

When one barrel or case is enough and you are urged to take five it is time to remember who you are, what you are, what you are there for, and that it costs money to build an addition to the warehouse.

As long as you buy, buy, buy, and buy, you are a good fellow. When you go broke and can not meet the credit man with a square look in his steel gray eye, you are "poor fellow."

Be a gentleman, but be firm. Be a good fellow, but run you own business. Be loyal to your friends, but make sure the figures on the invoice are right.

Dodge, side step, balk, refuse and bring your heel down hard every time you are urged to do that which is likely to result in men saying, "Poor Jones, he was a good fellow, but he did not know when to quit buying. When his warehouse was full he piled it on the roof." — Commercial Bulletin.

Milton E. Ailes entered the Treasury Department at Washington as a messenger and assistant janitor. He got \$40 a

month for his services. He applied himself conscientiously, won the confidence of his superiors, and devoted all his spare time to study. He became a competent stenographer and typewriter, and then his rise was rapid. He was promoted until he became Assistant Secretary of the Treasury. Now he has resigned to accept a \$10,000 position in the Riggs National Bank, of Washington. It is not so crowded at the top, but that room may be found there by the persistent climber.

A Boston judge decides that a spectator at any public place of amusement has as much right to hiss as to applaud. Certainly if one person is permitted to demonstrate his approval another may manifest his disapproval. In European theaters hissing is quite common. It is seldom heard in American theaters except when some actor is diabolically clever as the villain in melodrama.

It looks as if the Irish in Ireland would get a chance to go into the landlord business on their own account. But they serve notice that they will never be wholly content until the British permit them to govern themselves. When that time comes the Irish in America will be green with envy of the Irish who have clung to "the ould sod."

All the trust magnates are trying to discover if the decision in the Northern Securities case affects them. The general opinion is that the decision upsets the entire theory and practice of the community of interest plan. The outcome of the appeal to the United States Supreme Court will be anxiously awaited.

There is promise that the wheat crop of the United States this year will be the largest on record. The conditions are said to be perfect for such a result and only some phenomenal climatic freak can affect it. A big wheat crop means prosperity for the farmers of the West and for the country at large.

W. R. Brice & Co. have leased the store building at 110 South Division street and begun operations under the management of W. J. Kane, who has always had charge of the branch houses maintained by his firm at this market.

Five thousand petticoats were stolen from a dry goods dealer in New York the other day. If a man did this job he must be a Mormon.

Stop at the Livingston Hotel



Grand Rapids, Mich.

The Warwick

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

A. B. GARDNER, Manager.

Drugs--Chemicals

Michigan State Board of Pharmacy

Term expires
 WIRT P. DOTY, Detroit - Dec. 31, 1903
 CLARENCE B. STODDARD, Monroe Dec. 31, 1904
 JOHN D. MUIR, Grand Rapids Dec. 31, 1905
 ARTHUR H. WEBBER, Cadillac Dec. 31, 1906
 HENRY HEIM, Saginaw Dec. 31, 1907

President, HENRY HEIM, Saginaw.
 Secretary, JOHN D. MUIR, Grand Rapids.
 Treasurer, W. P. DOTY, Detroit.

Examination Sessions.

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.

Cod Liver Oil Substitutes.

Samuel W. Bowen, of Scott & Bowen, says in *Printers' Ink*: "During the last year many papers in different parts of the country have explained the evils of substitution through their editorial columns, but I do not see that these editorials have had a wide effect. Of course, they have done no harm. Doubtless in the aggregate they have done some good. It is difficult to trace it, though. The public can be educated only to a limited extent, and the best education seems to be that which convinces through legitimate advertising arguments rather than moral teachings. There is some question in my mind as to whether prosecution of flagrant offenders does good or harm.

"Not long ago we heard of a druggist who habitually exhibited a bottle of Scott's emulsion which was black and separated, having been made nearly seven years ago. When customers asked for our product he showed this bottle and then sold a substitute. One of my nephews went to his store with an attorney and obtained evidence against him, and we have the grounds for a criminal prosecution. Such practices do a malicious injury to our product, and when exposed through the courts are likely to create a favorable sentiment for our product in the locality. But the benefit is merely local, and few substitutes can be prosecuted on criminal grounds.

"So it seems to me that there is no remedy for substitution. It is part of the conditions under which a proprietary preparation must be marketed, and the best that one can do is to create through advertising a demand so strong that one's product will sell profitably despite the losses through this great leakage."

Pharmacy Inspector Indicted.

Lewis L. Chaffee, the chief inspector of the Illinois State Board of Pharmacy, who has been conducting prosecutions for the State Board, under the direction of Wilhelm Bodemann, has been indicted by the Grand Jury on the charge that he embezzled \$1,100 of funds belonging to the State Board.

Chaffee is reported as saying: "The reason Bodemann had me indicted is that there was not enough money for all the members of the Board, and I was selected as a scapegoat. Each month when I handed in my expense account Bodemann would say that it was so large the Board would not allow it. On his advice I would scale it down and the Board would then pass it. Bodemann would pay me the difference between the amount allowed by the Board and the amount on my bill as originally rendered. He took this money from the Board's treasury. He promised at the end of the year to allow me an expense account to balance the discrepancy and square the books that way, but he did not do it.

"When the discrepancy was discovered I explained it to the Board. Its members demanded that I return them the amount, and I refused to do so. They made me other propositions looking to my giving them a note, paying them a small amount in cash and so forth, but I refused to agree. Then Bodemann withheld the check for my month's salary. I could not force him to give it to me in any way, so I brought a replevin suit against him."

Formula For Elixir Lactated Pepsin.

1.
 Lactated pepsin..... 4 drs.
 Water..... 1 oz.
 Comp. tinct. cardamom..... 1 oz.
 Powdered cudbear to color.
 Simple elixir to make..... 16 ozs.

Triturate the lactated pepsin and about 30 grs. of cudbear with the water, and set aside for an hour, add the tincture, then the elixir gradually, let stand over night, and filter.

2.
 Pepsin in scales..... 10 drs.
 Pancreatin..... 1 dr.
 Ptyalin or diastase..... 1 dr.
 Lactic acid..... 170 m.
 Glycerin..... 32 ozs.
 Water..... 16 ozs.
 Tinct. cudbear, N. F..... 5 ozs.
 Purified talcum..... 2 ozs.
 Aromatic elixir to make..... 1 gal.

Add the acid to the water and glycerin, and to the mixture add the pepsin, pancreatin, and ptyalin (or diastase), and macerate until apparently dissolved; then add the tincture of cudbear and enough aromatic elixir to make 1 gallon; then thoroughly incorporate the talcum and filter through paper.

3.
 Pepsin in scales..... 80 grs.
 Pancreatin..... 8 grs.
 Ptyalin or diastase..... 8 grs.
 Lactic acid..... 24 m.
 Glycerin..... 5 ozs.
 Water..... 3 ozs.
 Purified talcum..... 2 drs.
 Simple elixir to make..... 16 ozs.

Wm. Mixton.

Medical Tricks.

Dr. W. G. Robinson, in an article on Substitution by Druggists, in the *Critic*, refers to all of his medical brothers as follows:

"There are not a few physicians who are positively dishonest in their practice; that is, they will try to prolong a patient's illness in order to get as much money from him as possible; there is a goodly number of physicians who make a splendid living—not as physicians, but as abortionists; there is a constantly growing number of physicians—as a medical editor, I know the genus very well—who prostitute their profession and make their living by writing testimonials for so-called articles for proprietary medicines. There is occasionally even a real fiend. For instance, a physician was recently convicted to hard labor for life for inoculating his patients with syphilitic virus.

Now, admitting all this, would it be justifiable to brand the entire medical profession as a lot of frauds, abortionists, mercenary writers and deliberate disease breeders? Do we not all know that in spite of all these black sheep the medical profession, as a whole, is the noblest and most self-sacrificing in the world?"

Abundance of Glauber Salts.

An expedition sent out by the Russian government to explore the Black Gulf on the Caspian Sea discovered the existence of a sulphate of soda spring rich enough in the pure salt to supply the whole world with glauber salts.

After Drug Adulteration.

That there is to be no rest for the druggists who adulterate drugs appears evident from remarks said to have been made by chemist Deghuae of the health department of New York City. He says that the department is in earnest and will prosecute in the courts every violator found. The disclosures in the phenacetin case have led to the collection of different samples from many stores, and the department has on hand over two hundred of these various samples awaiting or undergoing analysis.

The manufacturers and wholesalers are said to be often the offenders, but to get evidence against them is impossible, for what reason it is hard to say. The Board of Pharmacy has been rather inactive in this matter, because it has been looking after painters, grocers and others, whose practices are generally a greater menace to the public health than the worst druggist. The Board also has a rule of not prosecuting an offender on the first offense, but its Secretary, Sidney Faber, is trying to have this rule suspended, and then have it abrogated at the next meeting.

Cause of Substitution.

What is the cause of "substitution?" Cut prices. What is the cause of cut prices? The refusal of one or more druggists in a community to co-operate with his neighbors in the trade in a manner that will enable all to make a fair percentage of profit on sale of proprietaries. Who encourages the cutter? Those who sell him goods, whether those particular goods are being "cut" or not, or whether the goods are tripartite or not.

The moral influence of every loyal jobbing and manufacturing house should be so exerted, in furthering a business policy framed in harmony with non-cutting sentiment, that a constant pressure, which will be at once recognized as both ethical and commercial, will be brought to bear on all dealers who stand in the way of improved business conditions. The retail drug trade is a semi-public service utility, and the interests of the public are best served when the trade is conducted on an honest, thorough-going basis.—N. A. R. D. Notes.

Massage Creams.

Facial massage creams are now usually made of the casein of cow's milk. The milk should first be warmed, a small amount of ammonia water added, and the mixture allowed to stand twenty-four hours, when the fat may be skimmed off. To the liquid add acetic acid until the casein is precipitated, collect the latter on a strainer and wash with water until no longer acid. The moist casein may be colored with solution of carmine, flavored with any handkerchief extract or essential oil, and preserved with some antiseptic agent, such as 5 per cent. of powdered boric acid. About 10 per cent. of glycerin should be added, which keeps it soft and also acts as a preservative. These creams have become the vogue because they are emollient, but do not soften during use like fatty bodies.

Medical Fees and Scripture.

The Medical Examiner tells of a surgeon who, some years ago, brought suit for a fee that was considered exorbitant by the patient, for operation on a strangulated hernia. In the course of the trial the attorney for the rich defendant rather sarcastically asked the surgeon if there were no limit to his charges. "None in this case," said the

doctor. "On what authority, sir?" "The Bible." "Explain yourself." "Eye for eye, tooth for tooth, yea, all that a man hath will he give for his life." The remark had its effect upon the jury and the doctor won his case.

The Drug Market.

Opium—Is firm at unchanged price.
 Morphine—Is steady.
 Quinine—Is firm but unchanged.
 Castor Oil—Has declined 2c per gallon.
 Cocaine—Is firm but unchanged.
 Naphthaline or Moth Balls—Are scarce and higher.
 Sugar Milk—Has advanced ½c per pound by manufacturers.
 Bayberry Bark—Is very scarce, almost out of market. Prices are advancing rapidly.
 Prickly Ash Bark—Continues scarce and high.
 Oil Peppermint—Is weak and lower.
 Oil Cajeput—Is scarce and higher.
 Blood Root—Is scarce and higher.

To support a delusion is to court defeat.

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.

Flags Torpedo Canes Base Ball Supplies Hammocks

Complete line of Stationery and Wrapping Papers

Grand Rapids Stationery Co.
 79 N. Ionia St., Grand Rapids, Michigan

FRED BRUNDAGE

wholesale

Drugs and Stationery

32 & 34 Western Ave.,

MUSKEGON, MICH.

Little Giant \$20.00 Soda Fountain

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

Soda Water Sense Free

Tells all about it.

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

WHOLESALE DRUG PRICE CURRENT

Advanced—
Declined—Oil Peppermint, Turpentine.

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|----------------|--------------------|--------------------|--------------------|---------------------|-----------------------|--------------------|----------------------|----------------------|-------------------------------|-------------------|----------------------|---------------------|-------------------|------------------------|-------------------------|-------------------------|-----------------------|-----------------|-------------------------|--------------------------|-------------------|-----------------------|-----------------------|-------------------------|--------------------|--------------------|---------------------------|------------------------|---------------------|--------------------------|------------------------|---------------------------|-------------------|--------------------|--------------------|--------------|----------------------|-------------------------|----------------------|-----------------------|--------------------|---------------------|---------------------------------------|------------------|--------------|--------------|----------------|------------------|--------------|---------------|-----------------------------------|-----------------------------|-------------------------------|---------------|---------------|--------------|-------------------------|------------------------|------------------------|---------------------|-------------------|-----------------------|----------------------|--------------------------|----------------|-----------------------|------------------|------------------|-------------------|-------------------|----------------|-----------------------|-------------------|---------------------|--------------------|--------------|------------------|-------------------------------|---------------|-------------------------|--------------------|--------------|------------------------|------------------------|---------------------|---------------------|---------------------|------------------------|------------------------|-----------------|------------------------|-----------------------|-----------------|----------------------|-----------------------|--------------------------|---------------------------|--------------|----------------------|-----------------------|----------------------------|-----------------|---------------------------|--------------------|---------------|-------------------|-------------|-----------------|---------------------|------------------|------------------|----------------|------------------|---------------|-------------|---------------------|---------------|--------------|---------------------------------|--------------------------|-------------------|-----------------|--------------------|--------------|----------------|--------------|---------------|---------------|---------------|---------------------|------------------------|-------------------------|--------------------------|----------------------------|------------------|-----------------------|----------------------|-------------------|-------------------|------------------------|--------------------|-------------------|----------------|------------------------|-------------------|------------------|-----------------------------|-----------------|--------------|------------------------------------|---------------------------|--------------------------|-------------------|-------------------|--------------|-------------------|---------------------------|----------------|---------------------|--------------------|-----------------|------------------------|------------------|-------------------|----------------------------|-----------------|---------------------|----------|----------------------|-------------------|-------------------------|----------|-------------------|---------------------|-----------------|-------------------------------|------------------------------|--------------------------|-------------------------------|-------------------------|---------------------------|---------------------------|-----------------------|---------------------|----------------|--|---|---|---|------------------------------------|-------------------------|----------------------------------|---------------|-------------|----------------------|---------------|-------------|-----------------|------------------|-------------------------|-------------|-------------|
| Acidum | Aceticum, \$ 60 8 | Conium Mac. 80 90 | Copala 1 15 1 25 | Cubeba 1 30 1 35 | Exechthitos 1 30 1 60 | Erigeron 1 00 1 10 | Gaultheria 2 30 2 40 | Geranium, ounce 7 75 | Gossypii, Sem. gal. 5 00 6 00 | Hedeoma 1 80 1 85 | Juniper 1 50 2 00 | Lavendula 9 00 2 00 | Limons 1 15 1 25 | Mentha Piper 3 80 4 60 | Mentha Virid. 5 00 5 50 | Morruha, gal. 4 00 4 25 | Myrica 7 50 3 00 | Olive 1 00 1 10 | Picea Liquida 1 00 1 20 | Picea Liquida, gal. 3 35 | Rosmarin 9 2 1 00 | Rosa, ounce 6 50 7 00 | Sacculin 4 00 4 50 | Sabina 2 75 2 75 | Santal 2 75 2 75 | Sassafras 80 65 | Sinapis, ess., ounce 7 75 | Thym 1 50 1 60 | Thym, opt 4 00 5 00 | Thym, opt 1 50 2 00 | Theobroma 1 50 2 00 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Ammonia | Aqua, 16 deg. 40 6 | Aqua, 20 deg. 80 8 | Carbonas 1 10 1 20 | Chloridum 1 10 1 15 | Aniline | Black 2 00 2 25 | Brown 50 1 00 | Red 4 50 5 00 | Yellow 2 50 3 00 | Baccae | Cubeba, po. 25 22 24 | Juniper 6 6 | Xanthoxylum 30 35 | Balsamum | Copala 50 55 | Peru 1 40 | Terabin, Canada 60 65 | Tolutan 45 50 | Cortex | Ablea, Canadian 18 | Cassia 12 | Cinchona Flava 12 | Encyrmus adropurp. 30 | Myrica Cerifera, po. 20 | Prunus Virgini. 12 | Quillaja, gr'd. 12 | Sassafras, po. 15 12 | Ulmus, po. 20, gr'd 38 | Extractum | Glycyrrhiza Glabra 24 30 | Glycyrrhiza, po. 28 30 | Hematox, 15 lb. box 11 12 | Hematox, 15 13 14 | Hematox, 1/4 14 15 | Hematox, 1/8 16 17 | Ferru | Carbonate Precip. 15 | Citrate and Quinia 2 25 | Citrate Soluble 7 25 | Ferrocyanidum Sol. 15 | Solut. Chloride 15 | Sulphate, com. l. 2 | Sulphate, com. l. by bbl, per cwt. 80 | Sulphate, pure 7 | Flora | Arnica 15 18 | Anthemum 20 25 | Matricaria 30 35 | Folia | Barosma 35 40 | Cassia Acutifol, Tinnevelly 20 25 | Cassia Acutifol, Ait. 25 30 | Salvia officinalis, 1/4 12 15 | and 1/8 12 15 | Uva Ursi 8 10 | Gummi | Acacia, 1st picked 6 65 | Acacia, 2d picked 6 45 | Acacia, 3d picked 6 35 | Acacia, sifted 6 25 | Acacia, po. 45 65 | Aloe, Barb. po. 18 20 | Aloe, Cape po. 25 30 | Aloe, Secotri. po. 40 50 | Ammoniac 55 60 | Assafetida, po. 40 45 | Benzotinum 50 55 | Catechu, 1s 6 13 | Catechu, 1/4 6 14 | Catechu, 1/8 6 16 | Camphora 64 69 | Euphorbium, po. 35 40 | Gamboge 1 25 1 35 | Gualacum, po. 35 40 | Kino, po. 30.75 35 | Mastic 60 65 | Myrrh, po. 45 50 | Opil, po. 4.40 4.50 3 25 3 30 | Shellac 35 45 | Shellac, bleached 40 45 | Tragacanth 70 1 00 | Herba | Absinthium, oz. pkg 25 | Eupatorium, oz. pkg 20 | Lobelia, oz. pkg 20 | Majoran, oz. pkg 25 | Majoran, oz. pkg 25 | Mentha Pip. oz. pkg 25 | Mentha Vir. oz. pkg 25 | Rue, oz. pkg 39 | Tanacetum V oz. pkg 22 | Thymus, V, oz. pkg 25 | Magnesia | Calcined, Pat. 55 60 | Carbonate, Pat. 18 20 | Carbonate, K. & M. 18 20 | Carbonate, Jennings 18 20 | Oleum | Absinthium 5 50 5 75 | Amygdale, Dulc. 50 60 | Amygdale, Amara. 8 00 8 25 | Anisi 1 60 1 65 | Aurantii Cortex 2 10 2 20 | Bergamit 2 85 2 85 | Cajuput 80 85 | Caryophylli 75 80 | Cedar 80 85 | Chenopadii 2 80 | Cinnamoni 1 00 1 10 | Citronelli 85 90 | Potassium | Bi-Carb. 15 18 | Bichromate 13 15 | Bromide 33 35 | Carb. 12 15 | Chlorate, po. 17 19 | Cyanide 15 18 | Iodide 34 38 | Potassa, Bitart, pure 2 30 2 40 | Potass Nitras, opt. 7 10 | Potass Nitras 8 8 | Prussiate 23 28 | Sulphate po. 15 18 | Radix | Aconitum 20 25 | Althaa 30 35 | Anchusa 10 12 | Arum po. 2 25 | Calamus 20 40 | Gentiana, po. 15 12 | Glycyrrhiza, pv. 15 16 | Hydrastis Canaden. 7 75 | Hydrastis Can. po. 12 15 | Hellebore, Alba, po. 12 15 | Inula, po. 18 22 | Ipecac, po. 2 75 2 80 | Iris plox, po. 35 38 | Jalapa, pr. 25 30 | Maranta, 1/4 2 25 | Podophyllum, po. 22 25 | Rhel, cut. 75 1 00 | Rhel, pv. 75 1 00 | Spigella 35 38 | Sanguinaria, po. 15 18 | Serpentaria 65 70 | Senega 1 10 1 15 | Smlax, officinalis H. 40 45 | Smlax, M. 40 45 | Sollia 10 12 | Symplocarpus, Focetidus, po. 25 30 | Valeriana, Eng. po. 30 35 | Valeriana, German. 15 20 | Zingiber a. 14 16 | Zingiber j. 25 27 | Semen | Anisum, po. 18 15 | Aplum (graveleons). 15 15 | Bird, is. 40 6 | Carul, po. 15 10 12 | Cardamon 1 25 1 75 | Coriandrum 8 10 | Cannabis Sativa 8 10 7 | Cydonium 75 1 00 | Chenopodium 15 18 | Dipterix Otorate 1 00 1 00 | Foeniculum 2 10 | Foenugreek, po. 7 7 | Lini 4 4 | Lini, gr'd. bbl. 4 4 | Lobelia 1 50 1 55 | Pharlaris Canarian. 6 7 | Rapa 5 6 | Sinapis Alba 9 10 | Sinapis Nigra 11 12 | Spiritus | Fruentil, W. D. Co. 2 00 2 50 | Fruentil, D. F. R. 2 00 2 25 | Fruentil, Can. 1 25 1 50 | Juniperis Co. O. T. 1 50 2 00 | Juniperis Co. 1 75 3 50 | Saacharum N. E. 1 90 2 10 | Spt. Vini Gall. 1 75 6 50 | Vini Oporto 1 25 2 00 | Vini Alba 1 25 2 00 | Sponges | Florida sheeps' wool carriage. 2 50 2 75 | Nassau sheeps' wool carriage. 2 50 2 75 | Velvet extra sheeps' wool, carriage. 1 50 | Extra yellow sheeps' wool, carriage. 1 25 | Grass sheeps' wool, carriage. 1 00 | Hard, for slate use. 75 | Yellow Reef, for slate use. 1 40 | Syrups | Acacia 2 50 | Aurantii Cortex 2 50 | Zingiber 2 50 | Ipecac 2 50 | Ferri Iod. 2 50 | Rhel Arom. 50 50 | Smlax Officinalis 50 50 | Senega 2 50 | Sollia 2 50 |

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|-------------------|--------------------------------|---------------------------------|-------------------------|---------------------|------------------------|--------------------------|----------------|------------------------------------|-----------------------------------|------------------------|------------------------|--------------------------|------------------------|-----------------------|-------------------|--------------------------------|--|----------------------|----------------|--------------------------|--------------------------|---------------------|------------------------|---------------------------|-------------------|-------------------------|----------------|---------------|---------------|------------------------|--------------|--------------------|-------------------------------|-----------------------------|-------------------|---------------------------|-------------------|----------------------|----------------------|--------------------|----------------------|-------------------------|---------------------------|-------------------------------|------------------------------|-----------------------------|---------------------------|----------------------|----------------------|-----------------|-------------------------|------------------|--------------------|-----------------|----------------------------|--------------------------|-----------------------------|----------------------------|
| Menthol 7 20 7 50 | Morphia, S., P. & W. 2 25 2 50 | Morphia, S., N. Y. Q. 2 25 2 50 | Morphia, Mal. 2 25 2 50 | Moschus Canton 2 40 | Myristics, No. 1 38 40 | Nux Vomica, po. 15 35 37 | Os Sepia 35 37 | Pepsin Saas, H. & F. D. Co. 2 1 00 | Picea Liq. N.N. 1/4 gal. doz 2 00 | Picea Liq. quarts 2 00 | Picea Liq., pints 2 00 | Pil Hydrarg. po. 80 2 50 | Piper Nigra, po. 22 18 | Piper Alba, po. 35 20 | Pix Burgun. 10 12 | Plumbi Acet. et Opil 1 30 1 30 | Pyrethrum, boxes H. & P. D. Co., doz. 2 75 | Pyrethrum, pv. 25 30 | Quassaie 20 30 | Quinia, S. P. & W. 28 38 | Quinia, S. German. 28 38 | Quinia, N. Y. 28 38 | Rubia Tinctorum. 12 14 | Saccharum Lactis pv 30 30 | Salicis 4 50 4 75 | Sanguis Draconis. 40 50 | Sapo, W. 12 14 | Sapo M. 10 12 | Sapo G. 10 12 | Selditz Mixture. 20 22 | Sinapsi 2 18 | Sinapsi, opt. 2 30 | Snuff, Maccaboy, De Voer 2 41 | Snuff, Scotch, De Voer 2 41 | Soda, Boras. 9 11 | Soda et Potass Tart. 9 11 | Soda, Carb. 28 30 | Soda, Bl-Carb. 14 14 | Soda, Sulphas. 3 4 5 | Spts. Cologne. 2 2 | Spts. Ether Co. 2 60 | Spts. Myrcia Dom. 50 55 | Spts. Vini Rect. bbl 2 00 | Spts. Vini Rect. 1/2 bbl 2 00 | Spts. Vini Rect. 10 gal 2 00 | Spts. Vini Rect. 5 gal 2 00 | Strychnia, Crystal. 30 35 | Sulphur, Subl. 24 24 | Sulphur, Boll. 24 24 | Tamarinds 24 24 | Terebenth Venice. 28 30 | Theobroma. 40 50 | Vanilla 9 00 16 00 | Zinc Sulph. 7 8 | Linseed, pure raw... 44 47 | Linseed, boiled... 45 45 | Neatsfoot, winter str 59 63 | Spirits Turpentine.. 60 65 |
|-------------------|--------------------------------|---------------------------------|-------------------------|---------------------|------------------------|--------------------------|----------------|------------------------------------|-----------------------------------|------------------------|------------------------|--------------------------|------------------------|-----------------------|-------------------|--------------------------------|--|----------------------|----------------|--------------------------|--------------------------|---------------------|------------------------|---------------------------|-------------------|-------------------------|----------------|---------------|---------------|------------------------|--------------|--------------------|-------------------------------|-----------------------------|-------------------|---------------------------|-------------------|----------------------|----------------------|--------------------|----------------------|-------------------------|---------------------------|-------------------------------|------------------------------|-----------------------------|---------------------------|----------------------|----------------------|-----------------|-------------------------|------------------|--------------------|-----------------|----------------------------|--------------------------|-----------------------------|----------------------------|

Seasonable

PARIS GREEN
LONDON PURPLE
INSECT POWDER
NAPHTHALINE BALLS
NAPHTHALINE FLAKES
PO. WHITE HELLEBORE
CARBOLIC ACID ALL GRADES
SLUG SHOT

WE OFFER AT BEST MARKET PRICE

Hazeltine & Perkins Drug Co.

Wholesale Druggists 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 Sugars Corn Syrups

DECLINED Sauer Kraut Herring Brick Cheese

Index to Markets By Columns

Table listing various goods and their prices, organized by column (A, B, C, D, E, F, G, H, I, J, K, L, M, N, O, P, Q, R, S, T, U, V, W, X, Y).

1 AXLE GREASE

Table listing prices for Axle Grease, Castor Oil, Diamond, Frazer's, and IXL Golden.

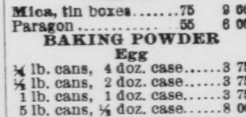


Table listing prices for Baking Powder, Egg, and Royal.

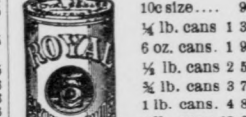


Table listing prices for Bath Brick, American, and English.

Table listing prices for Bluing, Arctic, and Round.



Table listing prices for Breakfast Food, Small size, and Large size.

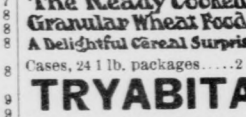


Table listing prices for Tryabita, Peptonized Celery Food, and Hulled Corn.

Table listing prices for Rooms, Carpet, and Parlor Gem.

Table listing prices for Brushes, Scrub, and Stove.

Table listing prices for Shoes, No. 7, No. 8, No. 9, and No. 10.

2 CAN RUBBERS

Table listing prices for No. 6, No. 8, No. 1, and No. 2 can rubbers.

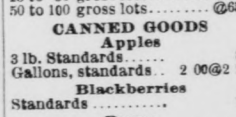


Table listing prices for Canned Goods, Apples, and Blackberries.

Table listing prices for Beans, Baked, Red Kidney, String, and Wax.

Table listing prices for Blueberries, Standard, and Brook Trout.

Table listing prices for Clams, Little Neck, and Glass Bouillon.

Table listing prices for Cherries, Red Standards, and White.

Table listing prices for Corn, Fair, Good, and Fancy.

Table listing prices for French Peas, Sur Extra Fine, and Extra Fine.

Table listing prices for Gooseberries, Standard, and Hominy.

Table listing prices for Lobster, Star, Picnic Tails, and Mackerel.

Table listing prices for Mushrooms, Hotels, and Butlets.

Table listing prices for Oysters, Cove, Peaches, Pears, Peas, Marrowfat, and Plums.

3 Salmon

Table listing prices for Salmon, Sardines, Domestic, and Mustard.

Table listing prices for Shrimps, Succotash, Fair, Good, and Fancy.

Table listing prices for Strawberries, Standard, and Fancy.

Table listing prices for Tomatoes, Fair, Good, and Fancy.

Table listing prices for Carbon Oils, Eocene, Perfection, and Diamond White.

Table listing prices for Catsup, Columbia, and Cere Coffee.

Table listing prices for Cheese, Acme, Amboy, and Carson City.

Table listing prices for Chewing Gum, American Flag Spruce, and Beeman's Peppin.

Table listing prices for Chicory, Bulk, Red, Eagle, and Franck's.

Table listing prices for Chocolate, German Sweet, Premium, and Vanilla.

Table listing prices for Cleaner & Polisher, Brunswicks Easybright, and Westman's.

Table listing prices for Clothes Lines, 60 ft, 72 ft, and 80 ft.

Table listing prices for Cotton, 50 ft, 60 ft, and 70 ft.

Table listing prices for Cotton Braid, 40 ft, 50 ft, and 60 ft.

Table listing prices for Galvanized Wire, No. 20, No. 19, and No. 18.

Table listing prices for Cocoa, Baker's, Cleveland, and Colonial.

4 COCOANUT

Table listing prices for Dunham's, Domestic, and Bulk.

Table listing prices for Cocoa Shells, 20 lb. bags, and Less quantity.

Table listing prices for Coffee, Roasted, Dwinell-Wright Co.'s Brands.



Table listing prices for White House, 1 lb. cans, and White House, 2 lb. cans.

Table listing prices for Santos, Common, Fair, and Fancy.

Table listing prices for Maracaibo, Fair, and Choice.

Table listing prices for Mexican, Choice, and Fancy.

Table listing prices for Guatemala, Choice, and Java.

Table listing prices for Mocha, Arabian, Package, and New York Bala.

Table listing prices for Extract, Holland, Felix, Hummel's, and Hummel's tin.

Table listing prices for Condensed Milk, 4 doz in case.



Table listing prices for Gall Borden Eagle, Crown, Daisy, Champion, and Magnolia.

Table listing prices for Crackers, National Biscuit Co.'s brands, Seymour, New York, Family, Salted, and Wolverine.

5 Soda

Table listing prices for N. B. C., Soda, City, Long Island Waters, and Zephyrette.

Table listing prices for Oyster, Round, Square, Faust, and Extra Farina.

Table listing prices for Sweet Goods-Boxes, Animals, Assorted Cake, Belle Rose, and Bent's Water.

Table listing prices for Cinnamon Bar, Coffee Cake, Coffee Cake, Java, Coconut Macaroons, Cocoa Bar, and Coconut Taffy.

Table listing prices for Cracknells, Creams, Cream Crisp, Cubans, Currant Fruit, Frosted Honey, and Frosted Cream.

Table listing prices for Ginger Gems, Ginger Snaps, Gladlator, Grandma Cakes, Graham Crackers, and Graham Wafers.

Table listing prices for Honey Fingers, Iced Honey Crumpets, Imperials, Jumbles, Lady Fingers, Lemon Snaps, and Lemon Wafers.

Table listing prices for Marshmallow, Marshmallow Cream, Marshmallow Walnuts, Mary Ann, Mixed Picnic, Milk Biscuit, and Molasses Cake.

Table listing prices for Molasses Bar, Moss Jelly Bar, Newton Cream, Oatmeal Crackers, Oatmeal Wafers, Orange Crisp, Orange Gem, and Penny Cake.

Table listing prices for Pilot Bread, Pretzettes, Pretzels, Scotch Cookies, Sears' Lunch, Sugar Cake, Sugar Biscuit Square, and Sugar Squares.

Table listing prices for Sultanas, Tutti Frutti, Vanilla Wafers, Vanna Crisp, E. J. Krueck & Co. baked goods, Standard Crackers, and Blue Ribbon Squares.

Table listing prices for Write for complete price list with interesting discounts, Perfection Biscuit Co.'s brands, Perfection Wafers, Florodora Cookies, and Case contains fifty packages.

Table listing prices for We offer a complete line of high grade crackers and sweet goods, Send us a trial order, Satisfaction guaranteed, Perfection Biscuit Co., Ft. Wayne, Ind., and Freight allowance made on all shipments of 100 lbs. or more where rate does not exceed 40c per hundred.

Table listing prices for Dried Fruits, Apples, Evaporated, 50 lb. boxes, California Prunes, 100-120 25 lb. boxes, 90-100 25 lb. boxes, 80-90 25 lb. boxes, 70-80 25 lb. boxes, 60-70 25 lb. boxes, 50-60 25 lb. boxes, 40-50 25 lb. boxes, 30-40 25 lb. boxes, and 1/2 cent less in 50 lb. cases.

Table listing prices for Citron, Corsican, Imported, 1 lb package, and Imported bulk.

Table listing prices for Peel, Lemon American 10 lb. bx., Orange American 10 lb. bx., London Layers 2 Crown, London Layers 3 Crown, Cluster 4 Crown, Loose Muscatels 2 Crown, Loose Muscatels 3 Crown, Loose Muscatels 4 Crown, L. M., Seeded, 1 lb., L. M., Seeded, 1/2 lb., Sultanas, bulk, Sultanas, package, Domestic, 10 lb. box, Imported, 25 lb. box, and Pearl Barley.

Table listing prices for Beans, Dried Lima, Medium Hand Picked, Brown Holland, Farina, 24 1 lb. packages, Bulk, per 100 lbs., Hominy, Flake, 50 lb. sack, Pearl, 200 lb. bbl., Pearl, 100 lb. sack, Macaroni and Vermicelli, Domestic, 10 lb. box, Imported, 25 lb. box, Common, Chester, and Empire.

6

Table with 2 columns: Item Name and Price. Includes Peas (Green, Wisconsin, bu.), Rolled Oats (Steel Cut, 100 lb. sacks), and Grits (Walsh-DeRoo Co.'s Brand).



Table with 2 columns: Item Name and Price. Includes Cases (24 2 lb. packages), East India (Sago), and Pearl (130 lb. sacks).

Table with 2 columns: Item Name and Price. Includes Cracked (Wheat), 24 2 lb. packages.

Table with 2 columns: Item Name and Price. Includes Fishing Tackle (1/2 to 1 inch, 1 1/2 to 2 inches).

Table with 2 columns: Item Name and Price. Includes Cotton Lines (No. 1, 10 feet, No. 2, 15 feet).

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., 16 ft., 18 ft.).

Table with 2 columns: Item Name and Price. Includes Foote & Jenks' Jaxon (Vanilla, Lemon).

Table with 2 columns: Item Name and Price. Includes Coleman's High Extracts (Vanilla, Lemon).

Table with 2 columns: Item Name and Price. Includes Jennings' Concentrate (Vanilla, Lemon).

Table with 2 columns: Item Name and Price. Includes Folding Boxes (D. C. Lemon, D. C. Vanilla).

Table with 2 columns: Item Name and Price. Includes Taper Bottles (D. C. Lemon, D. C. Vanilla).

Table with 2 columns: Item Name and Price. Includes Full Measure (D. C. Lemon, D. C. Vanilla).

Table with 2 columns: Item Name and Price. Includes Tropical Extracts (Lemon, Vanilla).

Table with 2 columns: Item Name and Price. Includes Souder's (Regular Lemon, Regular Vanilla).

Table with 2 columns: Item Name and Price. Includes Fresh Meats (Beef, Pork).

Table with 2 columns: Item Name and Price. Includes Meat Extracts (Armour's, Liebig's).

Table with 2 columns: Item Name and Price. Includes Lye (Eagle Brand, High test powdered lye).

Table with 2 columns: Item Name and Price. Includes Licorice (Pure, Calabaria).

Table with 2 columns: Item Name and Price. Includes Lard (Pure, Compound).

Table with 2 columns: Item Name and Price. Includes Sausages (Bologna, Liver, Frankfurt).

Table with 2 columns: Item Name and Price. Includes Butter (Uncolored, Butter).

Table with 2 columns: Item Name and Price. Includes Canned Meats (Corned beef, Roast beef).

Table with 2 columns: Item Name and Price. Includes Pipes (Clay, T. D. full count).

Table with 2 columns: Item Name and Price. Includes Pickles (Barrels, 1,200 count).

Table with 2 columns: Item Name and Price. Includes Playing Cards (No. 90, Steamboat).

Table with 2 columns: Item Name and Price. Includes Potash (48 cans in case).

7

Table with 2 columns: Item Name and Price. Includes Pork (Dressed, Loin), Boston Butts, Leaf Lard.

Table with 2 columns: Item Name and Price. Includes Matton (Carcass, Lamb), Veal (Carcass).

Table with 2 columns: Item Name and Price. Includes Gelatine (Knox's Sparkling, Knox's Acidulated).

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 Patents (Second Patent, Straight).

Table with 2 columns: Item Name and Price. Includes Graham (Graham, Buckwheat).

Table with 2 columns: Item Name and Price. Includes Rye (Subject to usual cash discount).

Table with 2 columns: Item Name and Price. Includes Flour (Flour in bbls., 25c per bbl. additional).

Table with 2 columns: Item Name and Price. Includes Worden Grocer Co.'s Brand (Quaker).

Table with 2 columns: Item Name and Price. Includes Spring Wheat Flour (Clark-Jewell-Wells Co.'s Brand).

Table with 2 columns: Item Name and Price. Includes Lemmon & Wheeler Co.'s Brand (Wingold).

Table with 2 columns: Item Name and Price. Includes Judson Grocer Co.'s Brand (Ceresota).

Table with 2 columns: Item Name and Price. Includes Worden Grocer Co.'s Brand (Laurel).

Table with 2 columns: Item Name and Price. Includes Meal (Boiled, Granulated).

Table with 2 columns: Item Name and Price. Includes Feed and Millstuffs (St. Car Feed screened).

Table with 2 columns: Item Name and Price. Includes Corn (Corn Meal, coarse).

Table with 2 columns: Item Name and Price. Includes Hay (No. 1 Timothy car lots).

Table with 2 columns: Item Name and Price. Includes Oats (Car lots).

Table with 2 columns: Item Name and Price. Includes Corn (Corn, car lots, new).

Table with 2 columns: Item Name and Price. Includes Herbs (Sage, Hops, Laurel Leaves).

Table with 2 columns: Item Name and Price. Includes Indigo (Madras, 5 lb. boxes).

Table with 2 columns: Item Name and Price. Includes Jelly (5 lb. pails per doz).

Table with 2 columns: Item Name and Price. Includes Licorice (Pure, Calabaria).

Table with 2 columns: Item Name and Price. Includes Lye (Eagle Brand, High test powdered lye).

Table with 2 columns: Item Name and Price. Includes Butter (Uncolored, Butter).

Table with 2 columns: Item Name and Price. Includes Canned Meats (Corned beef, Roast beef).

Table with 2 columns: Item Name and Price. Includes Pipes (Clay, T. D. full count).

Table with 2 columns: Item Name and Price. Includes Pickles (Barrels, 1,200 count).

Table with 2 columns: Item Name and Price. Includes Playing Cards (No. 90, Steamboat).

Table with 2 columns: Item Name and Price. Includes Potash (48 cans in case).

8

Table with 2 columns: Item Name and Price. Includes Molasses (New Orleans, Fancy Open Kettle).

Table with 2 columns: Item Name and Price. Includes Mustard (Horse Radish, 1 doz).

Table with 2 columns: Item Name and Price. Includes Metal Polish (Search Brand, Paste).

Table with 2 columns: Item Name and Price. Includes Olives (Bulk, 1 gal. kegs).

Table with 2 columns: Item Name and Price. Includes Pipes (Clay, T. D. full count).

Table with 2 columns: Item Name and Price. Includes Pickles (Barrels, 1,200 count).

Table with 2 columns: Item Name and Price. Includes Playing Cards (No. 90, Steamboat).

Table with 2 columns: Item Name and Price. Includes Potash (48 cans in case).

Table with 2 columns: Item Name and Price. Includes Provisions (Barreled Pork).

Table with 2 columns: Item Name and Price. Includes Dry Salt Meats (Belles, S P Belles).

Table with 2 columns: Item Name and Price. Includes Smoked Meats (Hams, 12 lb. average).

Table with 2 columns: Item Name and Price. Includes Sausages (Bologna, Liver, Frankfurt).

Table with 2 columns: Item Name and Price. Includes Butter (Uncolored, Butter).

Table with 2 columns: Item Name and Price. Includes Canned Meats (Corned beef, Roast beef).

Table with 2 columns: Item Name and Price. Includes Pipes (Clay, T. D. full count).

Table with 2 columns: Item Name and Price. Includes Pickles (Barrels, 1,200 count).

Table with 2 columns: Item Name and Price. Includes Playing Cards (No. 90, Steamboat).

Table with 2 columns: Item Name and Price. Includes Potash (48 cans in case).

Table with 2 columns: Item Name and Price. Includes Provisions (Barreled Pork).

Table with 2 columns: Item Name and Price. Includes Dry Salt Meats (Belles, S P Belles).

Table with 2 columns: Item Name and Price. Includes Smoked Meats (Hams, 12 lb. average).

Table with 2 columns: Item Name and Price. Includes Sausages (Bologna, Liver, Frankfurt).

Table with 2 columns: Item Name and Price. Includes Butter (Uncolored, Butter).

Table with 2 columns: Item Name and Price. Includes Canned Meats (Corned beef, Roast beef).

Table with 2 columns: Item Name and Price. Includes Pipes (Clay, T. D. full count).

Table with 2 columns: Item Name and Price. Includes Pickles (Barrels, 1,200 count).

Table with 2 columns: Item Name and Price. Includes Playing Cards (No. 90, Steamboat).

Table with 2 columns: Item Name and Price. Includes Potash (48 cans in case).

Table with 2 columns: Item Name and Price. Includes Provisions (Barreled Pork).

Table with 2 columns: Item Name and Price. Includes Dry Salt Meats (Belles, S P Belles).

Table with 2 columns: Item Name and Price. Includes Smoked Meats (Hams, 12 lb. average).

Table with 2 columns: Item Name and Price. Includes Sausages (Bologna, Liver, Frankfurt).

Table with 2 columns: Item Name and Price. Includes Butter (Uncolored, Butter).

Table with 2 columns: Item Name and Price. Includes Canned Meats (Corned beef, Roast beef).

9

Table with 2 columns: Item Name and Price. Includes Rice (Domestic, Carolina head).



Table with 2 columns: Item Name and Price. Includes Imported (Japan, No. 1).



Table with 2 columns: Item Name and Price. Includes Soda (Granulated, 100 lb. cases).

Table with 2 columns: Item Name and Price. Includes Salt (Diamond Crystal, Table).

Table with 2 columns: Item Name and Price. Includes Common Grades (100 lb. sacks, 50 lb. sacks).

Table with 2 columns: Item Name and Price. Includes Warsaw (56 lb. dairy in drill bags).

Table with 2 columns: Item Name and Price. Includes Solar Rock (66 lb. sacks).

Table with 2 columns: Item Name and Price. Includes Common (Granulated Fine, Medium Fine).

Table with 2 columns: Item Name and Price. Includes Salt Fish (Large whole, Small whole).

Table with 2 columns: Item Name and Price. Includes Halibut (Strips, Chunks).

Table with 2 columns: Item Name and Price. Includes Herring (Holland white hoops, Holland white hoops).

Table with 2 columns: Item Name and Price. Includes Soda (Granulated, 100 lb. cases).

Table with 2 columns: Item Name and Price. Includes Salt (Diamond Crystal, Table).

Table with 2 columns: Item Name and Price. Includes Common Grades (100 lb. sacks, 50 lb. sacks).

Table with 2 columns: Item Name and Price. Includes Warsaw (56 lb. dairy in drill bags).

Table with 2 columns: Item Name and Price. Includes Solar Rock (66 lb. sacks).

10

Table with 2 columns: Item Name and Price. Includes Trout (No. 1 100 lbs., No. 1 40 lbs.).

Table with 2 columns: Item Name and Price. Includes Mackerel (Mess 100 lbs., Mess 50 lbs.).

Table with 2 columns: Item Name and Price. Includes Whitefish (No. 1, No. 2).

Table with 2 columns: Item Name and Price. Includes Seeds (Anise, Canary, Smyrna).

Table with 2 columns: Item Name and Price. Includes Shoe Blacking (Handy Box, large).

Table with 2 columns: Item Name and Price. Includes Soap (Beaver Soap Co. brands).



Table with 2 columns: Item Name and Price. Includes Single box, 5 box lots.

Table with 2 columns: Item Name and Price. Includes Table Sauces (Lea & Perrin's).

Table with 2 columns: Item Name and Price. Includes Tea (Sundried, medium).

Table with 2 columns: Item Name and Price. Includes Soda (Boxes, Kegs).

Table with 2 columns: Item Name and Price. Includes Snuff (Scotch, in bladders).

Table with 2 columns: Item Name and Price. Includes Spices (Allspice, Cassia).

Table with 2 columns: Item Name and Price. Includes India (Ceylon, choice).

Table with 2 columns: Item Name and Price. Includes Tobacco (H. & P. Drug Co.'s brands).

Table with 2 columns: Item Name and Price. Includes Pure Ground In Bulk (Cassia, Batavia).

Table with 2 columns: Item Name and Price. Includes Less than 500, 500 or more.

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 Common Corn (10 lb. cans, 1/2 doz. in case).

Table with 2 columns: Item Name and Price. Includes Syrups (Pure Cane).

Table with 2 columns: Item Name and Price. Includes Stove Polish (J. L. Prescott & Co. Manufacturers).

Table with 2 columns: Item Name and Price. Includes Sugar (Domino, Cut Loaf).

Table with 2 columns: Item Name and Price. Includes Table Sauces (Lea & Perrin's).

Table with 2 columns: Item Name and Price. Includes Tea (Sundried, medium).

Table with 2 columns: Item Name and Price. Includes Soda (Boxes, Kegs).

Table with 2 columns: Item Name and Price. Includes Snuff (Scotch, in bladders).

Table with 2 columns: Item Name and Price. Includes Spices (Allspice, Cassia).

Table with 2 columns: Item Name and Price. Includes India (Ceylon, choice).

Table with 2 columns: Item Name and Price. Includes Tobacco (H. & P. Drug Co.'s brands).

Table with 2 columns: Item Name and Price. Includes Pure Ground In Bulk (Cassia, Batavia).

Table with 2 columns: Item Name and Price. Includes Less than 500, 500 or more.

Table with 2 columns: Item Name and Price. Includes Pure Ground In Bulk (Cassia, Batavia).

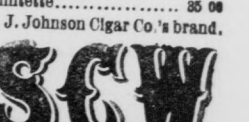


Table with 2 columns: Item Name and Price. Includes Less than 500, 500 or more.

12

| | |
|------------------------|-------|
| Lubetsky Bros. brands | |
| B. L. | 35 00 |
| Daily Mail, 5c edition | 35 00 |
| Fine Cut | |
| adillac | 54 |
| west Loma | 33 |
| Hiawatha, 5 lb. palls | 56 |
| Hiawatha, 10 lb. palls | 54 |
| Telegram | 22 |
| Pay Car | 31 |
| Prairie Rose | 49 |
| Protection | 37 |
| Sweet Burley | 42 |
| Tiger | 38 |
| Flag | |
| Red Cross | 32 |
| Palo | 32 |
| Kylo | 34 |
| Hiawatha | 41 |
| Battle Axe | 33 |
| American Eagle | 32 |
| Standard Navy | 36 |
| Spear Head, 16 oz. | 41 |
| Spear Head, 8 oz. | 43 |
| Nobby Twist | 45 |
| Jolly Tar | 36 |
| Old Honesty | 42 |
| Toddy | 33 |
| J. T. | 36 |
| Piper Helsick | 61 |
| Boot Jack | 78 |
| Honey Dip Twist | 39 |
| Black Standard | 38 |
| Cadillac | 38 |
| Forge | 30 |
| Nickel Twist | 50 |
| Smoking | |
| Sweet Core | 34 |
| Flat Car | 37 |
| Great Navy | 34 |
| Warpath | 25 |
| Bamboo, 16 oz. | 24 |
| I X L, 5 lb. | 28 |
| I X L, 16 oz. palls | 30 |
| Honey Dew | 35 |
| Gold Block | 35 |
| Flagman | 38 |
| Chips | 32 |
| Klin Dried | 21 |
| Duke's Mixture | 38 |
| Duke's Cameo | 41 |
| Myrtle Navy | 39 |
| Yum Yum, 1 1/2 oz. | 39 |
| Yum Yum, 1 lb. palls | 37 |
| Cream | 36 |
| Corn Cake, 2 1/2 oz. | 24 |
| Corn Cake, 1 lb. | 22 |
| Plow Boy, 1 1/2 oz. | 39 |
| Plow Boy, 3 1/2 oz. | 39 |
| Peerless, 3 1/2 oz. | 32 |
| Peerless, 1 1/2 oz. | 34 |
| Air Brake | 36 |
| Cant Hook | 30 |
| Country Club | 32-34 |
| Forex-XXX | 28 |
| Good Indian | 23 |
| Self Blender | 32-32 |
| 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 1/4 |
| 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 75 |
| Gold Brick | 3 25 |
| Gold Dust, regular | 4 50 |
| Gold Dust, 5c | 4 00 |
| Kirkoline, 24 1/2 lb. | 3 90 |
| Pearline | 2 75 |
| Soapine | 4 10 |
| Rabbit's 1776 | 3 75 |
| Roseline | 3 50 |
| Armour's | 3 70 |
| Nine O'clock | 3 35 |
| Wisdom | 3 80 |
| Scourine | 3 50 |
| Rub-No-More | 3 75 |
| WICKING | |
| No. 0, per gross | 25 |
| No. 1, per gross | 30 |
| No. 2, per gross | 40 |
| No. 3, per gross | 55 |
| WOODENWARE | |
| Baskets | |
| Bushels | 1 25 |
| Bushels, wide band | 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 | 72 |
| 3 lb. size, 16 in case | 68 |
| 5 lb. size, 12 in case | 63 |
| 10 lb. size, 6 in case | 60 |
| Butter Plates | |
| No. 1 Oval, 250 in crate | 40 |
| No. 2 Oval, 250 in crate | 45 |
| No. 3 Oval, 250 in crate | 50 |
| No. 5 Oval, 250 in crate | 60 |
| Churns | |
| Barrel, 5 gals, each | 2 40 |
| Barrel, 10 gals, each | 2 55 |
| Barrel, 15 gals, each | 2 70 |
| Clothes Pins | |
| Round head, 5 gross box | 50 |
| Round head, cartons | 75 |
| Egg Crates | |
| Humpty Dumpty | 2 25 |
| No. 1, complete | 20 |
| No. 2 complete | 18 |
| Faucets | |
| Cork lined, 8 in | 85 |
| Cork lined, 9 in | 75 |
| Cork lined, 10 in | 85 |
| Cedar, 8 in | 88 |

13

| | |
|-----------------------------|------|
| Mop Sticks | |
| Trojan spring | 90 |
| Eclipse patent spring | 85 |
| No 1 common | 75 |
| No. 2 patent brush holder | 85 |
| 12 lb. cotton mop heads | 1 25 |
| Ideal No. 7 | 90 |
| Palls | |
| 2-hoop Standard | 1 80 |
| 3-hoop Standard | 1 65 |
| 2-wire, Cable | 1 80 |
| 3-wire, Cable | 1 80 |
| Cedar, all red, brass bound | 1 25 |
| Paper, Eureka | 2 25 |
| Fibre | 2 40 |
| Toothpicks | |
| Hardwood | 2 50 |
| Softwood | 2 75 |
| Banquet | 1 80 |
| 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 | 3 1/2 |
| Wax Butter, short count | 13 |
| Wax Butter, full count | 20 |
| Wax Butter, rolls | 15 |
| YEAST CAKE | |
| Magic, 3 doz. | 1 00 |
| Sunlight, 3 doz. | 1 00 |
| Sunlight, 1 1/2 doz. | 50 |
| Yeast Cream, 3 doz. | 1 00 |
| Yeast Foam, 3 doz. | 1 00 |
| Yeast Foam, 1 1/2 doz. | 50 |
| FRESH FISH | |
| Per lb. | |
| White fish | 10@ 11 |
| Trout | 10@ 11 |
| Black Bass | 11@ 12 |
| Halibut | 12@ 14 |
| Ciscoes or Herring | 12@ 14 |
| Blefish | 11@ 12 |
| Live Lobster | 25 |
| Bolled Lobster | 27 |
| Cod | 10 |
| Haddock | 8 |
| No. 1 Pickerel | 8 1/4 |
| Fike | 7 |
| Perch | 7 |
| Smoked White | 12 1/2 |
| Red Snapper | 10 |
| Col River Salmon | 15 |
| Mackerel | 19@ 20 |
| OYSTERS | |
| Bulk per gal. | |
| F. H. Counts | 1 75 |
| Extra Selects | 1 c |
| Selects | 1 50 |
| Baltimore Standards | 1 25 |
| Standards | 5 |
| Cans per can | |
| F. H. Counts | 35 |
| Extra Selects | 27 |
| Selects | 23 |
| Perfection Standards | 22 |
| Standards | 18 |
| HIDES AND PELTS | |
| Hides | |
| Green No. 1 | 7 |
| Green No. 2 | 6 |
| Cured No. 1 | 7 1/2 |
| Cured No. 2 | 7 |
| Calfskins, green No. 1 | 10 1/2 |
| Calfskins, green No. 2 | 9 1/2 |
| Calfskins, cured No. 1 | 11 |
| Calfskins, cured No. 2 | 9 1/2 |
| Steer hides 60 lbs. or over | 9 1/2 |
| Cow hides 60 lbs. or over | 8 1/2 |
| Pelts | |
| Old Wool | 50@ 60 |
| Lamb | 40@ 75 |
| Shearings | 40@ 75 |
| Tallow | |
| No. 1 | 6 |
| No. 2 | 4 1/2 |

14

| | |
|------------------------------|---------|
| Wool | |
| Washed, fine | 280 |
| Washed, medium | 235 |
| Unwashed, fine | 15 @ 16 |
| Unwashed, medium | 10 @ 8 |
| CANDIES | |
| Stick Candy | |
| bbis. palls | |
| Standard | 7 |
| Standard H. H. | 7 |
| Standard Twist | 8 |
| Cut Loaf | 9 |
| cases | |
| Jumbo, 32 lb. | 7 1/2 |
| Extra H. H. | 10 1/2 |
| Boston Cream | 10 |
| Best | 10 |
| Mixed Candy | |
| Grocers | 6 |
| Competition | 7 |
| Special | 7 1/2 |
| Conserve | 7 1/2 |
| Royal | 8 1/2 |
| Ribbon | 8 |
| Broken | 8 |
| Cut Loaf | 8 1/2 |
| English Rock | 9 |
| Kindergarten | 9 |
| Bon Ton Cream | 8 1/2 |
| French Cream | 9 |
| Dandy Pan | 10 |
| Hand Made Cream | 11 1/2 |
| mixed | 12 1/2 |
| Premio Cream mix | 12 1/2 |
| Fancy-In Palls | |
| 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 Blas Goodies | 12 |
| Lozenges, plain | 9 |
| Lozenges, printed | 10 |
| Champion Chocolate | 11 |
| Eclipse Chocolates | 13 1/2 |
| Quintette Choc. | 12 |
| Champion Gum Dps | 8 |
| Moss Drops | 9 |
| Lemon Sours | 9 |
| Imperial | 9 |
| Ital. Cream Opera | 12 |
| Ital. Cream Bonbons | 11 |
| 25 lb. palls | 11 |
| Molasses Chews, 15 lb. cases | 12 |
| Golden Waffles | 12 |

| | |
|-----------------------------------|---------------|
| Fancy-In 5 lb. Boxes | |
| Lemon Sours | 50 |
| Peppermint Drops | 50 |
| Chocolate Drops | 50 |
| H. M. Choc. Drops | 55 |
| H. M. Choc. Lt. and Dk. No. 12 | 50 |
| Gum Drops | 35 |
| O. F. Licorice Drops | 40 |
| Lozenges, plain | 55 |
| Lozenges, printed | 50 |
| Imperial | 55 |
| Molasses | 50 |
| Molasses Bar | 55 |
| Hand Made Creams | 80 |
| Cream Buttons, Pep. and Wint. | 55 |
| String Rock | 55 |
| Wintergreen Berries | 60 |
| FRUITS | |
| Foreign Dried | |
| Figs | |
| California, Fancy | @ |
| Cal. pkg. 10 lb. boxes | 1 00 |
| Extra Choice, Turk., 10 lb. boxes | @ |
| Fancy, Turk., 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 | 5 @ 6 1/2 |
| Hallow | @ |
| lb. cases, new | @ |
| Sals, 60 lb. cases | 4 1/2 |
| NUTS | |
| Whole | |
| Almonds, Tarragona | 2 16 |
| Almonds, Ivica | @ |
| Almones, California, soft shelled | 15 @ 16 |
| Brazils | 11 |
| Filberts | 12 |
| Walnuts Grenobles | 15 |
| Walnut, soft shelled | 16 |
| Cal. No. 1, new | 13 1/2 |
| Table Nuts, fancy | 10 |
| Pecans, Med. | 10 |
| Pecans, Ex. Large | 11 |
| Pecans, Jumbos | 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 |
| Alcante 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 |

Our May Catalogue is Now Ready

IT IS easy to keep up to date when you have our catalogue always at elbow.

To be in market every day would be the ideal plan, but coming to market costs a little in money and much in time.

We take the market to you.

Every month we send our customers a new catalogue with up-to-date prices and the pick of the new goods.

Do you want to know what is selling? That question is answered by reference to our latest catalogue.

Do drummers tell you that prices have gone up in this line or that? Don't believe it until you see it in "Our Drummer."

Is there a talk of a break in prices? Be sure it will show first in the pages of our catalogue.

The May book is now ready—complete, concise, quoting net prices, chock full of goods that sell other goods and of those that stand a profit.

The list of "specials" on the yellow pages (new each month) includes a lot of things that our customers will make a tidy profit on, yet their rivals will think they are selling such goods under cost.

"Our Drummer" catalogue is yours for the asking provided you are a merchant.

Ask for catalogue J463.

Butler Brothers

Wholesalers of Everything—
By Catalogue Only

Randolph Bridge

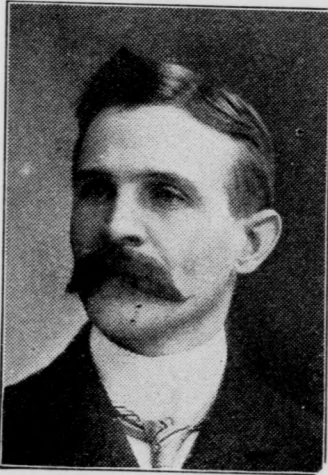
CHICAGO

SUCCESSFUL SALESMEN.

D. E. Seeley, Secretary of the Superior Manufacturing Co.

Public recognition of benefits conferred is usually long delayed and is not always placed where properly it belongs. There are names—not a few of them—recorded on the tablets of fame which might well be replaced by some of which the world never hears. There are the quiet workers who are satisfied with the rewards that come simply from honest toil, of brain or muscle or both, who seek no meed of praise, and yet who accomplish much that is for the good of their time and the world. In fact, progress is due very largely to such men. There are the great pioneer spirits who introduce epochs and who turn the attention and the effort of men into fresh paths. But after all they do not accomplish much of a concrete sort. They may serve as guides and prophets, but others do the work.

Even invention and the developments



of the sciences and the mechanical arts are only occasionally illuminated by the flash of genius. Some men are identified with the steam engine or the telephone or electric light or the electrical transmission of power. But usually the man who gained the fame did no more than those who went before him or who came after him and was no more essential than they. That is to say, neither the electric light, nor the telephone, nor the electric motor, nor the steam engine, was the discovery of one man. The man whose name is identified with any one of these was the inheritor of this work of others and passed on his discoveries to his successors. That particular man simply happened to be at the particular point in the chain of investigation, discovery and application where the theoretical became the practical and so emerged from the gloom of the laboratory into the light of publicity.

This is said to be a mechanical age, and so it is—to such an extent that we are thoughtless of the obligations we owe to a long chain of inventors and students and workers who have made possible these really wonderful things which are so common that they are taken as a matter of course.

D. E. Seeley was born on a farm in Livingston county, Michigan, in 1869. In 1884 he moved to Owosso and, with his father, engaged in the grocery business, remaining ten years in this occupation. During the following years he was engaged as book-keeper for various enterprises, going to Toledo in 1897 to engage with the I. H. Detwiler real estate agency. Failing health com-

pelled him to rest during the year of 1899 and in 1900, on the organization of the Superior Manufacturing Co., he became Secretary, and has been largely instrumental in bringing the output of the factory to a high state of perfection and in exploiting the sale of the goods in distant markets. He has recently returned from a trip to the large cities of the West and South and to the City of Mexico. He was very successful in reaching new trade and closed a one-year contract with Carlos A. Kendrie & Co., of Mexico, to furnish them with their entire supply of gasoline lamps during the coming year. This firm practically controls the gasoline lamp trade in Mexico. The first order was for 1,000 lamps.

In May, 1902, the offices of Secretary and Treasurer of the Superior Manufacturing Co. were combined and Mr. Seeley was elected to fill both positions, which he has done with credit to himself and to the satisfaction of his associates and the patrons of the company.

Sharing a Loss.

The late Nathaniel K. Fairbank, of Chicago, keenly appreciated a good joke even when the burden of it fell on himself. An episode that afforded him the most enjoyment of all invoked a "gold brick."

At that time he was President of the Elk Rapids Iron Co., of which Franklin Head, one of the present-day Chicagoans of prominence, was Treasurer and General Manager. One morning a well-dressed man of middle age entered the office and enquired for Mr. Fairbank. He said he had important business with him.

"Mr. Fairbank is not in at present," said the office man, "but Mr. Head may be able to give you the information you want."

A moment later the stranger was closeted with Mr. Head. "It is this way," said the caller: "I have discovered a valuable deposit of iron ore, and I thought that perhaps Mr. Fairbank might be willing to take advantage of the matter, and assist in the purchase of the land." The stranger went on describing the property quietly, and without the slightest attempt at convincing argument. Mr. Head took every means to satisfy himself that the stranger was all that he professed to be and, in time, advanced \$500 on the deal.

And he has not seen the stranger since.

The story got to Mr. Fairbank's ears and he went into a fit of laughter. "To be honest, Head," he said, "I believe I should have been quite as easy prey as you. The story was beautifully told, and there was every reason why you should have done what you did. But you got a 'gold brick' just the same, and there is where the laugh comes in. But, inasmuch as I should have been the victim had he not seen you, I feel that morally I have 'bitten at the bait' along with you. I will stand half of the loss and shoulder half of the burden."

Above the Limit.

Miss Mainchance—I suppose you've heard of my engagement to Mr. Jenks? Her Friend—Yes, and I confess I was surprised. You told me once that you wouldn't marry him for \$50,000.

Miss Mainchance—I know, dear, but I discovered later that he had \$250,000.

I'm dead certain there's no such thing as love at first sight in business. A man's got to keep company a long time and come early and stay late and sit close before he can get a girl or a job worth having.—George H. Lorimer.

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 | 800 pound casks..... | 7 1/2 |
| 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, Casters..... | 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. 120..... | 2 90 | "A" Wood's patent planished, Nos. 24 to 27..... | 10 80 |
| No. 128..... | 2 90 | "B" Wood's patent planished, Nos. 25 to 27..... | 9 80 |
| No. 128 1/2..... | 2 90 | Broken packages 1/4c per pound extra. | |
| No. 135..... | 2 90 | Planes | |
| No. 154..... | 2 95 | Ohio Tool Co.'s, fancy..... | 40 |
| No. 200..... | 3 00 | Scotia Bench..... | 50 |
| No. 208..... | 2 50 | Sandusky Tool Co.'s, fancy..... | 40 |
| No. 236..... | 2 65 | Bench, first quality..... | 45 |
| No. 265..... | 2 70 | Nails | |
| No. 264..... | 2 70 | Advance over base, on both Steel and Wire. | |
| Discount 40 per cent. | | Steel nails, base..... | 2 75 |
| Paper Shells—Not Loaded | | Wire nails, base..... | 2 35 |
| No. 10, pasteboard boxes 100, per 100..... | 72 | 20 to 60 advance..... | Base 5 |
| No. 12, pasteboard boxes 100, per 100..... | 64 | 8 advance..... | 7 10 |
| Gunpowder | | 6 advance..... | 20 |
| Kegs, 25 lbs., per keg..... | 4 90 | 4 advance..... | 30 |
| 1/2 kegs, 12 1/2 lbs., per 1/2 keg..... | 2 30 | 3 advance..... | 45 |
| 1/4 kegs, 6 1/4 lbs., per 1/4 keg..... | 1 60 | 2 advance..... | 70 |
| Shot | | Fine 3 advance..... | 50 |
| In sacks containing 25 lbs. | | Casing 10 advance..... | 15 |
| Drop, all sizes smaller than B..... | 1 65 | Casing 8 advance..... | 35 |
| Augurs and Bits | | Casing 6 advance..... | 25 |
| Snell's..... | 60 | Finish 10 advance..... | 35 |
| Jennings genuine..... | 25 | Finish 8 advance..... | 45 |
| Jennings' imitation..... | 50 | Finish 6 advance..... | 85 |
| Axes | | Barrel 1/2 advance..... | |
| First Quality, S. B. Bronze..... | 6 50 | Rivets | |
| First Quality, D. B. Bronze..... | 9 00 | Iron and Tinned..... | 50 |
| First Quality, S. B. Steel..... | 7 00 | Copper Rivets and Burs..... | 45 |
| First Quality, D. B. Steel..... | 10 50 | Roofing Plates | |
| Barrows | | 14x20 IC, Charcoal, Dean..... | 7 50 |
| Railroad..... | 13 00 | 14x20 IX, Charcoal, Dean..... | 9 00 |
| Garden..... | 29 00 | 20x28 IC, Charcoal, Dean..... | 15 00 |
| Bolts | | 14x20 IC, Charcoal, Allaway Grade..... | 7 50 |
| Stove..... | 70 | 14x20 IX, Charcoal, Allaway Grade..... | 9 00 |
| Carriage, new list..... | 60 | 20x28 IC, Charcoal, Allaway Grade..... | 15 00 |
| Plow..... | 50 | 20x28 IX, Charcoal, Allaway Grade..... | 18 00 |
| Buckets | | Ropes | |
| Well, plain..... | \$4 00 | Sisal, 1/2 inch and larger..... | 2 1/2 |
| Butts, Cast | | Manilla..... | 13 |
| Cast Loose Pin, figured..... | 70 | List acct. 19, '86..... | 50 |
| Wrought Narrow..... | 60 | Sash Weights | |
| Chain | | Solid Eyes, per ton..... | 38 00 |
| Com..... | 7 c. | Sheet Iron | |
| BB..... | 8 1/2 c. | Nos. 10 to 14..... | com. smooth. com. |
| BBB..... | 8 3/4 c. | Nos. 15 to 17..... | \$2 60 |
| Crowbars | | Nos. 18 to 21..... | 3 75 |
| Cast Steel, per lb..... | 5 | Nos. 22 to 24..... | 3 90 |
| Chisels | | Nos. 25 to 26..... | 4 10 |
| Socket Firmer..... | 65 | Nos. 27..... | 4 20 |
| Socket Framing..... | 65 | All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra. | 4 10 |
| Socket Corner..... | 65 | Shovels and Spades | |
| Socket Sinks..... | 65 | First Grade, Doz..... | 6 00 |
| Elbows | | Second Grade, Doz..... | 5 50 |
| Com. 4 piece, 6 in., per doz..... | 75 | Solder | |
| Corrugated, per doz..... | 1 25 | 1/2@1/4..... | 19 |
| Adjustable..... | 40&10 | The prices of the many other qualities of solder in the market indicated by private brands vary according to composition. | |
| Expansive Bits | | Squares | |
| Clark's small, \$18; large, \$26..... | 40 | Steel and Iron..... | 60-10-5 |
| Ives' 1, \$18; 2, \$24; 3, \$30..... | 25 | Tin—Melyn Grade | |
| Files—New List | | 10x14 IC, Charcoal..... | \$10 50 |
| New American..... | 70&10 | 14x20 IC, Charcoal..... | 10 50 |
| Nicholson's..... | 70 | 20x14 IX, Charcoal..... | 12 00 |
| Heller's Horse Rasps..... | 70 | Each additional X on this grade, \$1.25. | |
| Galvanized Iron | | Tin—Allaway Grade | |
| Nos. 18 to 20; 22 and 24; 25 and 26; 27, List 12 13 14 15 16..... | 28 17 18 | 10x14 IC, Charcoal..... | 9 00 |
| Discount, 70..... | 17 | 14x20 IC, Charcoal..... | 9 00 |
| Gauges | | 10x14 IX, Charcoal..... | 10 50 |
| Stanley Rule and Level Co.'s..... | 60&10 | 14x20 IX, Charcoal..... | 10 50 |
| Glass | | Each additional X on this grade, \$1.50 | |
| Single Strength, by box..... | 90 | Boiler Size Tin Plate | |
| Double Strength, by box..... | 90 | 14x56 IX, for No. 8 Bolders, } per pound.. | 13 |
| By the Light..... | 90 | 14x56 IX, for No. 9 Bolders, } | |
| Hammers | | Traps | |
| Maydole & Co.'s, new list..... | 33 1/2 | Steel, Game..... | 75 |
| Verkes & Plumb's..... | 40&10 | Onelda Community, Newhouse's..... | 40&10 |
| Mason's Solid Cast Steel..... | 30c list | Onelda Community, Hawley & Norton's..... | 65 |
| Hinges | | Mouse, choker per doz..... | 15 |
| Gate, Clark's 1, 2, 3..... | 60&10 | Mouse, delusion, per doz..... | 1 25 |
| Hollow Ware | | Wire | |
| Pots..... | 50&10 | Bright Market..... | 60 |
| Kettles..... | 50&10 | Annealed Market..... | 60 |
| Spiders..... | 50&10 | Coppered Market..... | 50&10 |
| Horse Nails | | Tinned Market..... | 50&10 |
| Au Sable..... | 40&10 | Coppered Spring Steel..... | 40 |
| House Furnishing Goods | | Barbed Fence, Galvanized..... | 3 10 |
| Stamped Tinware, new list..... | 70 | Barbed Fence, Painted..... | 2 80 |
| Japped Tinware..... | 20&10 | Wire Goods | |
| Iron | | Bright..... | 80 |
| Bar Iron..... | 2 25 c rates | Screw Eyes..... | 80 |
| Light Band..... | 3 c rates | Hooks..... | 80 |
| Knobs—New List | | Gate Hooks and Eyes..... | 80 |
| Door, mineral, jap. trimmings..... | 75 | Wrenches | |
| Door, porcelain, jap. trimmings..... | 85 | Baxter's Adjustable, Nickeled..... | 30 |
| Lanterns | | Coe's Genuine..... | 30 |
| Regular 8 Tubular, Doz..... | 5 00 | Coe's Patent Agricultural, Wrought..... | 70&10 |
| Warren, Galvanized Found..... | 60 | | |

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—A GOOD PAYING DRUG store in Grand Rapids. Good location and good trade. Address No. 320, care Michigan Tradesman. 320

WANTED—LOCATION FOR A BAZAAR store. Address No. 315, care Michigan Tradesman. 315

WE WILL GET YOU THE CASH FOR your entire stock. If you want to sell all or part of your stock, write for our special sale plan. P. O. Box 72, Attica, Ind. 314

FOR SALE CHEAP—SMALL DRUG STOCK and fixtures. Stock large enough for town of 1,500 to 2,000. Address No. 313, care Michigan Tradesman. 313

FOR SALE—A VERY FAVORABLE OPPORTUNITY is offered to step into a well-established general merchandise business in one of the best inland cities in Western Missouri south of the Missouri River. Stock in excellent condition well bought and of the best character; large trade in fine healthy country; stock will invoice about \$15,000; very best of reasons for selling; a chance seldom offered; full investigation invited. Address W. Kay, 1503 East 35th St., Kansas City, Mo. 312

FOR SALE—WELL-SELECTED DRUG stock, about \$2,000; good prescription and foreign trade; established at Bay City 1885; two-story frame building, stone foundation, cellar and floor cemented; occupied as a drug store and dwelling; stock and building sold together or separate, latter cheap, easy terms; reason, retiring from business. Warner Von Walthanson, 1345 Johnson St., Bay City, Mich. 311

FOR SALE—CLEAN UP-TO-DATE DRY goods and shoe stock in the best town in Northern Michigan; population 2,000; stock will inventory about \$5,500 or \$6,000; the best store and location in town; established business for eight years; must sell on account of my health. Address Lock Box 87, Gaylord, Mich. 310

FOR SALE—GROCERY STORE, \$2,500 stock, all high grade and fresh; up-to-date fixtures; best location in city; has best trade; good reasons given for selling on application. A. H. Kremer, Grand Rapids, Minn. 309

AUCTIONEERS AND TRADERS

FERRY & WILSON 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 267 Dearborn St., Chicago. 317

WANTED—A GOOD EXPERIENCED hustler to buy one-half interest in grocery store; doing a good business with high-class trade. Address No. 319, care Michigan Tradesman. 319

GOOD PEDDLING WAGON FOR SALE cheap. General merchandise wanted. Lock Box 280, Cedar Springs, Mich. 325

WANTED—A LIVE MAN, ONE WITH A little cash, to take an interest in and manage one or more departments in a general store in a growing Michigan town. The best of prospects. Present owner does not care to sell out, but owing to health, wishes to put a part of his time in the produce business. Address No. 324, care Michigan Tradesman. 324

GROCERY BUSINESS FOR SALE—GOODS invoice about \$1,300; clean stock; county seat; about 3,000 population; fine location; established trade. Address No. 323, care Michigan Tradesman. 323

FOR SALE—SMALL DRUG STOCK in fine town of 1,000; fine location; will sell at a sacrifice on account of health; new building; will rent or sell. Write quick. P. O. Box 14, McBain, Mich. 322

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

FOR SALE—STOCK OF GROCERIES AND dry goods, about \$1,500. Address Box 327, Saranac, Mich. 305

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 FOUNTAIN, 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., \$650; 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—A SMALL STOCK OF DRUGS, also fixtures. Must be sold soon. Address J. G., care Michigan Tradesman. 277

FOR SALE—FINELY EQUIPPED PAYING drug stock in best portion of Grand Rapids. Side issue connected with store pays rent. Business last year over \$5,000. 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 INVESTMENT 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

\$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 MEDIUM 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—FULL SET FIXTURES FOR general store, cheap for quick disposal. C. L. Dolph, Temple, Mich. 297

WELL-MANAGED, CLEAN CORPORATION 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 livery or department stock; store brick; modern conveniences; two floors; very large show window. Box 492, Howell, Mich. 277

\$5,000 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

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—AN ESTABLISHED MANUFACTURING 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

GRAND 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 ESTABLISHED 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—DRY GOODS SALESMAN AND stockkeeper. Must be a hustler. State experience and wages expected. Also give references. Ardis & Ardis, Lake City, Mich. 821

WANTED—A GOOD SALESMAN FOR A house furnishing store. Address No. 308, care Michigan Tradesman. 308

WANTED—A REGISTERED PHARMACEUT. Address, with references, A. W., care Michigan Tradesman. 316

WANTED—POSITION BY SINGLE MAN 23 years old as clerk or manager in grocery store. Seven years' experience; also some in dry goods, boots and shoes; best of references. Address No. 318, care Michigan Tradesman. 318

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

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 ASSISTANT 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 THOROUGHLY understands stenography and typewriting and who has a fair knowledge of office work. Must be well recommended, strictly temperate and not afraid of work. Address Stenographer, care Michigan Tradesman. 62

This Cabinet For Only \$5.00



Ed. Kennicott, Manufacturer Newaygo, Michigan

QUICK MEAL Wickless Oil Stoves

The name guarantees its merits. Write for catalogue and discount. D. E. VANDERVEEN, Jobber. Grand Rapids, Mich.

COUPON BOOKS
SUPERCEDE
BOOK-KEEPING ACCURACY
DISPUTED ACCOUNTS ASSURE PROFIT
BAD DEBTS CONTENTMENT
We make four grades of books in the different denominations.
TRADESMAN COMPANY, GRAND RAPIDS, MICH.

W. R. Brice

E. M. Drake

W. R. Brice & Co., Wholesale Eggs

110 S. Division St., Grand Rapids, Mich.

Established in Philadelphia 1852

GENTLEMEN: We take pleasure in informing you that we have opened a branch house at the above address and will be in the market for large quantities of eggs. We are among the heaviest receivers of eggs in the United States, are thoroughly reliable and any shipments entrusted to our care will be paid for promptly on arrival. Let us hear from you. Yours for eggs,

W. R. BRICE & CO.

REFERENCE

- CORN EXCHANGE NATIONAL BANK, Philadelphia.
- W. D. HAYES, Cashier Hastings National Bank, Hastings, Mich.
- FOURTH NATIONAL BANK, Grand Rapids, Mich.
- D. C. OAKES, Coopersville, Mich.



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.

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

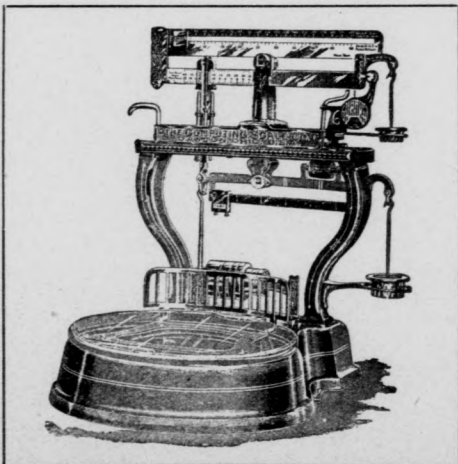
Grand Rapids Pure Food Co., Ltd.
723 Michigan Trust Building,
Grand Rapids, Mich.

Telephones: Bell, Main 1680.
Citizens, 280.

Like Pushing a Snowball

Every time you weigh goods on an old-fashioned pound and ounce scale you add a fraction to the ever-increasing loss which comes from down-weight.

Day after day this loss increases. In time it may bring your business to a standstill. At all times it robs you of a percentage of your profits.



You would not tolerate an inaccurate book-keeper or

a clerk who counted thirteen for a dozen. Then why use a scale which permits of Down-Weight? The original Dayton Computing Scales indicate instantly and accurately the value of whatever is weighed. The Scales do the figuring. Mistakes can not occur. Adopt the Money-Weight System of Weighing for the money it saves you. Write for advertising matter.

The Computing Scale Co., Dayton, Ohio, U. S. A.
Money Weight Scale Co., 47 State St., Chicago

SOLE DISTRIBUTORS





Oxford

Flakes.

We are equipping with improved modern machinery a model plant at Oxford, Oakland county, Mich., for the manufacture of

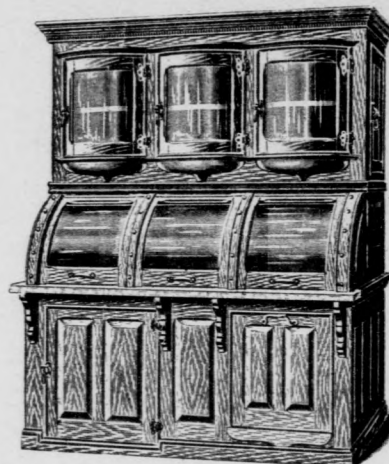
Oxford Flakes

Will be offered to the trade about May 1st.

**Oxford
Pure Food Co., Limited,**

Detroit, Michigan, U. S. A.

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

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.