

MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$1 PER YEAR

Volume XVI.

GRAND RAPIDS, WEDNESDAY, APRIL 12, 1899.

Number 812

SMOKE Banquet Hall Little Cigars

These goods are packed very tastefully in decorated tin boxes which can be carried in the vest pocket. 10 cigars in a box retail at 10 cents.

They are a winner and we are sole agents.

MUSSELMAN GROGER CO., Grand Rapids, Mich.

HEMLOCK BARK



We measure and pay cash for Bark as fast as it is loaded. Now is the time to call on or write us.

MICHIGAN BARK & LUMBER CO., 527 and 528 Widdicombe Bldg., Grand Rapids, Michigan.

Our Aim

Is to produce the best quality of goods, and then to sell them at the lowest possible prices. We expect a fair profit on the goods we sell, and we want our customers to have the same. We have never sacrificed quality for price, and we don't expect to commence. PURITY is a hobby with us. CLEANLINESS is insisted upon in every detail of our business. We shall be pleased to have an opportunity to talk prices with you. -Our goods do their own talking.

NORTHROP, ROBERTSON & CARRIER,
LANSING, MICHIGAN.



TANGLEFOOT

STICKY FLY PAPER

ASK YOUR JOBBER FOR IT

BROWN & SEHLER

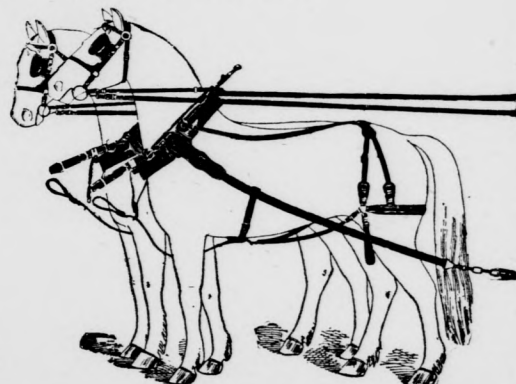
WEST BRIDGE ST.,
GRAND RAPIDS, MICH.

Mfrs. of a full line of
**HANDMADE
HARNESS
FOR THE
WHOLESALE
TRADE**

Jobbers in

**SADDLERY,
HARDWARE,
ROBES,
BLANKETS,
HORSE
COLLARS,
WHIPS, ETC.**

Orders by mail given prompt attention.



We Pay HIGHEST MARKET PRICES in SPOT CASH and Measure Bark When Loaded.
Correspondence Solicited.

"Eclipse" Hard Wall Plaster

BEATS THEM ALL. Can be floated or darbeyed without applying water to the surface—same as lime mortar. Makes a wall as hard as cement and grows harder with age.

Send for catalogue.

Gypsum Products Manufacturing Co.,

Manufacturers and Dealers in all the various products of Gypsum, including "Eclipse" Wall Plaster, Calcined Plaster, Land Plaster and the best Bug Compound made.

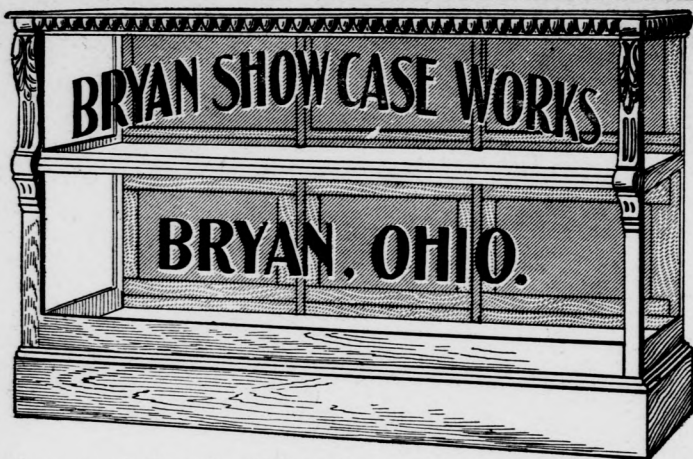
Mill and Works, 200 South Front Street at G. R. & I. R. R. Crossing.
Mail Address, Room 20 Powers' Opera House Block.

Grand Rapids, Michigan.

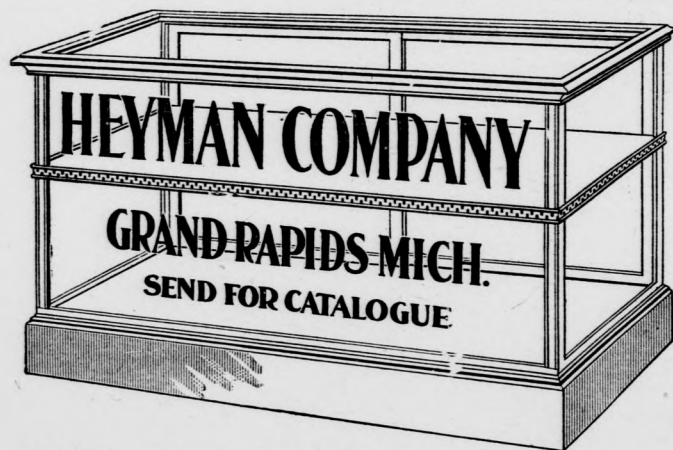
PICTURE CARDS

We have a large line of new goods in fancy colors and unique designs, which we are offering at right prices. Samples cheerfully sent on application.

TRADESMAN COMPANY, Grand Rapids.



Manufacturers of all styles of Show Cases and Store Fixtures. Write us for illustrated catalogue and discounts.



This Showcase only \$4.00 per foot.
With Beveled Edge Plate Glass top \$5.00 per foot.

Style and Durability

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

Are requirements in the Paper Box trade. The GRAND RAPIDS PAPER BOX CO. acknowledges no superior in the manufacture of made-up and folding Boxes of all descriptions or in Die Cutting and Gold and Silver Leaf Label work. A trial will convince you

No Confectioner's Stock Is Complete

without a line of Hanselman's Famous Chocolates. Put up in Souvenir, 1/2, 1 and 2 pound packages; Sweet Violets, 1/2 and 1 pound packages; Favorites, 1/4 pound packages. Also full line packed in 5 pound boxes

HANSELMAN CANDY CO., Kalamazoo, Mich.

BOUR'S
COFFEES
MAKE BUSINESS

Important Notice!



We have changed our corporate name from the Petoskey Lime Company to the **Bay Shore Lime Company**, and the name of our lime from Petoskey Standard to **Bay Shore Standard**. No other change in any way.

Bay Shore Lime Co.,

By E. M. Sly, Secretary.

Bay Shore, Mich., April 1, 1899.

FEED AND MEAL

Strictly pure corn and oats goods. No oat-hulls, barley-dust or other adulteration in ours. Orders for any quantity promptly filled. Favorable freight rates to all points on C. & W. M., D., G. R. & W., G. R. & I., F. & P. M., M. & N. E., or Ann Arbor R. Rs Correspondence solicited.

WALSH-DE ROO MILLING CO.,
HOLLAND, MICH.

If You Would Be a Leader



handle only goods of VALUE. If you are satisfied to remain at the tail end, buy cheap unreliable goods.

Good Yeast Is Indispensable.

FLEISCHMANN & CO.

UNDER THEIR YELLOW LABEL OFFER THE BEST!

Grand Rapids Agency, 29 Crescent Ave.
Detroit Agency, 118 Bates St.

We Realize

That in competition more or less strong

Our Coffees and Teas

Must excel in Flavor and Strength and be constant Trade Winners. All our coffees roasted on day of shipment.

The J. M. Bour Co., 129 Jefferson Avenue, Detroit, Mich.
113-115-117 Ontario St., Toledo, Ohio.

MICHIGAN TRADESMAN

Volume XVI.

GRAND RAPIDS, WEDNESDAY, APRIL 12, 1899.

Number 812

Commercial Credit Co. Ltd.
Private Credit Advances
Collections and Commercial Litigation
GRAND RAPIDS, MICH.

Handles all kinds of Collections and Commercial Litigation.

SPRING SUITS AND OVERCOATS

Herringbones, Serges, Clays, Fancy Worsteds, Cassimeres. Largest Lines; no better made; perfect fits; prices guaranteed; \$3.50 up. Manufacturers.

KOLB & SON
OLDEST FIRM, ROCHESTER, N. Y.

Stouts, Slims a Specialty. Mail orders attended to, or write our traveler, Wm. Connor, Box 346, Marshall, Mich., to call, or meet him at Sweet's Hotel, Grand Rapids, April 25 to 29. Customers' expenses paid.

The Preferred Bankers Life Assurance Company of Detroit, Mich.

Annual Statement, Dec. 31, 1898.
Commenced Business Sept. 1, 1893.

Insurance in Force.....	\$3,290,000 00
Ledger Assets.....	45,734 79
Ledger Liabilities.....	21 68
Losses Adjusted and Unpaid.....	None
Total Death Losses Paid to Date.....	51,061 00
Total Guarantee Deposits Paid to Beneficiaries.....	1,030 00
Death Losses Paid During the Year.....	11,000 00
Death Rate for the Year.....	3 64

FRANK E. ROBSON, President.
TRUMAN B. GOODSPEED, Secretary.

If You Hire Over 60 Hands

Don't write to
BARLOW BROS.
GRAND RAPIDS, MICHIGAN

for sample sheet of their "PERFECTION TIME BOOK AND PAY ROLL."

Their WAGE TABLE, however, fits (and pleases) firms who hire from one to a million hands. So do their PAT. MANIFOLD SHIPPING BLANKS.

THE MERCANTILE AGENCY
Established 1841.
R. G. DUN & CO.
Widdicomb Bld'g, Grand Rapids, Mich.
Books arranged with trade classification of names. Collections made everywhere. Write for particulars.
L. P. WITZLEBEN, Manager.

THE Grand Rapids FIRE INS. CO.
Prompt, Conservative, Safe.
J. W. CHAMBERLAIN, Pres. W. FRANK McBAIN, Sec.

Tradesman Coupons

Save! Trouble.
Save Money.
Save Time.

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PRIVATE INTERESTS.

The announcement from Washington of the probable personnel of the new isthmian inter-oceanic canal commission has occasioned considerable adverse comment on the President's action by some prominent papers in the East and South, among them the Engineering News.

The chief ground for criticism is that the influence of the old Maritime Canal Company, which is seeking to unload on the Government at a big figure whatever franchises and assets it may have, and that has succeeded so far in blocking other canal propositions, according to these critics, is still apparent and still uppermost in the composition of the new commission. The ostensible purpose of the creation of the new commission, as declared in the action of the late Congress, was to have an impartial examination and comparison made of the practicability, strong points and cost of both the Nicaragua and Panama routes. This looks as if the Panama Company had been influential enough to cast some doubt on the weight and correctness of the preference heretofore expressed in this country for the Nicaragua route. If there be a well-based doubt on this question it is proper that the matter should be rigidly and impartially examined into and that canal only indorsed which recommends itself as the best route to the engineering talent of the country—all points, such as length, natural obstacles in the way and cost, being considered.

It has lately come to the knowledge of the public that the Panama Company is willing to sell to the United States, in fact is rather anxious to unload its great undertaking upon other shoulders. Here then we have two companies contending for the chance to turn over to the Government their respective franchises and assets—the one with much substantial equipment and work to its credit, the other with comparatively nothing. The influence of the one seems to have been strong enough to se-

cure a provision by Congress for a comparison of the merits of the two routes, while the other, it is now charged, has been influential enough with the War Department or President to practically block an impartial investigation by securing "a packed jury" in favor of the Nicaragua scheme.

It is unfortunate for us that we are placed between two powerful fires in a matter of such vital importance to the Nation. The result is delay, and possibly an interminable delay, for either appears capable of defeating the other if not strong enough to command affirmative action by the legislative and executive departments of the Government in its own interest.

The country at large wants an isthmian canal. It cares not particularly for the Nicaragua or the Panama route, so only that one or the other be chosen and pushed to completion. The Nation does not, however, desire to see the Government "worked" by the promoters of either project, and will certainly condemn any action by the authorities or by the new commission that may smack of partiality not founded upon the natural conditions surrounding the problem. The people want the canal built and controlled by the Nation, and would hardly approve a partnership with private speculators in the premises.

It is as evident, however, as it is unfortunate that intensely selfish interests are not only complicating but holding up this vital canal question, to the continued detriment and great cost of the commercial interests of the Nation. Indeed, it appears to be our misfortune that all our great National questions must be embarrassed if not determined by class, corporate or private interests!

GENERAL TRADE SITUATION.

The week, which was a record breaker for corresponding weeks of many years past in volume of business in nearly all lines of general trade, was marked by the most decided reaction in the Wall Street market that has occurred in many months. Prior to last week the stock market had swallowed much more effervescent stuff than its stomach could keep down, and the lurch of the money market had less to do with the unloading than the distressed victims imagined. It was on the whole an intelligent market. It not only discriminated between railroad and other stocks, but between good and bad railroad stocks; between the old trusts preferred, the value of which had been shown by successive dividends, and the old common, of which part had the same advantage; the new preferred trusts, issued in part for property furnished, and the new common, largely given as a bonus in consolidations. The sixty most active railroad stocks dropped from their highest average this year, \$75.09, to \$71.43, the lowest point on Friday, and recovered to \$73.43 at Saturday's close. The old trusts preferred dropped from their highest average this year, \$95.03, to \$91.80, and recovered to \$93.14. The recovery this week is steady in most lines, showing that the reaction was of a temporary speculative charac-

ter and that the former level of values was not too high.

Outside the stock market business was of astonishing volume. New York clearings amounted to \$1,543,123,642 for the week, but payments amounted to \$586,882,385 at other cities in five days, so that the week's total was probably \$2,200,000,000 or more, exceeding the same week last year by about 63 per cent. and the week in 1892 by about 69½ per cent. The March clearings, \$8,726,599 138, were much the largest ever known in any month, even exceeding those of January by \$234,000,000, those of last March by 54.5 per cent. and those of March, 1892, by 64.3 per cent. The quarterly exchanges, \$24,200,665,593 in amount, exceeded last year's by 40.5 per cent. and those of 1892 by 49.3 per cent. If anybody had predicted, when President McKinley was inaugurated, that "in two years the country's business will be 50 per cent. larger than in the most prosperous of all past years," he would have been mentally stoned to death, as prophets were. The best of it is that outside New York and its stocks the clearings in March were 37.5 per cent. larger than in March, 1892.

The iron and steel situation continues at a high pressure of activity. The urgency of demand is making itself felt in the rapidity with which new works and additions are being installed, but as yet with little effect in prices. Orders for finished products are held back by inability of works to execute them more than by prices asked, and yet many good orders are somehow placed—one by Philadelphia for 3,000 tons ship plates, one of 6,000 tons for a Newark building and one of 17,000 tons open hearth steel for the East River Bridge. In minor metals strength reflects heavy consumption, with Lake copper at 18c and tin at 24.35c.

The Man Who Thinks.

A Chicago business man, of more than local reputation, says that his greatest trouble through his commercial career has been in his search for the employe who thinks. The average holder of a position goes through his routine of duty in a stupid, "dumb driven cattle" manner, absolutely refusing to think things out for himself, and thus possibly improve in method the system attending his individual line of duty. An employer very soon learns to regard an employe with interest who continually asks questions concerning his work, who seems to concentrate his mind upon his task, however insignificant, who seems to think and enjoy thinking and working. That man's talent does not long remain folded in a napkin, but speedily gains for its owner value received, and for its owner's employer the peace of mind that can only come to a man of large business responsibilities through the honest, conscientious services of his force, through men who think.

The Face Changed.

Barber: You say you have been here before? I don't seem to remember your face.

Victim: Probably not. It is all healed up now.

Dry Goods

The Dry Goods Market.

Staple Cottons—Brown sheetings and drills show rather an uneven demand, although about all qualities are called for to some extent, and some good sized contracts have been turned down. Exporters have done some very good trading, and have taken altogether quite a considerable quantity of goods. Bleached cottons are in quite limited demand. The principal point of interest in this direction is in delivering goods on earlier orders. Wide sheetings are quiet.

Prints and Ginghams—Have been more active during the past week than before. This is particularly noticeable where something like nearby deliveries could be promised. Woven fancy dress goods have shared in a more lively request than for some time, and now agents are well supplied with orders. The new lines of fall dress goods opened at a higher price, and it will probably be maintained; yet there is nothing to warrant the belief that they will be advanced in the near future, as some have predicted. It may happen several weeks hence, but not right away. The trade must become accustomed to the present basis before anything higher is named. It is a good time for the buyers to take advantage of the market.

Dress Goods—The strongest factor in the market to-day is the black crepon goods; orders placed therefor have been sizable and numerous; the black crepon seems to be the fabric upon which buyers evince a unanimity of opinion regarding its standing, and their opinion is being substantially backed up with orders; black appears to be the only shade in crepons that takes well; some few orders have been placed on other shades, but in comparison with the business done on blacks they appear insignificant. Camel's hair and mohair fabrics are taking well, as are also chevots and unfinished worsteds; venetians are also attracting some good business.

Hosiery—Prices have been very firm throughout the season and staple and fancy goods are very low in stock. Fine grades of fancy hosiery have secured good business, but cheaper goods have been comparatively quiet. Stripes and polka dots are the features of the fancy market, the former in both vertical and horizontal lines. Importers of golf hosiery have had a fair business. Some of them report that it has been exceedingly good. Nothing new has developed in regard to the knit goods trust. The committee has begun its operations by sending communications to manufacturers, requesting contributions from each of \$25 to defray the expenses of investigating the plants to be acquired by the trust and the valuation of the same. It depends upon the replies which they receive whether the attempt to form the trust will be continued.

Carpets—Ingrains are receiving a good share of attention in the Western States, while in the Eastern and Middle a fair business is reported. There is also a growing disposition to take a larger amount of tapestry and velvet carpets. With the more general improvement in trade conditions and a larger distribution of money owing to the advance in wages, the purchasing power of the people will be larger than it has been for some time, and from this fact the average dealer has gained more confidence and is anxious to place

his orders before a more general rush of business in order to have his stock delivered in time to sell to his customers. The finer lines of wiltons, axminsters and body Brussels are receiving a fair share of attention, and countermands on carpets are seldom heard of this season. The prospects are now that the orders in hand may, in some instances, last the manufacturers, especially of ingrain, up to the middle of May.

Lace Curtains—Are commanding a goodly share of attention in both domestic and foreign lines. Bobbinet is coming into popular favor and some very choice lines are offered to the trade.

Curtain Shades—Have been advanced from $\frac{1}{2}$ to 1 cent per yard, according to quality. This is due to the advance in cotton cloth and raw material.

A Chapter of Experience.

Henry Goodwin, who runs the Crawford House, in Boston, is a neighbor of mine. He told me of a little circumstance the other day which illustrates one of the peculiar foibles of human nature. Once upon a time there was a fire at his hotel. It was not a very extensive fire, but did considerable damage. In fact, in twenty minutes over \$6,000 worth of injury was done to the hotel and property therein. No one knows, nor will any one ever know, probably, just what caused the fire, but it is presumed that it was kindled from something of a chemical or explosive nature which was left in the coat-room by one of the guests. At any rate the principal damage was done in this room, and of forty or more overcoats belonging to guests there was hardly enough remaining to shovel out to fill a bushel basket.

The insurance companies settled with the hotel proprietor, and he in turn settled with the individual losers of the property in that coat-room, and Mr. Goodwin says it was surprising to find how many forty or fifty dollar overcoats there were in the room at the time. Another peculiar thing was that all the umbrellas were silk ones. Some of them were especially expensive—had come from Europe or had been made to order.

Really, if those umbrellas had not been burned they would have formed a most artistic and valuable collection, one which would do to place on exhibition as curios.

I say all, but I want to make one exception. After most of the claims had been paid Mr. Goodwin received a letter from Worcester which read something like this:

Dear Sir: I understand that you are paying for the umbrellas which were lost in the fire which occurred at your house a few weeks ago. I stopped at your hotel on the date mentioned, occupying Room 110, and my umbrella was in the coat-room. I still hold check No. 39 for the same. That umbrella cost me fifty cents about three years ago, and I have used it a good many times since. It was not in thorough repair but still quite serviceable. As you are paying for umbrellas, I would suggest that you send me the sum of ten cents, which I think is not too exorbitant a figure to place upon that umbrella.

Mr. Goodwin, believing there was at least one honest man in Worcester, sent out and got a handsome silk umbrella and forwarded it to the party with his compliments. Thus is honesty rewarded. Really, I believe this circumstance is unparalleled in the world's history.—George E. B. Putnam, in Boot and Shoe Reporter.

We are at the Front



again with our claim made last season. We make a specialty of ribbed underwear for Men's, Ladies' and Misses' wear to retail from five cents to a half dollar. Most every one concedes that is the only kind for comfort and wear. Of course there are a few who still stick to the flat goods. For such we carry several lines of extra good values to retail at twenty-five and fifty cents. Look us over, that's all we ask.

Voigt, Herpolsheimer & Co.,

Wholesale Dry Goods. - - Grand Rapids, Mich.

FLOOR OIL CLOTH

LINOLEUM AND MATTING

for immediate use. All grades. Oil cloth from 16 to 25c square yard. Linoleum in two grades. Matting from 10 to 20c yard. Rugs for stoves in four grades in 4x4, 5x4, 6x4 and 8x4.

Our sample line of Floor Oil Cloth for fall delivery will be ready for inspection in about ten days. Prices guaranteed.

P. STEKETEE & SONS, Grand Rapids

We GUARANTEE

Our brand of Vinegar to be an ABSOLUTELY PURE APPLE-JUICE VINEGAR. To any person who will analyze it and find any deleterious acids or anything that is not produced from the apple, we will forfeit

ONE HUNDRED DOLLARS

We also guarantee it to be of not less than 40 grains strength. We will prosecute any person found using our package for cider or vinegar without first removing all traces of our brands therefrom.

Robinson Cider and Vinegar Co., Benton Harbor, Mich.
J. ROBINSON, Manager.

This is the guarantee we give with every barrel of our vinegar. Do you know of any other manufacturer who has sufficient confidence in his output to stand back of his product with a similar guarantee?
ROBINSON CIDER AND VINEGAR CO.

WORLD'S BEST

S.C.W.

50. CIGAR. ALL JOBBERS AND
G. J. JOHNSON CIGAR CO.
GRAND RAPIDS, MICH.

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.

Experience of a Salesman Out Of a Job.

Written for the TRADESMAN.

"The papers are making a great deal of capital over that millionaire duffer," he said, as he took my easy chair. "One would think, to read the account, that he was the only man in the wide world who, if he should find himself without a dollar, would say the same thing and do it. Somebody asked him what he'd do if he lost his money and he said he'd 'take the first job that came along.' What else could he do? That's what I did and I had a bit of hard-earned experience which has been no end of service to me.

"I was traveling for a wholesale house and had been meeting with splendid success. I wasn't careful of my easily-got money and I'm afraid that I rather put on a little more style than circumstances warranted—a young fellow rather likes to 'fling himself' when he goes home with his pockets full of money. Well, the prosperity didn't last long and I was out of a job and out of money at the same time. I didn't want the folks to know what a spendthrift I had been and I did considerable hustling to find another position. That's when I found out what is meant by hard times. I went to the nearest city, where I was a little acquainted, hired a room and engaged board and then went out to ransack the town for a job. I raked that city of seventy-five thousand people north and south and east and west, and the only thing that even hinted at a job was the occasional statement that there might be an opening with the fall trade. That was all right for the fall, but what good was that to do me if I starved to death sometime in August? That's the way the condition of things began to look; I had already made up my mind that I would starve rather than go home and hang on the old folks for my bread and butter.

"Three or four days of store-to-store soliciting satisfied me that I couldn't find anything in the dry goods line. The pay for settling accounts with my landlady was getting uncomfortably near and forcefully suggested that in the absence of work behind the counter I had simply got to get it somewhere else. Then I began to wonder what else I could do.

"For once in my life I was where the multi-millionaire was in fancy and under the force of circumstances I reached the same conclusion: I would take the first job that I could get whatever it might be. Like the boy in the back woods, I had to have the coon for dinner. Now then for a break. Every man that passed me in smock and overalls became an object of envy. The teamster whose heavily loaded dray chugged over the cobblestones looked, in his surety of a dinner, like a king on his throne as he rode by. Could I be a teamster? Was I equal to the loading and unloading of hogsheads and boxes, holding nobody knows how much? I looked involuntarily at my gloved hands. I took off the gloves and looked again. It was the moment of trial. I thought of the coon and my board bill and vowed I'd take that first job that the rich fellow told about.

"Hello, there!" I heard a cheery voice call out from the curb. I looked up to find a man to whom I had applied for a job the day before. "Haven't been successful yet, I conclude. If you can turn your hand to a little rough work maybe I can do something for you. There's a firm around on the next street,

Nagle Bros., who are after a teamster. Are you equal to it?" My 'Yes!' was loud enough to set the fire alarm going. "Then come right around there now." We went.

"Got your teamster yet?"

"No."

"Will this man do?"

"That man looked at me. His eyes had the effect of the X rays. 'Well,' he said slowly, after a critical examination of my marrow, 'he isn't built on the teamster plan exactly—his hands look as if they have been better acquainted with kid gloves than with sugar barrels—but if he can stand it we can. Think you're equal to the job?'"

"Yes."

"Can you go to work now?"

"Yes."

"Ever have anything to do with horses?"

"Yes."

"You'll find the team at the back door."

"Thanking my newly-found friend who had taken me there, I went out of the back door—I hate back doors!—and around through the alley to the nearest dry goods store, where I bought some working clothes. Fifteen minutes later I drove down the alley on the driver's seat with my first load of goods.

"I don't like to talk about those following six weeks; I only wish that millionaire had had the same experience—it would do me good to hear what he had to say about it. For the first few days I was sore from head to foot. Every fiber of my body uttered its liveliest protest against my exactions from it; but it protested in vain. At first I shrank from the heavy goods I had to handle; but I had to do it and I did it, and they seemed to take in the situation and to show less of the 'pure cussedness of inanimate objects' than is usual with them.

"What was harder for me to put down was my pride. My first ride down Main street on that wagon was little less than agony. I had hoped that the street would be filled with strangers—every other face I knew. If it had been the boys I would have cared less—I could have settled with them in the old-fashioned way; but it's different with girls. The first one I met was Lizzie Upton, but just as she was looking up I made believe there was something the matter with the harness and got by without being obliged to recognize her. Then I wanted to kick myself for a chump. I wasn't doing anything to be ashamed of, any work is honorable if it's honest. After that I straightened up and held the reins as if I had a job I was proud of. If any of my friends were on the sidewalk I bailed them and settled that phase of the situation right there; then I had more respect for myself. I've had more than a score of dances with Lizzie Upton since those old days, and while neither of us has ever mentioned it, I have an idea that I haven't fallen in her eyes.

"The hardest thing for me to think of now is the treatment I received from those Nagles. It was snarl and snarl from morning until night. I didn't ask any odds of them and, by gings! I didn't get any. If I had been an A Number 1 teamster I couldn't have pleased them. At first it was no more than I had any right to expect, for I was new to the work, but I tried my level best to improve in every possible way. The more I tried the more I saw how useless it was to try to please them, and then I began to wonder what I was do-

ing it for anyway. My body had become inured to the work, my hands were fairly gloved in callous; but, like the blacksmith, I 'looked the whole world in the face, for I owed not any man.' But I'd had enough of that employment and, now that September had come in, I'd see what could be done for a change.

"Here's where the strange part comes in: That very day the head of one of the best houses in the city hailed me on the top of my load. 'Do you want a job in the store?' he asked.

"That's just what I want."

"When will you come?"

"To-morrow morning. What will you pay me?"

"Twelve dollars a week."

"All right. I'll be on hand."

"I delivered that load and drove back to the office. The Nagle I hated the most was there and I said: 'Mr. Nagle, if you'll pay me what is due me, I'll be obliged to you. I've a job in my old line of work and I've promised to be there in the morning.'

"You should have heard him. In spite of his contemptible treatment of me he said that I was an ungrateful cuss; that

he took me in out of pity when I was starving and now I was leaving him in the lurch when he needed me most, etc., etc. He ended his tirade by paying me my hard-earned wages. I waited until I had counted the money and put it into my pocket. Then I looked him full in the face and told him what I thought of him.

"The next morning I went to work at the head of a department in a dry goods house, and I haven't been out of a job since. I don't spend every cent I earn and I don't expect to be strapped again as I was then; but, if I ever am, I shall follow out the old line of policy and 'take the first job I can find.'"

RICHARD MALCOLM STRONG.

Deserved Instant Death.

The grocer was industriously sorting his eggs as to size and putting them in three different baskets.

Enter the man who always wants to know.

"What are you doing all that for?" he asked.

"For eggs, sir—size," laconically answered the grocer.

And he went on sorting them.

NOTICE

MICHIGAN MECRHANTS
of Bicycles and Sundries

Can save many dollars by ordering sundries and supplies of us—send for '99 Catalogue and net price list—10 per cent. less on much we offer you. Write today—compare our prices. Good honest goods at honest prices.

JARVIS & DANIELS, Wholesale and Retail, Grand Rapids, Mich.

Our \$25 wheel is a seller.

It's 
Remarkable

That UNEEDA BISCUIT have not interfered with the regular cracker trade. Millions of packages have been sold, thousands of people have been supplied, and not one grocer has reported the slightest decrease in the regular demand for common crackers. The advertising for UNEEDA BISCUIT has created a separate and distinct demand for them. It has created a new biscuit appetite. It brings people to your store who never came before. The high quality of UNEEDA BISCUIT proves a good advertisement for you; gives the buyer a good impression of your store and your stock. You gain in more ways than one by selling

Uneeda
Biscuit

Around the State

Movements of Merchants.

Laingsburg—Ezra Barnard has opened a confectionery store.

Calumet—Mrs. E. Wertin succeeds Wertin & Co. in general trade.

Gladwin—T. Naylor, hardware dealer, has added a stock of furniture.

Calumet—Andrew Anderson, confectioner, has sold out to T. A. Olin.

Flushing—Clarence A. Fox succeeds Herriman & Fox in general trade.

Fountain—Reynolds & Thomas will shortly embark in the drug business.

Baraga—Getzen Bros. have purchased the confectionery stock of Fred Carroll.

Port Huron—B. C. Farrand expects to open his new shoe store about April 20.

Big Rapids—A. B. Allen, of AuSable, will shortly open a bazaar store at this place.

Holland—W. Zylstra will shortly open a grocery store at 87 West Fourteenth street.

Saginaw—C. F. Koch & Co. succeed Koch & Wiechmann in the grocery business.

Homer—Wells & Andrews have purchased the grocery stock of Samuel Hannab.

Marquette—A. F. (Mrs. J. C.) Werle succeeds Werle & Russell in the meat business.

Mackinaw—S. G. Hosack has sold his stock of furniture novelties to C. H. Zimmerman.

Ionia—John A. Sessions & Son have opened an implement store in the Engleman building.

St. Johns—Walter Emmons will hereafter conduct the jewelry business of Porter & Emmons.

Adrian—Walters & Croft, general dealers, have dissolved partnership, Mr. Walters succeeding.

Walled Lake—The general merchandise stock of S. Sage at this place was recently consumed by fire.

South Haven—Hulburt & Blood have sold their flour and feed business to Trim & Co., late of Bangor.

Sand Hill—F. L. Denio has purchased the hardware, vehicle and windmill stock of Hiram J. Willmarth.

Port Huron—A. W. Loveland has purchased the interest of John Polson, of the grocery firm of Bagley & Polson.

Dowagiac—F. A. Savage and G. W. Haines have formed a copartnership and engaged in the grocery business.

East Jordan—D. C. Loveday has purchased the roller rink property, which will be converted into an opera house.

Berville—O. H. Shafer continues the grain, produce and implement business formerly conducted by Brown & Shafer.

Benton Harbor—E. J. Densmore, of Dallas, Tex., has leased a store building and will shortly open a bazaar store here.

Elk Rapids—T. W. Preston announces his intention of removing his drug stock from Millbrook to this place about July 1.

Hart—Peter L. DeVoist has sold his dry goods stock to A. M. Lester, who will continue the business at the same location.

Berrien Center—A. J. Ford has sold his interest in the hardware firm of Ford & Patterson to his partner, J. O. Patterson.

Battle Creek—W. H. Willard, druggist at 45 East Main street, paid \$5.20 fine and costs last week as the penalty of making a brutal assault on Bert H. Hoffmaster. The offense was committed April 4.

Stockbridge—Carter & Reason have completed a warehouse in the rear of their store building for the reception of their implement stock.

Howell—Wm. P. Govier has purchased an interest in the "racket" store of E. J. Holt, at Fowerville, and will shortly remove to that place.

Houghton—Dr. J. P. Mason has sold his drug stock to Edward C. Des Rochers, who for many years had the active management of the business.

East Jordan—Frank Martinek has purchased the store property of Harrison Mitchell and will move his stock of jewelry thereto during the summer.

Homer—Sam Hannan has sold his grocery stock to Andrews, Wells & Co. The new firm consists of W. E. Andrews, W. O. Wells and P. L. Wells.

Milo—Martin Woodard, general dealer at this place, died April 5, as the result of paralysis of the heart. The remains were taken to Salem, N. Y., for interment.

Sault Ste. Marie—Arthur L. and Wm. F. Cameron have formed a copartnership under the style of Cameron Bros. and purchased the meat market of P. Cameron.

Saginaw—E. A. Tomlinson & Co. have sold their drug stock at 114 North Michigan avenue to Wm. J. Barker, formerly clerk in the drug store of the Loranger Co.

Corinth—Willard Purchase has purchased the store building formerly owned and occupied by J. F. Hacker and will remove his general stock to that location.

South Haven—E. J. Merrifield has purchased the implement stock of the Pomerooy Implement Co. and will continue the business under the management of L. H. Fancher.

Perrinton—Stroup & Carmer wish it understood that the sale of their general stock does not offset in any way their butter and egg business, which will be continued on a larger scale than before.

Boon—Lottie & Reynolds have completed their sawmill and purchased a supply of logs. They expect to begin operations in a few days. Mr. Lottie will continue in charge of the mercantile interests of J. Cornwell & Sons at this place.

Manufacturing Matters.

Benton Harbor—John D. Luttrell & Co., cigar manufacturers, have sold out to Murray & Collins.

Maple Rapids—The Maple Rapids Creamery Co. has engaged Fred Bell, of Sehton, as buttermaker.

Calumet—The Washington Copper Mining Co. has increased its capital from \$1,000,000 to \$2,500,000.

Port Huron—The Port Huron Engine & Thresher Co. has increased its capital stock from \$200,000 to \$328,000.

Durand—Floyd Derham, of Corunna, has purchased a third interest in the flouring mill and elevator of Pratt & Jarvis.

Detroit—Brown Bros. have merged their cigar manufacturing business into a corporation under the style of the Brown Bros. Co. The authorized capital stock is \$200,000.

East Jordan—D. C. Loveday & Co. have added to their brickyard outfit a molding machine to replace the end cut style, thereby adding to their capacity and placing the appearance of their brick on an equal with their excellent quality, so that East Jordan Red Brick will be in position to secure a reputation such as they deserve.

Detroit—The Sprocket Chain Manufacturing Co. filed articles of incorporation Tuesday, with a capital stock of \$75,000. The incorporators are Theodore D. Buhl, Linn B. Ball and Alexander McPherson, each \$25,000.

Dansville—Love Lathrop has been elected President of the Dansville Creamery Co. and Frank Whipple will serve the corporation in the capacity of Treasurer. It is expected that the creamery will be in readiness to begin operations May 1.

Detroit—The Michigan Detachable Chain Co. has filed articles of incorporation. The capital is \$50,000, of which half is paid in, and the stockholders are: Thomas H. Simpson, 800 shares; John L. Simpson, 1,500 shares; James D. Brennan, 200 shares.

East Jordan—The South Arm Lumber Co.'s mill started its season's cut this week, which means about six months' run. The East Jordan Lumber Co.'s and Barker Cedar Co.'s mills have been running steadily since the first of the year and will have a large accumulation of lumber on hand for the opening of navigation. The amount of lumber to be shipped from East Jordan this season will not fall far short of thirty-five million feet.

The Boys Behind the Counter.

Portland—F. H. Clark has retired from the shoe and grocery store of his brother, H. W. Clark, to take a clerkship with Carpenter & Chubb, at South Lyon. He is succeeded by Charles Brooks, who was formerly employed in the same store.

Cassopolis—Chas. Walter has resumed his position in the general store of Walter & Stemm.

Thompsonville—John Menold has severed his connection with his brother George's drug store and returned to his home at Luther.

Middleville—A. M. Gardner has a new clerk in the person of Geo. Matton.

Belding—M. A. Chapman succeeds Clarence Golden as clerk in the clothing and shoe store of H. J. Leonard.

Kalamazoo—Edward Chase has taken a position in the furnishing goods store of W. G. Austin.

Bellaire—Clarence Hill and Miss Maud Pendock have taken positions in the dry goods and clothing store of P. Medalie.

Muskegon—Peter Van Denise, of this city, and Miss Daisy Budenmeister, of Indianapolis, Ind., were married at the home of the bride's parents in Indianapolis last week. Mr. Van Denise has charge of the wholesale drug department at Fred Brundage's store and will continue to reside here.

Charlotte—Herman Dittmore has taken a clerkship in the hardware store of Chapin & Rue.

Allegan—J. B. Wood has again entered the employ of G. M. Wirick as clerk, Lee Granger having resigned his position there.

Traverse City—S. Benda & Co. have a new clerk in the person of Clark O. Corbett.

Grand Ledge—H. D. Rowland has taken charge of the grocery store of J. R. Stuart & Co.

Fremont—Chas. Curtis has engaged to handle groceries for A. K. Wagar.

Traverse City—Thomas Wilhelm is now behind the counter at S. E. Wait's drug store.

Lyons—M. A. Herrick has a new clerk in his grocery store in the person of Wilbur Owen, of Ithaca.

Stanton—H. A. Oleson has taken a clerkship in Hansen & Jorgensen's general store.

Ithaca—Frank Cowdrey, who has been attending the College of Pharmacy at Ada, Ohio, has accepted a position in the drug store of Robinson & Watson.

Coldwater—Frank Purdy has severed his connection with Mr. Dalley in the Central market and taken a position with Collins & Lockwood.

Charlotte—F. H. McGrath has engaged a new clerk in the person of Ray E. Stevens, of Bellevue.

Albion—Andrew Wetherwax, formerly with Tray & Fitzsimmons, hardware dealers at Jackson, has taken a position with Geo. E. Dean.

Ravenna—Wm. E. Patterson has engaged Peter Reardon as prescription clerk.

Saginaw—Wm. Stroebel, who resigned his position with D. B. Pelton & Co., has purchased a hardware business at Beaverton, to which he will give his personal attention.

Quincy—Edwin Howe succeeds Lewis Green as clerk in the dry goods store of Pearce & Lyon.

Saranac—Robert K. Taylor has taken a position as salesman with the Giant Clothing Co., at Grand Rapids.

Charlotte—Randolph Frace has closed his work at Emery Bros. and is now the new clerk at Selkirk & Norton's.

Alma—Roy Streeter succeeds W. C. Hawley as clerk for H. J. Vermeulen. Mr. Hawley has engaged with J. L. Miller & Son.

Plainwell—Bert Howard has taken a clerkship in the grocery store of W. A. Lasher.

Saginaw—John Schafer has engaged to sell goods for Oppenheim & Levy.

Kalkaska—Ora Gibson, who has been in the employ of M. N. Lehnner for several months past, has taken a similar position behind the counter in Howard Price & Co.'s hardware store.

Middleville—Ernest Runnels has taken a clerkship in the general store of John Campbell.

Albion—Marc C. Reed has secured a position with F. L. Burdick & Co., of Sturgis.

Pentwater—Thomas Bailey, clerk in the grocery department of the Sands & Maxwell establishment, was married last week to Miss Mattie Moody, the accomplished daughter of Charles Moody, manager of the same department.

It is told of Philip D. Armour, of Chicago, that he was not christened Philip at all. He was named after his father, Danforth Armour. Mr. Armour is quoted as giving this explanation recently of how he got the name of Philip: "I was named Phil after a colored man who lived in our neighborhood and was the terror of all the boys. The name of the fellow was Phil Morgan, and he was up to all sorts of capers, and I suppose because I was so full of pranks myself the boys called me Phil, too. The 'D' in my name stands for Danforth. That was my father's name, but the boys insisted on calling me Phil, and Phil I remained, my mother finally consenting to call me Philip D. Armour."

Do not buy more than you want. Do not over-stock. Buy just what you want, when you want it. Never have too much, and never have too little. In just enough is your profit. Do not be out of anything, for it never pays to give the customer a chance to cross the street.

Governor Brady, of Alaska, has proposed the branding of all female seals in Behring Sea with a big "U. S." This would spoil the skins for commercial purposes and stop the slaughter of the cows, and the herds would then multiply and replenish the seas.

Grand Rapids Gossip

W. H. Skinner has engaged in the grocery business at Howard City. The Worden Grocer Co. furnished the stock.

Frank T. Cranmer has purchased the grocery stock of B. F. Yerden & Co. at 317 Plainfield avenue, not Ed. Cramer, as stated in our issue of last week.

Manning & Co., grocers at 660 Wealthy avenue, have sold out to Stephen Ford and Ora Stanley, who will continue the business under the style of Ford & Stanley.

Wm. Mohrbard has retired from the firm of Mohrbard Bros., meat dealers at 239 East Bridge street. The business will be continued at the same location by the remaining partner, Peter D. Mohrbard.

The Grand Rapids Gas Light Co. reports net earnings for March of \$11,862, an increase of \$1,060 over the corresponding month of last year. For three months the net earnings were \$39,185, an increase of \$3,741.

The Grand Rapids Cold Storage Co. expects to complete its new warehouse on South Front street so as to be able to handle goods requiring cold storage by May 1. Separate apartments have been provided for eggs, butter, meats and fruit and one room has been set apart for the freezing of poultry and game.

The current issue of the Tradesman marks an era in the progress of printing in that its presses are operated without the use of shafting, pulleys or belts—the power being distributed to the machines by electric wires and the motors being made a part of each. This is the first use of this method of distributing power in the State, only a few of the largest cities in the country having made the trial. It is a well-known and accepted proposition that in press rooms with a constantly varying number of presses in operation the cost of driving the shafting, pulleys and belts averages about the same as the cost of the power used in the presses, varying from 40 to 60 per cent. of the total. The use of directly connected motors reduces this loss to a very small amount. The addition of a new fast press, made necessary by the rapidly increasing business of the Tradesman, compelled the addition of more power, and, after a careful investigation, it was decided that the new method of distributing the power to each machine by wire had made sufficient progress to warrant its adoption. The order was placed with the Sprague Electric Co., of New York, which has spent enormous sums of money in perfecting the system and is now enjoying the fruits of its enterprise. The installation of the work, which has been in charge of F. S. Wilhoit, a mechanical and electrical engineer of the Company, has been done with surprising rapidity and accuracy, especially considering the newness of this branch of engineering science. The Tradesman is well pleased with the new departure and predicts that it will not be long before the new method will become the rule where electric power is available, and this is becoming almost universal.

The Produce Market.

Apples—The market is firm and the demand is active. Tallman Sweets command \$3, Baldwins and Greenings fetch \$4.25 and Kings and Spys are quoted at \$4.50.

Bananas—Values have advanced 25c

over a week ago and especially for fancy stock. Moderate supplies are to be had, with increased shipments to this market in transit. The movement at the advance has been satisfactory.

Butter—Receipts are not large and the market is kept closely cleaned up. Fancy dairy in crocks and rolls readily fetches 15¢@16¢. Factory creamery is stationary at 20c.

Cabbage—New California stock commands \$1.25 per doz. Home grown is in fair supply at \$1 per doz.

Celery—20c per doz. bunches.

Cranberries—Wisconsin Bell and Bugle, \$6; Cape Cod, \$7.

Cucumbers—\$1.25 per doz.

Eggs—The price held up to 13c in the Grand Rapids market all last week—a higher record than was made by any other market, East or West, transportation considered. Advices from Chicago and other points indicate that the cold storage people are picking them up as rapidly as they can obtain them, at anywhere from 11¢@12¢, and this is giving stability to the market. Local dealers were compelled to draw on Chicago for supplies to the extent of 500 cases. The warm weather and increased receipts have caused a decline to 12c, but it hardly seems possible that the market will go below 10c this week, although the cold storage buyers expect to receive plenty of shipments on a 9c basis before the end of the week.

Honey—Dark is in fair demand at 8c. Light amber is active at 10c. White is practically out of market.

Green Onions—12c per doz. bunches.

Lemons—The receipts are liberal and the market is well supplied with a movement in excess of this period a year ago. Former values still rule.

Lettuce—15c per lb.

Maple Sugar—10c per lb.

Nuts—Hickory, \$1.50@2, according to size. Walnuts and butternuts, 60c.

Onions—Home grown in fair demand at 60¢@65¢. Bermuda command \$2.25 per crate.

Oranges—The demand continues steady and is satisfactory for this period of the year, many consumers giving the preference to oranges over other fruits on account of their comparative cheapness. The call for seedlings continues good.

Parsley—\$1 per doz. bunches.

Parsnips—\$1.25 per bbl.

Pop Corn—50c per bu.

Potatoes—The market is without particular change, but enquiries for stock are coming in very lively, indicating a more active market later. Dealers are paying 40¢@50c, holding at 60c.

Poultry—Scarce. Chickens, 11¢@12¢; fowls, 10¢@11¢; ducks, 11¢@12¢; geese, 10¢; turkeys, 12¢@14¢.

Radishes—Round, 20c per doz. bunches. Long, 15c per doz. bunches. Spinach—\$1 per basket.

Competition and Opposition.

"Competition is the life of trade." The merchant who promotes a healthy rivalry and honorable competition will find it so.

Opposition is rank poison to legitimate business. The merchant who wastes his time clubbing his neighbors and digging pitfalls for them will find it so; he will eventually fall in his own trap.

Competition and opposition are easily confounded.

Competition is an honest man's means.

Opposition is a two-edged sword, likely to draw blood on the luckless handler.

Competition, be it ever so sharp, is tempered with fair play.

Opposition arouses passion, puts a premium on trickery, and degrades business.

Competition brings improvement and activity.

Opposition suggests any old scheme to injure an opponent.

Competition makes friends.

Opposition destroys friendships and makes enemies.

Competition nourishes profits.

Opposition kills them.

The Grocery Market.

Sugars—Raw sugars have advanced 1-16c during the past week and the market is now \$4.56 for 96 deg. test. In sympathy with the advance in raws, refined advanced 1/8c on Friday, and the market is very strong at the advance. The American Sugar Refining Co. is now putting out granulated sugar in 2 pound cotton bags, packing 150 to the barrel. As the price is the same as the 2 pound paper packages, and the barrel can be much easier handled than the heavy case, this will undoubtedly supplant the 2 pound cartons.

Tea—The tea situation is practically featureless, except that it shows a better movement than a year ago. Values continue to rule firm at the advance noted a fortnight ago and it is anticipated, if there is any change, it will be to a slightly higher basis.

Coffee—Values are unchanged from a week ago, with a tendency toward an easier basis, if any change occurs, owing to the light demand.

Canned Goods—There is no change to note in canned goods. The demand is good and comprises a little of everything in the line.

Dried Fruits—The demand for prunes and raisins continues good; stocks are cleaning up in good shape. There is a little stronger feeling in currants and prices may advance.

Rice—Fancy new crop Japan rice is now arriving and is giving good satisfaction.

Syrups—Reports from Vermont are discouraging as to the output of maple syrups. It is claimed that the maple trees were overrun last summer with caterpillars which killed the leaves and as a consequence many of them this spring are sapless. A small crop is sure to be the result.

Cereals—One New York manufacturer is offering his goods at a price far below what they are usually sold at and there is an easier feeling in many of the brands handled by the local jobbers. The demand has fallen off considerably of late and this is said to be responsible for the easier tone given to the market by the manufacturers.

Fish—John Pew & Son (Gloucester) write the Tradesman as follows: We have passed through an unusually severe winter, which has interfered materially with the catch. The shortage, as compared with 1898, is nearly six million pounds on salt and fresh codfish kinds. About one-half of the fresh codfish kinds of 1898 went to the curers for salting and splitting, while only one-third of the receipts of the same kind of fish were disposed of in this way this year. The amount of salt fish for boneless whole fish shows a large shrinkage compared with the Lenten season of 1898. We make it 23,000 qtls. The Lenten demand this season was about 12 to 15 per cent. larger than that of 1898; and as the stock of salt fish at the commencement of the year was lighter than usual, before the Lenten demand was over several grades of fish were exhausted. At present our market is bare of last fall's catch of large and medium bank codfish, also of cusk and hake. The present stock of haddock is also quite small. The advance on codfish kinds has been justified, and we think prices will be no lower materially for some weeks, certainly not until our market is better supplied with stock than now. We hardly expect prices will rule so low throughout the year as those of 1898. The receipts of herring this year to date are much larger than for the

same period of 1898. At the same time the demand has been larger, and at present there are no round herring on hand, and but very few split. Smoked bloater herring have been used more this year than usually, and the Lenten season closed with none of any account in stock. Smoked halibut, on account of the low prices and quality, has met with a large demand and prices have advanced about 1/2c on all grades. The present stock is light. Mackerel, on account of their high prices and only a few sizes to offer, have met with a restricted demand. The stock of the American catch is about exhausted, and those on the market now (principally the Irish catch and in a few bands) are held at high prices. We look for the first receipts of the American catch, which will be Large No. 3's, the first or second week in June. Some of our Gloucester vessels are now in the Southern Atlantic waters for mackerel; but as their catch will be marketed fresh, we shall get no salt mackerel from them. What the mackerel catch will be this season no one dares to predict, as many predictions in the past have come to naught. Mackerel are such mysterious fish that the wisest in the business maintains a sphinx-like attitude. The mackerel fleet will be unusually small at the commencement of this fishery.

Hides, Pelts, Furs, Tallow and Wool.

The hide market has been dragging until this week it braces up strong. A heavy advance on packers' has brought an advance on light hides, with strong demand. The late takeoff shows some improvement in quality, which, together with light offerings and empty vats, stimulate, purchases.

Pelts are nominal and low in value, with few offering.

Furs are not in large supply nor in great demand, except for early catch, which are few. The close of the season is near at hand and no one wishes to carry stock over.

Tallow has declined in price 1/4c and the demand is not so great. Values became too high for soapers. The supply is limited.

Wools are still a conundrum to old wool men. Sales are light, with a fair amount in sight, but all costs more money than it will bring to-day. Sales at seaboard seem to be below quotations when returns come in. Some sales reported made in Boston are below prices paid West by recent purchasers; in fact, prices West are relatively higher than East. Holders are strong in their views, while consolidated manufacturers keep out and pound down prices. The dear public (dealers) patiently await their day of reckoning, believing there is good reason for wool being down to free trade values, as compared with other products. Wm. T. Hess.

Of the numerous candidates for City Attorney, Hon. Peter Doran is undoubtedly the best equipped to discharge the duties of the office with credit to the incumbent and with profit to the city. Mr. Doran has never been accused of being a chronic office seeker and the faithful manner in which he has always served his party certainly entitles him to recognition at this time.

When a dog barks at night in Japan the owner is arrested and sentenced to work for a year for the neighbors whose slumbers may have been disturbed.

For Gillies N. Y. tea, all kinds, grades and prices, phone Visner, 800.

Woman's World

Miss Fannie's Easter Offering.

It was Maria Wheat who first told us. Dear, dear, how time does fly! It was fifteen—no, twenty years ago, and yet, in thinking of it, it seems no longer than yesterday. It was at a meeting of the sewing circle, and we were sitting busy at our work in Susan White's pretty old parlor, for we were going to buy a new organ for our church at Fairmount, and while the men, of course, would do all the selecting and deciding about it, they had graciously allowed us to raise the money for it. Now we lacked only a small sum, and this we hoped to raise by private subscription, so as to have the organ in place by Easter Sunday.

"I'll begin with Miss Fannie, she will be sure to give," said Susan White, canvassing the liberal ones, and chewing the end of her pencil for inspiration, as she made out a list.

Maria Wheat flushed up to the roots of her hair. "No," she said, "I was at her house yesterday, and I mentioned the matter to her, and she said that she was sorry, but that just now she couldn't give anything to the fund. She said she had other and unexpected expenses just now, and she was sorry," wound up Maria lamely.

We all looked our surprise, for for Miss Fannie to fail us was as unexpected as if the earth had opened up under our feet, and Mrs. Jenkins, who had not lived long in Fairmount, broke out with, "What a shame! How stingy. With that big, fine house, too, and not a chick or child to spend on. I should think—"

"Miss Fannie stingy!" we cried in indignant chorus. "Why, she is the most generous soul alive, and if she does live in that big house, it's because it was left to her, and she can't sell it, and it's more expense than profit anyway," for in Fairmount, where we knew everybody's affairs, we knew well enough that of all the large estate that had once belonged to Miss Fannie's father, nothing had been left but the great, rambling old mansion house, with its fine old carved furniture, and a few bonds that brought in but the scantiest income.

That afternoon as I walked home with Maria Wheat she broke a long silence by saying: "I'm afraid Miss Fannie is in trouble. Not that she said anything. You know her way, so quiet, and peaceful, and calm, but she looked to me this evening like she had been crying, and in the library there was a great gap, and when I looked again I saw that her splendid old carved mahogany table was gone. 'Why, Miss Fannie,' I said, 'where's your table?' and she gave a queer little gasp, and said she had sold it to those Chicago people who were down here at Susan White's last year. You remember how they carried on over it?" I nodded.

"And then," went on Maria, "she told me that about not being able to give anything to the organ fund, although she had been more interested in it than any of us. I know that hurt her, and to have to sell her old furniture! Why, I've heard her say many a time that it was like old friends to her, and that with it she was never lonely, for it seemed to her the chairs were never vacant, but filled with the gentle ghosts of those she has loved and lost. Why, she would have starved before she would have parted with a stick of it. What do you suppose is the matter?"

I could only sigh in vague sympathy. None of us knew; Miss Fannie vouchsafed no explanation, and I have always felt it a proof of our tenderness and refinement of feeling that no one asked. We took her angels' food, and blanc manges, and jellies of our own making, as if she were ill, and got into a way of dropping in in the twilight, to say a word that might show we held her in our hearts, but we asked no questions. What she told us we would know—no more; and, as for Miss Fannie, the matter lay so simply and plainly before her that she probably never dreamed that she was an object of romantic interest to us.

Not far from our little village was that most desolate and pathetic spot on all God's sweet earth—the county poorhouse. Here were brought the waifs of humanity, friendless old men and women, whose work-worn hands had grown too feeble longer to earn sustenance for their poor bodies; little children who found no place by some sheltering fire-side; the feeble-minded and afflicted with none to care for them. It was a place to wring one's heart with pity, and in deference to our own peace of mind we forgot it and ignored it just as often as possible.

All but Miss Fannie. It was the place she went oftenest, and we mocked her preference for it with laughter that was very close to tears, for we knew she did an angel's work out there, and was the one gleam of sunshine on the dark horizon of its poor inmates. But that was the way she happened to find the boy. When she saw him first he was sitting, a forlorn and helpless little creature, clothed in rags, upon a broken log near the gate, moaning like a trapped wild creature as he rocked himself back and forth. She stopped and spoke to him gently, and he turned up towards her a face that was as beautiful as a seraph's, but oh, the pity of it, was blind. They told her that he had just been brought into the poorhouse, and that he wept for his dead mother, and went about pathetically feeling, groping, hunting for her and crying out that he could find her if he could only see.

After that, as the months went by, Miss Fannie came to know him very well, and he followed her about with the faithful, humble devotion of a dog. Her first glimpse on coming was always the patient little face and the sightless eyes turned towards the road where she must come, and her last was of the wistful little figure listening for the dying echo of the wheels that bore her, his one friend, from him. He was very ignorant, but his face would flash with understanding as little by little she taught him the beautiful truths of the old, old Book that encompasses all of divine wisdom, and human philosophy, and hope. Once as she was reading to him, she chanced on the story of Christ restoring the sight to the blind, and she was stopped by a little hand that clamped her own like a vise.

"Is—is that true?" he asked.

"Oh, surely," she answered.

"And can Christ do anything? Could he make me see?" enquired the boy passionately and breathlessly.

"He is all powerful," answered Miss Fannie, with a lump in her throat, for how could she say that the day of miracles was indeed over to this child? It was too cruel.

The boy answered nothing more, but late that night it was found that his little bed was empty and that he was gone. A searching party was organized and

they set out with lanterns, looking through the heavy woods for him. On and on they traced the wavering little footsteps, and toward morning they came upon him, torn with briars and bruised with falls over stones and roots, but with the light of a great purpose on his face.

"I am going to find Christ and ask him to make me see," he said, simply; "I have searched for him all night long, and have not found him. He must be very far away, isn't he?"

They told him yes, and took him back with them, his little childish heart torn with unchildish sobs, but never doubting that he should some day find his Lord and receive his sight.

This set Miss Fannie thinking. Who am I, she asked, that I shall measure the mercy of God, or say that he does not perform miracles to-day? Then she thought of a great surgeon, world famous, who had given back to many people their sight. If only he might see the boy! It happened—Miss Fannie maintains it was Providence—that a great convention was being held in a big city near by, and that the great man was to be one of its guests of honor. Nobody ever knew how she did it. Perhaps it was never easy to refuse Miss Fannie anything, but some way she induced him to stop over for a day in our village, and while wealthy patients waited his return the great surgeon was giving all of his skill to a forlorn little boy from the county poorhouse.

Then it was we knew why Miss Fannie had made no contribution to the organ fund, and why the old mahogany table was gone. It happened that it was late on Saturday night, just before the dawn of Easter morning, that we knew for certain that the operation was successful and that when the boy opened his eyes again he would see.

"Isn't it wonderful?" said Maria Wheat. "It is like seeing the resurrection happen again before your very eyes. Think what Easter will mean to that poor child, coming up out of the very darkness of the grave to all light and beauty," and then she quoted something softly about "whereas I was blind, now I see."

"And Miss Fannie?" I asked.

Maria pointed to the open door, and I looked in. The boy lay with his face unconsciously turned to the east, where for him the first day was about to break, and Miss Fannie knelt by the bed, and we knew she was laying her Easter offering at the feet of her Lord.

DOROTHY DIX.

Deceitfulness of Riches.

It is a common saying among men who would have things otherwise than they are that the rich of our country are growing richer and the poor, poorer. This may be so. I know some rich who are growing richer, and I know some poor who are growing poorer, and I do not know which to pity more. Neither one of these men is likely to grow any better as a man or as a citizen. The poor man growing poorer is likely to be a dangerous element in society. He has no property interests to induce him to respect the property interests of others. He may be ready fuel for the flames of insurrection.

The rich man growing richer, with an increasing appetite for riches, is a dangerous element in society. His abnormal appetite for dollars may lead him to eat up his smaller neighbor, whom he can not properly digest and assimilate. The abnormally rich quickly de-

generate into the criminally rich; and the criminally rich are as much more dangerous than the criminally poor as their riches increase their influence.

The great conserving element of society is the middle class—the fairly well-to-do—those who clothe and feed themselves and lay by a little for a rainy day and for a friend in need. This class includes almost all the contented ones, almost all the cheerful ones, almost all the educated, intelligent ones, almost all the righteous ones, almost all the helpful ones. In this class those people live on whose bounty almost all charitable works must subsist, and to whom we turn for comfort when we need it most.

Think of this, you young clerk-on-tens-dollars-a-week, when a great yearning for speculative wealth comes into your vitals and takes away your appetite for slow dollars. Remember that a great hunger for other people's wealth can never be quenched by getting other people's wealth. It is a hunger that is from the devil, and such goeth not out but by prayer and fasting.

Be ashamed to be pauperishly poor; dare to be but fairly well to do; but don't ever let me or yourself or any other man catch you hankering to be rich. You had better hanker to have the moon dropped into your lap. I know plenty of rich men who have about as much fun holding onto their riches as they would have holding the moon in their arms. They wear themselves out with a load which at best they can drag only as far as the grave. Then they die as tired, as poor and as dead as the dead sewing woman in her attic.—Deacon in Furniture News.

The Man Who Succeeds.

C. V. White in Canadian Business.

The man who makes a success of an important venture never waits for the crowd. He strikes out for himself. It takes nerve. It takes a great lot of grit. But the man who succeeds has both. Any one can fail. The public admire the man who has enough confidence in himself to take a chance. These chances are the main thing, after all. The man who tries to succeed must expect to be criticized. Nothing important was ever done but the greater number consulted previously doubted the possibility. Success is the accomplishment of that which most people think can't be done.

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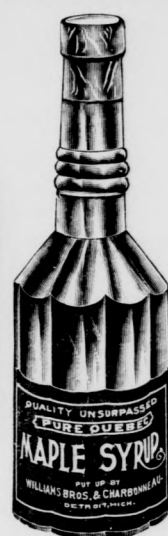
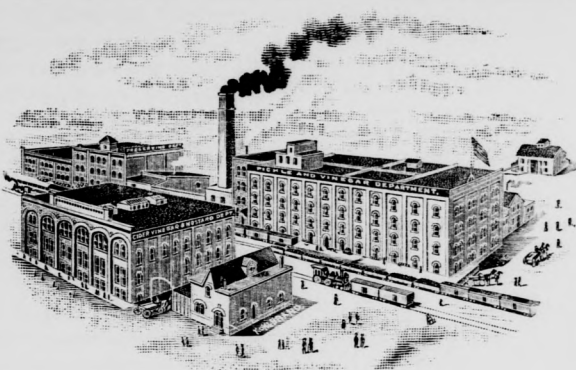
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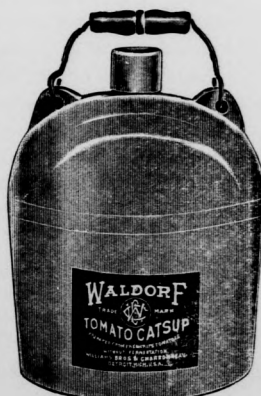
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E. A. STOWE, EDITOR.

WEDNESDAY, - - - APRIL 12, 1899.

THE LAW OF CHANGE.

The experiment of self-government in this country has developed certain tendencies that are supposed to strengthen the probability that it will prove permanently successful, although no one denies that it has been attended by some other developments of a manifestly inauspicious character. The apprehension that free institutions might be suddenly overthrown here, as they have been occasionally overthrown elsewhere, by a military hero or other popular leader under some conjuncture of circumstances peculiarly favorable to a coup d'etat, is no longer seriously entertained in any quarter. The vast extent of the country, the counterpoise of its various sections, the centers of conservatism afforded by the governments of the several states, and, most of all, the mental habit and temper of the people, combine to render a revolution of that sort impossible, at all events for a long time to come. Whatever changes occur in the political system of the United States will come as the logical result of a gradual process of adaptation to altered conditions and mainly without individual advocacy or leadership. As in science it happens now and then that a new law of nature, or a new and important fact, is, without consultation or concert, discovered and announced by different men in different parts of the world practically at the same time, so in the great departments of political and economical administration material changes—new systems, new methods—are simultaneously suggested to many minds just when social, or industrial and commercial, development has opened the way for them, and, perhaps, made them indispensable to progress.

Change is the one invariable rule, and no political community, no state, is so prosperous and so well satisfied with its prosperity that it can permanently resist those constant forces which in every sphere of human activity are replacing the old order with the new. It is true that changes in the framework of a government provided with a written constitution like that of the United States are greatly hindered and discouraged by the enormous difficulties in their way. The constitution of the United States can not be amended without the expressed consent of the legislatures of three-fourths of the several states, or of "conventions in three-fourths thereof," and no amendment can be submitted before two-thirds of both houses shall propose it, or, on

the application of the legislatures of two-thirds of the several states, shall call a convention for proposing amendments." That instrument is undoubtedly in itself a masterpiece of statesmanship, and, considering the difficulty of amendment, it must be regarded as especially fortunate that it has been found unnecessary to subject it to frequent alterations; but its authors, for all their wisdom and learning, were unable to secure human freedom against every possible form of attack. Now, at least, men are beginning to suspect that it is possible that despotism may be established under the shelter of the Federal constitution and in entire conformity with laws originally enacted for the defense of free institutions. The organic law of the land has worn well for a hundred years and more; but now a doubt has arisen as to whether it is broad enough to cover every vital point that may be exposed in the inevitable course of social development.

The men who made that constitution may well have thought that they had sufficiently assured the freedom of posterity when they had provided a perfect bulwark for civil and religious liberty. They did not foresee that the growth of trade would bring into operation new systems of industrial and commercial organization which would very seriously endanger personal liberty and individual enterprise in the business world. It is not necessary at this late day to explain how that condition has been brought about—it has become only too sadly familiar. But this is the statesman's dilemma: How can individual rights and liberties in business be perfectly secured without the enactment of laws which will limit the right of contract and operate in restraint of trade and as a practical denial of its natural freedom? Then how can individualism be saved by a recourse to socialism? The great corporations, left to themselves, threaten to absorb all business interests, and so to govern the world. They would land society in socialism—without a division of profits or products. A regularly organized and recognized social state would be better; but the choice is hard.

The automobile is credited with another virtue besides assisting the busy man or woman in getting to a desired place in a hurry. A New York physician has discovered that in taking X-ray pictures and using electricity on his rheumatic patients he does not find it necessary to transport large electric batteries. He simply calls the automobile over the 'phone and, as it stands by the door, he attaches its storage battery wires, which lead to the sick room. The current is regulated by a small instrument, and the electrical treatment or X-ray picture is taken without further trouble.

In Japan what we call "after-dinner speeches" are made before dinner, thus insuring brevity and furnishing topics for conversation during the meal itself.

New Jersey is to have a battleship named for her. The New Jersey will be a great addition to the mosquito fleet.

A man with a history is always interesting if he isn't a book agent and wants to sell you one.

The person who has a mission is an uncomfortable acquaintance.

Aguinaldo will soon be a man without a country.

FACE TO FACE WITH A PROBLEM.

Even the great city of Philadelphia finds that the greater city of New York appears to enjoy what is popularly known as a "pull" with the Government that is securing first consideration for New York over other ports whose harbors have been designated in the rivers and harbors bill for improvement.

The Philadelphia Ledger, commenting on the fact that already plans for the forty-foot channel in New York harbor have been prepared and arrangements made to prosecute the work with vigor, hopes that the engineers will get around to Philadelphia after awhile and that, "at some indefinite time after, the work of dredging a thirty-foot channel"—in the Delaware—"may be begun!" Then the Ledger concludes: "Philadelphia's business men, who have undertaken to push the work of improving the city's facilities for commerce, can not afford to stop pushing for some time to come."

What a lesson here for Grand Rapids!

If the city of Philadelphia feels the necessity, in spite of the favorable action of Congress in its behalf so far, of continued "pushing" efforts for some time to come by its business men, to secure improved facilities for the city's commerce, how much greater the necessity resting upon the citizens of Grand Rapids to redouble their endeavors in behalf of the improvement of Grand River.

Congress has virtually endorsed our river improvement project and made a rather generous allowance for continuing the work, but the continuing contract clause is still to be secured, which alone will insure the steady prosecution of the improvement. And, although we can congratulate ourselves that a good start has been made and that everything points to the ultimate success of the undertaking, so much remains to be done that it can truly be said that we are not yet farther than the threshold.

Recognizing this fact, the public-spirited, energetic, worthy and representative citizens who have heretofore carried the burden in the premises, feeling that now the city must begin in a more general way to take up the work remaining for it to do, have appealed to the public for assistance to enable us to perform our duty to ourselves in the premises and expedite the realization of our hopes.

This is a time for the citizens of Grand Rapids to put on their "thinking caps" and determine, once for all, what they will do in the premises. The future of this city is largely involved in this river improvement. We can become great or we may be distanced by rivals and retrograde. We are not yet "out of the woods" as a commercial point—there is much yet to be done to fix our future beyond question. We have reached the "parting of the ways" between progress and stagnation! Every dollar of every citizen is involved in the problem now before this people.

There is no use mincing words.

A comparatively few men have here-

tofore given their time and money to the work of bringing the river improvement matter to its present degree of development. Hundreds of men who own large interests here that would be benefited by any development of Grand Rapids have not contributed a cent toward the preliminary work! Many of these men have actually thrown the weight of their influence against the improvement, thus placing themselves in the category of laggards and stumbling blocks.

It is this narrow, selfish, mossback spirit that may not only overreach itself, but seriously and permanently cripple the city for the next quarter of a century!

There must come a change at once or this community will suffer in the future. In this day of sharp rivalry between cities, and especially between Western cities, a place like Grand Rapids can not stand still. It must go forward or go backward. Nothing now but the most stupid selfishness and the densest mossbackism can stand in our pathway. Will we seize our opportunity or neglect it? Will the people as a whole contribute to further our progress or continue to depend upon a few men to bring them prosperity, wealth and greatness?

It is going to take money, and a goodly amount of it, not for any improper, but absolutely necessary and legitimate expenditure, to carry our part of this work of securing a ten-foot channel to Lake Michigan. Unless the people of Grand Rapids put their shoulders to the wheel and assist the Government in the work, they may as well begin to anticipate a future loaded with disappointment and embittered by the rapid progress of successful rivals and the reflection that they threw away golden opportunities!

This community is face to face with a problem which must be promptly solved—whether narrow, selfish indifference shall weight the city down or a broad public spirit shall grasp and utilize our chances for a great future? There is no dodging this question, and it is a serious one. What will the people do—you and you—for every one is individually and directly interested? Don't ask what your neighbor is doing or has done for Grand Rapids, but ask yourself whether you are doing what a good citizen should do in that direction!

The Crown Princess of Denmark has—and perhaps enjoys—the double distinction of being the tallest and richest royal lady in Europe. She stands 6 feet 2 inches, and is worth between \$25,000,000 and \$30,000,000. Five-sixths of her fortune was inherited from her maternal grandfather, Prince Frederick of the Netherlands. Her grandmother was Miss Desiree Clary, daughter of a Marseilles stock broker, who jilted Napoleon Bonaparte, afterward Emperor, in order to wed Bernadotte, who became King of Sweden and Norway.

The way to get at the well of impatience that is in a man is to bore him.

The man who picks your pocket likes it better than he does his own.

A GOOD INVESTMENT.

The determination of the citizens of St. Louis to celebrate the one hundredth anniversary of the Louisiana purchase in 1903 promises to be the event of the Twentieth Century as the World's Fair at Chicago was that of the Nineteenth. Whether the celebration will take the form of another World's Fair remains to be seen; but it is not likely that "The White City" and its wide-spread glory will be allowed to go down in history without an attempt on the part of its municipal rival to surpass the success of the Columbian Exhibition. A bill is, or was, pending in Congress asking the aid of the Government of the United States, and the city at the mouth of the Missouri has taken hold of the enterprise in earnest.

While the Fair of '93 had a tendency to create comparisons between the Old World and the New, not always favorable to the old one, that of 1903 will be no less suggestive; but they will be chiefly confined to what the century has done in that territory, which passed from the hands of Napoleon to the infant republic of North America.

What that domain was no one knew. It doubtless had boundaries, but they were not defined. They extended indefinitely to every point of the compass from the Eastern limit, the Mississippi River, the source of which no white man knew. Priest Hennepin had, indeed, stood upon the spot where Minneapolis now stands and had listened to the roar of St. Anthony's Falls; but the country above the falls was unknown. The author of the Declaration of Independence, then President of the United States, in describing it to Congress, in 1804, stated that "there exists about one thousand miles up the Missouri, and not far from that river, a salt mountain, said to be 180 miles long and 45 in width, composed of solid rock salt, without trees or even shrubs on it." The amount of territory embraced in the purchase was 1,171,931 square miles. The sum paid for it was \$1,500,000, an amount which, at the rate of a cent and a half an acre, even in Yankeeland must be considered a bargain.

With the purchase price on one side of the account, it is fair to consider the returns that stand upon the other. One writer affirms with more or less truth that enough coon skins have been taken from the territory to pay for it; but if that amount of coon production should be found too small, it is safe to affirm that pelts enough have been taken from other animals more than to balance the account. From this same tract a number of states have been formed, not one of which would fail to resent the assertion that its financial value is not far more than the original price for the whole tract.

In this connection it may be well to say that in the single state of Colorado two square miles of the Louisiana purchase can be selected which can produce gold enough in two years to equal the purchase money. The city of Leadville has already produced the amount so many times over as to make the counting monotonous; while Little Gilpin has yielded seven times the sum that was paid for the territory. These are only a few of the returns, but they in themselves are large enough to warrant the statement that the Louisiana purchase has turned out a good investment.

The people of St. Louis may have been influenced somewhat by the original figures in estimating the cost of the celebration of the grand anniversary;

but on general principles the \$15,000,000 will not be considered too much. The day of small things has gone by in this country of large ideas, physical or mental. The metropolitan city of the vast territory in question, wide-gauged as the wide West which she represents, has proposed to furnish \$10,000,000 as her own share of the undertaking and asks the general government to assume a modest one-third. It will, doubtless, be furnished; but should the refusal come, that same tract of territory, the home, wholly or in part, of more than a dozen states of the Union, will see to it that the \$5,000,000 is forthcoming.

That St. Louis knows how to make the most of her opportunity has already been proven. She will not be found wanting in this, her greatest undertaking. Chicago had her Columbus; but St. Louis has her La Salle and it shall go hard but the later toiler for the world's praises shall not better the instruction gained at the "Creamy City." That was the culmination of four hundred years of human endeavor on both sides of the sea. This is a century of transformation from savagery to refinement. Chicago astonished the world with the best which had at that time been seen. It remains for St. Louis to show, not only the best which the world has done in 1903, but what the inhabitants of that wilderness forming the Louisiana purchase has accomplished in the world's work to make the Nation to which it now belongs the leading one in the grand march of Empire. That this is her ideal there can be no doubt. That she will realize that ideal need not be questioned; and they who then make the pilgrimage to that Western shrine will be willing more than ever to admit that the Louisiana purchase in the hands of the Americans has proved a good investment.

In many parts of the country it has become customary to send messages over the telephone to telegraph offices, where they are taken down by a representative of the telegraph company and transmitted as telegrams to more distant points. The question has recently arisen in Indiana whether the employee of a telegraph company who receives such a telephone message for subsequent telegraphic transmission acts as the agent of the telegraph company or as the agent of the sender of the message; and it has been held, in the Appellate Court of that State, that he must be deemed the company's agent where it appears that it is the custom at the offices of the company to receive telephone messages to be sent on as telegrams. Under such circumstances, therefore, the telegraph company is liable for a mistake on the part of the agent in the name of the person for whom the despatch is intended, which prevents it from ever reaching him. Where an error of this kind led to the miscarriage of a telegram designed to inform the plaintiff of the death of his father, a verdict of \$200 against the Western Union Telegraph Company was upheld on appeal. It appeared that the failure to transmit the telegram to the plaintiff prevented him from attending his father's funeral. The Indiana courts hold that mental anguish may be taken into account in such cases, even although there be no other substantial injury.

The gasmeter wins every time, because it never says a word and never tries to prove that it is right and tells no lie.

AMERICAN COMPETITION.

The purchase in this country by British railroads of large numbers of locomotives has given rise to considerable discussion and no little amazement on the part of British manufacturers. British railway companies have so persistently boasted of the superiority of their homemade locomotives that the purchase of the American engines represents a most unlooked-for change of front.

Of course, there are explanations forthcoming from the English railroads for patronizing foreign machine shops instead of the home establishments, but even the explanations offered are creditable to American enterprise. It is stated that the companies which gave the orders for the American engines were influenced by the question of prompt delivery, the American houses guaranteeing delivery many months in advance of the best British offers.

It seems that the Midland Railway of England, one of the companies which is now buying locomotives from American makers, has orders for no less than 170 new locomotives with English shops, the first deliveries on which were to have been made in July, 1898, and to be followed up so that fifty would have been in service on the road by the end of February. Up to January, however, not a single one had been delivered by the English contractors, while an order for the prompt delivery of twenty additional locomotives at an extravagant price could not secure a promise that the first would be ready earlier than fifteen months from the date of the contract. On the other hand, the American concern which took this order agreed to furnish the twenty engines in four months.

It is stated further, in explanation of the inability of British manufacturers to make prompt deliveries, that the great strike of last year did much to cripple the facilities of the English establishments to promptly fill orders; but it is, at the same time, admitted that European establishments have much to learn from this country in point of promptly delivering work contracted for.

It is not only in the matter of locomotives that American manufacturers are competing. An American firm has secured a contract for bridgework on the Soudanese railroad running to Khartoum because delivery of the material was guaranteed in a few months, whereas British firms required a year to complete the same deliveries. It is thus that American enterprise and energy are surely winning their way.

THE SAME SORT OF TYRANNY.

Inspector General R. C. Breckinridge, of the United States army, has just returned to Washington from a tour of inspection in Cuba and Puerto Rico.

General Breckinridge appears to have taken a very sensible and practical view of the condition of public sentiment in the islands. The people complain that they are still under the Spanish laws that were in force before the war and that although there has been a change of masters, there is no change in social and commercial conditions.

Take the situation in Puerto Rico, as it is described by General Breckinridge. That island, at least, has become a part of the United States. There is no obligation, as there is no intention, to give it independence. Being United States territory, its people are entitled to the benefit of such laws as can be applied to them. Of course, no form of self-government can be set up for them

until it shall be shaped out by Congress; but they should be given the advantage of being able to trade with the United States.

When Spain owned Puerto Rico, the markets of Spain were at least open to the products of the island and there was much business in that direction. Since the war, Spain has closed her markets tight against Puerto Rico, and the United States has not opened commerce to the people. This has resulted in an overproduction of goods and a stagnation in the markets and commercial world. If the ports of the United States were measurably opened to Puerto Rican goods, business would probably increase and the industrial condition would improve.

It is a poor piece of policy that allows the United States Government to restrain the people in the Spanish islands from being able to enjoy the benefit of being in close relations with the great free Republic. But the Government has given no such facilities. Spanish military government has been exchanged for American military government, and military government means despotism, no matter by whom it is carried on.

What is wanted in the West Indies is a strong hand to put down brigandage and other violent lawlessness; but beyond this the people should not be made to feel the presence of such a repressive force. No effort has been made in any of those countries to impress the people with the fact that there is any difference between Spanish domination and United States domination. If both are equally tyrannous, it is plain there is no difference between them, and this is what the people of all those countries seem to believe.

Why are such injurious, unwise and impolitic conditions maintained when every consideration of peace and prosperity demands that the people of the newly-acquired islands should be made to realize that they have fallen into the hands of friends with whom it is profitable and beneficial to live in peace and amity, and that only outlaws and desperadoes have any reason to fear such relations? The President can at least relax the old Spanish laws and let the people feel that they have acceded to some of the benefits of American liberty and free institutions.

A Newcastle, Pa., congregation is about to build a church. One parishioner offered to subscribe \$1,000 providing nothing but white glass was used in the windows. He wanted the pure, bright and glorious sunlight of heaven to fall upon him when at his devotions. But another member of the church said he would give \$1,000, and even more, if the windows would be of colored glass. He wanted the lights and shadows that play about him to be softened by the beautiful and delicate tints of the glass-stainer's art. The building committee is perplexed to know how to get both subscriptions.

A woman must write and lecture for a number of years before she can make money by recommending soap and refrigerators and special flour raising stuff.

The monthly magazines are having a hard time keeping up with the battles in Manila. There are too many spots, too far apart, for the special artist to be on.

Imitation is sincere flattery; but it is thrown down in a patent office.

Fruits and Produce.

Features of the Boston Egg and Butter Market.

Correspondence New York Produce Review.

As a rule, Boston keeps in line with other places on the butter market, but last week was an exception. While the West and New York were firm, with a demand fully equal to the supply, prices in Boston declined one cent, owing to a very slow trade. And this came entirely unexpected, for during the week before there was a quick sale for all arriving at an advance in prices. Receipts showed some increase it is true, but no more than was counted on, and there was no reason for the decline except the very light demand. Why there should be such a falling off nobody could tell, except that dealers bought more on the rising market than they could dispose of, and consequently held aloof until they worked off what they had on hand.

Boston is peculiarly situated in regard to butter and at this season the market is always in a sensitive condition. Receivers get supplies from various sections, and can not form any idea from one week to another how much of an increase there will be in their consignments. They feel anxious to clean up every day, as they know that the butter now coming in has no keeping qualities, and if they can not get one price they will accept any reasonable bid rather than let a buyer go. Then, too, the quality is less uniform now than at any other time, and lots from the same shipper vary somewhat every week. This feature is more noticeable in butter coming from Maine than from any other New England state and for this reason it has a wider range of value.

Vermont and New Hampshire supply the largest quantity of a desirable fresh butter at present, and they will continue to do so until the creameries in Northern New York are fully in operation. But the West is our great source of supply in mid-winter and when flush of the grass season is on. A large portion of the stock put into cold storage comes from the West and this feeds us when the nearby production runs light.

Boston uses about 50,000,000 pounds of butter per year, but she is losing some of her distributing trade from the fact that a few large dealers in Lowell, Manchester, Lawrence and Worcester get direct shipments from creameries in the dairy districts. There was a time when most of the manufacturing cities and towns in New England drew their supplies of butter from Boston, except when they got supplied from farmers in their vicinity, but a large part of this trade is lost. This loss is compensated to some extent by the steady growth of Boston and its suburbs, but the increase in receipts from year to year is not what it should be.

A wholesale dealer in Manchester, N. H., who has distributing stores in two or three of the manufacturing cities in this State and New Hampshire, said the other day that he received over two million pounds of butter direct last year which he distributed all through the Merrimack Valley. A few years ago all the large quantities he received came through Boston.

The egg situation is attracting particular attention. For the first time this year receipts have exceeded the wants of the regular trade and some purchases have been made for cold storage on basis of 12½ to 13c here. This is at least 2c higher than on storage eggs last year, and there is a good deal of interest among egg men to know if prices have touched bottom. The large operators last year were fairly successful and they are naturally anxious to go into storage business this year, but the difference in price may make them hesitate.

The total receipts of eggs last year at

Boston were about 890,000 cases. Storing began early in March and in July there were 140,000 cases in the principal warehouse here. These were all used up a month ago.

The eggs most desirable for cold storage are those coming from Michigan, Indiana, Northern Illinois, Iowa and some of the more Northwestern States. Within a year or two great improvements have been made in the style of packages and in the selection of the eggs. There was a time, and that not long ago when Eastern eggs brought 2 or 3 cents more than Western, but now there is hardly any difference. In fact, for storage during the early spring months Western are preferred.

How a Maine Woman Broke the Egg Market.

From the Boston Evening Transcript.

Retail grocers in Salem are still discussing the way their egg market was flurried not many days ago in the height of the Lenten season, when eggs were beginning to get scarcer and scarcer and the price mounted a little higher daily. Just at this time a Mrs. Kirkpatrick from Bangor, Me., arrived in Salem to make a new home. Her husband, who was a prosperous merchant in the Pine Tree State, had sold out his business to engage in another line in the neighborhood of Salem. Their family consisted of two lively boys.

Not long after Mrs. Kirkpatrick arrived she found the price of eggs to be 40 cents a dozen—an exorbitant price in Maine—with the prospect that they would be still more costly. So she wrote home to relatives and asked them to send her a few eggs at Bangor price—20 cents a dozen. Her relatives were generous and when the eggs arrived Mrs. Kirkpatrick found herself confronted with an entire case filled with the best stock. "What shall we do with them?" was the question of the hour in the Kirkpatrick household that day. The boys finally solved the problem. After some pleading from them, their mother gave them baskets and allowed them to go out on the streets of Salem peddling Maine eggs at 32 cents a dozen. The youngsters started at noon and in two hours had sold out. The eggs were brown and fine and went as fast as the housewives had a sight of them. As the eggs went, so did the news. Before many hours the information that eggs of the best quality were selling uptown at 32 cents, when the market price was getting to be considered prohibitive, reached the store keepers. Agents went about and soon discovered the cause of the trouble.

To lower the price of the overdue eggs in the stores would not have had the slightest effect in the face of the superiority of the fresh Maine stock. The dealers held meetings to try to find out where the new eggs had come from, and if it would be safe to buy up a lot of them. The news spread further. The agitation of the marketmen betrayed them, and a brakeman on a Boston and Maine train received a tip. On his next trip to Maine he ordered a box of eggs sent to him in Portland, and on his next trip but one back through Salem he took them off into the station to peddle them at 35 cents. Although there was not very much of a crowd in the station that day the eggs were sold before the train started and the brakeman had his cash in hand. He telegraphed for another case and went on to Boston. That was the last straw. The next day every grocery store in Salem was selling eggs at 32 cents, although mostly at a loss.

Slightly Mixed.

The following is a bona-fide copy of a letter received by a Western grocer not long ago:

"Dere sir plesse send me 4 pounds of cofe and sum te. My wife had a boy last night also ten pounds of cheese and a rat trap, he wayed 7½ pounds and a batchet and nails."

Life is mostly made up of praying for rain and then wishing it would clear off.

W. R. BRICE.

Established 1852.

C. M. DRAKE.

W. R. Brice & Co., WHOLESALE EGGS

Grand Rapids, Mich.

To our many friends and shippers throughout Michigan:

We again take pleasure in informing you that we have opened our branch house in Grand Rapids, and are in the market for an unlimited quantity of Fine Fresh Eggs suitable for cold storage purposes.

We are not new to you, as we have bought eggs of you for several years. We shall stand on the same platform we have used in our business for the last fifty years, viz., prompt remittances, fair, square dealing, and you can always depend on getting a hundred cents to the dollar when selling or shipping us. We will buy your eggs on track and pay you all we can afford to pay consistent with Eastern markets. Write us for prices.

Yours for business,

W. R. BRICE & CO.

REFERENCES:

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.

If you ship

Butter and Eggs to Detroit

Write for prices at your station to

HARRIS & FRUTCHEY, 60 Woodbridge St., W.
DETROIT, MICH.

EGGS

WE WILL PAY YOU MARKET PRICES
FOR ALL THE FRESH EGGS YOU CAN
FURNISH. CASH ON DELIVERY.

WE MAKE A
SPECIALTY OF

FIELD SEEDS

LOWEST
VALUES

MOSELEY BROS., GRAND
RAPIDS.

BUTTER & EGGS

Cash f. o. b. cars. We buy in carlots or less after
April 1. Write us.

H. N. RANDALL PRODUCE CO.,
TEKONSHA, MICH.

Ship your BUTTER AND EGGS to

R. HIRT, Jr., Detroit, Mich.

34 and 36 Market Street,

435-437-439 Winder Street.

Cold Storage and Freezing House in connection. Capacity
75 carloads. Correspondence solicited.

GOTHAM GOSSIP.

News from the Metropolis—Index to the Market.

Special Correspondence.

New York, April 8—Arbuckle was reported to be a heavy buyer of coffee in Santos, and it was said that his purchases on Wednesday and Thursday there amounted to 50,000 bags. This was taken as a straw indicating a firmer market and on the street there was certainly a better feeling. Jobbers were doing more and the whole market tone was one of considerable strength. Rio No. 7 closes firm at 6½@6¼c. The amount here and afloat aggregates 1,210,425 bags, against 1,150,961 bags at the same time last year. The speculative market has been rather more active than for a week or so and closes with considerable firmness. Prices have advanced about 5 points. Mild coffees are firm and jobbers are seemingly paying full values for good roasting grades of West India sorts. Good Cucuta is held at 8¼@8½c.

Almost 25,000 packages of tea will be sold next week and, pending the auction, there is little of interest transpiring in the general market. The only weakness shown is on some lines of Formosas, which are selling at a lower price than a week ago, the holders probably wishing to dispose of the same before the sale takes place.

Most of the demand for rice has seemingly been for Japan. The market generally, however, is firm for all sorts, without exception. Domestic sorts of really desirable rice are scarce as to quantity and the quotations made are firmly adhered to. Prime to choice Southern, 5½@6¼c; head, 7@8c, the latter perhaps a little extreme, but at which sales, nevertheless, have been made. Patna, 5@5½c; Japan, 4¼@5c.

Pepper shows considerable firmness again after a lull of a couple of weeks. Aside from this, the entire situation is without interest. Singapore black pepper, 10½@10¾c. Quotations in other lines are practically the same as for some weeks past.

There is about all the business going forward in molasses that could be expected and dealers generally seem pretty well content with the outlook. Prices are steady. Centrifugals, good to prime, 16@26c. Open kettle, 32@38c, and blends, 28@32c. Offerings of grocery grades of molasses are very small. Syrups are in moderately liberal supply and, while the demand is not extremely large, there is a fair trade going on. Prime to fancy sugar goods are worth 20@25c.

The canned goods market will be more closely cleaned up when the first new goods arrive than has been the case in the previous history of the trade. Go where you will, you will hear the same story of light stocks. There has been an enormous demand for goods of the pack of 1899, and this demand still keeps up, notwithstanding the fact that many of the leading packers have sold their entire output. Gallon apples have been advanced and there is an opinion that New York State goods will go to a point above \$3 25, at which figure such goods are now selling in Chicago. New York State corn is worth 65@70c and up to 90c for fancy stock. Tomatoes are very firm, New Jersey grades of standard 35 selling at 85c. Salmon is well held within the range of \$1 10@1 15 for No. 1 tall Alaskas. Columbia River No. 1 talls, \$1 40@1 45 and even higher. Peas are well held, fine sifted selling on the spot from 90c up to \$1 50 for fancy.

The dried fruits market is steady, both for Pacific coast and domestic product. Stocks are small and becoming reduced rapidly to a still lessened amount. Prices are about as last week.

The demand is light for lemons, but prices are firmly held and holders seem to think they are justified in retaining a good "grip" on stocks in hand. Sicily lemons are worth every fraction between \$2 and \$3 a box. As to oranges, nominal quotations are made for Floridas, with few if any coming to band. Jamaicas are also about out of the market and California fruit remains alone. Califor-

nia seedlings, \$2 75@3; Florida russets, \$2 75@4; brights, \$2 75@4 50.

Arrivals of butter have not been large and there is quite a firm feeling, especially for the best Western creamery, which is comparatively hard to find, and which sells readily at about 21½c; firsts, 20½@21c; seconds, 19@20c; thirds, 16@18c. Imitation creamery is firm and, in fact, the demand is such that stocks are very closely sold up. Fancy, 18@18½c; firsts, 15@16½c; seconds, 13½@14c; finest Western dairy sells freely at 16@17c; extra Western factory, 14½c; firsts, 14c; seconds, 13¼@13½c; roll butter, 14@14½c.

The cheese market is in a very satisfactory condition and by the time any appreciable amount of new stock arrives the boards will be pretty well cleaned up of old stock. Large size State full cream cheese is worth 12@12¼c; small size, 12¼@13c. Little doing for export.

The egg trade is rather quiet. Stock must grade "up to scratch" in order to bring quotations. Michigan stock is quotable at 12½@13c. Taking the whole line together, the range is within 12@13½c.

There is little doing in beans. The whole market is dull and buyers seem to take no interest in the situation. Choice marrow, \$1 47½@1 50; medium, \$1 37½; pea, \$1 32½@1 35; red kidney, \$1 75@1 80. California limas, \$2 47½@2 50.

Bermuda potatoes, per bbl., \$4@5, as to size and quality. Scotch, per 168 lb. s cks, \$2@2 25. Long Island, per bbl., bulk, \$2@2 50. Western, 180 lbs., \$2@2 12.

Process Butter a Prolific Source of Fraud.

Elgin, Ill., April 11—Process butter is a prolific source of fraud. It is further a serious menace to the established character of the honest product, as it is as a rule put on the market in its livery. I can see no cure for this except it be put on a par with oleomargarine in the matter of coloring. If its manufacture and sale is allowed this should be under a distinctive color. I understand it is sometimes, especially immediately after undergoing manipulation, hard to distinguish from the honest article, and the manufacturers thereof are as unscrupulous as any of the manufacturers of oleo. It has been, and probably is now, put on the market by at least one firm as "Elgin made Butter." This is done with the unmistakable intention of conveying to the uninformed (and most all but the dealers on the Elgin Board belong to this class) the impression that the genuine Elgin creamery butter is offered. It is a swindle pure and simple. It is taking advantage of the reputation of an honest product to sell a spurious one. The reputation of "Elgin Creamery" and of the producers thereof is at stake as a necessary consequence. It is a more insidious enemy even than oleo to honest butter.

The only efficient means of killing the fraud incident to the production of process butter is a law to mark it "Renovated Butter," in so plain a manner that nobody may be mistaken in the reading thereof, and a proviso for coloring it with a distinctive color. To provide for the efficient enforcement of these provisions, it may be further necessary to levy on it a small tax to bring it under the revenue law.

A. M. C. TODSON.

A Tale With a Moral.

Once upon a time a tramp was sorely in need of something to eat and approaching a farm-house he spake unto the farmer, saying: "If you will give me the wherewithal to satisfy the cravings of the inner man, I will kill all the rats about the place."

"Agreed," said the tiller of the soil, and he ordered his good wife to give the tramp a square meal.

After the tramp had devoured everything in sight he went to the wood-pile and selected a stout club; then seating himself on the porch he said to the farmer, "Now bring on your rats."

Moral—Always have the details specified in the contract.



BEANS, HONEY AND POPCORN

POULTRY, VEAL AND GAME

Consignments Solicited.

Quotations on Application.

98 South Division St., Grand Rapids



FREE SAMPLE TO LIVE MERCHANTS

Our new Parchment-Lined, Odorless Butter Packages. Light as paper. The only way to deliver Butter to your customers.

GEM FIBRE PACKAGE CO., DETROIT.

Extra Fancy Navel Oranges

Car lots or less. Prices lowest.

Maynard & Reed,

54 South Ionia Street,

Grand Rapids, Michigan.

MILLER & TEASDALE
POTATOES

CAR LOTS ONLY. ST. LOUIS, MO.

GARDEN SEEDS

The Seeds offered by us are largely our own production and all carefully tested before sent out. PRICES AS LOW AS

ANY RESPONSIBLE HOUSE IN THE TRADE.

Alfred J. Brown Seed Co.,

Growers and Merchants,

Grand Rapids, Mich.

Ask for Wholesale Price List.

STRANGE & NOKES
WHOLESALE FRUIT AND PRODUCE
CLEVELAND, OHIO.

NOTE: If you have a car Apples, Onions, Potatoes or Cabbage that you want to ship, write us. We will advance you cash close up to market price.

MEMBERS: NATIONAL LEAGUE COMMISSION MERCHANTS
NATIONAL APPLE SHIPPERS' ASSOCIATION

AT THE OLD STAND

With warehouse and office remodeled and improved we are ready to begin active operations for this season's business. Our business is to supply everything dainty, filling and satisfying in the line of fruits and vegetables, and we are determined to do a larger business with you this year than last. Let us know your wants and we will quote you prices. Write for our weekly price bulletin.

THE VINKEMULDER COMPANY,

14 OTTAWA STREET, GRAND RAPIDS.

Observations of a Gotham Egg Man.

One of our prominent egg receivers remarked that he noticed a growing preference for 30 dozen cases as against 36s. Comparing the advantages of each it would, in fact, seem that these are rather in favor of the 30 dozen size. Some local buyers give a slight preference to 36s when the delivery is by expresses, which charge a uniform price per case, and there is perhaps a slight difference in freight charges in favor of the large case. But these slight advantages seem to be more than offset by the fact that 30 dozen cases are much more easily, economically and safely handled and by the difference in loss from breakage. Four 30 dozen cases can be loaded on a hand truck in transferring, against only three 36s, which makes quite a difference in the time of loading or unloading large quantities. The weight of a 36 dozen case is such that when the cases are handled singly they are apt to be dropped or set down heavily and the greater amount of filling offers less resistance, increasing proportion of breakage. For cold storage the 30 dozen case is decidedly preferable, both for these and other reasons.

* * *

An egg man called my attention to a lot of eggs received from a Southern shipper in which the invoice called for a considerable quantity of duck eggs, but there were no marks on the cases to show which of them contained the duck eggs. This naturally makes trouble, for it confines the sale of the whole lot to such buyers as are willing to take the mixed cases also, and for other self-evident reasons. All mixed cases should be plainly and neatly marked, preferably with a stencil.

* * *

In spite of all that has been written and preached on the subject of egg packing I still see an occasional lot of eggs packed without the cardboard flats above the top layer and below the bottom layer of eggs. My attention was called recently to a lot of eggs packed without these necessary safeguards. Straw had been placed in the bottom of the case and the first filler directly over it. The top of the case was finished in the same way. The eggs in the bottom layer had naturally worked down into the packing and the top packing had worked down into the top layer so that the whole packing was loose and a large part of the eggs was broken. The flats should always be placed between the top and bottom layers and the packing. For packing eggs designed for current use good dry straw answers pretty well, but excelsior is better. Always avoid using newspapers. They are unsightly and often afford too much information. For storage packing cork shavings are by far the best—much better than excelsior.—New York Produce Review.

Status of the St. Louis Potato Market.

St. Louis, April 11—Our predictions in last week's letter on potatoes came true, only the receipts have been much lighter than expected and the market is higher than even the most bullish looked for. We refer to eating potatoes, for seed stock has declined considerably, is lower, and the market is rather easy, while choice white eating potatoes are 5@7c higher than at the beginning of last week.

The general market has undergone quite a change and nearly all parties who were looking for price of eating potatoes to go lower have come to the conclusion that the present outlook will make steady and possibly higher prices.

At all events, the movement is light at loading stations; roads are very bad everywhere. All shippers are holding

firm at ruling market prices, while many refuse to name prices, evidently having nothing to ship just at present. Burbanks are very scarce and few are offered. There is a good enquiry for them.

Michigan Rurals are supplying the best trade and are about the only really nice white potatoes available. Michigan has been shipping some very nice bright Rurals in here lately and such all ways sell well. A few real nice Russets from Michigan are showing up and meet ready sale.

There is quite a scarcity of really nice white potatoes; stocks are very light and nearly all dealers want to buy and are ready to pay higher prices if potatoes of fine quality can be had. Common mixed white potatoes are selling better and are higher in price; in fact, there is a general advance in white potatoes. The weather, which has continued cool—even cold, with freezing and heavy frosts every night—is interfering with the seed trade. Seed potatoes are selling slow—demand is light. Planting can not go on with such weather. It is still winter here—something unusual for so late in the season—which will make new potatoes later than usual and a better demand later than usual for old potatoes.

All conditions in potatoes combine to make a strong market next week, with a good demand. Nearby towns, finding it hard to buy North, are again coming here, which is using up quite a quantity of the common eating potatoes arriving, and will make a better demand and better market for such. There is a freer movement in North and South Dakota, which is bringing Obios and mixed red stock, also some Rose. Rose will not sell here except at about 65c; Obios, 85@90c; mixed red at 60c; Burbanks, Rurals and Russets will sell best. MILLER & TEASDALE CO.

Ducks vs. Wall Street Investments.

A circular sent out by a firm of Wall Street tipsters says: "It is now over three years since we first addressed you about our stock operations. During that time had you invested \$100 at the beginning and compounded your profits, your \$100 would now be nearly \$4,775. Is there any business that will pay you better than \$4,775 profits on \$100 capital in three years?" A copy of the circular fell into the hands of a man in Maryland, who made this rejoinder:

"The answer is yes—ducks, tame, puddle, muscovy, Pekin or any other breed. A little girl had 15 cents with which she bought a setting of duck eggs. She borrowed a brooding chicken hen from her mother and all the eggs were hatched out. Her profits for the first six months were \$8, and she kept three hens and a drake for the next six months' operations. It is fair to presume that her profits will be at least \$8 for each six months; one year \$16; three years \$48. Divide \$48 by her 15 cents and the quotient will be 320—that is, each of her 15 cents will produce 320 cents; on \$1 or 100 cents the profit will be 32,000 cents or \$320; on \$100 capital the profit would be \$32,000, against the \$4,775. Verily a good investment is in duck eggs."

Egg Cases Broken Up and Destroyed.
From the New York Sun.

There are two standard packages of eggs, one being a case holding thirty dozen, the other a case holding thirty-six dozen. Of the enormous number of boxes containing eggs annually received here—more than two and a half million cases of eggs were received in this city last year—almost all are broken up and destroyed when they have once been emptied, but there are some egg cases intended for the carriage of eggs from nearby points to this city, as from Long Island or from Jersey, that are more substantially made and specially constructed with a view to their repeated use, coming to the city full and going back empty, to be filled and shipped again, as is done with various other kinds of shipping packages in like use.

We all live to learn; but some of us seem to live a great deal more than we learn.

GRAND RAPIDS GOLD-STORE CO.

Takes pleasure in announcing to the fruit and produce shippers of Michigan that its new plant, on the corner of **South Front Street and G. R. & I. R. R.**, is rapidly nearing completion and that it will be prepared to receive shipments or consignments of all kinds of perishable goods by May 1. The plant is thoroughly modern and up-to-date in every respect, having rooms of different temperatures, adapted to the necessities of shippers. A specialty will be made of freezing poultry, game and meats. Correspondence desired with country shippers of butter, eggs and poultry. We solicit an inspection of our plant and process, which we believe to be the most complete in every respect in the West.

**J. W. LANSING,
WHOLESALE DEALER IN
BUTTER AND EGGS****BUFFALO, N. Y.**

The time of the year for storing eggs is now at hand. I have orders for several thousand cases of eggs from people who store them so I can use an unlimited amount of eggs for the next sixty days. Small or large shipments matter not, but the larger the better. Write me how many you are getting per week and I will make you a price delivered in Buffalo. Let me have your shipments.

REFERENCES:Buffalo Cold Storage Co., Buffalo, N. Y.
Peoples Bank, Buffalo, N. Y.Dun or Bradstreet.
Michigan Tradesman.**What Do You Do
With Your Bad Butter**

No matter how bad it smells or how nasty it looks you can purify it with "Lactobutu" and make nice elegant, sweet butter out of it. There is no excuse now for any merchant selling his poor butter at a low price and losing money on it when he can treat several hundred pounds of mixed grades in a few hours and make it all uniform, pure and good. This is the only process for treating bad butter that has maintained the highest endorsement.

Every merchant knows that when he sells his poor butter for 5 and 6 cents per pound it is purchased by some process firm who make good salable butter out of it. Why don't you?

One customer writes that by the use of Lactobutu he now makes enough out of butter to pay all store expenses.

Thousands of dollars have been saved by the country merchants during the past year by using this process, which does not conflict with the most rigid laws of any state. It requires no machinery to work the butter. No extra expense. The process is so simple a boy can work it.

WHAT IT COSTS: On receipt of \$5.00 we will send you the full secret process and a box of Lactobutu sufficient to treat 500 pounds. With future orders for Lactobutu to those who have purchased the process we will send enough to treat 500 pounds for \$2.

Write for Testimonials.**Mention this Paper.****The Lacto
Butter Co.,****145 La Salle St.,
Chicago, Ill.****Special Blanks for Produce Dealers**

We make a specialty of this class of work and solicit correspondence with those who need anything in this line.

TRADESMAN COMPANY, - Grand Rapids, Mich.

Clerks' Corner.

Carry the Message to Garcia.

In all this Cuban business there is one man stands out on the horizon of my memory like Mars at perihelion.

When war broke out between Spain and the United States, it was very necessary to communicate quickly with the leader of the insurgents. Garcia was somewhere in the mountain fastnesses of Cuba—no one knew where. No mail nor telegraph message could reach him. The President must secure his co-operation, and quickly.

What to do?

Someone said to the President, "There's a fellow by the name of Rowan will find Garcia for you, if anybody can."

Rowan was sent for and given a letter to be delivered to Garcia.

How "the fellow by the name of Rowan" took the letter, sealed it up in an oil-skin pouch, strapped it over his heart in four days landed by night off the coast of Cuba from an open boat, disappeared into the jungle, and in three weeks came out on the other side of the island, having traversed a hostile country on foot, and delivered his letter to Garcia, are things I have no special desire now to tell in detail.

The point I wish to make is this: McKinley gave Rowan a letter to be delivered to Garcia; Rowan took the letter and did not ask "Where is he at?"

By the eternal! there is a man whose form should be cast in deathless bronze and the statue placed in every college of the land. It is not book-learning young men need, nor instruction about this and that, but a stiffening of the vertebra which will cause them to be loyal to a trust, to act promptly, concentrate their energies; do the thing—"Carry a message to Garcia!"

No man who has endeavored to carry out an enterprise where many hands were needed but has been well-nigh appalled at times by the imbecility of the average man—the inability or unwillingness to concentrate on a thing and do it. Slipsbod assistance, foolish inattention, dowdy indifference and half-hearted work seem the rule; and no man succeeds, unless by hook or crook, or threat, he forces or bribes other men to assist him; or mayhap, God in His goodness performs a miracle and sends him an Angel of Light for an assistant.

You, reader, put this matter to a test: You are sitting now in your office—six clerks are within call. Summon any one and make this request: "Please look in the encyclopedia and make a brief memorandum for me concerning the life of Correggio."

Will the clerk quietly say, "Yes, sir," and go do the task?

On your life, he will not. He will look at you out of a fishy eye and ask one or more of the following questions:

Who was he?

Which encyclopedia?

Where is the encyclopedia?

Was I hired for that?

Don't you mean Bismarck?

What's the matter with Charlie doing it?

Is there any hurry?

Sha'n't I bring you the book and let you look it up yourself?

And I will lay you ten to one that after you have answered the questions, and explained how to find the information, and why you want it, the clerk will go off and get one of the other

clerks to help him try to find Garcia—and then come back and tell you there is no such man. Of course, I may lose my bet, but according to the Law of Average I will not.

And this incapacity for independent action, this moral stupidity, this infirmity of the will, this unwillingness to cheerfully catch hold and lift, are the things that put pure Socialism so far into the future. If men will not act of themselves, what will they do when the benefit of their effort is for all?

A first-mate with knotted club seems necessary; and the dread of getting "the bounce" Saturday night holds many a worker to his place.

Advertise for a stenographer and nine out of ten who apply can neither spell nor punctuate—and do not think it necessary to.

Can such a one write a letter to Garcia?

"You see that book-keeper," said the foreman to me in a large factory.

"Yes, what about him?"

"Well, he's a fine accountant, but if I'd send him uptown on an errand, he might accomplish the errand all right, and on the other hand, might stop at four saloons on the way, and when he got to Main street would forget what he had been sent for."

Can such a man be entrusted to carry a message to Garcia?

We have recently been hearing much maudlin sympathy expressed for the "down-trodden denizen of the sweat shop" and the "homeless wanderer searching for honest employment," and with it all often go many hard words for the men in power.

Nothing is said about the employer who grows old before his time in a vain attempt to get frowzy ne'er-do-wells to do intelligent work, and his long patient striving with "help" that does nothing but loaf when his back is turned. In every store and factory there is a constant weeding out process going on. The employer is constantly sending away "help" that have shown their incapacity to further the interests of the business, and others are being taken on. No matter how good times are, this sorting continues, only if times are hard and work is scarce the sorting is done finer—but out, and forever out, the incompetent and unworthy go. It is the survival of the fittest. Self-interest prompts every employer to keep the best—those who can carry a message to Garcia.

I know one man of really brilliant parts who has not the ability to manage a business of his own, and yet who is absolutely worthless to anyone else, because he carries with him constantly the insane suspicion that his employer is oppressing or intending to oppress him. Should a message be given him to take to Garcia, his answer would probably be, "Take it yourself, and be damned!"

To-night this man walks the streets looking for work, the wind whistling through his threadbare coat. No one who knows him dares employ him, for he is a regular fire-brand of discontent. He is impervious to reason and the only thing that can impress him is the toe of a thick-soled No. 9 boot.

Of course, I know that one so morally deformed is no less to be pitied than a physical cripple; but in our pitying, let us drop a tear, too, for the men who are striving to carry on a great enterprise, whose working hours are not limited by the whistle, and whose hair is fast turning white through the struggle to hold in line dowdy indifference,

slipsbod imbecility and the heartless ingratitude which, but for their enterprise, would be both hungry and homeless.

Have I put the matter too strongly?

Possibly I have; but when all the world has gone a-slumming I wish to speak a word of sympathy for the man who succeeds—the man who, against great odds, has directed the efforts of others, and having succeeded, finds there's nothing in it—nothing but bare board and clothes. I have carried a dinner pail and worked for day's wages and I have also been an employer of labor and I know there is something to be said on both sides. There is no excellence, per se, in poverty: rags are no recommendation; and all employers are not rapacious and high-handed, any more than all poor men are virtuous. My heart goes out to the man who does his work when the "boss" is away as well as when he is at home. And the man who, when given a letter for Garcia, quietly takes the missive without asking any idiotic questions and with no lurking intention of chucking it into the nearest sewer or of doing aught else but deliver it never gets "laid off" nor has to go on a strike for higher wages.

Civilization is one long anxious search

for just such individuals. Anything such a man asks shall be granted. His kind is so rare that no employer can afford to let him go. He is wanted in every city, town and village—in every office, shop, store and factory. The world cries out for such; he is needed, and needed badly—the man who can carry a message to Garcia.—The Philistine.

Art School at Macatawa.

An art school is to be established at Macatawa Park in July, which, if successful, will probably be made a permanent fixture and will be conducted on a scale similar to the college work of the Northern resorts. Frank Forest Frederick, Professor of Art and Design in the University of Illinois, will be in charge of the classes, which will be held in a studio in the Macatawa Park auditorium. Work will begin Monday, July 3, and continue during the summer months. There will be three classes, the elementary class for the study of freehand drawing and perspective, the intermediate class for the study of composition and methods of sketching, and the advanced class for the study of landscape painting.

Full information may be had by addressing Prof. Frederick at Champaign, Ill. Ask agents of the C. & W. M. or D., G. R. & W. Railways for circulars, and remember that these lines are the ones to take for Macatawa Park.

GEORGE DEHAVEN, G. P. A.

Clover and Grass Seeds

Onion Sets, Field Peas, Seed Corn

Highest Grades and Lowest Prices.

ALFRED J. BROWN SEED CO., Grand Rapids, Mich.

Seed Merchants.

If any Beans to offer send sample; state quantity and price delivered Grand Rapids.

BEANS

We are in the market every day in the year for beans; car loads or less, good or poor.

Write us for prices, your track. The best equipped elevators in Michigan.

C. E. BURNS, Howell, Mich.

Creameries

Paying creameries promote prosperity. We build the kind that pay. If you would like to see

a good creamery in your community write to us for particulars.



A MODEL CREAMERY.

Our Creamery buildings are erected after the most approved Elgin model. We equip them with new machinery of the very latest and best type.

Creamery Package M'f'g Co.,

1-3-5 W. Washington St.,
CHICAGO, ILL.

Shoes and Leather

Patronizing Manufacturers Who Run Retail Stores.

I affirm that a retail shoe dealer should buy his goods from any person or firm, no matter who they are or where they are located, whether they be retailers, jobbers, auctioneers, agents or manufacturers; no matter what their color, nationality or religion, just so that they furnish the goods from which said retailer can realize the greatest benefit in point of profit and general satisfaction to his customers. And I further say that all shrewd dealers will do so.

I am going to ask the shoemakers who read your valuable journal, "What are you in business for? Is it to help along certain dealers and business enterprises that happen to be of some particular political or religious opinion that agrees with yours, or that happen to do business in a certain way or through a certain channel that suits your ideas, and help crush out, pull down and drive away those who do not?" No, I think not. When your answers, variously expressed, are sifted down there is but one object to gain. Or, using a more modern expression, if you will pardon the slang of it, "You are out for the best of it." Now, then, how shall this result be attained? I argue that retail shoe merchants, under most circumstances, who to a certain extent handle shoes made and exclusively advertised by manufacturers who also have some retail stores of their own which they sell a portion of their production, do realize advantages that are not enjoyed by their less liberal-minded competitors who will not sell such goods.

I do not wish to be understood as saying that while the one prospers the other will fail, but I do say that, all other circumstances being equal, the one starts with undeniable advantages not enjoyed by the other. If there were no other consideration, there is this one—that he starts with goods advertised and familiar to his trade, thus gaining an advantage right from the beginning. In these times of hustle and bustle and sharp competition it is the liberal-minded advertiser who succeeds in business.

Although but thirty-four years old, I have spent more than twenty of these years among shoes, in every capacity, from a window washer to proprietor. I like shoes. I like to see, handle, fit and sell them and I have made them a life study. I have watched the success and misfortune of many business men and firms from time to time, and have noted the reasons for same; and I have decided that there are four essential things in the life of the shoe merchant that, in order to achieve success, one must comprehend and master. The lack of any one of them means failure.

1. He must have the store.
2. He must get the trade.
3. He must profit from the trade.
4. He must be able to so manage his affairs that he can live within the amount of his gain.

He may thus be considered among his fellow-tradesmen and in his community a prosperous and successful business man.

Hundreds have the first who never see the second. Hence fail.

Thousands enjoy the first and second who never realize the third. Hence fail.

Hundreds of thousands have the first, enjoy the second and realize the third,

but are never able to master the fourth. Hence fail.

In considering the topic before us I have nothing to do with the first; that is assumed—nor the fourth; that is a sad misfortune of those who are not able to bring their wants within the limit of their means. And just here let me say that to this class my hearty sympathy goes out. It is made up of those whole-souled, big-hearted, easy-going, well-wishing, good fellows whose company and business acquaintance one enjoys, but who usually are the victims of others who do not deserve their acquaintance, much less their friendship.

But the second and third, getting a trade and getting a profit from it, I must deal with to prove the assertions which I have already made. Let us see what advantage there is in the way of getting trade to the average dealer who sells goods made by a manufacturer who also has retail stores of his own; and if I prove that he actually does derive benefits from so doing, you must admit with me that the wise dealer should cast aside the thought of monopoly and for his own good buy goods from such manufacturers.

I have already asserted, and I believe, that the successful trade getter is the liberal advertiser. At the present moment I have not in mind a single retailing manufacturer who is not a generous advertiser. The very existence of such stores as they conduct is a good advertisement for the particular shoe which they make and sell, and the retailer who wishes to sell the same shoe can reap the benefit of the advertisement and it costs him nothing. Thus we have trade-bringer No. 1 and no cost.

There are no manufacturers retailing their own shoes who do not aim to make and sell the very highest priced and best shoes that can be successfully sold in the community in which their stores are located; and the very fact that this same shoe is seen in your store impresses your customer with the fact that you are handling good, responsible goods. Trade-bringer No. 2, and no cost. Perhaps it may be as well to illustrate this point fully: A number of years ago I was employed as manager of a department of a large clothing firm, who were just putting in men's and boys' shoes. I put in a certain line of shoes manufactured by a firm who also had retail stores. For convenience we will call them Smith shoes. The store was located on a prominent corner near the railroad depot, where a great many commercial travelers passed. I kept a nice window filled with these high-priced fine shoes, always conspicuous-

Geo. H. Reeder & Co.,

19 South Ionia Street,
Grand Rapids, Mich.

Agents for LYCOMING and KEYSTONE RUBBERS. Our stock is complete so we can fill your orders at once. Also a line of U. S. RUBBER CO. COMBINATIONS. Send us your orders and get the best goods made. Our line of Spring Shoes are now on the road with our travelers. Be sure and see them before placing your orders as we have some "hot stuff" in them.

Rindge, Kalmbach, Logie & Co.,

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Manufacturers and Jobbers of

Boots and Shoes

Agents for the Boston Rubber Shoe Company.

Our styles are up to date.

Send us your orders and we will give them prompt attention.



Goodyear
Glove
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Boots for
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**GRAND
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MAY 1. RAIN OR SHINE.

We Want You to Get into Our Wagon

this year, for we will have what you want. Agents for **Candee Rubbers**, first quality; **Federal brand**, second quality. Best Combinations in the market in **felt boots** with rubbers and socks and the finest line of **Lumbermen's Socks** to be found. Also a line of **short socks**, **wool and leather gloves** and **mitten**s and **Mackinaws**. A leather top lumberman's rubber over will be one of our leaders. Our **Rubber and Felt Combination** will be with a **rolled edge** at the same price as the plain rubber. Prices on rubbers will be made April 30. All other goods now upon application.

**STUDLEY & BARCLAY, 4 MONROE STREET,
GRAND RAPIDS, MICH.**

Herold=Bertsch Shoe Co.

Grand Rapids, Mich.

**Manufacturers
and Jobbers**



ly displaying the name of the maker. The window and the name invariably attracted attention, especially of persons who would come into the store and say, "Ah! I see you sell the Smith shoe here. You are justified in handling such good goods."

"Well, we think so, or we would not handle them."

"I tell you they are all right. They have a fine store in Chicago" (or New York or Cleveland, as the case may be).

"Yes, they have fine stores and get fine prices. We do not have so fine a store, but sell as fine goods at less prices."

"Well, if this is the case I had better buy my shoes here. I wear Smith shoes always."

I can truly say that during my ten years' experience as manager of that store this has happened hundreds of times.

What was the cause of these sales? Smith's big store. Who got the benefit? We did.

How much did it cost?

Nothing

Now this would have happened had I been selling Douglas, Victor, Emerson, Hanan or any other well known make of shoes manufactured by those who have their own stores. I merely give it to prove the assertion I make, that the very existence of a fine store selling good goods is without doubt a very good advertisement for the retailer who wishes to handle their lines. Hence, from a business standpoint why not patronize them?

If I were going into the shoe business in any large city to-day, and had the necessary capital, I would rather start next to the largest and most successful of these stores, and sell their goods, too. They could do the advertising and I would reap the benefit and apply the money thus saved in using some other device to attract trade to my store. They can not sell shoes to their own retail stores one cent cheaper than they can sell them to me if I have the cash to pay for them, so I am on an equal footing with them in every way, and ahead in point of saving money on advertising that particular make of shoe. Trade winner No. 4, and no cost.

Now let us go on to our third division—profits; and here I argue that the retailer can realize just as much profit, if not more, from manufacturing-retailers' goods as any other, even if the prices are already stamped on the goods. In my opinion, these stores have a tendency to keep prices up, and if every retailer could always realize as much net gain on all his goods as these stamped prices would net him he would never break up on account of small profits. You never hear of these stores cutting the life and profits out of goods in their retail stores. No; they keep them up. Hence we realize the goal in our retailer's pilgrimage and score another good reason why the retail merchant should buy goods from the manufacturers who also have retail stores of their own.

One more point, and I will say good-bye:

I argue that the manufacturer who also has retail stores of his own comes in closer touch, through these stores, with the consumer than his competitor; hence through that medium has a better opportunity to learn the changes in style, the wants of the wearers, the whims and ideas of the actual consumer, and to know the deficiencies in lasts and leather, thus gaining knowledge

that it is impossible for his competitor to get. Hence, he should be able to make little improvements that will guarantee to his customer more practical and salable footwear than can otherwise be produced.

The foregoing reasons being true, I say for his own good the retail shoe dealer should not boycott the manufacturer who has retail stores of his own, any more than the manufacturer should boycott and refuse to sell to retailers if they should choose to buy a factory and make a portion of their own goods.

Now you ask for a remedy; and I reply, we do not want any remedy. Let them go ahead.

I tell you, no retailer should be afraid of them. I say, let more of them start if they want to. They are no great success as retailers and never will be. They sell good, high-priced goods, and only advertise well such goods for retailers. So let them go ahead. They will remedy themselves in time.—Boots and Shoes Weekly.

Sound Advice Regarding Unsalable Goods.

Few retail merchants realize the constantly increasing cost of portions of their stock which are daily, monthly, and yearly growing in amount because original figures are adhered to for selling prices, regardless of the fact that certain articles, by lack of popularity or because they have already had their day, are worth less than their first cost. The tenacity with which some merchants hang onto old goods year after year, inventorying them at the original cost, instead of present market value, is certainly worthy of a better cause.

An article costing originally ten dollars, taking the value of money at ordinary interest rates, would stand at the end of the second year at about eleven dollars, at the end of the fifth year thirteen dollars, and so on, each succeeding year piling up the cost, in that the money represented has not been earning an interest or a profit elsewhere, and therefore it would be charged to the goods. Meanwhile the goods are diminishing in value, compared with original figures, in a more rapid ratio than their cost is piling up.

If the merchant had sacrificed the article the first year for eight dollars, the loss on the transaction at the end of five

years, using the same interest calculations as before, would amount to only two dollars and seventy-five cents; but the eight dollars turned over and over again at the usual percentage of profit would have earned much more than this. By comparison the oftquoted saying, "We got our money back anyway," uttered by those who hold an article for several years and then sell it at its original cost, becomes extremely ridiculous.

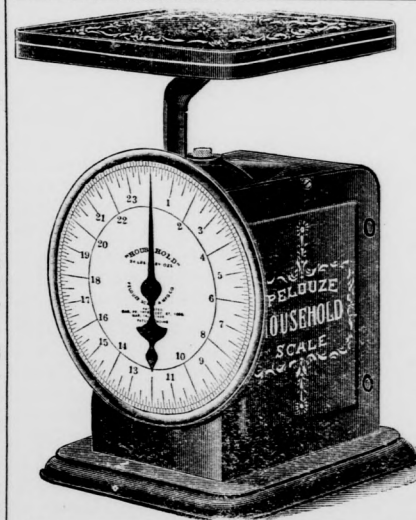
Carrying a stock of dead or unsalable goods locks up so much capital in trade that the merchant often finds himself unable to take advantage of the usual cash discounts. This means that goods otherwise costing him ten dollars, less 7 per cent. for quick money, or nine dollars and thirty cents net, will stand him ten dollars net. His reputation of being a close cash buyer is thus lost, and the consequence of a considerable

amount of dead stock on the shelves is that the merchant is obliged to pay long prices for all of his goods.

Merchants who get into this position are no longer sought after by wholesalers when there are special bargains to be offered, for at such times only strict cash buyers are approached. This frequently means in a given community that the merchant's competitors can sell certain goods and make reasonable profits at prices that represent actual cost to him. Putting the knife into the prices of unsalable goods and getting rid of them is the only way to conduct a successful business. The first loss on unsalable articles is always the smallest loss.

C. H. ARNOLD.

Like many other men of great wealth, Claus Spreckels, the sugar millionaire, has a rooted aversion to personal display. He carries a cheap silver watch.



PELOUZE "Household" Scale

24 LBS. BY OZS.

Acknowledged to be the BEST on the market

PRICE \$1.50

ONLY \$12.00 PER DOZ.

Net to the trade.

Made of cold rolled steel throughout. Beautifully japanned and striped. Large white enameled dial, very serviceable and distinct. Enameled steel top plate, absolutely unbreakable.

Occupies less space than other scales. Can be instantly adjusted for scoop. Weight, boxed, only 4½ lbs.

EVERY SCALE WARRANTED.

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Mfrs. Reliable Postal, Counter, Confectionery, etc.

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WE ARE MANUFACTURERS AND CAN SAVE YOU MONEY. Our Roofing is better and cheaper than shingles, iron or tin. Buy a Roofing with a Reputation. Ours has stood the test for years. Patronize a Michigan firm. Write us for descriptive circular and samples.

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Office: 82 Campau St.

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(Please mention where you saw this advt.)

They all say

"It's as good as Sapolio," when they try to sell you their experiments. Your own good sense will tell you that they are only trying to get you to aid their new article. : : : : : : : : : :

Who urges you to keep Sapolio? Is it not the public? The manufacturers, by constant and judicious advertising, bring customers to your stores whose very presence creates a demand for other articles.

TO YOUNG MEN.

Lectures on Business and Professional Subjects.

Traverse City, April 10—For some time it had occurred to me that a course of lectures to young men on business and professional subjects would be of great value to them in deciding upon their life work. With this idea in mind, the following course was arranged and carried out during the past winter:

1. Jan. 25—The Legal Profession, by Edwin S. Pratt.

2. Jan. 31—Journalism, by Thos. T. Bates, Editor Grand Traverse Herald.

3. Feb. 7—The Christian Ministry, by Rev. D. Cochlin, Pastor Congregational Church.

4. Feb. 14—The Medical Profession, by Dr. A. S. Rowley, Assistant Superintendent Northern Michigan Asylum.

5. Feb. 21—The Banking Business, by Frank Welton, Assistant Cashier First National Bank.

6. Feb. 28—The Mercantile Business, by H. Montague, General Manager Hannab & Lay Mercantile Co.

7. March 7—Teaching and School Supervision, by President Chas. McKenny, Central Michigan Normal School.

8. March 14—The Railroad Business, by C. E. Murray, Agent G. R. & I. R. R.

9. March 21—Pharmacy, by C. A. Bugbee, City Drug Store.

10. March 28—Mechanical Engineering, by W. F. Calkins, Traverse City Iron Works.

The speakers selected to address the young men are, with one exception, well-known and successful business and professional men of this city. They not only readily consented to speak, but, without an exception, deemed it a privilege to be able, in this way, to assist young men in determining what their life work shall be. They were asked not to attempt any flights of oratory, but to speak right out of their personal experience and observation. It was suggested to them that they emphasize the following points:

- 1. Character.
- 2. Preliminary training.
- 3. Specialization.
- 4. Industry.
- 5. Opportunities for doing good.
- 6. Probabilities of success from a financial standpoint.

It was gratifying to me to notice how every speaker rubbed into the young men the necessity of good habits, thorough training, the strictest integrity and patient industry as absolutely essential to the highest success in any vocation.

The course was made absolutely free to the young men; the only conditions asked were that they attend all the lectures unless they could present a good excuse for not doing so; that they come for the purpose of learning and getting all the assistance possible out of them. Tickets were issued giving the dates and subjects of the lectures. These they were asked to present at the door each night.

While the course was designed primarily for the young men over fifteen years of age enrolled in the high school, it was by no means confined to them. An invitation was extended to all the young men of the city who thought they would be interested. As a result, the audience each evening contained a large number of clerks, students of the business college, attendants at the asylum and employes in the various factories of the city. Several young men drove in a distance of eighteen miles.

The success of the course was beyond my most sanguine expectations, the attendance reaching the number 234.

I thoroughly believe that a course of lectures along similar lines may be made to form a very important factor in the education of young men. It is my purpose to arrange a more extensive and comprehensive course along the same general line for next year.

We need to dispossess the young men of our schools of the idea that they must all be doctors, lawyers, preachers or teachers in order to win an honorable

and influential place in life. The great fields of general merchandising, mechanical engineering, banking, agriculture, railroading, etc., are open and afford equal opportunities for doing good and winning distinguished success.

C. T. GRAWN,
Superintendent City School.

The Leaven in the Meal.

Just now, in the year of our Lord, 1899, we are all agog on the matter of trusts. Some are pulling their hair over impending ruin and others scratching the same, to see the crack of doom, and another the wind; in these octopus combinations one sees a vampire and another a fat mackerel. One hears the crack of doom and another the wind in a plum tree and the dropping of mellow fruit in the baskets below. We make orations and preach sermons, put anathemas into printers' ink and diatribes into public speeches. We perspire and rave and Ajax looses his girdle and his forearm in defiance of the electric bolt. All of this is right enough as a means of defense from what, if left alone, might become a Goliath among modern evils. So far, so good. Is it not a fact, however, that we too often overlook the causes when we are making long faces at the consequences? We break eggs and spare the hen that lays them. We shoot the cub of the wolf and leave its dam in the den. The trust is not an injected foreign substance into the industrial body. It is a product thereof. It may be a wart, an ulcer or a hump, but is it not a bone of our bone and flesh of our flesh? It has been suckled and cradled by ourselves. We have developed the conditions out of which a trust is as natural as a mushroom out of manure. We have made business as warm as the climate in which Beelzebub toasts his toes. Competition has been a razor on a bone. Trade has become a shaving business. We cut prices, wages and honest profits to gain advantage over a competitor. We are willing to live on red herring if we can only get him to come down to the same diet. The result is a general scramble for the bones and, after that, repentance. We confess we have made fools of ourselves and, having got to the bottom of the well, we pray for a rope to haul us out. The trust comes along and proposes dry socks and less foolishness. It is from this standpoint the trust seems to be anything rather than a satyr, hobgoblin or vampire. Its pose is impressive. It looks like a savior, but it isn't. The idea is a dividend more than a deliverance. As a nation we have a predilection for fat finances. Enough is a lost word where gains are concerned. No melon is too large for the mouth or too sweet for the tooth. We can not get too rich or make the pile too fast. The art of exchanging a sprat for a mackerel is a special profession. We lean the knitting needles and steal the stockings. Society is crowded with men who are looking for cake and pie, not by work of the hands, but by the special function of doing the caterpillar act on a lettuce. This breed is rapidly multiplying. It is collared and cuffed and well fed, and the instincts thereof are as common and natural as wool on the scalp of an Ethiopian. We shave contracts as well as notes, collect discounts on tickets for charity balls and orphan homes and are ready to preach or pray or legislate according to salary. The business man will work seven days a week, spoil the comfort of his night cap and act generally like a galvanized frog when a dollar is in sight. Is it any

hair raising surprise that, with such conditions existing, a trust can be otherwise than fascinating, as is a spangled fly to a hungry trout? The young of a bird dog chases a sparrow, the cub of a lion snorts at the blood of a baby ante-lope, a tadpole is a creature of spawn and what is begotten is, and always will be, of that which begets. The question is as to whether a so-called trust can or can not get away from the blood there is in it. Will it reproduce the evils from which it professes to be an effort to escape? No one questions the logic of its evolution, but will it bring forth the same fruit in which it found its germinating seed? Can moneyed interests run industries as they do stocks and bonds, and not hold them on its finger and laugh to see them kick? Will it be, as was remarked by the axman in a land survey, who was one day chased by hor-

nets and the next day by wasps, who, in a run to escape the latter, expressed his conviction that, although they had changed their clothes, they "spake the same language?" Time will tell the tale. Can we get away from the leaven in the meal? FRED WOODROW.

AMERICAN CARBIDE CO., Ltd.

Successors to the Michigan & Ohio Acetylene Gas Co.'s Carbide Business.
Jobbers of

Calcium Carbide

and all kinds of
Acetylene Gas Burners

Orders promptly filled.
JACKSON, MICH.

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Owen Acetylene Gas Generator

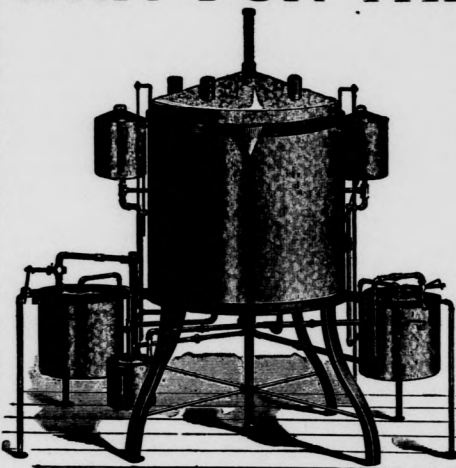
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To get Pure Gas you must have a Perfect Cooler and a Perfect Purifying Apparatus. We have them both and the best made. The Owen does perfect work all the time. Over 200 in active operation in Michigan.

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Also Jobbers of Carbide, Gas Fixtures, Pipe and Fittings.

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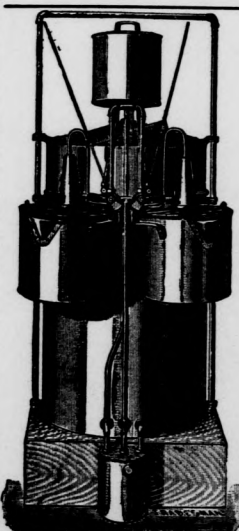


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TURNER GENERATOR

If you want the newest, most economical and most easily operated machine, write for quotations and full particulars,

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Send to the manufacturers for booklet and prices.

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Some of the Types of Commercial Travelers.

How many kinds of the versatile and ubiquitous commercial traveler one meets, in different shapes and sizes, and how easily the observant can classify and assign them to the several types and classes of which they form part.

For instance, there is one type of those who peregrinate with which we knights of the grip are familiar; but not as a person do we grow familiar; simply by observation is our sense of classification awakened. With the individual, thank Heaven! we have no fellow feeling. We all know him. He is always the last to enter the 'bus at the railway stations so that he may be first to enter the hotel, where he makes a rush for the register, and as you patiently wait while he places his name on the open page you hear him say to the clerk: "Did you get any mail for me? Can I get a big sample room? Is that room warm (or cool, thermometric conditions considered)?" These and various other questions are fired at the smiling clerk, who, with his usual urbanity, tells him he will get the best room in the house (and then gives it to someone else for private reasons).

Then there is the young traveler on his maiden trip. How loquacious he is with everybody, from the bell boy up, and how he relishes the opportunity that enables him to enter into conversation with some of the old-timers who know all the ropes. During the conversation he tells us how he had an elegant business in Asheville, where he sold A. B. C. Smith a fine bill, and how he considers Jones, of Brownville, a poor judge of good things and away behind the times. You listen to it all complacently, and kindly refrain from telling him of the reputation Smith has made among the boys as a ready canceller of orders, and you also fail to tell him that Jones is considered one of the shrewdest buyers on the line.

You were young and enthusiastic once yourself, and you know how much he has to learn before he discovers that an order is an order until it is either cancelled or shipped.

We have also met the mysterious traveler, the man who always keeps away from the common herd and communes with himself in some isolated corner. Always writing letters (probably to himself), or figuring up orders (that he expects), and thinking up some scheme to startle the unsuspicious and guileless merchant; he is too much oppressed with his own self-interest to become ac-

quainted with the men he travels with, and they—strange to say—don't lose any sleep over the fact.

The smart (?) man! Ah, how he talks of his achievements, and is the recipient of the open-mouthed admiration of the—well, the bell boys probably. He can sell any man on the road, and he doesn't cater to any merchant. He sells them stuff whether they need it or not, and never less than a carload of goods. He has no use for small buyers, and is so successful that every time you meet him he is representing a new house, probably on account of having sold all the goods his previous employers can make for years, thus probably leading them to let him out, on account of having nothing further for him to sell. Perhaps!

But the scene changes, and after rubbing up against the types spoken of how it gladdens your heart to see one of the genuine "good fellows."

He is usually one of these quiet, unassuming, business-like fellows, who never seem to be in a hurry, and whose presence is felt and not known by his boisterousness.

He doesn't ask for the best room, but you will notice he generally gets it, just the same. He doesn't tell you how many goods he sold this trip, but you notice that he fills out a good many sheets of paper that look suspiciously like order blanks. He generally likes a quiet game; sometimes of whist or cinch, and alas! sometimes of the sort in which "chips" are essential, and during the game he thaws out and you hear one or two new stries, as he gets off some of the good things he has heard lately.

You notice everyone seems to know and like him and all salute him with, "Hello, Jim!" when they run across him, and as he grips their hands you see that pleasant smile and the bright twinkle in his eye as he says: "How's things?"

Always ready to put his hand in his pocket for a sick or needy fellow man, and never running down a competitor or a competitor's line; he goes through life smoothly, leaving a pathway along which are strewn the good wishes of all who know him and the hopes for success in the future of all with whom he is acquainted.

He is the exponent of the best type of the traveler and association with the knights of the grip leads me to think his name is legion, for although "there are others" we temporarily forget their lack of his attributes, and say, when we think of the many of his kind we know: "Good luck and God bless 'em!"

Joseph C. Martin, who died the other day in Florence, Mass., was the inventor of the cash carrier system used in many states. He also secured a patent for a device which he called his "pick-up machine," which is designed to collect messages from all the desks of clerks in a certain building, convey them automatically to the desk of a central superintendent or other officer and deposit them, thus doing away with the services of an army of errand boys.

John Sherman is not the only distinguished man who has had the privilege of reading his own obituary. Lord Brougham saw two sets of his, and Garibaldi saw about half a dozen. Mr. Sherman's present attack of pneumonia is the third from which he has suffered, the first occurring when he was only 16 years old.

Twenty-five years ago France was able to put as many soldiers in the field as Germany. To-day it falls short by about 1,000,000 men.

Aims and Objects of the United Commercial Travelers.

Grand Rapids, April 11.—Believing the Tradesman to be the official organ of the traveling men of Grand Rapids, I ask the privilege of communicating to them a matter worthy of their earnest consideration. I wish to call to their attention the fact that on Oct. 15, 1898, there was organized in this city Grand Rapids Council, No. 131, of the order of United Commercial Travelers of America. This order is a secret benevolent society, founded by commercial travelers for the benefit of commercial travelers. There are at present 145 councils, in thirty four different states, with a total membership of nearly twelve thousand. Since organization, twelve years ago there have been levied forty-four assessments of \$2 each, making an average cost of less than \$8 a year. On April 1, there had been paid in claims over \$160,000. The prime object of the order is to unite fraternally all commercial travelers, to elevate their moral and social standing, to secure just and equitable favors and to place the profession upon the high plane to which of right it belongs. The insurance benefits are reliable and given at exactly cost. All claims are paid promptly and in full on the following basis: Accidental death, \$6,300; loss of both eyes, \$5,000; loss of both hands, \$5,000; loss of both feet, \$5,000; loss of hand and foot \$2,500; loss of one hand, \$1,250; loss of one foot, \$1,000; loss of one eye, \$650. An indemnity of \$25 per week will be paid for accidental injury for a period not exceeding fifty-two consecutive weeks.

In addition to these benefits, there is a widows and orphans' fund which is by far the best feature of the order. The widow of a deceased member, should she require aid, is entitled to the sum of \$250 per year, which is equal to \$5 per week and will keep the wolf from the door in any case.

Should the orphan of a deceased member require aid, a guardian will be appointed by the Council and the child's support and education will be paid for by the order until the fifteenth birthday.

These benefits have proved a blessing to many a member in his time of need and to many a wife and mother in their hour of distress and affliction.

Every worthy commercial traveler in this city should investigate and see if this is not just what he has been looking for—a first-class secret organization of commercial travelers, national in its character and mutual for its members in all the world implies.

We beg the consideration of the reader for this lengthy preface to the flattering data which mark the beginning of another prosperous year, but the phenomenal growth of the order deserves and demands attention. To its officers congratulations; to its members, everywhere, greetings! Nothing succeeds in this world like success and you, brothers, have succeeded.

L. F. BAKER, Sec'y.

Gripsack Brigade.

William Connor is in Milwaukee for a few days in the interest of Kolb & Son, Rochester, N. Y.

Cadillac Council, No. 143, is the name of the second lodge of U. C. T. formed at Detroit. The first meeting was held one night last week, followed by a banquet at the Griswold House.

Bruce Watson, of Cedar Springs, has gone on the road for the Hicks Fanning Mill Co., of Kalamazoo.

John A. Barnum, of Homer, has engaged to travel in this State for J. F. Graham, jobber of shoes and rubbers at Clyde, N. Y.

Local traveling men are talking of sending a delegation to Lansing to urge the enactment of the anti-trust bill now under consideration by the Legislature.

James A. Massie, formerly with the John Finzer Bros. Co., is now on the road for B. J. Reynolds. His territory includes nearly all the towns from Mackinaw City to the Indiana line and from Owosso to Lake Michigan.

Lansing Republican: The business-like signature of M. E. Woodruff, of Akron, Ohio, on the register at the Hotel Downey yesterday is characteristic of the little woman who signed it. Mrs. Woodruff is one of the many women thrown on their own resources, compelled to face the stern realities of life. Her husband was a traveling salesman for a paper sack factory and on his death she took his place and has been very successful. She commands a large business in flour bags among the Michigan millers and is an especial favorite among those connected with the trade. It is unnecessary to say that she is a charming lady.

Why He Came Back.

"Yes, sir," said the narrator, "after being apparently dead for a week he suddenly returned to life."

"How do you explain it?"

"Only on the ground that he was opposed to trade combinations and could not bear the idea of sleeping for ages in a coffin made by the proposed trust."

Easily Reconciled.

Mrs. Darling—Mercy, Charles, what have you been drinking?

Mr. Darling—I don't know. It is what they call "the same." Quite a fashionable drink, I should say.

"Oh, that was all? I am so glad it was not some kind of liquor."

REMODELED HOTEL BUTLER

Rates, \$1. I. M. BROWN, PROP.
Washington Ave. and Kalamazoo St., LANSING.

HOTEL WHITCOMB

ST. JOSEPH, MICH.
A. VINCENT, Prop.

\$2 PER DAY. FREE BUS THE CHARLESTON

Only first-class house in MASON, MICH. Every thing new. Every room heated. Large and well-lighted sample rooms. Send your mail care of the Charleston, where the boys stop. CHARLES A. CALDWELL, formerly of Donnelly House, Prop.

Taggart, Knappen & Denison, PATENT ATTORNEYS

811-817 Mich. Trust Bldg., - Grand Rapids

Patents Obtained. Patent Litigation Attended To in Any American Court.



YOU OUGHT TO SEE THIS BIRD FLY IN YOUR CIGAR CASE.

SWEET; RICH. \$35 PER M. SEND MAIL ORDER.

THURLOW WEED CIGAR. \$70.00 per M. TEN CENTS STRAIGHT.

AARON B. GATES, MICHIGAN AGENT STANDARD CIGAR CO., CLEVELAND, OHIO

Drugs--Chemicals

MICHIGAN STATE BOARD OF PHARMACY.

	Term expires
A. C. SCHUMACHER, Ann Arbor	Dec. 31, 1899
G. C. GUNDRUM, Ionia	Dec. 31, 1900
L. E. REYNOLDS, St. Joseph	Dec. 31, 1901
HENRY HEIM, Saginaw	Dec. 31, 1902
WIRT P. DOTY, Detroit	Dec. 31, 1903

President, GEO. GUNDRUM, Ionia.
Secretary, A. C. SCHUMACHER, Ann Arbor.
Treasurer, HENRY HEIM, Saginaw.

Examination Sessions.

Star Island—June 26 and 27.
Houghton—Aug. 29 and 30.
Lansing—Nov. 7 and 8.

STATE PHARMACEUTICAL ASSOCIATION.

President—J. J. SOURWINE, Escanaba.
Secretary, CHAS. F. MANN, Detroit.
Treasurer—JOHN D. MUIR, Grand Rapids.

INDIANA IN LINE.

Full Text of the New Hoosier Pharmacy Law.

Section 1. Be it enacted by the General Assembly of the State of Indiana, that on the taking effect of this act the Governor of Indiana shall appoint five pharmacists, who shall constitute a board to be styled the Indiana Board of Pharmacy. Two members of said board shall be appointed and hold office for one year, one for two years, one for three years and one for four years, and each until his successor is appointed and qualified, and the term of office of each person thereafter appointed shall be four years. Annually after these first appointments the Governor shall appoint pharmacists to fill vacancies as they occur by expiration of terms of appointment. Any vacancy occurring at other times in said board shall be filled by a pharmacist appointed by the Governor for the unexpired term. All of said appointments shall be made by the Governor from pharmacists of recognized experience and ability. No person in any manner connected with any school of pharmacy shall be eligible to service on said Board. Any member of said Board may be removed by the Governor for cause.

Sec. 2. Each member of said Board shall, within ten days after his appointment, take and subscribe an oath or affirmation before a competent officer to faithfully and impartially perform the duties of his office. Should any appointee fail to qualify within the specified time his place shall be declared vacant, and the vacancy shall be filled as specified in Section 1. Said Board shall, within fifteen days after the appointment of its members, organize by the election of a President and a Secretary from among its members, who shall hold office for one year and perform such duties as shall be prescribed by said Board and as hereinafter mentioned. The Board shall adopt such rules and regulations as it may deem necessary to carry out the provisions of this act. It shall report annually on the first Monday in December to the Governor upon the condition of pharmacy in the State. It shall meet four times a year for the transaction of official business, as follows: On the second Wednesdays of January, April, July and October, respectively, at such places as the Board may select. At such meetings said Board shall continue in session from day to day until the business of such meeting is complete, not, however, exceeding three days at any meeting. Three members of said Board shall constitute a quorum.

Sec. 3. Upon the payment of such fee or fees as hereinafter provided, said Board shall grant and issue a license as Registered Pharmacist or as Registered Assistant Pharmacist to any person not less than eighteen years of age, as hereinafter provided, for two years or the unexpired portion thereof prior to the next regular date of re-registration, upon producing evidence satisfactory to said Board of one of the following qualifications, to-wit:

FOR REGISTERED PHARMACIST.

First. He shall, at the time of the taking effect of this act, be the proprietor or manager of a store or pharmacy

in which physicians' prescriptions are compounded; or

Second. He shall have been engaged as clerk for at least four years immediately preceding the passage of this act, in a store or pharmacy in which physicians' prescriptions are compounded; or

Third. He shall pass a satisfactory examination before said Board and shall produce and file such evidence as is satisfactory to said Board, of having served four years in a store or pharmacy where physicians' prescriptions are compounded.

FOR REGISTERED ASSISTANT PHARMACIST.

First. He shall have served as clerk for at least two years immediately preceding the passage of this act in a store or pharmacy where physicians' prescriptions are compounded; or

Second. He shall have served as clerk for two years in a store or pharmacy in which physicians' prescriptions are compounded and shall pass a satisfactory examination before said Board.

In the case of an applicant for license as a Registered Pharmacist or as a Registered Assistant Pharmacist, who is a graduate of a school of pharmacy of such standing and requirements as are satisfactory to the Board of Pharmacy, the actual time spent in attendance at such school shall be accepted as an equivalent for a term of service of equal length in a store or pharmacy where physicians' prescriptions are compounded. All persons desiring registration without examination shall make application to the Board prior to July 1, 1899. Said Board may, in its discretion, grant and issue a license, without examination, as Registered Pharmacist or as Registered Assistant Pharmacist, to any person who shall produce to said Board a certificate of registration of like tenor from another state subject to the general conditions of this act.

Sec. 4. The fees for registered pharmacists shall be as follows:

For registration and certificate	- \$2 00
For examination	- - - 3 00
For re-registration	- - - 1 00

The fee for registered assistant pharmacists shall be as follows:

For registration and certificate	- \$1 00
For examination	- - - 2 00
For re-registration	- - - 50

All fees shall be paid to the Secretary of the Board with the application. All certificates or licenses issued under the provisions of this act shall be effective only for the unexpired portion of the two years preceding the next regular date of re-registration. The next regular date of re-registration shall be July 1, 1901. Any person licensed or holding a certificate of registration issued under the provisions of this act shall be required to re-register by application within thirty days after the expiration of such license or certificate, if he desires to continue as a pharmacist or as an assistant pharmacist. Failure to comply with the foregoing provisions of this section shall subject the offender to a fine of not less than five dollars nor more than one hundred dollars for each week which shall elapse thereafter and before such person shall re-register.

Sec. 5. Each applicant for registration or examination shall produce and file with his application such evidence touching his qualifications as may be prescribed by the rules and regulations of the Board.

Sec. 6. The Secretary of the Board shall, before entering upon the duties of his office, execute an official bond, approved by the Governor, payable to the State of Indiana, in the penal sum of one thousand dollars, conditioned for the faithful discharge of the duties of his office. He shall keep a record of the doings of the Board, which record shall contain the names and residences of all the applicants and the action taken on their respective applications. He shall, at the close of each meeting of the Board, transmit to the Secretary of State for record a list containing the names and residences of such persons as shall have received licenses as Registered Pharmacists, and also a list containing the names and residences of such persons as shall have received licenses as Registered Assistant Phar-

macists at such meeting of the Board. The Secretary of the Board, upon the order of the Auditor of State, shall transmit to the Treasurer of State all moneys received by him as Secretary, together with a sworn statement of the expenses of said Board at such meeting, which moneys shall be held for the payment of the salaries and expenses of the Board, as provided in Section 7 of this act. The Secretary of the Board shall notify each holder of a license or certificate the date of the expiration of said license or certificate, not less than thirty days nor more than sixty days prior to the expiration of said license or certificate.

Sec. 7. Each member of the Board, except the Secretary, shall receive five dollars for pay for each day actually engaged in service at the meeting of the Board, together with the necessary expenses incurred in the performance of his strictly official duties, an itemized statement of which must be filed with the Auditor of State; the Secretary shall receive not to exceed fifteen hundred dollars per annum, and necessary traveling or other expenses; said salary of Secretary to be paid in monthly installments, upon the order of the Auditor of State. Upon the order of the Auditor of State, the compensation and expenses of said Board shall be paid out of the fund in the State treasury arising from the fees as provided in Section 4, and in no case shall any of the said compensation and expenses be paid out of the general fund in the State treasury.

Sec. 8. On and after July 1, 1899, it shall be unlawful for any person to conduct a store or pharmacy in which is sold at retail, or to sell at retail, any chemical, drug or medicine which is poisonous, or which contains a poison; or to compound for sale at retail any physician's prescription, unless there be in charge a Registered Pharmacist, or a Registered Assistant Pharmacist, under the provisions of this act. And, provided, that nothing in this act shall apply to, nor in any manner interfere with the business of a regularly licensed physician in compounding for and supplying his patients with such medicines as may seem to him proper in his professional capacity as a physician. And, provided, that nothing in this act shall apply to, nor in any manner interfere with the business of a general merchant in selling any of the following articles, to-wit: Patent medicines, paregoric, hive syrup, spirit of camphor, Epsom salts, tincture of arnica, compound cathartic pills, Paris green, London purple, white bellebore, concentrated lye, sodium carbonate, sodium bicarbonate, tobacco, spices, perfumes, flavoring extracts, borax, copperas, alum, sulphate of quinine, or any chemicals or preparations commonly employed as dye stuffs or insecticides, and such other articles as may from time to time be allowed by the Board of Pharmacy.

Sec. 9. Any person violating any of the provisions of Section 8, of this act, shall be deemed guilty of a misdemeanor, and upon conviction thereof, shall be fined in any sum not exceeding one hundred dollars, nor less than five dollars for each offense.

The Drug Market.

There are few changes to note.

Opium—Advanced 17½¢ on the 8th, and is tending higher.

Morphine—Is firm, but is not yet advanced.

Quinine—The bark situation continues strong and quinine is not firm at present prices, although manufacturers maintain their quotations. Outside dealers are quoting lower.

Cinchonidia—Has again advanced and is only offered in a small way by manufacturers.

Essential Oils—Pennyroyal has advanced about 50 per cent. in the last two weeks and is very scarce. Wormwood is also higher.

Care will kill a cat; but if you don't care, a bootjack or a gun is just as efficient.

Three Solutions Which Might be Dropped.

Prof. L. E. Sayre is of opinion that in order to make room in the Pharmacopoeia of 1900 for the new remedies which have earned a place therein, several "old preparations which have outgrown their sphere of usefulness" should be dropped. From a considerable enquiry among pharmacists and physicians he thinks there are in particular three solutions whose "day and generation are rapidly passing away," and which should therefore be omitted in the next revision. These are: liquor ferri acetatis, liquor ferri nitratis, and liquor arseni et hydrargyri iodidi.

The only purpose the solution of ferric acetate ever served, anyway, was its use in making the tincture of ferric acetate, which is an unofficial preparation. "Why should we make a preparation official for the purpose of preparing an unofficial one?" As for the second solution, that of ferric nitrate, Professor Sayre thinks it may be possessed of therapeutic virtue, but if so this is unrecognized and unappreciated, for the solution is used scarcely at all. The third solution, that of iodide of arsenic and mercury, should be dropped, he thinks, because it is unstable and should always be prepared extemporaneously in small quantity when ordered by the physician. When kept long free iodine is liberated. Pharmaceutical writers have said that the solution may be restored by rubbing it in a mortar with a little metallic mercury or arsenic, but the Professor thinks that rather than being rubbed in a mortar it had better be rubbed out of the Pharmacopoeia.

Money talks—but it doesn't always speak when spoken to.

Trustee Sale

As Trustee of Charles W. Loud, bankrupt, I will sell at public vendue, to the highest bidder, all the stock of drugs, druggist supplies, fixtures, book accounts and assets of the said bankrupt at the store building in which stock is now situated in St. Johns at 1:00 o'clock in the afternoon of the eighteenth day of April, 1899.

CHAS. P. BAKER, Trustee.

Have You Bought Your Wall Paper for the Coming Season?

If not it will be to your interest to send for our samples. We will send them express prepaid to you. We represent the 15 leading manufacturers of Wall Paper. We guarantee our prices, terms and discounts to be exactly the same as factories represented. Write us.

The Michigan Jobbers,
Heystek & Canfield Co.
Grand Rapids, Mich.



Advanced—
Declined—

Morphia, S.P. & W.	2	20¢	2	45	Sinapis.		②	18	Linseed, pure raw..	49	52
Morphia, S.N.Y.Q.&					Sinapis, opt.		③	30	Linseed, boiled ..	50	53
C. & C.	2	10¢	2	35	Snuff, Macaboy, De		②		Neatfoot, winter str	65	70
Moschus.....				40	Voes.		②	34	Spirits Turpentine..	48	55
Myristica, No. 1....		65¢		40	Snuff Scotch, DeV's		②	34			
Nux Vomica.....po.20				50	Soda Boras ..		9	②			
Oz Sepia.....		15¢		18	Soda Boras, po.		9	②			
Pepsin Saac, H. & P.					Soda et Potass Tart.		26¢	28			
D. Co.		①	1	00	Soda, Carb.		1¼¢	2	Paints	RBL.	LB
Picls Liq. N.N.½ gal.					Soda, Bi-Carb.		3¢	5	Red Venetian.....	1½¢	2 28
doz.		②	2	00	Soda, Ash.		3¼¢	4	Ochre, yel. Mars.	1½¢	2 24
Picls Liq., quartis....		②	1	00	Soda, Sulphas.		②	2	Ochre, yellow Ber.	15¢	2 24
Picls Liq., pint.....		②	1	00	Sps. Cologne.		②	2	Putty, commercial.	2½¢	2 23
Pil Hydrarg.		②	85	50	Sps. Ether Co.....		50¢	2 60	Putty, strictly pure.	2½¢	2 23
Piper Nigrs.....po. 22		②	18	50	Spt. Myrrla Dom.		②	9	Vermillion, Prime		
Piper Alba.....po. 35		②	30		Spts. Vini Rect. bbl		②		American.....	13¢	15
Plix Burgun.....		②	7		Spts. Vini Rect. 5gal		②		Vermillion, English.	70¢	75
Plumbi Acet.....		10¢	12		Spts. Vini Rect. 10gal		②		Green, Paris.....	13¼¢	17½
Pulvis Ipecaca et Opi	1	10¢	1	20	Spts. Vini Rect. 5gal		②		Green, Peninsular.	13¢	16
Pyrethrum, boxes H.									Lead, Red.....	5½¢	6¼
& P. D. Co., doz.		②	1	25	Strychnia, Crystal.	1	20¢	1 35	Lead, white.....	5½¢	6¼
Pyrethrum, pv.....		25¢	30		Sulphur, Subl.		2¾¢	4	Whiting, white Span		70
Quinia, S.P. & W.		47¢		52	Sulphur, Roll.....		2½¢	3¾	Whiting, gliders ..		70
Quinia, S. German....		47¢		52	Tamarinds.....		2¢	10	White, Paris Amer.	①	1 00
Quinia, N.Y.		2¢		52	Terebenth Venice.		26¢	30	Whiting, Paris Eng.		cliff
Rubia Tinctorum....		12¢	14		Theobroma.....		46¢	48	Universal Prepared.	1 00¢	1 15
Saccharum Lactis pv		18¢		20	Vanilla.....	9	00¢	16 00			
Salicin.....	3	00¢	3	10	Zinc Sulph.		7¢	8			
Sanguis Draconis....		40¢		50					Varnishes		
Sapo, W.		12¢	14						No. 1 Turp Coach...	1 10¢	1 20
Sapo, M.		10¢	12		Whale, winter.....		RBL.	GAL.	Extra Turp.....	2 00¢	1 70
Sapo, G.		②	15		Lard, extra.....		55	60	Coach Body.....	2 75¢	3 00
Siedltz Mixture.....	20	②	22		Lard, No. 1.....		40	45	No. 1 Turp Furn....	1 00¢	1 10
									Extra Turp Damar.	1 55¢	1 60
									Jap. Dryer, No.1Turp	70¢	75

**HAZELTINE & PERKINS
DRUG CO.,
GRAND RAPIDS, MICH.**

GROCERY PRICE CURRENT.

The prices quoted in this list are for the trade only, in such quantities as are usually purchased by retail dealers. They are prepared just before going to press and are an accurate index of the local market. It is impossible to give quotations suitable for all conditions of purchase, and those below are given as representing average prices for average conditions of purchase. Cash buyers or those of strong credit usually buy closer than those who have poor credit. Subscribers are earnestly requested to point out any errors or omissions, as it is our aim to make this feature of the greatest possible use to dealers.

AXLE GREASE. doz. gross Aurora. .55 6.00 Castor Oil. .60 7.00 Diamond. .50 4.00 Frazer's. .75 9.00 IXL Golden, tin boxes. 9.00 Ilica, tin boxes. .75 9.00 Paragon. .55 6.00	CANDLES. 8s. .7 16s. .8 Paraffine. .8 Wickling. .20 CATSUP. Columbia, pints. .20 Columbia, 1/2 pints. .1 25	CONDENSED MILK. 4 doz in case. Gail Borden Eagle. .6 75 Crown. .6 25 Daisy. .5 75 Champion. .4 50 Magnolia. .4 25 Challenge. .3 35 Dime. .3 35	Hominy. Barrels. .2 50 Flake, 50 lb. drums. 1 00 Beans. Dried Lima. .5 1/2 Medium Hand Picked 1 25 @ 1 70 Macaroni and Vermicelli. Domestic, 10 lb. box. .60 Imported, 25 lb. box. .2 50	INDIGO. Madras, 5 lb. boxes. .55 S. F., 2, 3 and 5 lb. boxes. 50 GUNPOWDER. Rifle—Dupont's. Kegs. .4 00 Half Kegs. .2 25 Quarter Kegs. .1 25 1 lb. cans. .30 1/2 lb. cans. .18	SALT. Diamond Crystal. Table, cases, 24 3-lb. boxes. 1 50 Table, barrels, 100 3 lb. bags. 2 75 Table, barrels, 40 7 lb. bags. 2 40 Butter, barrels, 280 lb. bulk. 2 25 Butter, barrels, 20 14 lb. bags. 2 50 Butter, sacks, 28 lbs. .25 Butter, sacks, 56 lbs. .55 Common Grades. 100 3 lb. sacks. .1 95 60 5-lb. sacks. .1 80 28 10-lb. sacks. .1 65 Worcester. 50 4 lb. cartons. .3 25 115 2 1/2 lb. sacks. .4 00 60 5 lb. sacks. .3 75 22 14 lb. sacks. .3 50 30 10 lb. sacks. .3 50 28 lb. linen sacks. .32 56 lb. linen sacks. .60 Bulk in barrels. .2 50
BAKING POWDER. Absolute. 1/2 lb cans doz. .45 1 lb cans doz. .85 1 lb can doz. 1 50 Acme. 1/2 lb cans 3 doz. .45 1 lb cans 3 doz. .75 1 lb can 1 doz. 1 00 Bulk. .10 Arctic. 6 oz. Eng. Tumblers. .85 El Parity. 1/2 lb cans per doz. .75 1 lb cans per doz. 1 20 1 lb cans per doz. 2 00 Home. 1/2 lb cans 4 doz case. .35 1 lb cans 4 doz case. .55 1 lb can 2 doz case. .90	CHEESE. Acme. @ 13 Amboy. @ 13 Rambler. @ 13 Gold Medal. @ 13 Ideal. @ 13 1/2 Jersey. @ 13 1/2 Riverside. @ 13 1/2 Brick. @ 12 Edam. @ 10 Leiden. @ 17 Limburger. @ 13 Pineapple. .50 @ 75 Sap Sago. @ 17 Chicory. Bulk. 5 Red. 7	COUPON BOOKS. Trademan Grade. 50 books, any denom. 1 50 100 books, any denom. 2 50 500 books, any denom. 11 50 1,000 books, any denom. 20 00 Economic Grade. 50 books, any denom. 1 50 100 books, any denom. 2 50 500 books, any denom. 11 50 1,000 books, any denom. 20 00 Superior Grade. 50 books, any denom. 1 50 100 books, any denom. 2 50 500 books, any denom. 11 50 1,000 books, any denom. 20 00 Coupon Pass Books. Can be made to represent any denomination from \$10 down. 20 books. .1 00 50 books. .2 00 100 books. .3 00 250 books. .6 25 500 books. .10 00 1,000 books. .17 50	Pearl Barley. Common. .2 0 Chester. .2 25 Empire. .2 75 Peas. Green, Wisconsin, bu. 1 00 Green, Scotch, bu. 1 10 Split, bu. 2 50 Rolls Oats. Rolled Avena, bbl. .4 00 Monarch, bbl. .3 75 Monarch, 1/2 bbl. .2 00 Monarch, 90 lb sacks. 1 80 Quaker, cases. .3 20 Huron, cases. .2 00 Sago. German. .4 East India. .3 1/2 Tapoca. Flake. .5 Pearl, 24 1 lb. pkgs. .4 1/2 Pearl, 24 1 lb. pkgs. .6 1/2 Wheat. Cracked, bulk. .3 1/2 24 2 lb packages. .2 50 SALT FISH. Cod. Georges cured. .4 Georges genuine. .5 Georges selected. .5 1/2 Strips or bricks. .6 @ 9 Herring. Holland white hoops, bbl. 9 25 Holland white hoop 1/2 bbl. 5 25 Holland white hoop, keg. 70 Holland white hoop mchs. 80 Norwegian. .3 10 Round 100 lbs. .1 40 Round 40 lbs. .1 40 Scaled. .14	Choke Bore—Dupont's. Kegs. .4 25 Half Kegs. .2 40 Quarter Kegs. .1 35 1 lb. cans. .34 Eagle Duck—Dupont's. Kegs. .8 00 Half Kegs. .4 25 Quarter Kegs. .2 25 1 lb. cans. .45 JELLY. 15 lb pails. .35 30 lb pails. .65 LYE. Condensed, 2 doz. .1 20 Condensed, 4 doz. .2 25 LICORICE. Pure. .20 Calabria. .25 Sicily. .14 Root. .10 MINCE MEAT. Ideal, 3 doz. in case. .2 25 MATCHES. Diamond Match Co.'s brands. No. 9 sulphur. .1 65 Anchor Parlor. .1 70 No. 2 Home. .1 10 Export Parlor. .4 00	WARSAW. 56-lb dairy in drill bags. .30 28-lb dairy in drill bags. .15 Ashton. 56-lb dairy in linen sacks. .60 Higgins. 56-lb dairy in linen sacks. .60 Solar Rock. 56-lb sacks. .21 Common. Granulated Fine. .65 Medium Fine. .75 SAUERKRAUT. Barrels. .4 75 1/2-Barrels. .2 60 SCALES. Per doz. Pelouze Household. .12 10 Weighs 24 lbs by ounces. SEEDS. Anise. .9 Canary, Smyrna. .3 1/2 Caraway. .8 Cardamon, Malabar. .60 Celery. .11 Hemp, Russian. .4 1/2 Mixed Bird. .4 1/2 Mustard, white. .5 Poppy. .10 Rape. .4 1/2 Cuttle Bone. .20 SNUFF. Scotch, in bladders. .37 Maccaboy, in jars. .35 French Rappee, in jars. .43 SOAP. JAS. S. KIRK & CO.'S BRANDS. American Family, wrp'd. .2 66 Dome. .2 75 Cabinet. .2 80 Savon. .2 50 White Russian. .2 35 White Cloud, laundry. .6 25 White Cloud, toilet. .3 50 Dusky Diamond, 50 6 oz. .2 10 Dusky Diamond, 50 8 oz. .3 00 Blue India, 100 1/2 lb. .3 00 Kirkoline. .3 50 Eos. .2 50 Allen B. Wrisley's Brands. Old Country, 80 1-lb. bars. .2 75 Good Cheer, 60 1-lb. bars. .3 75 Uno, 100 3/4-lb. bars. .2 50 Doll, 100 10-oz. bars. .2 05 Scouring. Sapallo, kitchen, 3 doz. .2 40 Sapallo, hand, 3 doz. .2 40 SODA. Boxes. .5 1/2 Kegs, English. .4 1/2
CONDENSED PEARL BLUING Small, 3 doz. .40 Large, 2 doz. .75 BROOKS. No. 1 Carpet. .2 31 No. 2 Carpet. .2 15 No. 3 Carpet. .1 85 No. 4 Carpet. .1 45 Parlor Gem. .2 50 Common Whisk. .91 Fancy Whisk. .95 Warehouse. .2 73 CANNED GOODS. Tomatoes. .80 @ 90 Corn. .80 @ 1 00 Hominy. .80 Beans, Lima. .70 @ 1 30 Beans, Wax. .90 Beans, String. .85 Beans, Baked. .75 @ 1 00 Beans, Red Kidney. .75 @ 85 Succotash. .95 @ 1 20 Peas. .50 @ 85 Peas, French. .2 25 Pumpkin. .75 Mushroom. .15 @ 22 Peaches, Pie. .1 00 Peaches, Fancy. .1 40 Apples, gallons. .@ 3 00 Cherries. .90 Pears. .70 Pineapple, grated. .2 40 Pineapple, sliced. .2 25 Pineapple, Farren. .1 70 Strawberries. .1 10 Blackberries. .80 Raspberries. .85 Oysters, 1-lb. .85 Oysters, 2-lb. .1 15 Salmon, Warren's. .1 40 @ 1 60 Salmon, Alaska. .1 25 Salmon, Klondike. .90 Lobsters, 1-lb. Star. .3 20 Lobsters, 2-lb. Star. .3 90 Mackerel, 1-lb. Mustard. 10 Mackerel, 1-lb. Soused. 15 Mackerel, 1-lb. Tomato. 15 Shrimps. .2 00 Sardines, 3/4 domestic. .3 1/2 @ 3 1/2 Sardines, mstrd. dom. .5 1/2 @ 7 1/2 Sardines, French. .8 @ 22	CHOCOLATE. Walter Baker & Co.'s. German Sweet. .23 Premium. .35 Breakfast Cocoa. .46 CLOTHES LINES. Cotton, 40 ft. per doz. 1 00 Cotton, 50 ft. per doz. 1 20 Cotton, 60 ft. per doz. 1 40 Cotton, 70 ft. per doz. 1 60 Cotton, 80 ft. per doz. 1 80 Jute, 60 ft. per doz. .80 Jute, 72 ft. per doz. .95 COCOA. James Epps & Co.'s. Boxes, 7 lbs. .40 Cases, 16 boxes. .38 COCOA SHELLS. 20 lb bags. .2 1/2 Less quantity. .3 Pound packages. .4 CREAM TARTAR. 5 and 10 lb. wooden boxes. .30 Bulk in sacks. .29 COFFEE. Roasted. Fair. .9 Good. .10 Prime. .12 Golden. .12 Peaberry. .14 Santos. Fair. .14 Good. .15 Prime. .16 Peaberry. .18 Maracaibo. Prime. .15 Milled. .17 Java. Interior. .26 Private Growth. .31 Mandehling. .35 Mocha. Imitation. .22 Arabian. .28 Roasted. Clark-Jewell Wells Co.'s Brands Fifth Avenue. .29 Jewell's Arabian Mocha. .29 Wells' Mocha and Java. .24 Wells' Perfection Java. .24 Sancelabo. .21 Breakfast Blend. .18 Valley City Maracaibo. .18 1/2 Ideal Blend. .14 Leader Blend. .13 1/2 Package. Below are given New York prices on package coffees, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including weight of package, also 3/4 c a pound. In 60 lb. cases the list is 10c per 100 lbs. above the price in full cases. Arbuckle. .10 50 Jersey. .10 50 McLaughlin's XXXX. McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago. Extract. Valley City 1/2 gross. .75 Felix 1/2 gross. .1 15 Hummel's foll 1/2 gross. .85 Hummel's tin 1/2 gross. 1 43 CLOTHES PINS. 5 gross boxes. .40	COUPON BOOKS. Trademan Grade. 50 books, any denom. 1 50 100 books, any denom. 2 50 500 books, any denom. 11 50 1,000 books, any denom. 20 00 Economic Grade. 50 books, any denom. 1 50 100 books, any denom. 2 50 500 books, any denom. 11 50 1,000 books, any denom. 20 00 Superior Grade. 50 books, any denom. 1 50 100 books, any denom. 2 50 500 books, any denom. 11 50 1,000 books, any denom. 20 00 Coupon Pass Books. Can be made to represent any denomination from \$10 down. 20 books. .1 00 50 books. .2 00 100 books. .3 00 250 books. .6 25 500 books. .10 00 1,000 books. .17 50 Universal Grade. 50 books, any denom. 1 50 100 books, any denom. 2 50 500 books, any denom. 11 50 1,000 books, any denom. 20 00 Credit Checks. 500, any one denom'n. .3 00 1,000, any one denom'n. .5 00 2,000, any one denom'n. .8 00 Steel punch. .75 DRIED FRUITS—DOMESTIC. Apples. Sundried. .7 1/2 Evaporated 50 lb boxes. .5 1/2 California Fruits. Apricots. .15 Blackberries. .10 Nectarines. .10 Peaches. .10 @ 11 Pears. .7 1/2 Pitted Cherries. .7 1/2 Prunelles. .7 1/2 Raspberries. .7 1/2 California Prunes. 100-120 25 lb boxes. .@ 4 90-100 25 lb boxes. .@ 5 80-90 25 lb boxes. .@ 5 1/2 70-80 25 lb boxes. .@ 6 1/2 60-70 25 lb boxes. .@ 6 3/4 50-60 25 lb boxes. .@ 8 40-50 25 lb boxes. .@ 10 30-40 25 lb boxes. .@ 10 1 cent less in 50 lb cases Raisins. London Layers 2 Crown. 1 50 London Layers 3 Crown. 1 65 Cluster 4 Crown. 2 00 Loose Muscatels 2 Crown. 5 Loose Muscatels 3 Crown. 7 Loose Muscatels 4 Crown. 7 L. M. Seeded, choice. .8 L. M. Seeded, fancy. .9 1/2 FOREIGN. Leghorn. .@ 12 Corsican. .@ 13 Currents. Patras bbls. .@ 5 1/2 Cleaned, bulk. .@ 6 Cleaned, packages. .@ 6 1/2 Peel. Citron American 10 lb bx. .@ 13 Lemon American 10 lb bx. .@ 10 1/2 Orange American 10 lb bx. .@ 10 1/2 Raisins. Ondura 25 lb boxes. .@ Sultana 1 Crown. .@ Sultana 2 Crown. .@ Sultana 3 Crown. .@ Sultana 4 Crown. .@ Sultana 5 Crown. .@ Sultana 6 Crown. .@ Sultana package. .@ FARINACEOUS GOODS. Farina. Bulk, per packages. .1 50 Bulk, per 100 lbs. .3 50 Grits. Walsh-DeRoo Co.'s Brand.  24 2 lb. packages. .1 80 100 lb. kegs. .2 70 100 lb. barrels. .5 10	Wheat. Cracked, bulk. .3 1/2 24 2 lb packages. .2 50 SALT FISH. Cod. Georges cured. .4 Georges genuine. .5 Georges selected. .5 1/2 Strips or bricks. .6 @ 9 Herring. Holland white hoops, bbl. 9 25 Holland white hoop 1/2 bbl. 5 25 Holland white hoop, keg. 70 Holland white hoop mchs. 80 Norwegian. .3 10 Round 100 lbs. .1 40 Round 40 lbs. .1 40 Scaled. .14 Flackerel. Mess 100 lbs. .15 00 Mess 40 lbs. .6 30 Mess 10 lbs. .1 65 Mess 8 lbs. .1 35 No. 1 100 lbs. .13 25 No. 1 40 lbs. .5 60 No. 1 10 lbs. .1 48 No. 1 8 lbs. .1 20 No. 2 100 lbs. .11 50 No. 2 40 lbs. .4 90 No. 2 10 lbs. .1 30 No. 2 8 lbs. .1 07 Trout. No. 1 100 lbs. .5 25 No. 1 40 lbs. .5 25 No. 1 10 lbs. .68 No. 1 8 lbs. .57 Whitefish. No. 1 No. 2 Fam 100 lbs. .7 00 6 50 2 75 40 lbs. .3 10 2 90 1 40 10 lbs. .85 80 43 8 lbs. .71 66 37 FLAVORING EXTRACTS.  Jennings'. D. C. Vanilla .2 00 3 oz. .1 50 3 oz. .1 50 6 oz. .3 00 No. 8 4 00 No. 10 .6 00 No. 2 T. 25 No. 3 T. 20 No. 4 T. 20 D. C. Lemon .2 00 3 oz. .1 50 3 oz. .1 50 6 oz. .3 00 No. 8 4 00 No. 10 .6 00 No. 2 T. 25 No. 3 T. 20 No. 4 T. 20 Pure Brand. 2 oz. Taper Panel. .75 2 oz. Oval. .75 3 oz. Taper Panel. 1 35 4 oz. Taper Panel. 1 60 FLY PAPER. Tangfoot, per box. .36 Tangfoot, per case. 3 20 Holders, per box of 50. .75 HERBS. Sage. .15 Hops. .15	FLAVORING EXTRACTS. Jennings'. D. C. Vanilla .2 00 3 oz. .1 50 3 oz. .1 50 6 oz. .3 00 No. 8 4 00 No. 10 .6 00 No. 2 T. 25 No. 3 T. 20 No. 4 T. 20 D. C. Lemon .2 00 3 oz. .1 50 3 oz. .1 50 6 oz. .3 00 No. 8 4 00 No. 10 .6 00 No. 2 T. 25 No. 3 T. 20 No. 4 T. 20 Pure Brand. 2 oz. Taper Panel. .75 2 oz. Oval. .75 3 oz. Taper Panel. 1 35 4 oz. Taper Panel. 1 60 FLY PAPER. Tangfoot, per box. .36 Tangfoot, per case. 3 20 Holders, per box of 50. .75 HERBS. Sage. .15 Hops. .15	FLAVORING EXTRACTS. Jennings'. D. C. Vanilla .2 00 3 oz. .1 50 3 oz. .1 50 6 oz. .3 00 No. 8 4 00 No. 10 .6 00 No. 2 T. 25 No. 3 T. 20 No. 4 T. 20 D. C. Lemon .2 00 3 oz. .1 50 3 oz. .1 50 6 oz. .3 00 No. 8 4 00 No. 10 .6 00 No. 2 T. 25 No. 3 T. 20 No. 4 T. 20 Pure Brand. 2 oz. Taper Panel. .75 2 oz. Oval. .75 3 oz. Taper Panel. 1 35 4 oz. Taper Panel. 1 60 FLY PAPER. Tangfoot, per box. .36 Tangfoot, per case. 3 20 Holders, per box of 50. .75 HERBS. Sage. .15 Hops. .15

SPICES.

Whole Sifted.	
Allspice	14
Cassia, China in mats	12
Cassia, Batavia in bund	25
Cassia, Saigon in rolls	22
Cloves, Amboyana	14
Cloves, Zanzibar	12
Mace, Batavia	55
Nutmegs, fancy	60
Nutmegs, No. 1	50
Nutmegs, No. 2	45
Pepper, Singapore, black	13
Pepper, Singapore, white	16
Pepper, shot	15

Pure Ground in Bulk.

Allspice	17
Cassia, Batavia	30
Cassia, Saigon	40
Cloves, Zanzibar	14
Ginger, African	15
Ginger, Cochila	18
Ginger, Jamaica	23
Mace, Batavia	55
Mustard	12
Nutmegs	40
Pepper, Sing. black	15
Pepper, Sing. white	22
Pepper, Cayenne	20
Sage	15

SYRUPS.

Corn.	
Barrels	18
Half bbls	20
1 doz. 1 gallon cans	2 90
1 doz. 1/2 gallon cans	1 70
2 doz. 1/4 gallon cans	1 75
Pure Cane.	
Fair	16
Good	20
Choice	25

STARCH.

Barrels	18
Half bbls	20
1 doz. 1 gallon cans	2 90
1 doz. 1/2 gallon cans	1 70
2 doz. 1/4 gallon cans	1 75

Kingsford's Corn.	
40 1-lb packages	6
20 1-lb packages	6 1/2

Kingsford's Silver Gloss.	
40 1-lb packages	6 1/2
6-lb boxes	7

Diamond.	
64 10c packages	5 00
128 5c packages	5 00
32 10c and 64 5c packages	5 00

Common Corn.	
20 1-lb packages	5
40 1-lb packages	4 1/2

Common Gloss.	
1-lb packages	4 1/2
3-lb packages	4 1/2
6-lb packages	5
40 and 50 lb boxes	3
Barrels	3

STOVE POLISH.	
No. 4, 3-doz in case, gross	4 50
No. 6, 3-doz in case, gross	7 20



SUGAR.	
Below are given New York prices on sugars, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including 20 pounds for the weight of the barrel.	

Domino	5 50
Cut Loaf	5 75
Crushed	5 75
Powdered	5 38
XXXX Powdered	5 50
Cubes	5 38
Granulated in bags	5 25
Granulated in bags	5 25
Fine Granulated	5 25
Extra Fine Granulated	5 38
Extra Coarse Granulated	5 38
Mould A	5 50
Diamond Confectionery	5 25
Confec. Standard A	5 13
No. 1	4 75
No. 2	4 75
No. 3	4 75
No. 4	4 69
No. 5	4 63
No. 6	4 56
No. 7	4 50
No. 8	4 44
No. 9	4 38
No. 10	4 31
No. 11	4 25
No. 12	4 19
No. 13	4 13
No. 14	4 13
No. 15	4 13
No. 16	4 13

TOBACCOS.

Cigars.

Clark-Jewell-Wells Co.'s brand.	
New Brick	33 00

H. & P. Drug Co.'s brand.	
Fortune Teller	35 00
Our Manager	35 00
Quintette	35 00

G. J. Johnson Cigar Co.'s brand.	



S. C. W.	35 00
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TABLE SAUCES.

Lea & Perrin's, large	4 75
Lea & Perrin's, small	2 75
Halford, large	3 75
Halford small	2 25
Salad Dressing, large	4 55
Salad Dressing, small	2 75

VINEGAR.

Malt White Wine, 40 grain	8
Malt White Wine, 80 grain	11
Pure Cider, Red Star	12
Pure Cider, Robinson	12
Pure Cider, Silver	11

WICKING.

No. 0, per gross	20
No. 1, per gross	25
No. 2, per gross	35
No. 3, per gross	55

Crackers.

The National Biscuit Co. quotes as follows:

Butter.	
Seymour XXX	5 1/2
Seymour XXX, 3 lb. carton	5 1/2
Family XXX	5 1/2
Salted XXX	5 1/2
New York XXX	5 1/2
Wolverine	6
Boston	7 1/2

Soda.	
Soda XXX	6
Soda XXX, 3 lb. carton	6 1/2
Soda, City	8
Long Island Wafers	11
L. I. Wafers, 1 lb. carton	12
Zephyrette	10

Oyster.	
Saltine Wafer	5 1/2
Saltine Wafer, 1 lb. carton	6 1/2
Farina Oyster	5 1/2
Extra Farina Oyster	6

SWEET GOODS-Boxes.	
Animals	10 1/2
Bent's Water	15
Cocoanut Taffy	10
Coffee Cake, Java	10
Coffee Cake, Iced	10
Cracknells	15 1/2
Cubans	11 1/2
Frosted Cream	8
Ginger Gems	8
Ginger Snaps, XXX	7 1/2
Graham Crackers	8
Graham Wafers	10
Grand Ma Cakes	9
Imperial	8
Jumbos, Honey	11 1/2
Marshmallow	15
Marshmallow Creams	16
Marshmallow Walnuts	16
Mich. Frosted Honey	12 1/2
Molasses Cakes	8
Newton	12
Nic Nacs	8
Orange Gems	8
Penny Assorted Cakes	8 1/2
Pretzels, hand made	7 1/2
Sears' Lunch	7
Sugar Cake	8
Sugar Squares	9
Vanilla Wafers	14
Sultanas	12 1/2

Nuts.	
Almonds, Tarragona	2 16
Almonds, Ivaca	2 14
Almonds, California, soft shelled	2 15
Brussels new	2 17
Filberts	2 10
Walnuts, Granobles	2 13
Walnuts, Calif No. 1	2 11
Walnuts, soft shelled	2 11
Calif	2 11
Table Nuts, fancy	2 11
Table Nuts, choice	2 10
Pecans, Med.	2 7 1/2
Pecans, Ex. Large	2 9
Pecans, Jumbos	2 12
Hickory Nuts per bu.	2 1 00
Ohio, new	2 2 50
Cocoanuts, full sacks	2 2 50
Chestnuts per bu.	2 2 50

Peanuts.	
Fancy, H. P., Suns	2 7
Fancy, H. P., Flags	2 7
Roasted	2 7
Choice, H. P., Extras	2 4 1/2
Choice, H. P., Extras	2 4 1/2
Roasted	5 1/2

Candies.

Stick Candy.

bbls. pails	
Standard	6 1/2 @ 7
Standard H. H.	6 1/2 @ 7
Standard Twist	7 1/2 @ 8
Cut Loaf	@ 8
Jumbo, 32 lb	@ 6 1/2
Extra H. H.	@ 8 1/2
Boston Cream	@ 10

Mixed Candy.

Grocers	@ 6
Competition	@ 6 1/2
Standard	@ 7
Conserve	@ 7 1/2
Royal	@ 7 1/2
Ribbon	@ 8 1/2
Broken	@ 7 1/2
Cut Loaf	@ 8
English Rock	@ 8
Kindergarten	@ 8 1/2
French Cream	@ 9
Dandy Pan	@ 10
Hand Made Cream mxd	@ 13
Ital. Cream Buns, 35 lb p	11
Molasses Chews, 15 lb. pails	13
"Alla Samee," 5 lb. pails	12

Fancy-In Bulk.

Lozenges, plain	@ 8 1/2
Lozenges, printed	@ 8 1/2
Choc. Drops	@ 8 1/2
Choc. Monumentals	@ 12
Gum Drops	@ 5
Moss Drops	@ 8
Sour Drops	@ 8 1/2
Imperials	@ 9

Fancy-In 5 lb. Boxes.

Lemon Drops	@ 50
Sour Drops	@ 50
Peppermint Drops	@ 50
Chocolate Drops	@ 50
H. M. Choc. Drops	@ 75
H. M. Choc. Lt. and	
Dk. No. 12	@ 90
Gum Drops	@ 30
Licorice Drops	@ 75
A. B. Licorice Drops	@ 50
Lozenges, plain	@ 50
Imperials	@ 50
Molasses	@ 55
Cream Bar	@ 50
Molasses Bar	@ 50
Hand Made Creams	80 @ 90
Cream Buttons, Pep.	
and Want.	@ 65
String Rock	@ 60
Burnt Almonds	1 25
Wintergreen Berries	@ 50

Caramels.	
No. 1 wrapped, 2 lb. boxes	@ 35
No. 1 wrapped, 3 lb. boxes	@ 50
No. 2 wrapped, 2 lb. boxes	@ 35

Fruits.

Oranges.	
Fancy Navels	@ 4 00
Seedlings	3 0 @ 3 15
Meat Sweet	@ 3 50

Lemons.	
Strictly choice 300s.	@ 3 00
Strictly choice 300s.	@ 3 25
Fancy 300s	@ 3 50
Ex. Fancy 300s	@ 3 75
Ex. Fancy 300s	@

Bananas.	
Medium bunches	1 00 @ 1 25
Large bunches	1 50 @ 2 00

Foreign Dried Fruits.	
Figs	
California Fancy	@ 13
Choice, 10 lb boxes	@ 12
Extra choice, 10 lb boxes new	@ 15
Figs, 12 lb boxes	@ 22
Imperial Mikados, 18 lb boxes	@
Pulled, 6 lb boxes	@
Naturals, in bags	@ 7

Dates.	
Fards in 10 lb boxes	@ 10
Fards in 60 lb cases	@ 6
Persians, P. V.	@ 6
1 lb cases, new	@ 6
Safrs, 60 lb cases	@ 5

Oils.

Barrels.	
Eocene	@ 11 1/2
XXX W. W. Mich. Hdt.	@ 10
W W Michigan	@ 9 1/2
Diamond White	@ 8 1/2
D. S. Gas	@ 12 1/2
D. S. Naptha	@ 12 1/2
Cylinder	29 @ 34
Engine	21 @ 21
Black, winter	@ 8

Grains and Feedstuffs

Wheat.	
Wheat	66

Winter Wheat Flour.	
Patents	4 07
Second Patent	3 50
Straight	3 25
Clear	3 00
Graham	3 50
Buckwheat	3 25
Rye	3 25

Subject to usual cash discount.	
Flour in bbls, 25c per bbl. additional.	

Spring Wheat Flour.	
Clark-Jewell-Wells Co.'s Brand.	
Pillsbury's Best 1/2	4 45
Pillsbury's Best 1/4	4 35
Pillsbury's Best 1/8	4 25
Pillsbury's Best 1/16	4 25
Pillsbury's Best 1/32	4 25
Pillsbury's Best 1/64	4 25
Pillsbury's Best 1/128	4 25
Ball-Barnhart-Putman's Brand.	

Worden Grocer Co.'s Brand.	
Quaker, 1/2	3 50
Quaker, 1/4	3 50
Quaker, 1/8	3 50

Clark-Jewell-Wells Co.'s Brand.	
Pillsbury's Best 1/2	4 45
Pillsbury's Best 1/4	4 35
Pillsbury's Best 1/8	4 25
Pillsbury's Best 1/16	4 25
Pillsbury's Best 1/32	4 25
Pillsbury's Best 1/64	4 25
Pillsbury's Best 1/128	4 25

Ball-Barnhart-Putman's Brand.	



Duluth Imperial.	
1/2	4 50
1/4	4 40
1/8	4 30

Lemon & Wheeler Co.'s Brand.	
Gold Medal 1/2	4 30
Gold Medal 1/4	4 20
Gold Medal 1/8	4 10
Parisian, 1/2	4 30
Parisian, 1/4	4 20
Parisian, 1/8	4 10

Ceresota.	
1/2	4 40
1/4	4 30
1/8	4 20

Worden Grocer Co.'s Brand.	
Laurel, 1/2	4 50
Laurel, 1/4	4 40
Laurel, 1/8	4 30

Meal.	
Bolton	1 90
Granulated	2 10

Feed and Millstuffs.	
St. Car Feed, screened	17 00
No. 1 Corn and Oats	16 50
Unbolted Corn Meal	15 00
Winter Wheat Bran	15 00
Winter Wheat Middlings	16 00
Screenings	13 00

Corn.	
New corn, car lots	36 1/2
Less than car lots	38

Oats.	
Car lots	33
Car lots, clipped	34 1/2
Less than car lots	36

Hay.	
No. 1 Timothy carlots	10 00
No. 1 Timothy, ton lots	10 50

Fish and Oysters

Fresh Fish.	
Whitfish	Per lb.
Trout	@ 10
Black Bass	@ 11
Halibut	@ 15
Ciscoes or Herring	@ 5
Bluefish	@ 11
Live Lobster	@ 28
Boiled Lobster	@ 30
Cod	@ 10
No. 1 Pickerel	@ 8
Pike	@ 8 1/2
Perch	@ 6
Smoked White	@ 8
Red Snapper	@ 8
Cold River Salmon	@ 12
Mackerel	@ 16

Oysters in Cans.	
F. H. Counts	@ 40
F. J. D. Selects	@ 30

Hardware

Effect of Industrial Combinations on Prices.

From the Iron Age.

Considerable loose writing is being done in the daily press relative to the effect upon prices of the numerous consolidations of iron and steel interests. These consolidations are indiscriminately denominated "trusts," and they are savagely scored for advancing unreasonably the prices of iron and steel products. Now it is a fact that in the entire list not one is of a character to bring it in the class of trusts. Here, for instance, is the Federal Steel Company, which is assumed by uninformed writers to be a great monopoly, overshadowing the American steel trade. The interests controlled by that company represent only a part of the steel producing capacity of the country, the properties united under that corporation being only such as are quite closely related and their amalgamation having been accomplished for the purpose of putting them as thus united in better position for enduring the severe competition for business in depressed times. The National Steel Company, another great steel corporation, was formed by the union of a number of plants located near one another and dealing with practically the same classes of consumers in the same territory. It also represents but a fraction of the steel producing capacity of the country, probably not one-fifth of it. The American Steel & Wire Company and the American Tin Plate Company come nearer to actual monopolies than any of the others, but both of them have some outside competition and both of them were formed by the union of manufacturers who had passed through a harrowing period of destruction to capital by excessive competition for business. It is not necessary to go over the entire list to come to the point involved, which is that not one of them was organized for the purpose solely of advancing prices and squeezing the consumer. We have seen combinations of this kind in the past, all of them resulting in a worse condition of business than existed when the combination was formed. These new efforts to ameliorate the troubles of manufacturers are of a different character, aiming either to prevent the recurrence of ruinous prices by largely controlling production or to meet the necessity of low prices without loss of profit by controlling their own supplies of raw materials.

But it is asserted that the prices of wire nails, tin plate, steel billets and other products of consolidations have advanced so enormously that the high prices now ruling are absolute proof of the exercise of arbitrary power in that direction. Now let us examine some of the facts and see if this can be sustained. It will not be disputed that we have for some time witnessed a demand for iron and steel surpassing anything the world ever saw. The demand is not confined to one country but comes from all parts of the globe. Its volume is so large that stocks of raw material and finished products have almost disappeared. Consumers may be said to be living from hand to mouth at the present time, not because they fear to buy, as was the case during the depression, but because they can not get what they need fast enough. Reserve stocks have not only gone, but reserve producing capacity has also been drawn upon nearly to the available limit. What is the consequence? We see in lines in which consolidations have played no part advances in price even greater than in the lines presumably affected by consolidations. The manufacture of steel plates is entirely free from anything of this character, yet plates have advanced at Pittsburgh from 90 cents per 100 pounds to \$2. Foundry pig iron is another commodity free from the effect of consolidations, but No. 2 Southern, which sold at \$6.50 at the furnace or lower, has recently been sold at over \$12. Other examples of the same character could be cited, showing conclusively that the rise in prices has been due to the fact

that the demand exceeds the supply. Turning to wire nails, we find that carload lots at Pittsburgh, which sold down to \$1.25 per keg, are now bringing \$2.05, which is by no means an advance to correspond with that of either steel plates or foundry pig iron, and in regard to tin plate, \$2.50 per box at works was an extremely low price on carload lots of 100 pound cokes, whereas they now bring \$4.05 to \$4.10, also showing but a comparatively moderate advance. The same comparisons might be made in other commodities, but these will suffice. In a court of justice, a fair hearing is given even to a red-handed murderer. In the greater court of public opinion the same fair hearing should be given to men who are not criminals, but are safeguarding their interests. The consolidations have thus far shown no disposition to wring exorbitant profits from the people.

The Hardware Market.

Trade continues of good volume, although dealers at the present time are pursuing the waiting policy, as the retail trade, owing to the bad weather prevailing during the past month, has not been up to the usual volume. Prices on all hardware remain firm and in all instances where advances have not taken place they are now being marked up to correspond with cost of raw material in the various lines pertaining to the goods to be made. In wire and nails there have been no further advances made and it is hoped the manufacturers will be satisfied with the prices now being obtained. However, if the price of raw material continues to advance, we may look for still further advances in wire and nails.

Window Glass—Owing to a strike at the several factories, the price on window glass has been quite firm during the past week, and if the strike is not satisfactorily adjusted, we may look for higher prices to rule during the balance of the year.

Sheet Iron—The price on sheet iron is materially higher at factory, but jobbers who have contracts for their season's supply have not yet fully advanced their prices to correspond with present prices at factory. We presume it will only be a short time before they will make their prices to correspond with present cost were they obliged to go into the market for a fresh supply.

Miscellaneous—Prices on the following goods have been advanced and jobbers are asking the following prices: Iron clad rails have been advanced \$1 per dozen; coil springs, 25c per dozen; 3 and 5 gallon galvanized oil cans, both with spout and faucet, 50c per dozen; Rogers' 1847 knives and forks are now held firmly at \$3.10 a set; bronze foot and chain bolts have advanced 20 per cent.; dinner pails of all kinds average an advance of 50c per dozen; elbows of all kinds have advanced from 10@20c per dozen; stamped ware of all kinds has been advanced by all jobbers from 20@30 per cent.; 6 quart plain dairy pans are now selling at \$7.50 per gross or 65c by the dozen; galvanized wash tubs have been advanced \$1 per dozen; galvanized sprinklers, \$1 per dozen. While this does not give one-tenth of advances that have been made on all lines of hardware, it gives sufficient information so the retail dealer can see that it is necessary for him to examine closely as to cost of his goods and see that his retail prices are marked up accordingly, so that when he comes to replenish his stock he will not find that he has sold his goods for less than he can replace them. The general consensus of opinion is that prices will not be any lower this year.

Wrong Cue.

"Do you take this woman to be your wedded wife?" asked the Justice when the proper point in the ceremony had been reached.

"You've missed your guess, Judge," answered the prospective benedict, who was there principally because he had been threatened with a breach of promise suit. "I'm the one that's being taken."



NOW YOU SEE IT

all about you and everywhere that the merchant

who has the best system of doing business and sticks to one pre-arranged plan, succeeds in doing a profitable trade, while he who has no plan, trying to run without system, will see his business get away from him and final ruin swamp him.

THE EGRY AUTOGRAPHIC REGISTER

shown at top, used with our system of business, will insure success, as it stops all leaks, keeps ones business standing prominently in mind, saves time, labor and money, thus continually piling up the ingredients of all fortunes.

NOW YOU DON'T

think for a minute that our entire working force, planning for years a perfect system, can fail in showing advantages to you, by which your business would be benefited. We have practical systems adapted to nearly all kinds of retail merchandising, and would be pleased to aid you in placing your business on a profitable basis. The merchant without system stands no show against his neighbor who has the best. Address orders or inquiries

L. A. ELY, Sales Agent, Alma, Mich.

G. R. salesman, S. K. Bolles, 39 Monroe St. 3d floor.

Bicycle Dealers

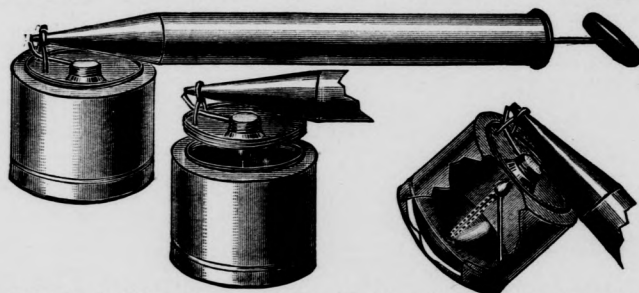


Who have not secured the "WORLD" agency will be almost sorry they didn't speak for it—after it is too late. "WORLD" wheels are easy sellers—stay sold and every "WORLD" sells another "WORLD." We can take care of a few more good agencies. Write for catalogue and wholesale prices. We are Michigan selling agents.

Adams & Hart,

Wholesale & Retail Bicycles & Sundries,
12 West Bridge Street,
Grand Rapids, Mich.

SPRAYERS



We make the best Sprayers on earth. Get our circular and prices before buying elsewhere

Wm. Brummeler & Sons, Patentees and Manufacturers
260 S. Ionia St., Grand Rapids.

SPRAYERS

of all kinds.

Brass,
Copper
and Tin

Write for prices.

Foster, Stevens & Co.,

Grand Rapids, Mich.

Defense of the So-Called Trusts.

There are labor trusts as well as capital trusts, and in all the annals of combination there are no greater illustrations of tyranny than the attitude of some of the labor organizations towards laborers. This, however, was the inevitable outcome of organization and of the evolution which is now going on throughout the world under the operation of the great forces that now control the world—steam, electricity and machinery. Under the operation of these forces the world has grown richer. All the resources of nature are being developed. Capital has increased faster than the opportunities for its profitable employment, as is evidenced by the steadily decreasing rate of interest. I used to think that combinations of capital would abrogate competition, but experience has shown that, instead of abrogating competition, it has elevated that force to a higher plane. If a combination of capital in any line temporarily exacts a liberal profit, immediately capital flows into that channel, another combination is formed, and competition ensues on a scale and operates with an intensity far beyond anything that is possible on a smaller scale, resulting in breaking down of the combination and the decline of profits to a minimum.

A striking illustration of this is found in the sugar and coffee industries today. Arbuckle Bros. had attained a commanding position as roasters and sellers of coffee, and they also sold but did not refine sugars. Because the American Sugar Refining Co. would not sell them cheaper than other buyers of sugar they decided to go into the sugar refining business, whereupon leading spirits in the American Sugar Refining Co., seeing that the margin of profit in the coffee business was good, decided to go into roasting and selling coffee. The result has been that the contest of giants has reduced the profits in both industries to a minimum, if not to a positive loss, making it hard for smaller manufacturers and dealers to live, but saving millions of dollars for consumers that would have otherwise inured to manufacturers and dealers.

The evil of overcapitalization is often condemned, and no doubt it is an evil, but it hurts its authors as often as it does investors, although, perhaps, not to the same extent. It is very difficult to estimate actual values where earning power is such a large factor, and this, as is well known, varies greatly with the changing conditions of trade. At present trade is good, money is easy, and we see great activity in the formation of "trusts" with enormous capitalizations, which only time can prove the value of, but it is safe to say that there will come periods of business depression when it will not be possible to earn dividends, and these securities will find their level.

A large capitalization can not increase earning power, but it may serve to conceal the percentage of earnings on the actual cost of some properties and furnish counters with which to juggle in the stock market. In many industrial properties the "good will," which is a property created by brains, industry, time and popularity, is the principal value. Unlike a railroad or gas company, this can not be reproduced, and the sole measure of capitalization is its earning power. What other measure can there be to the capitalization of a newspaper or ordinary industrial company? Never before has there been so much

necessity for caution and investigation on the part of investors.

The theory has been advanced that the organization of industry into "trusts" dwarfs individual effort and diminishes individual opportunity. I do not think this is true any more than the enlistment of bushwhackers in the regular army dwarfs effort and diminishes opportunity. The bravest, wisest and strongest naturally become officers in the organization of industry, and those less capable become the rank and file, with opportunity for promotion based on merit. Luck and opportunity, doubtless, have something to do with leadership, but the fact remains that steam, electricity and machinery have forced the organization of industry, and it is now a contest of nations for the trade of the world. We can not all be generals or admirals in industrial organizations, but we can try for it, and it is better to be a good private than to be an eminent bushwhacker.

The popular hostility to trusts is due principally to lack of knowledge of their economic effects, and these are gradually becoming better known. There were just enough abuses attending them to give an excuse for sensational journalistic denunciation, and this has caused undue prejudice. A great politico-economic question like this should be considered dispassionately and all sides of it carefully investigated before conclusions are reached.

FRANK B. THURBER.

Goods For Spring Trade.

From Stoves and Hardware Reporter.

The time draws near when women will begin thinking about house cleaning, that period which strikes terror to masculine hearts and drives them in disgust and vexation from the domestic domicile. It is at such a time that many articles and utensils which are used for kitchen furnishings and which have worn out during the winter months are replaced with new ones. New stoves are purchased and new linoleums as well, and we believe it would be a good plan for all hardware dealers who do not keep the latter to have a varied and attractive assortment of them, because in the good housewife's mind they are indissolubly connected with her new stove. For what kitchen looks well without a linoleum? The brightest, newest and shiniest stove that was ever constructed would present but a poor appearance when put up in a kitchen which had a bare floor in it. Anyway, linoleums save work, and that is a very important consideration in the eyes of all women, the most of whom have about twice as much work as they have time or strength to do. Let the hardware merchant be making preparations to cater to these different desires of the daughters of Eve and commence to advertise such goods as will be likely to strike their fancy and suit the interior dimensions of their purses. There are so many kinds of linoleums of all sorts and designs that no difficulty can be found in exploiting the most attractive and desirable varieties. Several different displays might be made of them during the coming weeks until the house-cleaning and renovating season is entirely past.

It Makes a Difference.

A workingman with a dinner pail in his hand came out of a little shop, and was met by a fellow workingman, who said: "Why, Jim, you're working over time now, aren't you?" "No," was the reply, "I'm not." "Aren't you putting in more than eight hours a day?" "Yes." "I thought eight hours was the union schedule," remarked the outsider. "Yes, but you see I have just bought the shop."

Hardware Price Current.

AUGURS AND BITS

Snell's.....	70
Jennings genuine.....	25&10
Jennings imitation.....	60&10

AXES

First Quality, S. B. Bronze.....	5 50
First Quality, D. B. Bronze.....	9 50
First Quality, S. B. S. Steel.....	6 25
First Quality, D. B. Steel.....	10 50

BARROWS

Railroad.....	14 00
Garden.....	net 30 00

BOLTS

Stove.....	60&10
Carriage new list.....	70
Flow.....	50

BUCKETS

Well, plain.....	\$ 3 50
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BUTTS, CAST

Cast Loose Pin, figured.....	70&10
Wrought Narrow.....	70&10

BLOCKS

Ordinary Tackle.....	70
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CROW BARS

Cast Steel.....	per lb 5
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CAPS

Ely's 1-10.....	per m 65
Hick's C. F.....	per m 55
G. D.....	per m 45
Musket.....	per m 75

CARTRIDGES

Rim Fire.....	40&10
Central Fire.....	20

CHISELS

Socket Firmer.....	70
Socket Framing.....	70
Socket Corner.....	70
Socket Slicks.....	70

DRILLS

Morse's Bit Stocks.....	60
Taper and Straight Shank.....	50& 5
Morse's Taper Shank.....	50& 5

ELBOWS

Com. 4 piece, 6 in.....	doz. net 6
Corrugated.....	1 25
Adjustable.....	dis 40&10

EXPANSIVE BITS

Clark's small, #18; large, #20.....	30&10
Ives', 1, #18; 2, #24; 3, #30.....	25

FILES—New List

New American.....	70&10
Nicholson's.....	70
Heller's Horse Rasps.....	60&10

GALVANIZED IRON

Nos. 16 to 20; 22 and 24; 26 and 28; 27.....	28
List 12 13 14 15 16.....	17
Discount, 70.....	

GAUGES

Stanley Rule and Level Co.'s.....	60&10
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KNOBBS—New List

Door, mineral, jap. trimmings.....	70
Door, porcelain, jap. trimmings.....	80

MATTOCKS

Adze Eye.....	\$16 00, dis 60&10
Hunt Eye.....	\$15 00, dis 60&10
Hunt's.....	\$18 50, dis 20&10

MILLS

Coffee, Parkers Co.'s.....	40
Coffee, P. S. & W. Mfg. Co.'s Malleables.....	40
Coffee, Landers, Ferry & Clark's.....	40
Coffee, Enterprise.....	30

MOLASSES GATES

Stebbin's Pattern.....	60&10
Stebbin's Genuine.....	60&10
Enterprise, self-measuring.....	30

NAILS

Advance over base, on both Steel and Wire.....	2 21
Steel nails, base.....	2 30
Wire nails, base.....	2 30
10 to 16 advance.....	Base
8 advance.....	05
6 advance.....	10
4 advance.....	20
3 advance.....	30
2 advance.....	45
Fine 3 advance.....	70
Casing 10 advance.....	15
Casing 8 advance.....	25
Casing 6 advance.....	35
Finish 10 advance.....	25
Finish 8 advance.....	35
Finish 6 advance.....	45
Barrel 1/2 advance.....	85

PLANES

Ohio Tool Co.'s, fancy.....	250
Sciotia Bench.....	60
Sandusky Tool Co.'s, fancy.....	250
Bench, first quality.....	250
Stanley Rule and Level Co.'s wood.....	60

PANS

Fry, Acme.....	60&10&10
Common, polished.....	70& 5

RIVETS

Iron and Tinned.....	60
Copper Rivets and Burs.....	45

PATENT PLANISHED IRON

"A" Wood's patent planished, Nos. 24 to 27 10 20.....	
"B" Wood's patent planished, Nos. 25 to 27 9 20.....	
Broken packages 1/4c per pound extra.	

HAMMERS

Maydole & Co.'s, new list.....	dis 35
Kip's.....	dis 25
Terkes & Plumb's.....	dis 10&10
Wason's Solid Cast Steel.....	one 1c
Blacksmith's Solid Cast Steel Hand 30c list 50&10.....	

HOUSE FURNISHING GOODS

Stamped Tin Ware.....	new list 75&1
Japanned Tin Ware.....	20&1c

HOLLOW WARE

Pots.....	60&1
Kettles.....	60&10
Spiders.....	60&10

HINGES

Gate, Clark's, 1, 2, 3.....	dis 60&10
State.....	per doz. net 9 50

ROPES

Sisal, 1/4 inch and larger.....	94
Manilla.....	104

WIRE GOODS

Bright.....	80
Screw Eyes.....	80
Hook's.....	80
Gate Hooks and Eyes.....	80

LEVELS

Stanley Rule and Level Co.'s.....	dis 70
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SQUARES

Steel and Iron.....	70&10
Try and Bevels.....	60
Mitre.....	50

SHEET IRON

Nos. 10 to 14.....	com. smooth. com.
Nos. 15 to 17.....	\$2 70 \$2 51
Nos. 18 to 21.....	2 80 2 60
Nos. 22 to 24.....	3 00 2 70
Nos. 25 to 28.....	3 10 2 80
No. 27.....	3 20 2 90
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.	

SAND PAPER

List acct. 12, '86.....	dis 50
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SASH WEIGHTS

Solid Eyes.....	per ton 20 00
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TRAPS

Steel, Game.....	75&10
Onelida Community, Newhouse's.....	50
Onelida Community, Hawley & Norton's 70&10.....	
Mouse, choker.....	per doz 15
Mouse, delusion.....	per doz 1 25

WIRE

Bright Market.....	70
Annealed Market.....	70
Coppered Market.....	6&10
Tinned Market.....	60
Coppered Spring Steel.....	50
Barbed Fence, galvanized.....	2 80
Barbed Fence, painted.....	2 40

HORSE NAILS

Au Sable.....	dis 40&1c
Putnam.....	dis 5
Capwell.....	net list

WRENCHES

Baxter's Adjustable, nickleed.....	30
Coe's Genuine.....	40
Coe's Patent Agricultural, wrought.....	71
Coe's Patent, malleable.....	75

MISCELLANEOUS

Bird Cages.....	41
Pumps, Cistern.....	70
Screws, New List.....	85
Casters, Bed and Plate.....	50&10&10
Dampers, American.....	50

METALS—Zinc

600 pound casks.....	84
Per pound.....	9

SHOT

Drop.....	1 45
B B and Buck.....	1 70

SOLDER

40%.....	17
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The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.

TIN—Melyn Grade

10x14 IC, Charcoal.....	\$ 7 15
14x20 IC, Charcoal.....	7 0
20x14 IX, Charcoal.....	8 5

Each additional X on this grade, \$1.25.

TIN—Allaway Grade

10x14 IC, Charcoal.....	6 25
14x20 IC, Charcoal.....	6 25
10x14 IX, Charcoal.....	7 50
14x20 IX, Charcoal.....	7 50

Each additional X on this grade, \$1.50.

ROOFING PLATES

14x20 IC, Charcoal, Dean.....	5 50
14x20 IX, Charcoal, Dean.....	6 50
20x28 IC, Charcoal, Dean.....	11 00
14x20 IC, Charcoal, Allaway Grade.....	5 00
14x20 IX, Charcoal, Allaway Grade.....	6 00
20x28 IC, Charcoal, Allaway Grade.....	0 00
20x28 IX, Charcoal, Allaway Grade.....	12 40

BOILER SIZE TIN PLATE

14x56 IX, for No. 8 Boilers, (per pound.....	10
14x56 IX, for No. 9 Boilers.....	

UP TO DATE CUTS FOR ALL PURPOSES TRADESMAN COMPANY GRAND RAPIDS

IN BETTER SHAPE.

Improved Condition of Local Banking Interests.

The bank statements were called a month earlier than usual. Not before in ten years, at least, has an April report been invited. The call this time was addressed to the National banks only. The National banking law requires five statements annually, while the State law calls for only four. The State Bank Commissioner passed the call this time, but three of the four State banks published their statements as usual, and from the fourth the figures were obtained to make the subjoined comparisons. The Trust companies are not included in the statistics given.

The consolidated statement for April 5, the date of the statements called for, compares very favorably with that of May 5, 1898, although the season a year ago was one month further advanced. The loans and discounts show an increase in round numbers of \$350,000; the stocks, bonds and mortgages an increase of \$750,000; the amount carried in outside banks an increase of \$26,000, and the cash and cash items a decrease of \$37,000. The total of outside deposits and cash items April 5 was \$2,734,239.54, as compared with \$2,745,605.64 eleven months ago—a decrease of about \$11,000.

The surplus and undivided profits accounts fall short but \$2,928 of the May 5, 1898, report, and it is safe to assume if the comparison were made with even dates there would be shown a very satisfactory increase for this year. The commercial deposits show an increase of \$530,000; the savings and certificates an increase of \$489,000; the bank deposits an increase of \$164,000, and the total deposits an increase of \$1,226,000.

The increase in loans and discounts is an encouraging sign of awakening activity in business circles, and if the report were for a month later, by which time the season will be in full swing, the increase would, doubtless, be still greater than it is. The increase in the deposits has been enormous and it is in commercial savings and bank deposits alike. In spite of the increase in deposits of over a million dollars the amount of idle money carried by the banks in outside deposits and cash items shows a decrease of about \$11,000. The banks are loaned up more closely than in several years past.

If the comparison be made with the statement of May 14, 1897, the showing for this year will be much more favorable still. The increase in loans and discounts exceeds \$2,000,000; of stocks, bonds and mortgages, \$1,300,000; due from banks and cash items, \$726,000. The surplus and undivided profits show a falling off, incident to the six weeks difference in time and also to the fact that two of the banks paid quarterly dividends, which they did not do two years ago. The commercial deposits show an increase of \$1,400,000; the savings deposits an increase of \$1,680,000, and the total deposits an increase of \$3,280,000. This is a pretty good showing for two years, and for that matter the statement is one of the best that has ever been made. The loans and discounts surpass the best record of the ante-panic period and the deposits far exceed the deposits of that day.

The Grain Market.

Weather is the controlling factor in the wheat market. While crop damage has been reported very large and the

season is extremely late and now wheat is moving in the winter wheat belt, prices have eased off since last writing. The Northwest sent in a full quota of wheat, which was expected, as the assessor was around about the first of the month and the prudent farmers did not want their wheat assessed for taxation, so they were good sellers. This will stop now. The Government report was 78 9-10 per cent., against 82 per cent. March 10 and 86 7-10 per cent. at the same date one year ago. Exports are fully up to expectation, while our visible made another increase of 544,000 bushels. Wheat in passage showed a decrease of about 1,237,000 bushels. Aside from this ideal weather, every thing tended for strong markets, but all goes for naught when the Chicago farmer takes it into his head to sell wheat.

Corn held its own, although there were strong efforts made to break the market, but all offerings were readily absorbed. While 40c corn for May was predicted, it only sold at 34 1/2c yesterday, so 40c will not be realized this May.

Oats showed a trifle weakness, but there is a strong undertone that sustains prices on any weak spots. The lateness of the season will soon have an effect on prices, as last year the oats were about all in the ground at this time, while this year no one has made any effort at plowing as yet.

Owing to foreign demand, rye keeps as strong as ever and, as told before, will demand good prices until the foreign crop will be harvested.

The demand for flour has been good, while feed has been reduced \$1 per ton.

Receipts at this place were 90 cars of wheat, 7 cars of corn and 6 cars of oats.

Millers are paying 66c for wheat today. C. G. A. VOIGT.

Unique Price List of Laundry Work.

Chas. F. Young, Vice-President of the Grand Rapids Bark and Lumber Co., recently picked up a unique price list of laundry work at Mesick, of which the following is a fac simile:

PRICE LIST FOR
LAUNDRY WORK.

SHIRTS OF ALL KINDS EXCEPT
FINE SHIRTS AND SWEETERS
WASHED & IRONED & PUT IN
GOOD ORDER FOR— 7.00 EACH

FINE SHIRTS—10.00 EACH

SWEETERS—10.00 EACH

DRAWERS—7.00 EACH

SOCKS—4.00 PER PAIR

HANDKERCHIEFS—2.00 EACH

PARCELS WILL BE REWASHED &
DELIVERED AT THIS OFFICE.

MORRIS FANCHER, MESICK MICH.

After a man has dropped a few thousand dollars in stocks, it is useless to tell him that there is no money in them.

Saginaw Merchants Discuss Live Topics.

Saginaw, April 11.—The Retail Merchants' Association held a little admiration meeting the other evening over the carrying of the market question, and the favorable outlook in the State for the good roads amendment. It was decided to reorganize for work upon the market question by the appointment of a committee of five. President Tanner announced that he would name the committee at the next meeting. Archie Robertson will be chairman of the new committee, and T. J. Norris will be a member of it.

The filthy condition of the business streets came in for a roast. It was declared that Genesee avenue was a shame and disgrace in its present condition. It was decided to have a petition in all the business places where customers might sign, calling upon the Common Council to have the streets cleaned and kept clean through the spring and summer.

T. J. Norris brought up the fishing bill now before the Legislature in the interests of the net fishermen who desire to set their nets in the Saginaw River and tributaries. He said that sportsmen generally were against the bill and that both of Saginaw's representatives and Senator Leidlein were awaiting backing from home to buck the bill good and hard. T. A. Downs thought it would be a good scheme to do a little memorializing and, in compliance with his resolution, Secretary Emerson and R. A. Horr were made a committee to draw up a resolution to be generally signed, calling upon the Legislature to defeat the bill.

WANTS COLUMN.

Advertisements will be inserted under this head for two cents a word the first insertion and one cent a word for each subsequent insertion. No advertisements taken for less than 25 cents. Advance payment.

BUSINESS CHANCES.

ANY ONE WISHING TO ENGAGE IN THE grain and produce and other lines of business can learn of good locations by communicating with H. H. Howe, Land and Industrial Agent C. & W. M. and D. G. R. & W. Railways, Grand Rapids, Mich. 919

WANTED—BAKERY: MICHIGAN TOWN, 2,000 or more. Baker, care Tradesman. 920

WATERMELONS, CANTALOUPE and new potatoes. The Johnson-Brown Co., of Albany, Ga., perhaps the largest individual growers of melons in the State, invite all reliable dealers, who desire to do business with shippers who are reliable and will ship what they sell, to open correspondence with them in reference to purchase of watermelons, cantaloupes and new potatoes. 917

WANTED—I AM LOOKING FOR LOCATION in good town of 2,500 to 10,000, to open permanent first-class dry goods store. Address: A. F. Z., care Michigan Tradesman. 916

FOR SALE—HARDWARE STOCK OF THE late A. A. Tyler at 641 South Division St., Grand Rapids. Fine location and well established trade. Address Mrs. A. A. Tyler. 909

FOR SALE—A RARE OPPORTUNITY—A flourishing business; clean stock of shoes and furnishing goods; established cash trade; best store and location in city; located among the best iron mines in the country. The coming spring will open up with a boom for this city and prosperous times for years to come a certainty. Rent free for six months, also a discount on stock; use of fixtures free. Store and location admirably adapted for any line of business and conducted at small expense. Get in line before too late. Failing health reason for selling. Address P. O. Box 204, Negaunee, Mich. 913

DRUG AND NOTION STOCK FOR SALE in nice town for \$1,500. Address T. P. Stiles, Millersburg, Elkhart Co., Indiana. 908

FOR LITERATURE, STATISTICAL REPORTS, and information generally about the Gulf coast and south Mississippi, the center of the "Yellow Pine Belt," write the "Pascagoula Commercial Club," Scranton, Miss. 910

FOR SALE—A 40-ACRE PECAN ORCHARD, partial bearing, also two beautiful homes, all on Mississippi Gulf coast; also pine lands. For particulars write F. H. Lewis, Scranton, Miss. 911

WANTED—PARTNER TO TAKE HALF INTEREST in a general store and fish business; the most paying industry in Michigan. Cannot attend to it alone since the syndicate took effect, on account of the number of orders being received. For particulars address Neil Gallagher, St. James, Mich. 911

MONEY—IF YOU ARE A MILL MAN, HERE is a chance for both you and me. My shingle and lumber mill for sale for cash; about 400,000.00 feet logs in yard; about 2,000,000 shingle stock ready to cut, all on cash contract. Mill ready to start April 3. Future contracts in sight for three years. J. J. Robbins, Boyne Falls, Mich. 906

FOR SALE—NEW, CLEAN STOCK OF GENERAL merchandise in small town in Southern Michigan on Michigan Central Railroad; elegant farming country; no competition within a radius of twelve miles; stock invoices about \$3,000. This is a good business and good location and must be sold for cash; no trades. Address F. N., care Michigan Tradesman. 904

FOR SALE—A SHINGLE AND SAW MILL with 30 horse power engine and boiler, all in good order. Would trade for general merchandise. For particulars, address Box 7, Mt. Pleasant, Mich. 912

FOR SALE—HOUSE AND LOT IN TRAVERSE CITY; also store building adjoining Steinberg's opera house. Will sell either or both cheap. S. Cohen, Muskegon, Mich. 900

DRUG STORE FOR SALE OR TRADE IN A town of 800 inhabitants on South Haven & Eastern Railroad in Van Buren county. Stock will invoice about \$1,000; has been run only about four years; new fixtures; low rent. Address No. 897, care Michigan Tradesman. 897

DRUG STOCK FOR SALE—WILL INVENTORY \$15,000; daily sales from \$15 to \$20. Reason for selling, wish to quit the business. Address No. 893, care Michigan Tradesman. 893

MONEY TO PATENT YOUR IDEAS MAY BE obtained through our aid. Patent Record, Baltimore, Md. 885

FOR SALE—IMPROVED FARM; GOOD GENERAL cropping, gardening and fruit raising; near market. Address Albert Baxter, Muskegon, Mich. 887

RARE CHANCE—HALF INTEREST IN NICE grocery business, in one of the best locations in Grand Rapids. Reason for selling, must leave city. Address No. 886 care Michigan Tradesman. 886

FOR SALE—GROCERY STOCK IN CENTRAL Michigan in city of 3,000 inhabitants. Sales last year, \$10,000; stock invoices about \$1,200. Address No. 879, care Michigan Tradesman. 879

WANTED—SHOES, CLOTHING, DRY goods. Address R. B., Muskegon, Mich. 899

FOR SALE—CLEAN HARDWARE STOCK located at one of the best trading points in Michigan. Stock will inventory about \$5,000. Store and warehouse will be rented for \$30 per month. Will sell on easy terms. Address No. 868, care Michigan Tradesman. 868

FOR SALE—HALF INTEREST IN OLD ESTABLISHED meat market, located in excellent residence district of Grand Rapids. Investigation solicited. Address No. 863, care Michigan Tradesman. 866

FOR SALE—WELL-ESTABLISHED AND good-paying implement and harness business, located in small town surrounded with good farming country. Store has no competition within radius of eight miles. Address No. 806, care Michigan Tradesman. 806

FOR SALE—NEW GENERAL STOCK, A splendid farming country. No trades. Address No. 680, care Michigan Tradesman. 680

COUNTRY PRODUCE

WANTED—BUTTER, EGGS AND POULTRY; any quantities. Write me. Orrin J. Stone, Kalamazoo, Mich. 810

MISCELLANEOUS.

WANTED—POSITION. HAVE HAD TWO years' experience in general store. Best of references. Address Lock Box 55, Manton, Mich. 915

WANTED—POSITION BY YOUNG MAN with six years' experience as clerk. Address Lock Box O, Maple Rapids, Mich. 918

WANTED—THOROUGHLY EXPERIENCED dry goods salesman. Good references required. State salary expected. Address Box 341, Cadillac, Mich. 907

WANTED POSITION BY YOUNG MAN, A registered pharmacist. Good references. Address 45 North Valley Ave., Grand Rapids, Mich. 901

BATTERSON & CO.

BUFFALO, N. Y., April 10, 1899.

MARKET.

Eggs—Very light receipts; a large demand. Quick sales to-day at 13 and 13 1/2c. We very much want more liberal supplies.

Poultry—Both live and dressed poultry in lighter supply every week. Fancy young chickens, dressed, 13 1/4c; fowls, 12 1/2c. Live chickens, 12 1/2c; fowls, 10 1/2c.

Very full quotations in our produce exchange price current on demand. Satisfactory references anywhere. Very respectfully,

BATTERSON & CO.

RESPONSIBLE. RELIABLE. PROMPT.

Paris Green Labels

The Paris Green season is at hand and those dealers who break bulk must label their packages according to law. We are prepared to furnish labels which meet the requirements of the law, as follows:

100 25 cents.
200 40 cents.
500 75 cents.
1000 \$1.00.

Labels sent postage prepaid where cash accompanies order.

Tradesman Company,

Grand Rapids, Mich.

Travelers' Time Tables.

CHICAGO and West Michigan R'y Feb. 5, 1899.

Chicago.
Lv. G. Rapids..... 7:30am 12:00pm *11 45pm
Ar. Chicago..... 2:10pm 5:15pm 7:20am
Lv. Chicago..... 11:45am 6:50am 4:15pm *11 50pm
Ar. G'd Rapids 5:00pm 1:25pm 10:15pm * 6:20am
Traverse City, Charlevoix and Petoskey.
Lv. G'd Rapids..... 7:30am 5:30pm
Parlor cars on day trains and sleeping cars on
night trains to and from Chicago
*Every day. Others week days only.

DETROIT, Grand Rapids & Western. Apr. 10, 1899.

Detroit.
Lv. Grand Rapids..... 7:00am 1:35pm 5:25pm
Ar. Detroit..... 11:40am 5:45pm 10:05pm
Lv. Detroit..... 8:15am 1:10pm 6:10pm
Ar. Grand Rapids..... 1:10pm 5:20pm 10:55pm
Saginaw, Alma and Greenville.
Lv. G R 7:00am 5:10pm Ar. G R 11:45am 9:30pm
Parlor cars on all trains to and from Detroit
and Saginaw. Trains run week days only.
Geo. DeHAVEN, General Pass. Agent

GRAND Trunk Railway System Detroit and Milwaukee Div

(In effect Feb. 5, 1899.)

GOING EAST	Leave	Arrive
Saginaw, Detroit & N. Y.....	6:45am	9:55pm
Detroit and East.....	10:16am	5:07pm
Saginaw, Detroit & East.....	3:27pm	12:50pm
Buffalo, N. Y, Toronto, Mon-		
treah & Boston, L't'd Ex.....	7:20pm	10:16am
GOING WEST		
Gd. Haven Express.....	10:21am	7:15pm
Gd. Haven and Int. Pts.....	12:58pm	3:19pm
Gd. Haven and Milwaukee.....	5:12pm	10:11m
Eastbound 6:45am train has Wagner parlor car		
to Detroit, eastbound 3:20pm train has parlor car		
to Detroit.		
*Daily. †Except Sunday.		
C. A. JUSTIN, City Pass. Ticket Agent,		
97 Monroe St., Morton House.		

GRAND Rapids & Indiana Railway Feb. 8, 1899.

Northern Div. Leave Arrive
Trav. C'y, Petoskey & Mack... 7:45am 5:15pm
Trav. C'y & Petoskey..... 1:50pm 10:45pm
Cadillac accommodation..... 5:25pm 10:55am
Petoskey & Mackinaw City..... 11:00pm 6:35am
7:45am train, parlor car; 11:00pm train, sleep-
ing car.

Southern Div. Leave Arrive
Cincinnati..... 7:10am 9:45pm
Ft. Wayne..... 2:01pm 1:30pm
Cincinnati..... 7:00pm 6:30pm
Vicksburg and Chicago..... 11:33pm 9:10am
7:10 am train has parlor car to Chicago
and parlor car to Chicago; 2:00pm train has
parlor car to Ft. Wayne; 7:00pm train has
sleeping car to Cincinnati; 11:30pm train has
coach and sleeping car to Chicago.

Chicago Trains.
TO CHICAGO.
Lv. Grand Rapids... 7:10am 2:01pm *11 30pm
Ar. Chicago..... 2:31pm 5:45pm 6:25am
FROM CHICAGO.
Lv. Chicago..... 3:02pm *11 32pm
Ar. Grand Rapids..... 9:45pm 6:30am
Train leaving Grand Rapids 7:10am has parlor
car; 11:00pm, coach and sleeping car.
Train leaving Chicago 3:02pm has Pullman
parlor car; 11:32pm sleeping car.

Muskegon Trains.
GOING WEST.
Lv. G'd Rapids..... 7:35am 1:00pm 5:40pm
Ar. Muskegon..... 9:00am 2:10pm 7:15m
Sunday train leaves Grand Rapids 9:15am;
arrives Muskegon 10:40am.
GOING EAST.
Lv. Muskegon..... 7:10am 11:45am 4:00pm
Ar. G'd Rapids..... 9:30am 12:55pm 5:20pm
Sunday train leaves Muskegon 5:30pm; ar-
rives Grand Rapids 6:50pm.
†Except Sunday. *Daily

C. L. LOCKWOOD,
Gen'l Passr. and Ticket Agent.
W. C. BLAKE,
Ticket Agent Union Station.

DULUTH, South Shore and Atlantic Railway.

WEST BOUND.
Lv. Grand Rapids (G. R. & L.) 11:10pm 7:45am
Lv. Mackinaw City..... 7:35am 4:20pm
Ar. St. Ignace..... 9:00am 5:20pm
Ar. Sault Ste. Marie..... 12:30pm 9:50pm
Ar. Marquette..... 2:50pm 10:40pm
Ar. Nestoria..... 5:20pm 12:45am
Ar. Duluth..... 8:30am
EAST BOUND.
Lv. Duluth..... 6:30pm
Ar. Nestoria..... 11:15am 2:45am
Ar. Marquette..... 1:30pm 4:30am
Lv. Sault Ste. Marie..... 3:30pm
Ar. Mackinaw City..... 8:40pm 11:00am
G. W. HARRARD, Gen. Pass. Agt. Marquette.
E. C. Oviatt, Trav. Pass. Agt., Grand Rapids.

MANISTEE & Northeastern Ry. Best route to Manistee.

Via C. & W. M. Railway.
Lv. Grand Rapids..... 7:00am
Ar. Manistee..... 12:05pm
Lv. Manistee..... 8:30am 4:10pm
Ar. Grand Rapids..... 1:00pm 9:55pm

MERCANTILE ASSOCIATIONS

Michigan Business Men's Association
President, C. L. WHITNEY, Traverse City; Sec-
retary, E. A. STOWE, Grand Rapids.

Michigan Retail Grocers' Association
President, J. WISLER, Mancelona; Secretary, E.
A. STOWE, Grand Rapids.

Michigan Hardware Association
President, C. G. JEWETT, Howell; Secretary
HENRY C. MINNIE, Eaton Rapids.

Detroit Retail Grocers' Association
President, JOSEPH KNIGHT; Secretary, E. MARKS,
221 Greenwood ave; Treasurer, C. H. FRINK.

Grand Rapids Retail Grocers' Association
President, FRANK J. DYK; Secretary, HOMER
KLAP; Treasurer, J. GEO. LEHMAN.

Saginaw Mercantile Association
President, P. F. TREANOR; Vice-President, JOHN
MCBRATNIE; Secretary, W. H. LEWIS.

Jackson Retail Grocers' Association
President, J. FRANK HELMER; Secretary, W. H.
PORTER; Treasurer, L. PELTON.

Adrian Retail Grocers' Association
President, A. C. CLARK; Secretary, E. F. CLEVE
LAND; Treasurer, WM. C. KOEHN.

Bay Cities Retail Grocers' Association
President, M. L. DEBATS; Sec'y, S. W. WATERS.

Traverse City Business Men's Association
President, THOS. T. BATES; Secretary, M. B.
HOLLY; Treasurer, C. A. HAMMOND.

Owosso Business Men's Association
President, A. D. WHIPPLE; Secretary, G. T. CAMP
BELL; Treasurer, W. E. COLLINS.

Alpena Business Men's Association
President, F. W. GILCHRIST; Secretary, C. L.
PARTRIDGE.

Grand Rapids Retail Meat Dealers' Association
President, L. J. KATZ; Secretary, PHILIP HILBER;
Treasurer, S. J. HUFFORD.

St. Johns Business Men's Association.
President, THOS. BROMLEY; Secretary, FRANK A.
PERCY; Treasurer, CLARK A. PUTT.

Perry Business Men's Association
President, H. W. WALLACE; Sec'y, T. E. HEDDLE.

Grand Haven Retail Merchants' Association
President, F. D. Vos; Secretary, J. W. VERHOEKS.

Yale Business Men's Association
President, CHAS. ROUNDS; Sec'y, FRANK PUTNEY

Simple Account File

Simplest and
Most Economical
Method of Keeping
Petit Accounts

File and 1,000 printed blank
bill heads..... \$2 75
File and 1,000 specially
printed bill heads..... 3 25
Printed blank bill heads,
per thousand..... 1 25
Specially printed bill heads,
per thousand..... 1 75

Tradesman Company,
Grand Rapids.

TRAVEL
VIA

F. & P. M. R. R.

AND STEAMSHIP LINES
TO ALL PORTS IN MICHIGAN
H. F. MOELLER, A. G. P. A.

Dwight's Cleaned Currants

If you want nice, fresh, new
stock, buy Dwight's. If
you want cheap trash, don't
look for it in our pack-
ages. All Grand Rapids
jobbers sell them.

Wolverine Spice Co.,
Grand Rapids.

We make a specialty of

Store Awnings
Roller Awnings
Window Awnings
Tents, Flags
and Covers

Drop us a card and we will quote
you prices.

Chas. A. Coye,

11 Pearl Street,
Grand Rapids.

Feed

Corn and Oats

Our feed is all made at
one mill. It is all ground
by the same man. He
thinks he knows how to
do it right because he
has been doing it for a
dozen years. We believe
he does it right or we
would get another man.
Our customers evidently
think he does it right be-
cause they keep on or-
dering, and our feed trade
has been enormous this
winter and doesn't seem
to let up. We don't
want it to "let up," and
your order will help along.
Send it in. We'll give
you good feed at close
prices.

Valley City
Milling Co.,

Grand Rapids, Mich.

Sole Manufacturers of "LILY WHITE,"
"The flour the best cooks use."

GOOD PRINTING

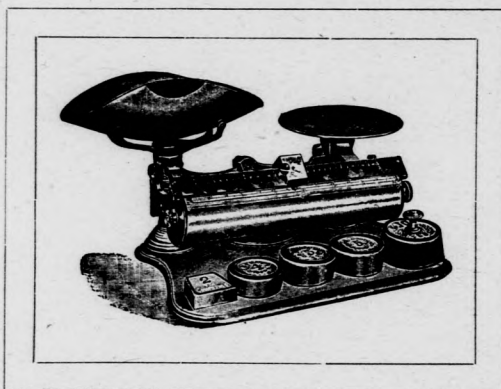
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world, and our experience in
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selection of papers and editing
copy is surely worth more than
that of the ordinary printer, but
it costs very little more. Ask
for our estimate on your next
printing.

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COMPANY,

GRAND RAPIDS, MICH.

"WHAT'S MINE IS MY OWN"

Then why don't you keep it? Don't give away a large percentage of your profits every time a customer comes into your store to make a purchase. You say you don't give away a large amount? Well, then call it a small amount, if you like, but it's just as certain to eat



the very heart out of your business as if you gave it all away at once. Stop this leak before it stops you. Write to us about the **MONEY WEIGHT SYSTEM** and remember our scales are sold on easy monthly payments. Address

THE COMPUTING SCALE CO., Dayton, Ohio

STANDARD OIL CO.,

MANUFACTURERS AND DEALERS IN

ILLUMINATING
AND LUBRICATING **OILS**

**Naphthas
Gasolines
Greases**

The brand **MICA AXLE GREASE** has become known as well as its good qualities. The merchant handles MICA because his 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.

Highest Price Paid for Empty Carbon and Gasoline Barrels.

Epps'
Cocoa

Epps'
Cocoa

GRATEFUL COMFORTING

Distinguished Everywhere

for

Delicacy of Flavor,

Superior Quality

and

Nutritive Properties.

Specially Grateful and

Comforting to the

Nervous and Dyspeptic.

Sold in Half-Pound Tins Only.

Prepared by

JAMES EPPS & CO., Ltd.,

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England.

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Epps'
Cocoa

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