

MICHIGAN TRADESMAN

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Volume XVI.

GRAND RAPIDS, WEDNESDAY, APRIL 26, 1899.

Number 814



Grand Rapids LUMBER COMPANY

419 421 MICH. TRUST BUILDING

WE PAY HIGHEST MARKET PRICES in SPOT CASH and Measure Bark When Loaded.
Correspondence Solicited.

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 Widdcomb Bldg., Grand Rapids, Michigan

WORLD'S BEST

S.C.W.

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

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	500.....75 cents
200.....40 cents	1000.....\$1 00

Labels sent postage prepaid where cash accompanies order. Orders can be sent through any jobbing house at the Grand Rapids market.

TRADESMAN COMPANY, Grand Rapids.

Your Store Is Judged

by your leaders—not by your staples.
What do you give the people who want the best spices and baking powder for their money? If you give them mediocre brands you get the reputation of running a poor store—a place to shun. If you give them **NORTHROP SPICES** and **QUEEN FLAKE BAKING POWDER** you give them the best and most widely known brands on the market. If you want the best trade sell the best goods. Manufactured and sold only by

NORTHROP, ROBERTSON & CARRIER, Lansing, Mich.

"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.

L. Perrigo Co.

Manufacturing Chemists,
Allegan, Mich.

The Merchant's Ear

Is what we want. We don't want to chew it, but we want to talk into it a few brief moments. We have been supplying the trade with our goods for a number of years and the fact that they have proven sellers is evinced by the large number of orders we are receiving. Our goods are put up and sold under our guarantee. Our reputation is back of them and you can wager that we will preserve that. We kindly ask you to write us for prices on anything in our line. We handle all druggists' sundries and have in store some valuable information for you if you will but speak the word.

L. PERRIGO CO., Mfg Chemists,
Allegan, Mich.

Our Specialties:

- L. P. Brand Soda.
- Perrigo's Headache Powds.
- Mandrake Bitters.
- Perrigo's Quinine Cathartic Tablets.
- Perrigo's Dyspepsia Tblts.
- Perrigo's Catarrh Cure.
- Perrigo's Cough Cure.
- Perrigo's Magic Relief.
- Perrigo's Sarsaparilla.
- Perrigo's Sure Lintment.
- Perrigo's Ex. of Blackberry Root.
- Perrigo's Insect Powder.
- Perrigo's Poison Fly Paper.
- Perrigo's Poultry Powder.
- Perrigo's Stock Powder.
- Perrigo's Hog Powder.
- Marshmallow Cream.
- Bartram's Liver Pills.
- Bartram's Veterinary Elixir.
- Sennara for Children.
- Porous Plasters.
- Flavoring Extracts and Cough Drops.
- Druggists' Sundries.



TANGLEFOOT

STICKY FLY PAPER
ASK YOUR JOBBER FOR IT

SMOKE Banquet Hall Little Gigars

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.

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.

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.

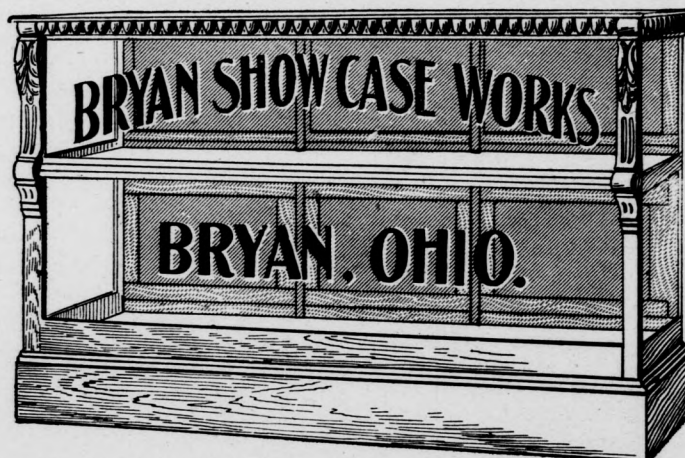
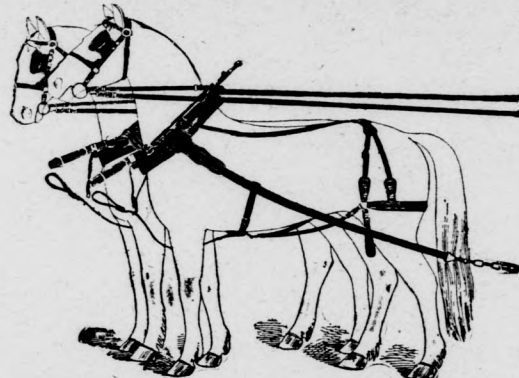
BROWN & SEHLER

WEST BRIDGE ST.,
GRAND RAPIDS, MICH.

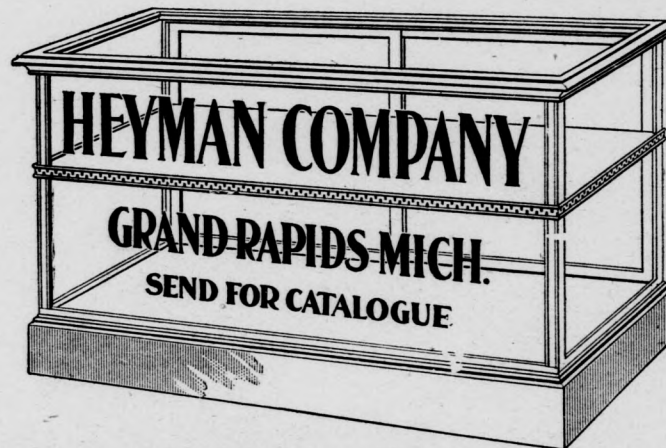
Mfrs. of a full line of
**HANDMADE
HARNESS
FOR THE
WHOLESALE
TRADE**

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

Orders by mail given prompt attention.



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.

BOUR'S COFFEES MAKE BUSINESS

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 26, 1899.

Number 814

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.....	\$3,299,000 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.



Our attorneys are always ready to go out on special business requiring vigorous attention.

THE MERCANTILE AGENCY

Established 1841.

R. G. DUN & CO.

Widdcomb Bld'g, Grand Rapids, Mich.

Books arranged with trade classification of names. Collections made everywhere. Write for particulars. L. P. WITZLEBEN, Manager.



Prompt, Conservative, Safe.
J. W. CHAMPLIN, Pres. W. FRED McBAIN, Sec.

Tradesman Coupons

Save Trouble.
Save Money.
Save Time.

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Telling Tribute to the Tireless Traveler.

In the beginning God made the Heavens and the earth, and all that is contained therein. Then, after resting many days, he created the drummer. Then he rested again.

The drummer was not always as you see him to-day. Once he was very small potatoes and a few in a bill, not much larger than a book agent or a clock peddler, but that was in the pioneer days of the procession. It is different now.

The career of the drummer has been swift and strong and startling. He has covered more ground and conquered more fields than all other pioneers in all other fields combined.

Formerly Mahomet was forced to go to the mountain, but now it is the mountain who does the going. The drummer did this. It was the big manufacturers and wholesalers that first discovered his utility. At first they sent him out slowly and in small quantities. He was looked at as the advance agent of an innovation, and innovations are generally regarded with distrust. So was the drummer, and peradventure not wholly without reason in that day. But the retailer discovered presently that the drummer was a very handy man to have about the premises and began to cultivate him. Thus encouraged, he began rapidly to increase and multiply. Competition became keener with the increase, and so did the drummer. Then the time came when every concern that had anything to sell was represented in the trade by the drummer until he came to be recognized as a permanent and valuable institution of an eminently respectable character. To-day there are some hundreds of thousands of them in the United States, and through him trade has been revolutionized. That same keen competition has resulted in bringing to the ranks of the drummer some of the shrewdest intellects known to the commercial world. In many instances members of firms are on the road in the interests of their own house and frequently for others.

The drummer is a power in many fields. His name is legion and he is always on the spot. He goes everywhere, he meets everybody, he talks to everybody and by the force of his eloquence, the power of his magnetism and the potency of his sticktoitiveness makes and unmakes politicians, policies and powers. He is a keen-edged blade that cuts its way wherever he liketh. He stays not for the season, nor time, nor the elements. He is proof against lightning—cyclones go around him when he is in their path and earthquakes tremble if he is about.

He is armed and equipped for every emergency. For the cold weather he has snow shoes and sleighs in abundance. For high water he has boats of every kind, and so he makes his way over obstacles that baffle all others. It is his business to reach his customers ahead of all others, and he does this by hook or crook; in fact, he is a wonder, a marvel, a revelation of the Nineteenth Century.

Keen-witted he is and philosophical, with a judicial mind that believes in fair play. He is an ideal of reciprocity and helps those who help him. If he is pleased with his hotel, its business is made, but God help the person who offends him by ill treatment.

He is clever and jolly, with a good humor that is infectious, shrewd and affable, quick, bright, intelligent, generous, always ready for a good story, a square meal or a flirtation, and will do a good turn by his fellowman sooner than another. You can tie to him, for he is sincere. He will divide his last dollar with a friend or a stranger if in need. If he is silent you can bet your last dime he is studying where he can sell a bill of goods. He is nearly always worth listening to, for he has opportunities for accumulating stores of useful information that never come your way, and these he dispenses with a liberal hand. He is up to date and familiar with the latest styles; in short, the drummer is a man of many accomplishments and many inventions. The earth is his heritage and his home is on whatever part of God's footstool he happens to be, and none dispute his claim. But if, happily, he have a home with wife and little ones, who so happy as he to return to them; who so tender and affectionate, and who so welcome? And it is about such a hearth, humble although it may be at times, that the tender grace of a pure love finds its sweetest expression. JACOB HAAS.

The head of the fire department in an Eastern city says that persons who perish in a burning building are invariably suffocated and that their death is painless. One breath of heated air and smoke causes unconsciousness and the victim has no further sensation.

The French government is attempting to raise revenue by letting out the backs of match boxes, which are a state monopoly, to outside advertisers.

Men may come and men may go, but the gas meter goes on forever.

Gripsack Brigade.

Belding Banner: Lewis Sagendorf has been engaged to travel for the Sanitary Refrigerator Co. He will make them a first-class man.

Ralph D. Howell, Southern Michigan representative for the Sears branch of the National Biscuit Co., was married recently to Miss Grace Hunter, of Jonesville.

Manley Jones, formerly with the Lemon & Wheeler Company, is now on the road for W. J. Quan & Co., of Chicago, covering the same territory as heretofore.

Nels Clifton resigned his clerkship with Braastad & Co., of Ishpeming, to take the position of Upper Peninsula traveling salesman for Cohen Bros., jobbers of men's furnishings at Milwaukee.

Plainwell Enterprise: N. P. Kellogg will start this week on the road in the interest of the Merrill Milling Co. Frank Cotherman, of Kalamazoo, will come here to fill Mr. Kellogg's position in the mill.

Flint Daily News: Geo. L. Crawford, of this city, was asleep on the second floor when the fire broke out which destroyed the Read House, at Cheboygan. He was awakened by a traveling man in an adjoining room smashing open the door between the two rooms. Smoke was pouring into his room, and in jumping up in an effort to close the transom over the door opening into the hallway he turned and severely sprained an ankle. Hastily dressing, he groped his way through the thick smoke in the hallway to the back part of the building, where he found a porch with a stairway leading to the ground. Remembering his unknown friend who had aroused him to a realization of his danger, he went back through the hallway and, finding the fellow badly rattled and smashing his bedroom window in a frantic effort to escape, he took hold of him and piloted him to safety via the back stairway. After reaching the ground Mr. Crawford made a bold dash into the hotel office, gathering in four overcoats and two or three grips. His own overcoat and grip happened to be among the lot and, on stopping to take an inventory of his personal effects, he found that he had saved everything excepting his rubbers and a few other articles of minor value.

Emery comes from the island of Naxos, in the Eastern Mediterranean, whence it has been exported for the last two centuries or more. The beds are in the northeast of the island. There are about 300 men engaged in the trade, all of whom have to be married before they are admitted into the fraternity. The material is much too hard to be dug out or even blasted. Great fires are lighted around the blocks, until the natural cracks expand with the heat, and levers are then inserted to pry them apart. This system is continued until the blocks are reduced in size to masses of a cubic foot or less, and they are then shipped as if they were coal. There is said to be 20,000,000 tons yet available at Naxos, and the last reported year's export was 3,950 tons. It is one of the hardest substances known.

Dry Goods

The Dry Goods Market.

Staple Cottons.—All leading makes of heavy brown sheetings and drills are well sold, and very steady in price. Agents for standard goods have refused to accept large contracts which might have been secured at a concession of $\frac{1}{8}\%$. There is no pressure to sell any lines of staple goods. Wide sheetings have been very limited in movement, but prices remain unchanged. Cotton flannels and blankets have resumed a quiet attitude and have shown but a light business. The transactions in bleached cottons are up to the average, at regular quotations. Denims, ticks, plaids, stripes, etc., are quiet and firm.

Underwear.—Is showing a much steadier condition than the hosiery departments, and the leading makes of staple, flat and ribbed goods are now said to be pretty well sold up and quite steady in price. In the finer specialties of lisle and silk mixed goods, a good business is reported as coming to hand. Regular woolen and high-grade fleeced goods are in moderate demand, although not as good as during the two weeks previous, and prices are quoted as still slightly irregular. The knit goods trust, which we heard so much about a short time ago, does not seem to prosper; at least, very little is said about it now. The very fact which we have commented upon so many times, that it is impossible for those in the knit goods business to make a combination or an agreement that will bind all parties, is working against the latest proposed combination. It is very doubtful if such a matter ever will be satisfactorily carried out; certainly not with the trade in the condition that it is at present.

Hosiery.—Cotton hosiery in both fall and spring lines is now quieter and, in common with other lines of knit goods, is beginning to show a slight upsetting of prices. In low-grade goods there are some stocks to be found, and a few of the mills are not yet sold up for the season. Woolen hosiery for fall, on the contrary, is improved both in regard to sales and steadiness of prices.

Carpets.—The manufacturers quite generally are well employed, and hurry-up orders are received daily from customers who are anxious for deliveries. The manufacturers are quite sure of the buyers taking all the goods ordered this season, provided they can get them, as the trade generally anticipate higher prices from the commencement of the next season. The new spring samples are now well under way, and very few manufacturers would regret cancellations of some of their orders taken early in the season at the extremely low prices, as there is no money in them, and with the advance in raw material and yarn which is anticipated as business improves, they will not be so eager to load up with orders at the opening of the new season until they know where they stand. The carpet trust is not likely to get under way this season. While many of the ingrain manufacturers are willing to give options on their plants and sell out for cash, others appear to be perfectly indifferent to the trust proposition, and they will not consider the matter unless future developments require them to. The reason for this indifference on the part of some is the fact that general business in their line is improving and they are willing to take their chances. Some, while they are willing to admit the possibility of a large saving through the various economies proposed in the buying of stock

and dyeing of yarn, designs and sale of goods, also believe that the individuality of the manufacturer as well as the young men growing up in the business will be at a discount under a trust, and as to accepting common stock for a part of their plant, they consider that it would be practically worthless. Even those who are favorable to a trust admit that if there was no dividend paid on common stock, the trust would soon collapse.

Destroying the Sources of Rubber.

From the New York Sun.

The consumption of India rubber has grown enormously in recent years. The trade has been stimulated chiefly by the use of pneumatic tires on bicycles. Several years ago it began to be evident that unless wasteful and destructive methods of collecting rubber were discontinued the supply would diminish while the demand was increasing. Government after government has therefore prohibited or restricted the collection of rubber in its territory in order to give the plants time to multiply and recuperate. The Congo Free State has now gone a step further. In addition to its decree of 1892, still in force, which made it a serious and punishable offense to kill the rubber plant or to gather rubber in any way except through incisions in the bark, it is now made obligatory to plant at least 150 vines or trees for every ton of rubber collected. Infractions of the new decree are punishable by fine up to \$2,000, or imprisonment. A Bureau of Control of Rubber Forests has been appointed to guard the rubber interests of the State and to enforce the decrees of 1892 and 1899.

It is necessary to kill the camphor tree in order to get camphor, but it is not necessary to kill any of the varieties of trees and vines that yield rubber to collect their juice; and yet this inexcusably stupid and wasteful method has been employed in many countries, with the result that rubber plants have been exterminated in hundreds of thousands of square miles of territory. How speedily this result is achieved is illustrated in the recent case of South Madagascar:

In 1890 Fort Dauphin, on the south coast of that island, was a trade center of small importance. Then it was discovered that rubber was near at hand in fairly abundant quantities. A dozen firms from Germany, France, Mauritius and Tamatave appeared on the scene and set all the natives they could muster at work killing the rubber plant and collecting its juice. They paid the gatherers nearly \$10 for 220 pounds and sold the product at Tamatave at enormous profit. They rushed the business and ruined it in six years. In 1896 the natives had to travel north for a week before they could find a vine to cut. The product dropped in 1896 to one-tenth that of 1893, and South Madagascar rubber disappeared from the market in 1897.

All along the west coast of tropical Africa the trees and vines producing rubber have been killed for a distance of forty to fifty miles from the sea. In the Amazon basin, the greatest rubber field, this useless destruction of a source of wealth has never been practiced. Small incisions are made in the bark, the milk is caught in hollowed-out lumps of clay placed beneath the incisions, and each tree yields a supply every year. But other American countries are finding it necessary to adopt stringent methods to protect the industry. In British and French Guiana it is now illegal to collect rubber except by tapping the trees. The cultivation of rubber on plantations is now everywhere encouraged. The exportation of the article from a part of Nicaragua, unless produced on plantations, has been prohibited until 1907 on account of the great destruction of rubber trees. Costa Rica has also prohibited the killing of rubber plants.

These steps to save the rubber industry from destruction, both in America and Africa, were taken none too early, and the prospects are that the waste in the forests will now be greatly reduced, while the number of plantations will gradually be increased.

Parasols and Umbrellas



In this line we are showing some very nobby things for little money. A pretty handle often sells the umbrella and it is one of the strong points in our line. The Princess and Dresden are among the most popular. As to prices we can give you anything from 35 cents to \$2.50 each. Our "Cloud-burst" is just the thing for those desiring a heavy article. They are packed in boxes of a dozen each, sizes 30 and 32 inch, at \$9.00 per dozen.

Voigt, Herpolsheimer & Co.,

Wholesale Dry Goods,
Grand Rapids, Mich.

Lawns and Dimities

Our line of Dimities is complete, having them in all styles and effects. Our prices are right. The following are a few of our popular brands: Violet Lawns, Arabian Dimities, J. C. Cords, Faustine, Camele, Cordonets at from $3\frac{1}{4}\%$ to $12\frac{1}{2}\%$. Write for prices and samples and be convinced.

P. Steketee & Sons,
Wholesale Dry Goods,
Grand Rapids, Mich.

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 packages for cider or vinegar without first removing all traces of our brands therefrom.

Robinson Cider and Vinegar Co., Beaton 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.

Hanselman's Gummies Are Always Sellers

always fresh, made from the best material by experts, put up in neat packages and are for sale by all dealers.

HANSELMAN GANDY CO., Kalamazoo, Michigan

DRUGGISTS' BOXES

We manufacture a complete line of Pill Slides, Easel, Headache Powder and Inhaler Boxes. We also make a complete line of printed or plain Folding Sarsaparilla, Extract and Condition Powder Cartons and Cartons for Roots, Herbs, Seeds, Leaves, etc. Bottle and Box Labels a specialty. Write for prices.

GRAND RAPIDS PAPER BOX CO., Grand Rapids

Around the State

Movements of Merchants.

Lowell—Clark & Spraker continue the hardware business of Clark & Clark.

Camden—J. R. Hadley has removed his general stock from Pioneer to this place.

Burlington—Amsbough & Wright have opened a boot and shoe store at this place.

Saginaw—George Rose has embarked in the grocery business on Douglass street.

Monroe—Brice Hansberger has purchased the grocery stock of Moses D. Duvall.

Cheboygan—Dougherty Bros. have engaged in the grocery and bazaar business.

Kalkaska—The Swaverly Telephone Co. has been organized with a capital stock of \$50,000.

Sidnaw—Geo. H. Hauser has sold his stock of groceries and meat market to Fred Sundstrom.

Bay City—Emma (Mrs. H.) Becker succeeds Horace Becker in the produce and wood business.

Barryton—J. B. Koch will remove his harness and trunk stock from Lake Odessa to this place.

Harbor Springs—W. J. Clark is erecting a new building for a meat market, 30x55 feet in dimensions.

Port Huron—John M. Fisher has embarked in the grocery business at the corner of Eleventh and Wall streets.

Union City—O. L. Patterson has sold his shoe stock to Edgar Doty, who will continue the business at the same location.

Allendale—J. L. Purchase has sold his general stock to Ed. Scanlon, who will continue the business at the same location.

Traverse City—Henry Sullivan has sold his meat market to A. E. Bingham, who now has two markets to look after.

Onondaga—W. H. Baldwin has purchased the grocery stock of F. E. Mosher and added it to his grocery stock.

Mulliken—W. H. Ranger and F. H. Shorts, of Lyons, have embarked in the general merchandise business at this place.

Escanaba—Gus Nelson and C. E. Anderson have formed a copartnership and engaged in the grocery business at this place.

Muskegon—C. J. Westerlund has embarked in the shoe business at the corner of Washington avenue and Hudson street.

Manistee—Will A. Waite has opened a branch grocery store in the building formerly occupied by H. J. Nessen as a general store.

Burlington—W. A. Dunlap has removed his bazaar stock to a private residence, pending the erection of his new store building.

Springport—W. H. Broas has retired from the implement firm of Broas & Wilder. The business will be continued by F. C. Wilder.

Tecumseh—L. A. Markham, of Ann Arbor, has purchased the crockery stock of G. H. Tansley. He will add a stock of novelty goods.

Detroit—Picard & Picard is the name of the new firm which will soon open a new men's furnishing store at 217 Woodward avenue. E. S. Picard, the senior member, is well known through his past connection with the firms of Gourlay Bros. and the C. H. Mitchell Co.

Muskegon—A. C. Perigard, who was engaged in the grocery business at this place, has removed to Sault Ste. Marie and opened a shoe store.

Adrian—Lawrence Nagel is erecting a new store building at the corner of Toledo and Tecumseh streets, which he will occupy with a grocery stock.

Traverse City—B. H. Rose & Son have sold their drug stock to F. C. Thompson, of Ionia, who will continue the business at the same location.

Sault Ste. Marie—Dr. L. E. Knopf has removed to Brimley, where he will do a general drug business, but will not conduct a prescription department.

Plainwell—R. A. Deal has purchased the interest of L. L. Skillman in the wood and lumber firm of Deal & Skillman and will continue the business.

Casnovia—J. Hanville has sold his agricultural implement stock to O. D. Blanchard & Son and will devote his entire attention to his harness business.

Quincy—M. D. Greening has sold a half interest in his drug and grocery stock to Clinton Joseph, who formerly occupied the position of clerk in the store.

Benton Harbor—J. N. Osborne & Son have purchased the grocery stock of E. W. Moore, who has conducted this department in connection with his "Day-light" store.

Negaunee—John Mitchell, Charles Luoma and Victor Alango have formed a partnership under the style of Mitchell, Luoma & Co. and embarked in the general merchandise business.

Sutton's Bay—E. R. Dailey has merged his mercantile and timber business into a stock company under the style of the E. R. Dailey Co. The corporation has an authorized capital stock of \$25,000.

Caledonia—The clothing firm of Lester & Close has been dissolved, Mr. Lester purchasing the interest of his partner. The business will hereafter be conducted under the style of B. H. Lester & Co.

Six Lakes—E. C. Saxton, formerly engaged in general trade at Dutton, has purchased of the Worden Grocer Co. the J. (Mrs. N. C.) Merrifield grocery stock and moved his general stock from Dutton to this place.

Barryton—The Barryton Mercantile Co. has recently been organized and will occupy the building in which A. L. Hawk is located as soon as he removes his stock into his new store building, which is nearly completed.

Benton Harbor—J. D. Prideaux has purchased the interest of Barney E. Ferry in the dry goods and grocery firm of Ferry & Rapp. The new firm of Rapp & Prideaux will continue the business at the same location.

Traverse City—H. R. Thayer has his new store building at the corner of Rose and Washington streets nearly completed. He will put in a stock of groceries and notions and expects to be ready for business about June 1.

Sault Ste. Marie—The doors of the Ferguson Hardware Co., Limited, were closed April 17. The discontinuance of business is due to differences among the stockholders, and the trouble will have to be adjusted before the store again opens.

Dimondale—Two years ago Burnham, Stoepel & Co., the Detroit wholesale dry goods house, levied an execution on the stock of Thomas M. Sloan, of Dimondale, for \$288. Deputy Sheriff Van Osdall levied the execution, but it appears that afterwards Sloan gave a mortgage on the entire stock to the

Michigan State Bank of Eaton Rapids. The officials took charge, and Van Osdall refused to release the stock. Van Osdall commenced suit in the Circuit Court and Judge Smith decided in favor of the defendants. The decision was reversed by the Supreme Court and the new trial ordered by it was finished Tuesday, which resulted in Van Osdall, representing the Detroit firm, receiving \$342.67, the full amount asked for.

St. Johns—Chas. P. Baker, trustee of Chas. W. Loud, druggist, who went into bankruptcy some time ago, has sold the stock at auction sale to Frank G. Theirs, druggist at Mt. Pleasant, who bid in the stock and fixtures for \$670. Mr. Theirs will remove the stock to Elsie, where he will make some disposition of it.

Manufacturing Matters.

Bay City—The Bay City Boiler Co. has been organized with a capital stock of \$5,000.

Fremont—The Hesperia creamery is again in operation under the management of J. M. Peterson, of Ridott, Ill.

Maple Rapids—The Essex Creamery Co. has been converted into a cheese factory and will begin operations for the season on May 1.

Charlotte—L. H. Shepard will erect a custom flouring mill, with a capacity of 50 barrels per day. It will be 32x48 feet in dimensions.

Saginaw—The Saginaw Milling Co. has undertaken the erection of a \$1,600 storage building next to the mill. It will be one story in height.

Lansing—E. D. Voorhees will shortly engage in the manufacture of overalls and jackets under the style of the Voorhees Manufacturing Co.

Escanaba—L. A. Hague, formerly with the Palmerton Woodenware Co., at Saginaw, has taken a position with the United States Woodenware Co. here.

Sturgeon Bay—A. B. Klise has merged his lumber, timber and merchandise business into a stock company with a capital stock of \$50,000, all paid in.

Herrick—The Herrick Full Cream Cheese Co. has been organized to engage in the manufacture of cheese under the direction of W. M. Graves as business manager.

Big Rapids—The Parlor Furnace Co. has been organized with a capital stock of \$25,000, of which \$5,000 is paid in. The stockholders are S. J. Herrenden, W. C. Osburn, E. C. Morris and D. C. Morrill.

Manistique—The Hall & Buell sawmill at South Manistique was purchased by the Chicago Lumber Co. in 1897, and was on Monday sold to the Bay de Noquet Lumber Co., of Nahma. It will be removed to Nahma.

Marshall—Julius Heine & Co., of Chicago, manufacturers of ball bearing hubs, desire to locate here and ask the city to give them the use of a building, 200x50 feet, and 100-horse power, in consideration of the employment of forty men the year around.

Jackson—H. A. Christy & Co. will transfer their bicycle and saddle manufacturing business to Harvey, Ill. The vacant buildings here are owned by the city and will be occupied by the Bronk-Buffinton Co., which recently moved its shirt factory out of the State prison and will employ 800 people.

Dowagiac—The Beckwith estate may soon cease the manufacture of furnaces in Dowagiac, having decided to erect a factory for that purpose in Buchanan, where it owns an enormous water power,

which is at present wasting its energy. A proposition has been made to establish the works in Buchanan, providing the citizens will buy 100 village lots in English & Holmes' addition, which is owned by the Beckwith estate, at \$200 per lot. The company offers to erect two brick buildings 80x500 feet and 150 feet, respectively. A committee is hustling to sell the lots.

Detroit—The Imperial Cap Co. has filed articles of incorporation with the County Clerk. The capital stock is \$10,000, all paid in. The amount was paid by the transfer of fixtures, stock and accounts. The incorporators are: Aaron A. Parker, 500 shares; Byron W. Parker, 499; Harry E. Dennis, 1 share.

The Boys Behind the Counter.

Traverse City—William Johnson, of Alpena, has taken a position in the dry goods department of the Boston store.

Plainwell—Edgar A. Dunwell, registered pharmacist, has taken a position with B. Tripp, of Allegan, and will remove to that place.

Otsego—Ota D. Avery, of Three Rivers, has been engaged as clerk in Hartman & Hall's grocery store.

Niles—Frank Burk is clerking for the grocery firm of Morrow & Stone, at Benton Harbor.

Hudson—Fred Riddle, the well-known and popular young druggist, has resigned his position with Millard, the Adrian druggist, to accept one here in the store of E. D. Clarke & Co., which firm will soon put in a new stock of drugs and druggists' sundries.

St. Louis—Duane Throop is the new clerk at Scriver's hardware store.

Ludington—John Gavin is behind the counter at the Double Brick Store again.

Caledonia—Arthur Kunkel has taken a position as clerk in the clothing store of B. H. Lester & Co.

Lowell—A. E. McMahon has taken a position with Vinkemulder, the Grand Rapids grocer. His brother James takes his place at the grocery store of Fred L. Fallas.

Owosso—Edward Curtis has taken a position in F. C. Achard's hardware store.

Saginaw—Will A. Taylor, of Bay City, has taken a position in the drug store of Loranger & Culver.

St. Louis—Ed. Clark has severed his connection with G. H. Scriver & Son and will soon leave for Fowlerville, where he has secured a position in a hardware store.

Schoolcraft—Will Hardwick is a new clerk in Munn & Munger's grocery store.

Sault Ste. Marie—Chas. Follis has severed his connection with F. W. Roach & Co. to accept a position in C. W. Pickford's store.

Ionia—Fred G. Lauster, Jr., succeeds to the position of prescription clerk for W. R. Cutler, made vacant by the resignation of F. C. Thompson.

Houghton—Howard Baldwin, for several years clerk in L. Miller's dry goods and clothing store, died Sunday after a few days' illness. At the time he was taken ill he was in Lake Linden on business for Mr. Miller, when he became totally unconscious of his actions and had to be brought home. After getting here he lay in a sleep until the time of his death. The cause of his death was cerebro hemorrhage, causing a blood clot pressing on the brain. He was a native of Warren, Ohio, and it was there the remains were shipped. He leaves a mother, living in Warren, and a wife and child in Pittsburg, Penn.

Grand Rapids Gossip

The Produce Market.

Apples—Choice fruit is so scarce as to be hardly quotable.

Asparagus—Home grown is now in market, commanding 75c per dozen bunches.

Bananas—High prices on other fruits have called out an unusually large demand, with the result that stocks are kept to a low limit. Receipts continue liberal and the fruit is arriving in excellent shape.

Bermuda Potatoes—\$2.75 per bu. box.

Butter—Factory creamery has declined to 17c in the New York market, and there is no reason why it should be sold in Western markets at over 16c. Dairy is beginning to come in very plentifully and the quality is deteriorating very rapidly. Fancy dairy has declined to 10@12c, but a considerable portion of the receipts is not worth over 6@7c.

Cabbage—Home grown is practically out of market and Southern or California stock is not arriving in sufficient volume to be quotable.

Cranberries—Jerseys command \$2.50 per bu.

Cucumbers—\$1.50 per doz. for Southern stock.

Eggs—Eggs are lower in the Eastern market and declined 1/2c in the Chicago market yesterday. Local cold storage buyers are beginning to receive stock in considerable quantities on the basis of 10c, although a little more is offered by some outside buyers. There is no occasion for anything above a 10c market at this time, based on market conditions.

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

Green Onions—10@12c per doz. bunches.

Lettuce—10@12 1/2c for Grand Rapids forcing.

Maple Sugar—10@11c per lb.

Maple Syrup—90c per gal.

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

Onions—Home grown in fair demand at 60c for choice and 10@20c less for sprouted. Bermudas command \$2.25 per crate.

Oranges—Values rule firm, with no further advance since two weeks ago. Navels are in light supply, other varieties having almost taken possession of the market. Posted fruit men say that values are likely to go higher.

Parsnips—\$1 per bbl.

Pieplant—4c per lb. for home grown.

Pineapples—\$1.75@2 per doz. for Floridas.

Pop Corn—50c per bu.

Potatoes—Dealers are paying 50c and hold at 60c.

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

Radishes—Round and long command 15@20c per doz. bunches.

Spinach—60@75c per bushel.

Strawberries—52.50@2.75 per crate of 24 pints.

Sweet Potatoes—Jerseys command \$1.25 per bu. or \$3.75 per bbl.

The Grain Market.

Weather influenced wheat, especially as reports of vast improvement in the growing crop came in. While exports were large and deliveries from first hands of rather diminutive size, it counted for naught, as dealers were all looking at the growing weather. That had more influence to depress the market than all bear news that could be brought to sustain prices. The visible also made the first decrease, of one and a third million bushels, and our exports show that since July 1, 1898, we have actually exported 193,000,000 bushels, which we think is somewhat larger than for the corresponding time the year previous. Price of future wheat is 3c lower than last week.

Corn has weakened, on account of the

supposition that more ground will be seeded than last year.

Oats is in the same predicament as corn. Both cereals are weak, and some lower.

Rye has held up in price, owing to the foreign demand.

Receipts of wheat were small, only 67 cars; 50 cars of corn and 8 cars of oats.

Demand for flour keeps up, while mill feed has declined \$1 per ton.

Millers are paying 68c for wheat.

C. G. A. VOIGT.

Financial Notes.

The Grand Rapids Savings Bank is quietly picking up \$50,000 of its own stock on the basis of 110, with a view to reducing the capital stock to \$100,000. It is expected that the change in capitalization will enable the institution to pay 2 per cent. quarterly dividends, instead of 3 per cent. semi-annually, as heretofore.

Dr. A. B. Dorland now owns a controlling interest in the Pythian Temple Co., Ltd., holding \$28,000 of the \$51,000 issued and \$55,000 authorized capital stock of the corporation.

C. A. Hammond has been compelled to resign the cashiership of the First National Bank of Traverse City on account of ill health. He is succeeded by Frank Welton.

M. F. White has sold his banking business to J. H. Jones and J. E. Jones, who will continue the business at the same location under the style of the Exchange Bank of Manton. J. E. Jones has served a Lima, Ind., bank as cashier for the past twelve years and is thoroughly acquainted with the details of the banking business.

Hides, Pelts, Furs, Tallow and Wool.

Hides are in a strong position, as they are wanted beyond the supply. While prices do not figure a margin to the tanner such as he has been used to, he still takes them—and grumbles. The market can be said to be inactive.

Pelts cut no figure in price or quantity.

Furs are dropping out. Prices are nominal.

Tallow is quiet, with demand for all offerings at firm prices as high as have ruled for the past ninety days.

Wool has sold quite freely on Eastern markets at a slight advance over two weeks ago. It is not quotably any higher, while the cheap lots have been picked up. The new clip is coming on throughout Michigan at 2 cents below last year's basis, with no excitement among buyers as yet. Some buyers have faith in coming prices and pay close to Eastern markets, believing the advance must come and that it will be a good purchase later. Wm. T. Hess.

The "peach scarce" is being seriously punctured by growers in the vicinity of this city who insist that the trees they supposed killed by the frost are showing unexpected evidences of life as the season advances. A local commission merchant became so elated over the result of a visit to a half dozen peach orchards Sunday that he is now predicting the largest peach crop Western Michigan has ever witnessed.

O. Hermansen has embarked in the grocery business at Big Rapids. The stock was furnished by the Ball-Barnhart-Putman Co.

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

The Grocery Market.

Sugar—The London market is considerably higher on beet sugar, but unchanged on cane, and this has a tendency to stiffen local sentiment, so that some importers are inclined to ask 4 3/4c for centrifugal sugar. The quotations, however, are still on the basis of 4 5/8c for 96 test centrifugals and 4 3/16c for 89 test muscovadoes. Hard sugars are firmly held, but softs are being shaded 1-16@1/8c. The market for refined sugar is in a very uncertain condition. Brokers have been and are still expecting an advance in the prices of refined, but there is no telling what is in the minds of the refiners. It is said that the Cuban crop will be smaller next season than even the small crop of this season, owing to the difficulty in hauling the canes in consequence of the use of untrained cattle, together with fires in the cane fields.

Tea—The tea market during the past week has shown only a fair degree of activity, although full prices are being gotten for everything. The market for India teas is strong, and practically all exports from this country to London have ceased on account of the exhaustion of the available grades.

Canned Goods—Stocks of canned goods are very light, a good many of the articles being entirely sold out. The trade in this line appears to be limited to the immediate wants of consumers. It is said that good corn was never as scarce as it is to-day. There is little Maine corn left and New York packing is about exhausted. Futures are quiet at unchanged prices. There are a few sales, but none are large, and apparently packers do not care to make larger ones at present. There appears to be quite a demand for canned fruits in small lots and trade on this line is very good. Reports from the pineapple districts are that the crop is in excellent condition and that the fruit is far superior to last year's. Some of the lower grades of medium red Alaska salmon are meeting with an unexpected demand. Quotations, however, remain unchanged. Prices on new pack Columbia River salmon have just been made, opening at 20c per doz. on 1 pound talls and flats and 12 1/2c on 1/2 pound flats higher than last year, with a large proportion of the pack already sold. This advance is due to the increased cost of tin cans, the higher prices paid for the fresh fish and the general cleaning up of old fish, there being no Chinook salmon to be had from first hands at any price; also largely because so much of the fresh fish is being exported to England frozen. The jobbers generally realize the justice of the advance in price and many favorite brands are entirely sold out.

Lima Beans—The price of lima beans has advanced very materially during the past week and with very few to be had. It is quite sure that the coming crop will be very small, not only on account of unfavorable weather conditions, but because the beans are not being planted, a large amount of the acreage intended for lima beans having been given up to sugar beets. We think that there is no question but that from now on we shall have a gradually advancing market and think the retail dealer will do well to place his orders at present figures.

Dried Fruits—The situation in dried fruits shows practically no change since last week. Raisins continue as the best sellers, with a good demand in a small way. They are firm at present prices, with a disposition to advance figures on

the statement that the disagreement on the coast is ended and that there will be no further difficulty with packers and growers. Peaches and apricots are moving out in a small way and at high prices. The market on these lines is firm, with small stocks, particularly of apricots. Currants are stronger, in sympathy with the Greek market, and an advance on the cleaned article is expected. Evaporated apples are quiet at about previous range. Holders are not urgent sellers and trade is confined to relatively small quantities for immediate consumption. No particular activity is expected in the market at present. The strong position of the prune market warrants us in feeling sure of a decided advance in this article. As prunes are about the only cured fruit with which to supply the trade for the next few months, they should go out clean before the new crop comes in. The present outlook is for a large fine crop this fall. The German demand for prunes is an interesting feature this week, but has as yet made no difference in prices. There has been considerable shortage in various fruit crops in Germany, and this fact, together with a modification of the exclusion decree, has caused an increased demand from there. Sales in the past few days have reached several thousand boxes, including all sizes, at about full price.

Rice—The rice market is quiet but firm and stocks are light. A well-known authority says that work on the new crop is going forward slowly. Planting is later than usual, on account of the cold spring. Georgia will undertake less than last year; South Carolina and Louisiana more. In the latter State the freeze-out of sugar cane and the difficulties encountered by planters in securing advances wherewith to start anew may compel many of them to turn to the next best and cheapest crop, rice, and, as a result, there may be a radical extension of the culture. Cables and correspondence from abroad note steady movement and market features unchanged.

Fish—Fresh fish still has the call, but there has been a good demand for mackerel during the past week, and it has seemed to be purely consumptive. Prices are unchanged. Cod is dull, but steady. Lake fish is very dull at unchanged prices. Sardines are quiet, with prices still firm. Salmon is moving very well and prices are stiff, with the possibility of going higher, although hardly this month.

Cheese—The receipts of new cheese are very small and the quality is inferior. Holders are forced to sell for less than the price prevailing for fine old cheese. The trade do not look for fine new cheese until June 1, at least, and no grass cheese will be offered much before that time. Stocks of fine old cheese will hardly last until there is sufficient new to supply the demand.

Provisions—Packers are very firm in their ideas and are asking more money daily. The demand for smoked meats has been fairly good, probably in excess of the usual demand at this season.

Syrups and Molasses—There is little demand for sugar syrup except for export, and prices are unchanged. Molasses is in small demand, at unchanged prices. Prices seem likely to hold on the present basis for some time to come.

Spices—The spice situation is dull with the exception of tapioca, which is in strong demand, and which, as was stated some time ago, is practically controlled by an English syndicate. An advance in all grades of tapioca occurred last week.

Woman's World

Looking Things in the Face.

Clever people, given to Darwinian theories, who amuse themselves by tracing the likeness between human beings and animals, have said that women most resemble cats. It is a mistake. Somewhere in the course of our evolution women must have been ostriches. It is said that that sagacious bird, when it wishes to evade pursuit or escape its enemies, merely hides its head in the sand and fancies itself unseen. Women possess this peculiar ostrich trait in its highest form of development. It is our favorite way of meeting a difficulty. When anything unpleasant threatens us, we simply shut our eyes to it, with a kind of fatalistic conviction that if we don't see it it will pass us by.

It is one of the queerest anomalies in the world that, as a sex, we spend our lives in dodging the truth and trying not to see the things right under our noses that we ought to see. That we should attempt to make others think we are prettier or younger or wiser or richer than we are, that we should try to pass ourselves off for pure gold when we are nothing but pinchbeck, is not strange, but it is inconceivable that we should want to palm the fraud off on ourselves. But we do. We are like children who cry out: "Let's play that we are queens and that these berries are jewels and that this shawl is a court mantle," and we go on with our make-believe as if we did not know that all the foolish pretense in the world could not alter the stony face of fact. It is the ostrich with its silly head in the sand all over again.

No logical defense can be offered for it. The battle with an unseen foe, fought in the dark, is always the most demoralizing one to the soldier, because he can not estimate the danger or the odds against him. Every dictate of common sense teaches us that the difficulty that we can see and measure and "size up" is the one with which we are best able to cope, yet in spite of all that women resolutely refuse to face the conditions that confront them. Blind-folded, they make futile little jabs at fate, and when they do occasionally hit the bull's-eye it is more luck than good aim.

In reality women have no greater weakness than this horror of looking things fairly and squarely in the face, and it is the cause of untold sorrow to them, for sooner or later the time is bound to come when we can no longer blink at the inevitable, no matter how unpleasant it may be. Then that road is paved with bitter regrets for the things we might have helped and didn't. Only take, for instance, the money troubles of women. We all know dozens of women who were left modest competencies by husband or father, which ought to have rendered them comfortable for life.

Madame, however, was extravagant. She spent all the interest and encroached on the principal every year, resolutely shutting her eyes to what the end must be. One would think that only an imbecile could be so foolish. "What does she expect?" we ask. "Is she looking for a miracle to happen? What will become of her when all her money is gone? Doesn't she ever think that one can't have their money and spend it, too?" Certainly she doesn't think. It is entirely too unpleasant to face the prospect of want, until one day poverty comes and takes her by the

shoulders and forces her to look long and tearfully into his gaunt eyes.

The same explanation may be offered for so many women's failures in business. Is it the woman who calmly and resolutely confronts the difficulties of the situation and who knows precisely where she is "at" who fails? Never. It is the woman who needs to work and earn money, but who glosses it over with some kind of veneer that makes it more attractive in her eyes. If she starts a boarding-house, she "is taking a few guests for company," and she is so desperately afraid that somebody will know the truth that she sits in the parlor all day and reads novels, while the servants steal and half-cooked meals come on the table at irregular hours. If she sings for money or has a job on a newspaper or is a typewriter in an office, she insists on keeping up the fiction that she does these things only for recreation and because time hung heavily on her hands. Ninety-nine times out of a hundred such women fail. The hundredth time when they succeed is when they have the courage to say, "I am going out of the world of society into the world of workers. I need money and I am not in business for my health. The people who pay me for board or music or writing or typewriting don't care one rap about whether I belong to the four hundred or the forty million, but they want value received for what they give me, and my success is just going to be absolutely in proportion to what I can give them."

As a matter of fact it is very much more comfortable to face the truth and saves us a deal of worrying. When we can come to the point of saying: "I will no longer delude myself with idle hopes, illusions and visions, I will sit down and look truth in the face and see what I am and can do and be, we are like people standing on a mountain top watching the mists that have obscured things clearing away. Think, for one thing, how restful it would be to give up the pretense of belonging to fashionable society. Suppose you should look the thing in the face and say: 'I am poor, and I am hanging onto it by my eyelids, as every poor person must who tries to keep up with people who have triple and quadruple their income. What do I get out of it? I scheme for invitations and am in a cold perspiration of agony and anxiety until I get them. I have to slave myself to death and turn and twist and contrive for gowns that will pass muster. I half starve my family to give entertainments for people who must be fed on champagne and truffles, and I hear their whispered sneers as reward for my sacrifices. There is nothing but envy and heartburning and jealousy in it, and I am going to give it up,' wouldn't that be the peace that passes understanding and wouldn't you add to your own happiness and of those about you? And, believe me, dear madame, it is much better to be a real woman than a make-believe princess."

An old darky mammy of my acquaintance once asked a woman friend of mine if she was married. "No," replied the lady. "An' is you contented?" pursued the darky. "Oh, quite," returned the woman, with a smile. "Well," said the old woman, thoughtfully, "I believe old maids is de happiest dey is—after dey quits strugglin'." I often think the same way about age. It is the happiest and serenest time there is after we face the facts and give up trying to color our hair, and recon-

cile ourselves to a comfortable waist measure, and quit struggling. There isn't any manner of doubt that we should avoid making ourselves ridiculous if we had the courage to sooner accept this and take a good, honest look in our mirrors. Then we should be spared the elderly ladies we see dressed up like young girls, with rouge on their faded old cheeks, false hair over their gray locks, who are simpering and oggling and building up castles of romance in their weak brains.

Sometimes life gives us a rough jar that wakes us up out of our foolish dreaming and forces us to look things plainly in the face. I remember a little story that a woman once told me about her experience along this line. She had married a man who was very handsome and attractive, fond of gayety and brightness, and their home had been an ideally happy one until after the death of their first child. The little thing had only lived a few months, but it seemed to the mother that when it was buried all the sunshine of the earth went into that little grave. She wept and wept and grieved and pined, until she seemed to grow old and ugly and hollow-eyed and gaunt. For a while her husband tried to comfort her, but by and by he grew tired of a house where there was nothing but grief and darkness and a wife in somber garments, with untidy hair, who was too listless to talk and who shuddered at the very thought of going out anywhere, and by degrees he got into the way of going away in the evenings. At first it was the office, then no excuse was offered, and it was an accepted thing for him to go down town as soon as he got through dinner. "I don't know where it might have ended," said the woman, "except that a plain-spoken old woman came to see me, who had been a friend of my mother's, and one day she turned on me and asked me if I thought the memory of a dead baby was worth a living husband's love? I thought her brutal, but after she went away I sat down and did some of the hardest thinking I ever did in my life. I didn't theorize then. I saw just exactly what I was doing and where it was bound to end and I right-about faced. I went upstairs and took off my black gown, and I opened up the house, and"—with a little break in her voice—"he never saw me shed another tear. I faced the facts that his was a pleasure-loving nature and that I could drive him from me with gloom or hold him with cheerfulness and brightness, and that was all there was to it. But it makes me shudder now to see how near I came to ruining my own life and how many other women are laying up misery for themselves by their unwillingness to look at conditions instead of theories."

In all good truth there is no other more essential art in life than learning to face the facts. When we do that we no longer waste the years in fruitless endeavor, because we find what we can do, and do it. We know our penny ruslight of talent is not the great sun of genius, and by singing our ballad when we could never sing an aria from grand opera, by painting our Christmas card when we should fail miserably if we attempted the work of a Sir Joshua Reynolds, we fill our little places acceptably in the world and add to the joy and happiness of it. More than that, as in the fable the fierce lion is cowed by the power of the human eye, the little black beasts of trouble that sit on every shoulder have but to be fearlessly faced, when they sink away.

DOROTHY DIX.

A Woman's Touch.

One of the truths that women never take at its full valuation is the fact that no other charm is so attractive to men as mere femininity. Deep down in the masculine heart the clinging and helpless vine is still the ineradicable ideal of womanhood, and when a man likes a clever woman or a capable one, it is not because of those qualities, but in spite of them. No experienced person would back a woman of brains to marry well. Nine times out of ten she has to take what she can get in the husband line. It is her adle-pated and rosy-cheeked little sister who has the picking and choosing among the good catches of the season.

Nor is this so strange as it may seem at first glance. When we marry, whether men or women, we do it because we lack something to make our lives rounded and complete, not to get more of the thing we already possess. This explains the contempt that every woman feels in her inmost soul for a man who is weaker than she is, and why we so often see a clever man infatuated with the pink and white loveliness of some silly girl, who can no more sound the depths of his soul or rise to the heights of his nature than she can span the universe with her little hands.

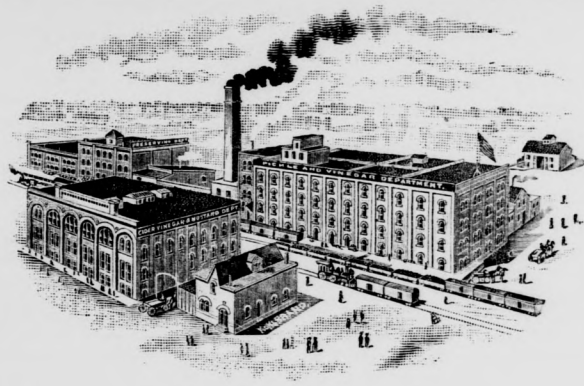
To him her prettiness, her fripperies, her very vanities, represent the grace of life as disassociated from its sordid work; and it is one of the reasons why any rational dress for women must always be a theory instead of a fact. Men may approve of it on general principles, and for others, but the woman who fills his dream is never the flat-heeled, short-skirted, man-batted Amazon. It is the gentle creature who is altogether and wholly womanly, and whom he can never think of without remembering the click of the high-heeled slippers, and the swish of silken skirts, and the faint, vague odor of violets.

None of us are insensible to the charm of the peculiarly feminine. We see it in houses as well as dress. There are women who have this grace of touch so that if they but pass through a room they leave their trace behind them, in added comfort and grace. It is as intangible, as subtle as the touch of genius in a poem or a painting. A chair has been moved, a curtain dropped, a book left face-open on a couch. It is something, nothing, but the room that was as unhomelike as a furniture store has had breathed into it the soul of human occupation. Not one man in a thousand can impart that look to a room. Not one servant in a million. It is just the touch of a woman's hand.

In the sickroom there is healing in the gentle touch of the woman we love. Not all the theories on earth could convince us that any trained nurse, no matter how skillful, could touch the suffering body, or move the pillow to just the exact angle demanded by the weary head, like the mother, or wife, or sister whose ministry is guided by love and not hired for money. In sorrow, too, it is the woman's touch that we can first bear on our broken and bruised hearts. A man's sympathy is dumb and helpless in the presence of a great affliction, but now and then we find some woman so divinely gifted with intuition and pity she has but to enter the darkened chamber of our grief to bear an angel's message of hope and healing.

It is this essentially feminine quality of lightness, of grace, of sympathy, that is quite apart from cleverness or brilliance that men have been the first to recognize and value at its true worth as one of the finest flowers of life, and if in their desire and ambition for higher things the coming women neglect to cultivate it the world will be poorer for its loss.

CORA STOWELL.



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E. A. STOWE, EDITOR.

WEDNESDAY, - - - APRIL 26, 1899.

CHANGES IN THE GRAIN TRADE.

While the primary object in view in constructing the great Siberian Railroad was the transportation of soldiers and war materials the entire length of the Russian empire, the commercial possibilities of the undertaking appear to be of the greatest importance. Upon that portion of the road already completed traffic is increasing at a great rate. In 1896 there were 175,000 passengers carried. In 1897 the number increased to 413,000, and last year it was fully 650,000. The present year it is expected that it will reach 1,000,000. The freight traffic increased from 405,000,000 pounds in 1896 to 1,475,000,000 pounds in 1898. Vast areas which ten years ago were mere wilderness are now settled and cultivated and are contributing a great volume of products in the markets of the world. Of the freight carried last year about two-thirds consisted of wheat. The surplus of the Siberian crop, about 12,000,000 bushels, came westward over the line. Compared with the great American crop this amount is small, but it is an indication of a much larger surplus when the Siberian road is completed and great areas of virgin plains are put under cultivation. And not only in Siberia but elsewhere in the empire Russia is extending and perfecting its railway system. It is devoting about \$17,000,000 to the building of new roads and the better equipment of old ones in European Russia. In that way it will facilitate the export of all kinds of agricultural products. It is also making great ports on its European coast, especially on the Murman, and is connecting them with the Siberian road. It will thus be able to send Siberian wheat across Northern Russia for export by way of North Sea routes. The Black Sea and Mediterranean trade will thus be reserved for Southern Russia. The latter portion of the empire is already complaining about Siberian competition. Although this is not very heavy as yet, it is causing demoralization of the market in a section where grain constitutes about three-fourths of the exports.

When all the railways projected and in course of construction are completed, and in operation, the Siberian wheat will pass by to the north to compete in the markets of Western Europe with American wheat, instead of with that of Southern Russia in the markets of Southern Europe. The general trade conditions of the empire will thus be equalized and improved by providing

adequate railway facilities. Moreover, when sections now isolated are connected by rail, the failure of the crops in one can rapidly be met by imports of grain from more favored sections, thus averting those periodical famines, one of which is even now affecting an area stretching from Moscow to the Urals, and forcing a population of 25,000,000 to subsist largely on roots, weeds, acorns, chopped straw, bran and the like. If, therefore, by opening up Siberia and extending its railway system generally, Russia shall be able to make frequently recurring famines things of the past, America will accept the change with gratification, even if there be at times competition from Siberia in the grain markets of the world.

At a recent meeting of the Merchants and Manufacturers' Association of Port Huron, A. H. Nern registered a timely warning against the establishment of a department store in that city, taking the ground that it would not increase the number of clerks employed and that it would inevitably result in a great many empty stores in the suburban portions of the city. The Tradesman has no knowledge as to the effect the warning had on the members of the organization, but in the event of the warning being disregarded, the retail dealers of Port Huron will ultimately realize that Mr. Nern's utterance was prophetic in character. The department store employs only the cheapest help, with the exception of the heads of the departments, and it is the universal experience of all cities where department stores have been established that real estate values depreciate outside of the business portions of the city. In Chicago the retail trade of the town is so centralized in the department stores within a radius of three or four blocks along State street that there are 7,000 vacant stores in the suburban portions of the city. The result is that real estate values are greatly depressed, except in the down town district, where values are so inflated that rents have advanced to almost fabulous figures.

Colonel M. C. Wetmore, President of the Liggett & Myers Tobacco Co., which was recently transferred to the trust, forcing him to sell out and resign his position, called the 3,000 employees of the company together in the street in front of the factory the other day at the close of business and made a farewell speech. He denounced trusts and trade combinations in the most vehement language and declared that had he been in power the Liggett & Myers plant never would have been sold out to a trust. He had fought the scheme for twelve years, he said, but was at last forced to yield. Colonel Wetmore's remarks created a sensation. They were not anticipated, nevertheless they met with prolonged cheering from every man and woman, for the company employed many women, in the vast crowd. He shook hands with all the factory employees until his palms were actually blistered.

Of a large number of camphor trees recently imported from Japan by the Department of Agriculture nearly all were found to be diseased. Although the trees appeared on cursory examination to be fairly healthy, close inspection revealed the fact that they were ruined by mildew and scale insects.

Some men who are popular owe their success to the ability to put mistakes made on the shoulders of other people.

TRADE WITH SOUTH AMERICA.

It is a strange fact that, while we are constantly increasing our trade with Europe, the Far East, and, in fact, with many parts of the world, East and West, as well as North, we are making no progress whatever in a field which should be ours almost exclusively. Reference is made to South America. Our trade with that part of the world has been practically at a standstill for years, and, from all appearances, no serious effort is being made to increase it.

At about the time of the Blaine reciprocity movement an impetus was given to South American trade and general attention was turned in that direction. The movement was not lasting, however, and, with the abandonment of the reciprocity treaties, interest in South American trade matters died out.

The following table, showing the exports of merchandise from the United States to South America in each year from 1890 to 1898, indicates very clearly the unprogressive character of this trade:

1890.....	\$38,752,648
1891.....	33,708,200
1892.....	33,147,614
1893.....	32,639,077
1894.....	33,212,310
1895.....	33,525,935
1896.....	36,297,671
1897.....	33,768,646
1898.....	33,821,701

It would be wrong to assert that the South American states have not progressed during the past nine years, as there is ample evidence to the contrary. Germany alone increased her trade in Argentina during that period fully 33 per cent., and other European countries have done quite as well in that republic and in other South American commonwealths.

The trouble with American products in South America is not that the products themselves are unfavorably received, but that American manufacturers fail to make special efforts to cater to the South American trade. We endeavor to sell just such styles as we sell at home, and we make no effort to put up our wares in just such packages as the people of South America desire. We do not study the tastes and peculiarities of the people with whom we would trade; hence it is not surprising that the business goes to European merchants who do study how to please their customers and who do offer the facilities, both as to packages and credits, which South American merchants desire.

The requisites for success in trade ventures in South America are, firstly, a knowledge of the wants of the countries with which we would trade; secondly, care in packing and in offering such patterns as our customers want; and, thirdly, a system of credits more after the European plan than the one in vogue with us. We must emulate our European competitors by employing careful agents in South America, men familiar with the country and with its people. Unless these precautions are taken, and the people of South America are convinced that we really desire to cater to their wants and tastes, there is little prospect that European products will be driven out of South American markets.

THE TRUST PROBLEM.

The very large number of combinations and trusts organized within the past five or six months, the manifest purpose of which is to restrict competition and control trade, has undoubtedly alarmed the masses of the people, including not only the agricultural classes

and laborers in every industry, but conservative business men as well. This large crop of trusts and combinations can not fail to greatly demoralize existing business conditions, and, while bringing immense profits to a few, will work loss and hardship to many.

The first fruits of this great movement of monopoly are the radical adverse legislative measures proposed to combat the trusts. As always happens in such cases, the corrective measures proposed are quite as drastic as the evil they are meant to eliminate. Take the Arkansas anti-trust law, for instance; while seeking to crush the trusts and combinations, it places restrictions upon legitimate business. The proposed Texas measure would do the same thing. These two instances should serve to warn the combinations that they are sowing the wind, and will as surely reap the whirlwind of repressive legislative measures which will be introduced.

Aside from the social features of the trust craze there are economic and financial features which are also worth notice. In the first place, many of the combinations are not honest, bona fide corporations. The promoters aim at concealment, not only of the business methods and arrangements of the organization, but of the individuals who are the prime movers in the enterprises. The combinations are, moreover, a snare to the unwary, because they are always capitalized in excess of their actual assets, with the result that the general public is victimized in the floating of their securities. While the promoters will, no doubt, make large sums of money, there must be ultimate disaster to a great many people.

There is another question connected with the growth of the trusts which merits consideration; The great supremacy of Americans in the industrial and mechanical arts is due to the keen competition which has prevailed among manufacturers. When this competition is eliminated by the trusts, there will be less incentive to inventive genius and less desire to adopt constantly new machinery and new ideas. Such a result would promptly check the headway we are now beginning to make in competition with the great commercial nations of the world.

The whole system underlying the trusts is so un-American and so damaging to the masses of the people that the agitation against the monopolies must soon become enormous. It is already apparent that opposition to the trusts will be one of the campaign cries in the next presidential canvass, and unless the organization of new combinations soon ceases, all political parties will be compelled by popular agitation to adopt anti-trust planks in their party platforms.

It will no longer be necessary to kiss the Bible in taking a legal oath in New York. Governor Roosevelt has signed a bill to abolish the old custom, which has obtained as long as the country itself. The practice was considered dangerous to health, although Magistrate Wentworth says that he never heard of a well-authenticated case of a person catching a fatal disease from kissing the Bible in taking an oath.

Damages of \$1,000 have been assessed on a telegraph company in a North Carolina suit for "mental anguish" for non-delivery of a telegram announcing a death.

SAXON VS. TEUTON.

For a number of years the Saxon and the German have not looked upon each other with affection. From the days of Baron Steuben the German has regarded the American branch of the Saxon family sometimes with pity, sometimes with endurance and always with toleration mingled with contempt. In the catalogue the Americans rank as men, but as a nation they are only numerous and possess an extensive territory, which has clambered into prominence on account of the German element permeating it. Remove that, and what that German element has done for the United States, and the result will be found what it was a century ago—flat, stale and not profitable. That is a characteristic of the whole nation and that, as the years advance, is proving to be the cause of the evident disaffection.

The fatal clash at Samoa seems to have brought matters to a crisis; but it is a condition which long has been expected. To a looker-on the attitude of Germany has been suggestive of the idea that one of these days, when she has a little leisure, she will take the thing in hand and settle it. A little firmness is all that is needed. A German No will take care of it. In the meantime if the Yankee becomes too numerous and too aggressive and too presuming a grunt of German dissatisfaction will be enough to put an end to the presumption. It is a relic of the divine right of kings on one side and an extreme development of the third estate of Louis XIV. on the other, the king forgetful of the thud made by the head of the English Charles when it struck the bottom of the basket and the grandson of the third estate not only mindful of the thud, but ready, if need be, to see that that episode of history is repeated.

Recent events have made the divine right party in Germany both cautious and cunning. The American octopus must be annihilated arm by arm. Already the sucker prehensile of American trade has been paralyzed, if not cut off, at the German boundary. Out among the Philippines the German warships moved in majesty to see that the German interests were not interfered with, until the American Admiral suggested it would be unsafe for a warship to get between him and his target; and now Samoa centralizes the fact that the German policy of loosening there another arm of the stupendous American jellyfish has been suddenly brought to light. That Germany wants the islands is an open fact, that England and the United States do not want them is plainly understood; but the Saxon there has determined that the Teuton shall not have them, and the Teuton, trusting to his dogged determination and unending power of endurance, has been hoping to wear out the patience of the Saxon and so to gain possession of the islands. Here it seems that the German with the divine right behind him has gone too far. The killing of English and American soldiers on Samoan soil has awakened an interest before unknown, and the same race that has banished the monarchical power from the Western Continent may remove from Samoa the shadow of the German crown.

There is little doubt that the trouble will be amicably settled. The Teuton has found that the octopus is not confined to a single species, he has found that the German method of removing the far-reaching tentacles is known by the Saxon and has been put in practice

at Samoa. He has found that the Teuton idea of neutrality is not popular; that German guns and German war materials in the hands of the natives are not proofs of that friendliness which has been the leading idea of German diplomacy, and that even in Samoa there is danger that the divine right of kings may receive another object lesson from the Saxon not at all in harmony with the up-to-date expressions of good will which have so far characterized the Teuton's distinguished consideration.

A FUNDAMENTAL PRINCIPLE.

The Tradesman feels called upon to commend the story of Mr. Strong, published under the heading of Clerk's Column in this week's issue, practical experience having demonstrated that much of the trouble existing between the employer and the employed can be obviated by a little forethought on the part of the employer. He knows what sort of an establishment he intends to manage, and is governed entirely by that knowledge. If he is indifferent to the class of people whom he employs, if a sinner is engaged as readily as a saint, if immorality among his workmen is a matter of unconcern, the course of that establishment will be a stormy one, if not shortlived.

The Tradesman knows that the firm mentioned in the story under a fictitious name is carrying on a prosperous business in Grand Rapids to-day. It knows that no workman is hired by that house without the most careful enquiry as to his character and his habits. Once the senior member of the house, in the midst of the most pressing cares, went to a neighboring state to ascertain by personal investigation the status, mental and moral, of a man asking for a responsible position he had to offer; and within the twelvemonth careful enquiry in a distant part of the country has supplied the needed information in regard to another applicant. First-class workmen only can do first-class work; and the firm in question is a notable proof of the fact.

The statement, that a house can regulate the personal habits of a large force and make that force in every sense respectable is only a beautiful theory, is a false one. That feature of the story is also founded on fact. If it be true that the stream can not rise higher than its source it is also true that the water of that stream can remain pure only so long as the fountain head is pure and care be taken that the water receive no pollution. To insist that a house can not control this essential feature of its business, which for purely business reasons it should control, is a statement as untruthful as it is senseless. Much of the warfare going on to-day between labor and capital is due to the indifference of capital in regard to its workmen and to the refusal of capital to assume the responsibility belonging to it. True, the employer is out after the Almighty Dollar; but that employer is foolish who fails to make the one dollar two by methods which all classes commend.

What one of those methods is the story brings out by the fact upon which it is based; and the Tradesman can do its practical readers no better service than to ask them to put into practice the fundamental principle which the story illustrates.

The Czar's universal peace leaven is working. Sweden's Riksdag has voted over \$1,000,000 for rifles and fortifications.

OUR FOREIGN TRADE.

The figures furnished by the Treasury Department, showing the volume of foreign commerce of the country during the month of March, afford food for reflection. The total value of exports during March was \$104,463,969, against \$112,620,496 in March, 1898, a loss of more than \$8,000,000 compared with last year. The loss was entirely due to the decrease in the exports of staples, principally cotton and grain. This loss, although heavy, was largely made up by the phenomenal increase in the exports of minor domestic products.

The actual gain in minor exports over last year was \$9,557,000, compensating for more than half the decrease in cotton and other staples. The loss in these was remarkably heavy—\$12,600,000 in cotton, \$4,500,000 in breadstuffs, and \$2,000,000 in provisions and cattle—with increase only in oil of \$1,000,000, so that the aggregate value of these products exported was only \$53,365,427 in March, against \$71,509,644 last year. But the minor domestic exports were in value \$48,798,605, against \$39,241,217 last year, and there was also an increase of \$430,000 in foreign exports.

The shrinkage of \$12,000,000 in the cotton exports for March is quite extraordinary, and is undoubtedly due to the sudden falling off in the demand due to the policy pursued by foreign consumers in holding off under the belief that the American crop would reach 12,000,000 bales, and that, consequently, prices would go lower. The loss of \$4,500,000 in breadstuffs was due principally to the lower prices compared with last year. The only increase among the staple products was in mineral oils, which gained \$1,000,000.

Commenting upon the showing made by these figures, the New York Tribune says that the movement of breadstuffs will no doubt soon increase with the reopening of navigation; but it does not look for large cotton exports until next fall, owing to the large stocks carried abroad. The imports were larger during last March than during March a year ago, and were in fact quite as large as during any month since the present tariff went into effect. Thanks, however, to the large exports of minor products, there is still a good trade balance maintained in our favor, so that there is no fear that we will be called to pay any balance in gold. In fact, it is known that Europe still owes us a considerable balance on merchandise account, so that there is little prospect that the exchange market will feel the influence of smaller exports of staples until the new crops commence to move in the fall.

CONSUMPTION OF COPPER.

Iron did not count for much in the ancient world, that is from the earliest times to the fall of the Roman Empire. Beyond its use for weapons, it was little employed.

The reason for this was that iron, which is never found in the metallic state except occasionally in meteors that have fallen from the sky, must be extracted from ores by a process which was too difficult to be in common use, and, therefore, the supply was consumed in the manufacture of swords, axes and other weapons. The extensive production of iron and steel dates but a few centuries back, and, as cheapness and abundance increased, it became available for the multifarious purposes to which it is put to-day, when the degree of a people's civilization is measured by

the quantity of iron and steel they consume.

Copper, however, is also coming to occupy a position of great importance in modern progress, for, while iron is the metal above all others of war and of material construction, copper is most distinctively the metal of science. Copper was known and used in the earliest times in countries where it was found naturally in the metallic state. It was so obviously adapted to the uses of the rudest peoples that they readily employed it for many purposes, but chiefly for weapons and tools and for ornament. In later periods it was chiefly used, by melting it with tin, zinc and silver, for making various sorts of bronze or brass for armor, bells, statuary, money and many other articles.

Copper was confined to such needs until, in a very recent period, the economic use and value of electricity and magnetism were ascertained, when the consumption of this metal was rapidly and enormously increased. According to the reports made to the Bureau of Foreign Commerce of the Department of State at Washington, the world's total copper production amounted to 396,728 tons in 1897, and is estimated at 420,000 tons for 1898. By far the greater part of this increase in production is to be looked for in the United States, whose output was 216,000 tons in 1897 and 234,272 tons in 1898.

It is particularly interesting to note, as showing the immense development of our electrical industry, that the copper consumption of the United States in 1898 has been more than one-fourth of the copper production of the whole world—115,935 tons—and that our country has outstripped the leading nations of Europe in industries employing this material.

United States Commercial Agent Atwell, of Roubaix, France, under date of March 22, 1899, presents a compilation showing that the production of copper increased from 334,562 tons in 1895 to 424,126 tons in 1898. During the same period the price per ton advanced from \$208.40 to \$250.08.

Already rich copper mines are sources of immense wealth, and there promises to be no let-up in the demand for the metal until the economic uses of electricity shall have reached their full development. Just now it is impossible to see the end of a scientific industry which seems to be scarcely more than in its infancy, vast as has already been its growth. The consumption of iron and copper to-day is the real test of a country's civilization and industrial progress.

More goats are raised for their hair in California than elsewhere in this country, and the experiments in this line of industry are meeting with a fair degree of success. The Angora goat yields on an average four pounds of mohair at a shearing, the product selling for from 32 to 37 cents a pound. C. P. Bailey, of San Jose, sold last year a trifle more than \$8,000 worth of mohair from his flock.

A singular objection to good times and civilization has been found by the citizens of London, who complain that the prosperity of the people has had the effect to multiply the classes who employ domestic servants and to decrease the classes from which the servants are ordinarily recruited.

Contentment may be better than money—but most men are willing to take chances with the money.

Clerks' Corner.

Employers Should Know How Clerks Spend Their Evenings.

Written for the TRADESMAN.

Chance threw the two merchants together on their ride down town.

"Hello, Courtwright, sit down by me here and give an account of yourself. Business picking up with you as it is with everybody else? Seems a little more like living, doesn't it, to have the sales promising expenses once more?"

"Yes, that's comforting; but I'm having my life bothered out of me with this everlasting question of clerks. The whole pack of them are nuisances. They quarrel and fight among themselves like so many cats and dogs, but the minute one of them clashes with the office they hang together like swarming bees and you can't touch one of 'em without the whole swarm's settling down on you and stinging you to death. I don't bear of your having any such rumpuses with your clerks—how do you manage it?"

"I don't manage. It seems to take care of itself. Brinsmade seems to know how—that's how I happen to have him. We had some trouble for a while. When we put the matter into Brinsmade's hands I said to him that I had two ideas that I thought lay at the bottom of the whole thing and he might take his own way of carrying them out: I wouldn't have any clerks in the house who were not first class salespeople, to begin with, and after that I wanted him to keep track of them closely enough to know how they spent their spare time after closing up time. The women are better than the men; but it's a trying time for everybody in the office and out of it between supper time and midnight, and I told Brinsmade that if he couldn't manage that part of the day with the clerks under him I hadn't any use for him. As I said, he knows how, and that's all there is to it."

"You don't pretend to tell me that you keep tab on that army of clerks so that you know where every one of 'em is night and day?"

"Brinsmade does, or we wouldn't have him."

"That knocks me. It looks plausible enough after you get the thing started, but I should think there would be no end of kicking. I've a case on hand that worries me a good deal. The fellow is the son of an old schoolmate of mine and he has come out here to build up his health a little and see something of the country. For a time things went on all right, but lately he seems to be developing more of the Old Harry than anybody would give him credit for. I hate to send him home, but I can't have him in the store if he doesn't brace up. I'm feeling under great obligations to his father in a good many ways, and what in thunder to do with the boy, I don't know."

"How long has he been with you?"

"Six months, I should guess."

"Where does he live?"

"How should I know?"

"What's the trouble with him?"

"Oh, I guess it's just that sort of general loosening up which always comes to a boy when he gets away from the Puritan training. The pendulum has to swing back and when the hand of home lets go the law of gravity takes it at the first swing and sends it to a point equally distant on the other side of the center."

"Has the young fellow reached that point yet?"

"I don't think he has; if he had I'd drop him."

"Then why don't you stop him before he goes any farther, if he's worth stopping. Is he?"

"Why, yes. The fellow has good blood in him; but I don't feel as if I want to be responsible for every man, woman and child in the establishment."

"You may not want to be, but, as I look at it, the success of the business depends upon it, to say nothing about the moral obligation."

"Well now, what would you do if the clerk were in your employ to-day?"

"I've an idea I should take him home to dinner, to start with. I believe I should find some good excuse for not having done it before, and let him infer that I'd liked him all along. There must be any number of things about the fellow's family that you are interested to know, and when you get him down into your den after dinner testing your best cigars you can find out where he's living and what he's doing with his spare time. I guess you don't even know what church he goes to, and I guess you haven't made any effort to see whether he's got it to the social life that would find favor with the folks at home. If his father and you were schoolmates, from the way you speak of him I should judge your social positions are about the same; in that case it wouldn't be a bad idea to engineer his way among the people of your own set. All he wants or needs is a start, and you are to blame if you haven't given it to him already. What kind of a looking chap is he?"

"Handsome as a picture. Dresses well and talks well—I wouldn't be ashamed of him anywhere. He's all well enough; but I don't like the idea of playing old hen to a brood of young roosters just beginning to crow. Good morning."

For all that, when John Rogers left the car and entered the store he found it convenient to go past the counter where young Kaiser was at work. The face was too pale and the eyes too dull to tell a pleasing story and in spite of himself he could not help feeling that somehow he was responsible for both. His "Good morning, Carl," was full of hearty cheer; but the boy's evident surprise at being spoken to did not give comfort to his employer. If his boy had gone into Jerry Kaiser's store as Carl had come into his, and Jerry had shown as little interest as he had shown towards Carl, would he, John Rogers, be satisfied? Would he, now, would he? was the question that kept sounding in his ears whatever he tried to do, until he wished Kaiser and Courtwright, with his paragon, Brinsmade, had never been heard of.

Behind it all Courtwright's "responsible" idea troubled him. If it was practicable in one instance it could be made so in another and as a mere matter of business it would pay to carry it through. Then an idea struck him—why couldn't Kaiser be made into a Brinsmade? He didn't believe the young fellow could be at heart bad. He knew of his ancestors for four generations; there wasn't a scamp among them, and if Carl had gone to the dogs since he had been out here, why, he, John Rogers, was to blame for it.

He pushed the pile of unopened letters from him and went into the store. He went straight to Carl Kaiser's counter.

"When did you hear from home, Carl?"

"Yesterday."

"How are they all?"

"Very well, sir, thank you."

"Read the letter over once or twice and go home to dinner with me this evening—I want to hear about them. Can you do it?"

"Yes, sir; I have no engagement for this evening."

"I'm glad of it. The team comes down at half past five and I'll tell Kinney to let you off."

"Thank you."

A few minutes later the phone announced to Mrs. Rogers that she was to have a fine dinner and be in her best bib and tucker to entertain the son of an old schoolmate of his from his old home in the East, young Kaiser. There was a possibility of his taking a responsible place in the store and she was to help find out if the young man was all right. She'd better look the paper over and see what was going on at the opera house; if there was a good play get some tickets and they'd all go.

When John Rogers called for his clerk at half past five he hardly knew him. "Costly thy habit as thy purse can buy," was the rule young Kaiser had strictly and conscientiously followed. Heaven had taught him how to wear his clothes after he had bought them and the employer was altogether pleased with his dinner guest. The dinner was a success; and the young lady whom Mrs. Rogers had invited as an offset to the old-folks element, otherwise predominating, added to the pleasure of the occasion.

After dinner the program laid down for the den was faithfully carried out. The best cigars were made the most of and before they were finished enough of Kaiser's night-life had been bare to show that he hadn't been a bad fellow after all. He liked good cigars and he liked the theatre. The only objection to the last was that it kept one awake too much. It made him hollow-eyed and good for nothing the next day, but what could a fellow do between supper and bedtime in a city like that—unless he got into something worse?—and that he told his mother he wouldn't do, and he hadn't broken his promise yet.

He rose to go; but Rogers wouldn't listen to such a thing. "Sit down—he wanted to tell him something." Then came the condition of things at Courtwright & Graham's and what Brinsmade was doing for the firm. There wasn't any reason why Rogers & Rice couldn't do the same. How would it do for him, Kaiser, to tackle that problem and solve it for them?

He did. It is solved to-day; and there isn't a more prosperous firm in the West than Rogers & Rice. There isn't a house anywhere freer from "kicks" on the part of its employes, and none where the firm are more thoroughly liked by them; and those same employes are not backward in saying that the good times began when Carl Kaiser was promoted to his present position. Carl Kaiser himself says that all he had to do was to employ only first-class clerks, to begin with, and give them to understand that the house did really care whether they lived or died, and would hold them responsible for what they did between supper time and bedtime.

RICHARD MALCOLM STRONG.

Sure of It.

Williamson—Do you believe that hanging prevents murder?

Henderson—Of course. Why, there have been lots of men who would have been killed if they hadn't got hung.

Educating Employees.

There are a good many reasons why so much inefficient help is to be found in stores. For that they may be observed almost everywhere, there is no gainsaying. A good cause was given for this by a well-known contemporary when it said that corporations and private firms are too much burdened with the large salaries drawn by their leading men to be able to employ competent help in the salesroom. There is no doubt that the keen competition of the age runs down profits to no inconsiderable extent. Nor is this all. The system upon which large establishments are now run tends to open the doors to incompetency and to close them against real ability and experience. No accusation or criticism is being made of high-class establishments which make it a point to employ efficient help, but of other houses where little effort is made to maintain this high standard of excellence, and where an attempt is made to economize so stringently on clerks' salaries that no one can wonder that their work is about on a par with their incomes. The trouble is no systematic regime is gone through with by which the man or woman can be best fitted for the position which he or she is to occupy. It is a mere chance if the clerk possesses any accurate or satisfactory knowledge whatever about the goods or the manner in which they should be taken care of or handled. Too much of the clerk's training is left to chance. Ability and natural intelligence unfortunately are not such a drug on the market that the average merchant can expect to pick them up every day in the week for a song and keep them behind his counter until he chooses to show his favor and approval by a raise in their salaries. Inexperienced help is frequently put behind a prominent counter in the store where most of the purchasers congregate and consequently a bad opinion is engendered of the store's salesforce, of the employer's intelligence and everything about the store in general. An incompetent clerk may accidentally make a good sale when chance brings it in his way and it is unavoidable; but as a rule for one such sale there will be myriads of others lost irretrievably. There are a thousand and one objectionable things which a stupid clerk can do. He gives over or under measure, allows the goods to get out of order, and neglects his duties generally. With such clerks as this in charge of departments it is unreasonable to suppose that the store will progress very rapidly.

Wanted—A Pencil Sharpener.

The sharpening of a pencil, at its worst, is, with the aid of a good pen-knife, a simple operation. Many machines have been invented and placed upon the market, each one claiming many points of superiority over its sharp little competitor, the pocket knife. No less than three hundred American patents have been granted upon such devices, and there is yet to be found one of these machines which has not been rejected by one or another pencil-user after a fair trial.

Judging from all indications, however, it would seem that there is a good opening in this field for the right article, and sooner or later it will be brought out. To be a permanent success, a pencil sharpener must do better work than can be done by hand with a knife. The sharpening must be accomplished in less time, and that, too, without soiling the fingers or the desk. Further, the machine must be simple and durable. If it is complicated and liable to get out of order, it is doomed to failure, irrespective of its merits in other directions.

LYON BROTHERS, 246, 248, 250 and 252 E. Madison St., Chicago, Ill.

Blizzard Refrigerators

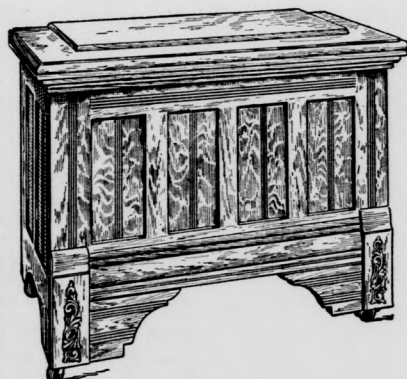
Our experience in the handling of refrigerators has convinced us that next to perfect construction and insulation the most important point to be observed is to so construct a refrigerator that perfect and free circulation of air can be secured. Nature's law that warm air will rise and cold air will fall is simple, and is to be observed in the construction of refrigerators by giving large and free flue capacity between the provision compartments and the ice chamber. This requirement is observed in all refrigerators we handle. The warm air from the provision chamber rises, passes up through the end flue and directly across the ice compartment, escaping to the provision chamber at the lowest point, unobstructed by ice or ice rack, thus constantly supplying the provision chamber with pure, dry, cold air.

THE PROMINENT FEATURES OF OUR BLIZZARD REFRIGERATORS are carved panels and moldings, made of kiln-dried hard-wood, antique finish of best filler, shellac and coach varnish; fancy overlapping doors; special door clamp for double doors; inodorous charcoal sheathing; genuine solid brass and bronze locks and hinges; best steel-spring self retaining casters, with applewood wheel, readily removed or replaced at will; patent steel floor plate, preventing splitting of legs; full zinc lined (soldered perfectly air and water tight); metallic shelves, no inside wood exposed; removable galvanized ice rack; waste pipe with detachable trap.

CONSTRUCTION—Made of seasoned, kiln-dried, hard-wood lumber, possessing the beautiful grain for which Wisconsin hard-wood is so justly celebrated; all goods are in natural finish, with best filler, shellac and coach varnish. Nothing but first-class material is used, with a view of getting the best possible results; only the best genuine bronze and brass hinges and locks, of special design, the locking device and style of which are not excelled by any refrigerator on the market; the best steel-spring self retaining casters, with applewood wheel, readily removed at will; patent steel floor plate, preventing the splitting of legs. To further contribute to securing favorable results, they are constructed so as to consist of six walls, viz.: 1. Outside case of hard-wood panel work. 2. A wall of charcoal sheathing, made especially for our work. 3. A dead air space. 4. A second wall of charcoal sheathing. 5. A wall of matched lumber. 6. A wall of zinc, soldered perfectly air and water tight.

BLIZZARD HARD-WOOD REFRIGERATORS.

BLIZZARD HARD-WOOD CHESTS.

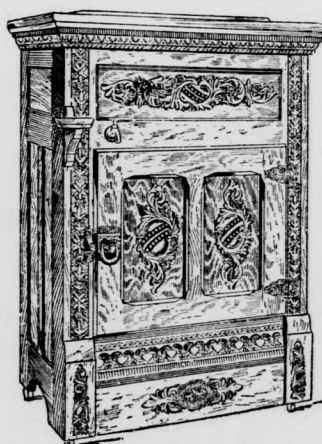


Chests.

Antique finish, full zinc lined, metallic shelves.

Style	Width in.	Depth in.	Height in.	Shipping wt., lbs.	Price
217	26	18	25	80	3 00
218	30	18	25	85	4 00
219	34 1/2	21	27	110	4 75
220	36	22	31	125	6 00

Outside Measure.



Single Door, without Coolers.

Style	Dimensions in.	Shipping wt., lbs.	Price
600	24x16x38	100	5 25
601	26x17x40	115	6 00
602	28x19x42	135	7 50
603	30x20x44	165	8 00
604	32x20x46	185	9 75

Single Door, with Coolers.

Style	Dimensions in.	Shipping wt., lbs.	Price
1601	26x17x40	125	7 75
1602	28x19x42	145	9 00
1603	30x20x44	175	10 00
1604	32x20x46	195	11 75



Double Door, without Coolers.

Style	Dimensions in.	Shipping wt., lbs.	Price
621	32x20x46	200	11 75
622	34x21x48	215	12 50
623	40x22x50	230	16 50

Double Door, with Coolers.

Style	Dimensions in.	Shipping wt., lbs.	Price
1621	32x20x46	215	13 50
1622	34x21x48	230	14 25
1623	40x22x50	255	18 25



Four Door, without Coolers.

Style	Dimensions in.	Shipping wt., lbs.	Price
639	34x22x52	220	17 00
642	47x27x58	330	22 00

IMPERIAL SINGLE DOOR.



Single Door, without Cooler.

Style	Dimensions in.	Shipping wt., lbs.	Price
A	24x17x39	100	4 50
B	27x18x41	115	5 50
C	30x19x43	135	7 00
D	33x21x45	150	8 00

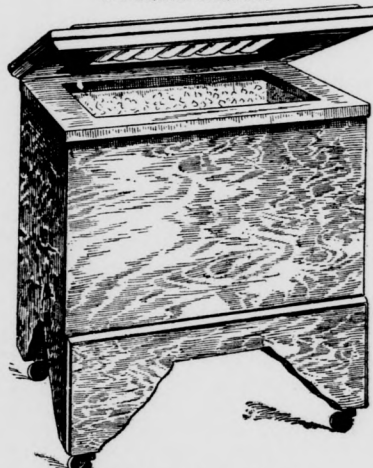
IMPERIAL DOUBLE DOOR.



Single Door, with Cooler.

Style	Dimensions in.	Shipping wt., lbs.	Price
XA	24x17x39	106	5 50
XB	27x18x41	121	6 50
XC	30x19x43	142	8 00
XD	33x21x45	159	9 00

IMPERIAL CHESTS.



Double Door, without Cooler.

Style	Dimensions in.	Shipping wt., lbs.	Price
E	33x21x45	160	8 75

Double Door, with Cooler.

Style	Dimensions in.	Shipping wt., lbs.	Price
XE	33x21x45	169	10 25

THE MOST DESIRABLE FOR FAMILY USE.

IMPERIAL SOFT-WOOD REFRIGERATORS.

To the Trade—The Imperial soft-wood refrigerator is presented to meet the demand of that class of buyers that want a refrigerator that will give good refrigerating results at a minimum cost. The Imperial is the best low-priced refrigerator ever presented to the trade.

The Imperial line of refrigerators are made from soft wood, thoroughly kiln-dried, painted and grained in imitation of quartered oak (that challenges comparison with the genuine), with fancy embossed panels, Berlin bronze lock and hinges, self retaining maple wheel casters, full zinc lined, with galvanized-iron ice compartment bottom. Illustrations and descriptions cannot do this line justice, and we therefore request that you favor us with a sample order.

Chests.

Style	Dimensions in.	Shipping wt., lbs.	Price
Q	25x18x27	70	2 50
R	27x19x27	80	3 00
S	30x21x28	95	4 00

NOTE—If you have not received our 608-page complete spring and summer catalogue for season 1899, write for one. We send it to merchants upon application only.

LYON BROTHERS, Wholesale General Merchandise,

246-252 East Madison Street, CHICAGO, ILL.

Observations by a Gotham Egg Man.

There is a big bone of contention between egg shippers and receivers which, before long, will be up for its regular annual picking. I refer to the "loss off" question, which offers so many difficulties of solution that no means has ever yet been found to settle it satisfactorily to all concerned. The system of selling eggs loss off in distributing markets is subject to abuse and, no doubt, is abused to considerable extent. It leads to constant wrangles between receivers and their customers and between receivers and shippers also; it would certainly be a god-send if case count sales at all seasons could be inaugurated without doing as much injustice in one direction as the loss off system causes in another. In the New York market there has been, of late years, an evident drift toward case count selling and a larger part of the business was done on that basis last year than ever before. Case count selling first began to spread in the under grades of fresh stock. As the demand for loss off selling comes by reason of a deterioration of quality it is rather singular that the poorest eggs are the most easily sold case count. But this seems to be because of the different classes of trade in which the goods are placed and the relatively large outlet enjoyed here for cheap eggs. Last summer receivers were able to sell on a case count basis nearly all of the eggs which were too poor to satisfy what is generally termed the "regular trade." And later, the method was extended to the unloading of refrigerator eggs also, to satisfaction to both buyers and sellers. These goods went largely to regular trade, but it was possible to inaugurate the case count system of sale because the quality of the refrigerators was generally uniform; that is, the examination of a few cases would fairly indicate the quality of the whole line and the average loss per case. While the system of loss off selling still prevails in this market on perhaps the bulk of the fresh gathered eggs after warm weather sets in, it is now pretty closely limited to those average good grades which regular dealers buy for the middle and better class of retail trade. Certain brands of eggs which are graded and candled with unusual care before shipping are sold at mark or with a fixed loss allowance—which amounts to the same thing in principle—all summer; inferior qualities—too poor to warrant candling out by the better class of buyers—go to cheap trade case count; refrigerators and limed eggs may also now be placed in the case count column. But during the summer the average good grades of fresh collections furnish the bulk of the supply and these still go loss off. It is my humble opinion that if receivers should insist upon selling these also at mark it would very soon lead to a vast improvement in the quality of our receipts and eliminate a heavy loss which the egg trade now bears in the transportation of worthless eggs. Under the present system shippers claim, and with considerable weight of argument, that it does not pay to grade closely in loss off season. But if the goods were sold case count the ungraded eggs would sell so low compared with the graded that careful selection would become profitable and consequently would be adopted. I know scarcely an egg receiver who would not be glad to see case count sales at all seasons and there is a way in which I think the wedge could be entered. If our Exchange would establish

a grade of extra eggs, defining the requirements of quality closely, limiting the loss to say 1 or 1 1/2 dozen to the case and providing that this grade should be sold case count at all seasons, I am quite confident that some packers could regularly comply with the requirements and establish a regular market value for such goods on a case count basis at all seasons. It is a matter worthy of careful consideration by the egg committee.

* * *

During the past week we have had a peculiar condition of affairs in the egg market as to the narrowness of the range of values covering various qualities. This condition often arises when the eggs are all fresh, unaffected by heat, and when the demand from regular consumptive channels is sufficient to absorb the receipts promptly; but it does not often occur that prices are crowded together so closely as they have been of late. On several days the prices obtainable for Western eggs, from the finest Northern selections for storage down to the ungraded Southwestern receipts, have been only 1/4c apart and a range of 1 1/2c has, most of the time, covered the variation in value of all the eggs in market, including the culls.

* * *

Talking with some of the egg receivers about the narrow range of values and the comparatively high rates obtainable for seconds in relation to selections of finest goods, I was curious to ascertain what the actual difference might be in the weight of the two grades. I found it to be less than might be supposed. In a mark of fancy Indiana graded eggs the firsts weighed 56 pounds gross to the 30 dozen case; the seconds—including the small and dirty, and packed in the same style of case—weighed 51@52 pounds. This is a difference of about 8 per cent. in weight of eggs and the difference in price was a little over 9 per cent. I found other lots in which the seconds weighed almost as much as the firsts; this is the case where the culls are made up of dirty eggs only, the clean eggs being packed with the firsts whether small or large. But this method of selection is not advisable, as the firsts, when not cleared of the small eggs, will not pass in best trade nor bring the highest price.

* * *

While looking up this matter I ran across an odd thing: A lot of eggs was shown to me as being graded eggs and upon weighing several cases of each grade the seconds were found to weigh more than the firsts by two or three pounds to the case. This led to closer examination and it was noticed that the seconds were all dirty and the firsts contained all the clean small eggs; such large eggs as were in the firsts were all slightly stained. When the receiver told me that the packer was putting up eggs for cold storage the matter was explained; he was packing the small clean eggs and the slightly stained large ones and sending them here for "firsts," while all the dirty were sent with them as seconds. On these goods the selling values were 13c for the so called "firsts" and 12 1/2c for the dirty seconds. At the time finest Western selections were worth 13 3/4c. This illustrates the fact that cleanness and appearance count for more than size in selling value.

* * *

That systematic and careful grading and packing may soon establish a valuable reputation for a mark of eggs has been clearly demonstrated in this market this spring. In a large egg terri-

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.

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.

The Vinkemulder Company,

Jobbers and shippers of the best of everything in new

Southern and Home Grown Vegetables

and all Tropical Fruits

14 Ottawa Street, Grand Rapids, Mich.

MILLER & TEASDALE
POTATOES

CAR LOTS ONLY. ST. LOUIS, MO.

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.

If you ship

Butter and Eggs
to Detroit

Write for prices at your station to

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

SEEDS

We carry the largest and most complete stock of Field and Garden Seeds in Western Michigan. Prices always the lowest consistent with quality.

ASK FOR QUOTATIONS AND SAMPLES

ALFRED J. BROWN SEED CO.,

24 and 26 North Division St., Grand Rapids, Mich.

tory in the southern part of Indiana an old, experienced egg man took hold of a large business which had formerly been under different management. From the start he evidently took particular care to have his goods as fine as they could be made, and his brand very soon acquired a reputation among buyers which has made a ready sale for it at the highest market price for any eggs coming to this market from the West. The readiness with which such a brand can be sold is a material advantage whenever weakness and downward tendency carry slow selling goods to a lower level of value before a buyer can be found.—New York Produce Review.

Magnitude of the Hay Trade of Gotham.

From the New York Commercial.

The yearly transactions in hay at the various terminals in this city are tremendous, running up into the millions, a conservative estimate made by those best able to judge placing it between \$4,500,000 and \$5,000,000 annually, while the amount handled will average from 350,000 tons to 400,000 tons, the past year's business aggregating the largest in the history of the trade.

While nearly all the more important hay producing states of the West contribute their share to supplying the wants of consumers, the bulk of hay reaching this market is shipped in from New York, Ohio and Michigan. It has been comparatively but a few years ago when most of the hay consumed in this market was State hay of the finest quality produced, no other state in the country equaling it. But this has changed, and now at different seasons of the year states as far West as Wisconsin, Indiana, Illinois and Missouri and even Kansas contribute to the general supply.

The center of the hay trade in this market is that territory bounded by Eleventh avenue and the North River, between Thirty-third and Thirty-eighth streets. Here are centered the terminals of the New York Central, West Shore and Pennsylvania railroads, while in the Hay Exchange at Thirty-third street and Eleventh avenue, and the immediate vicinity, are located most of the more prominent hay, grain and feed commission merchants in the city.

Another important center of hay distribution is the Erie sheds, in Jersey City. Here the Erie Railroad Co. has erected and maintains two of the best equipped terminal hay warehouses in the country, equal to, but not excelled by, the New York Central sheds on West Thirty-third street, while the third, but more or less important, market is located at Palmer's dock, Brooklyn. Exclusive of these terminals, however, there are located in various parts of the city markets of minor importance, but all of which tend to make up a market of magnificent proportions, such as can be found nowhere else in the world.

All grades and qualities of hay are sold in this market, and for all kinds of purposes, for local consumption and for export. As regards prices, it is safe to say that there is no other city in the country, all things considered, where so large and satisfactory values can be realized.

Made Foolish To Match the Men.

He looked up from the article he was reading with the superior air that man invariably assumes when he has discovered something that seems to reflect on the judgment or common sense of woman.

"An authority of your own sex," he said, "asserts that woman's arms are crooked and she is generally misshapen in this day and generation because of the outlandish way she dresses, and she hasn't sense enough to know it."

"Naturally," she replied.

"Why, naturally?" he demanded.

"Because," she explained, "there never was one so misshapen yet that some fool man wouldn't call her an angel and in other ways warp her judgment."

The New York Law on Process Butter.

Following is the full text of the law recently enacted by the New York Legislature, relating to renovated or process butter:

No person by himself, his agents or employes shall manufacture, sell, offer or expose for sale, butter that is produced by taking original packing stock or other butter or both and melting the same, so that the butter fat can be drawn off, then mixing the said butter fat with skimmed milk or milk or cream or other milk product and reurning the said mixture, or that is produced by any similar process and is commonly known as boiled or process butter, unless he shall plainly brand or mark the package or tub or wrapper in which the same is put up, in a conspicuous place with the words "renovated butter." If the same shall be put up, sold, offered or exposed for sale in prints or rolls, then the said prints or rolls shall be labeled plainly with printed letters in a conspicuous place on the wrapper with the words "renovated butter." If the same is packed in tubs or boxes or pails or other kind of a case or package the words "renovated butter" shall be printed on the top and side of the same in letters at least one inch in length, so as to be plainly seen by the purchaser. If such butter is exposed for sale, uncovered, not in a package or case, a placard containing the label so printed shall be attached to the mass of butter in such a manner as to easily be seen and read by the purchaser. No person shall sell, offer or expose for sale, any butter or other dairy product containing a preservative, but this shall not be construed to prohibit the use of salt in butter or cheese, or spirituous liquors in club or other fancy cheese or sugar in condensed milk.

Violation of the act is punishable by both fine and penalty.

Western Egg Shippers to Own Storage Eggs.

From the Kansas City Packer.

From developments so far it looks like the Western man is going to be a prominent figure in the egg deal the coming fall and winter. It is said here that a big share of the eggs going in storage, both here and in the East, is for the account of the big Western shippers. There has at times been big money in storage eggs. The past few years of good times among the people of the West have led shippers, who have heretofore sold their eggs at all times of the year, to take an interest in the storage deal, and as a result, a good share of the Western eggs put in storage this year will be held by the shipper. The change will be more noticeable in the East than here, but it will also cut considerable figure here. One of the prominent things that has brought about this condition of affairs up to the present time has been the high price of eggs. Many big Eastern houses that store heavily each season are now beginning to hedge and it looks as though the enormous storage anticipated on the part of Easterners will dwindle down to moderate proportions. If the Western shippers hold to their present plans they will control much more of the storage stock than ever before. A good share of the eggs reaching the markets now is for direct storage account. Shippers can borrow as much as three fourths of the current value on eggs put in storage, so the actual outlay of money need not be heavy. If this condition prevails through the season of this month and next it will be interesting to watch the outcome next fall and winter.

Discovered His Mistake.

Mrs. Woodbury—And yet you once called me the salt of the earth!

Mr. Woodbury—Nor am I the only man who has found he had the pepper when he thought he had the salt.

Unexpectedly Interfered With.

Prisoner—I was quietly attending to my work when this man arrested me.
Magistrate—What is your business?
Prisoner—I am a burglar.



BEANS, HONEY AND POPCORN
POULTRY, VEAL AND GAME

Consignments Solicited.

Quotations on Application.

98 South Division St., Grand Rapids

GRAND RAPIDS GOLD STORAGE 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.

W. R. BRICE

ESTABLISHED IN
PHILADELPHIA 1852

C. M. DRAKE

W. R. Brice & Co.
Produce Commission Merchants
Butter, Eggs and Poultry

500 Cars of Fine Fresh
Eggs Wanted

We are in the market for five hundred (500) cars of fine eggs suitable for cold storage. Write for prices either to our branch house in Grand Rapids, Mich., or Manchester, Mich. We will take your eggs f. o. b. cars your station, and pay you all we can afford consistent with Eastern markets.

Our Main House in Philadelphia wants all the Creamery and Dairy Butter you can ship. We have an unlimited outlet, can realize you outside prices and make you prompt satisfactory sales. Let your shipments come freely.

Yours very truly,

W. R. BRICE & CO.

GOTHAM GOSSIP.

News from the Metropolis—Index to the Market.

Special Correspondence.

New York, April 22—There is very little interest to note in the coffee market. The demand has been of moderate proportions and, as the supply was increased on Thursday by the arrival of 17,000 bags per steamer, the situation is one that can hardly be called strong. Rio No. 7 is quotable at 6¼c for spot goods and 6¾c for No. 4. The speculative market has been perfectly flat, neither buyer nor seller seeming to be anxious to do anything beyond routine work. Reports from abroad all tend to an easier market. In store and afloat there are 1,286,279 bags, against 1,064,604 bags at the same time last year.

Raw sugars are firm and refiners seem ready to take all that is offered and are not complaining of the price; in fact, they can not obtain all they want and the supply continues very moderate. Refined sugar has been firm all the week, but orders have not in many cases been for larger amounts than are usually taken. Guarantees have been discontinued and jobbers generally have abundant supplies due them, which they are not disposed to sell at any concession. List prices remain without change.

At a supplemental auction sale, held Thursday, Japan teas sold for about 1¢ 2c below the regular private market. On the street matters have been quiet and transactions of an everyday character. Oolongs, if anything, are a little weaker.

During the week only trading of an ordinary character has prevailed in the rice market and buyers are taking but everyday supplies. Most of the call is for Japan, as it is relatively cheaper than domestic. Quotations for Japan, 4¼@4½@5c. Some call has prevailed for Javas, but the supply is limited. They are worth about the same as Japan. Domestic sorts seem to be rather neglected and, while no change has taken place, quotations are about nominal. Prime to choice, 5½@6¾c.

Dullness and inactivity have prevailed all the week in the spice market. While there is rather more strength to the pepper market than for other goods, there is little to note of interest. Singapore black, 10½@10¾c in an invoice way. West Coast, 10¼@10½c.

Grocery grades of molasses have been in about the usual request, but as supplies are rather short, the tone of the market has taken on some strength and quotations are steady and firm if no higher. Low grades are in sufficient supply to rather more than meet the demand and prices sag. Syrups are quiet, both exporters and home dealers seeming to be waiting for future developments.

In canned goods there is a lull, as is usual between seasons, and dealers are making ready for the coming pack. Business is not dull, however, and is in a fairly satisfactory condition. Corn is worth 65¢@70c for No. 2 standard, as to brand and quality. This for New York pack. Future N. Y., 70c; future Maine, 80¢@85c f. o. b. Portland. Tomatoes are duller than any other staple in the canned goods line just now and work out from 70¢@72½c.

Dried fruits are steady. Apricots, prunes and peaches are in light supply and are very strongly held. Domestic dried fruits are working out fairly well and the demand for fancy evaporated apples has been quite gratifying.

Lemons and oranges have both been in pretty good demand and prices are steady. Sicily lemons are worth \$2.10@2.90. California oranges are worth \$4.70 for fancy navels; choice, \$4. Bananas are quiet, within a range of \$1.15@1.25 for firsts, per bunch.

Freer arrivals and lessened demand have combined to cause a weaker butter market and prices have dropped 1¢ 2c all round. Best Western creamery is worth 18c and seems to be quite freely offered at that. Firsts, 17¢@17½c; seconds, 16¢@16½c; fancy imitation creamery is in very moderate demand at 16¢@16½c; for fancy Western dairy, 13¢

15½c—latter for finest. Roll butter is worth from 14¢@14½c and factory from 13½¢@14c.

Old cheese has been in pretty active demand and the market is firm. Full cream, fall made, large size, colored, 12¢@12½c. Fancy full cream, small size, 12½¢@13c. New cheese is not wanted and the situation is not one containing much encouragement for dealers at the moment. The weather is too cold for active transactions.

Eggs are dull. Receipts have been quite large and the demand rather limited. Best Western stock is worth 14½c and average grades a cent less.

The bean market is dull and generally rather unsettled. Choice marrow, \$1.45@1.47½. Pea, choice, \$1.30@1.32½. Red kidney, choice, \$1.72½@1.75.

Potatoes are worth \$2.12½@2.25 for Western. The supply seems to be ample of all sorts.

Strawberries are quite plenty and are worth 15¢@30c per quart.

Status of the St. Louis Potato Market.

St. Louis, April 25—Trade has been dull and the movement of potatoes light. The market has been undergoing a complete change. Owing to the increased receipts of Southern and home-grown green stuff, which is now quite abundant and getting cheap, peddlers, grocers and market men are buying this green stuff and neglecting potatoes. Consumers, too, are using it, which cuts off the consumption of potatoes; so, altogether, the potato trade has been dull. Most of the offerings in potatoes—in fact nearly all of the receipts—have been poor quality. Choice or fancy white potatoes have been scarce and are still scarce. For such, there has been a right good trade and considerable enquiry for next week. We believe shippers will do well on any shipments of this kind of stock. There is a strong undertone to the market, while trade is dull.

Seed trade is almost over. Dealers are having but a limited trade for Ohio, but better for Rose. The trade for Rose will last longer, but it, too, is nearly over. We rather look for higher prices on fancy Burbanks and Rurals, with rather slow trade for common stock, and we believe the trade will make a wider distinction between fine stock and poor. Load and ship your potatoes; don't wait until the last horn blows and hot weather comes. If you do, it means losses.

Cabbage and onions are about over here for this season until new come in. New potatoes are arriving in small quantities from the South and selling well. Receipts will increase steadily from this out, although no carlots are expected until the latter part of May. They are much later than usual.

Sharp Butter Fight in Illinois.

The dairymen and the oleomargarine men of Illinois fought a draw in the lower branch of the Legislature the other day. Each faction had a bill up for passage, and each succeeded in defeating the other's bill. The bill allowing the makers of oleo to color their product and specifying that the package containing the oleo shall be branded as such, and that any oleo sold out of the package shall be marked with a stamp, came up first, but the butter-makers arose and promptly defeated it. Next came up the butter-makers' measure, known as the bottle bill, which proposed to punish anyone having a bottle with the name of the owner blown in the glass or a stamped beer keg or milk can, as the possession of a bottle, keg or can, under such circumstances, is deemed prima facie evidence of guilt, and the milk dealers urged the passage of the bill, claiming their cans are being stolen. The oleo people hit at the milk dealers by killing their bill, so up to this time honors are even.

Enjoyment is the sweet satisfaction of knowing that your income is more than you can possibly spend.

The business in which you know you could make the most money is always monopolized by others.

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?

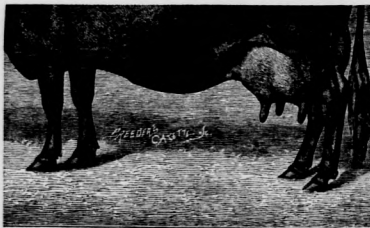
One customer writes that by the use of Lactobutu he now makes enough out of butter to pay all store expenses.

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.

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. I will give 12½c, delivered in Buffalo, for all you can send me on commission.

REFERENCES:

Buffalo Cold Storage Co., Buffalo, N. Y.
Peoples Bank, Buffalo, N. Y.

Dun or Bradstreet.
Michigan Tradesman.

Extra Fancy Navel Oranges

Car lots or less. Prices lowest.

Maynard & Reed,

54 South Ionia Street,

Grand Rapids, Michigan.



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.

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.

First Impressions Should be Heeded.

Written for the TRADESMAN.

About six months ago a well-dressed, genteel-looking young man applied for and secured a room in the house where I live.

I was introduced to Mr. Louker, the new lodger, shortly after his arrival and I must say that my first impression of him was not a pleasant one. As time went by, I met him frequently in the parlor of an evening, where it was customary for the lodgers to gather. I am a firm believer in "first impressions," but as I became better acquainted with this young man I came to the conclusion that, for once, first impressions had been at fault.

Louker had been in the house about five months when, one evening, he came to my room evidently greatly disturbed. He entered at once upon the subject of his errand by saying: "Mac, I want to ask a great favor of you. Will you lend me \$10 for about two weeks? You have no idea how I dislike to ask a favor of this kind, but I have been obliged to engage in a lawsuit for the recovery of a note which was forcibly taken from me the other day. This seems like a rather queer statement," he continued, "but I may as well tell you the facts in the case: Just before I came here to live I loaned a friend of mine \$200, taking his note payable in six months as security. I was in much better circumstances then, as I had a monthly allowance from my father, aside from my wages here. The allowance from home stopped two months ago, on account of my father's failure in business, and I have since been somewhat short of funds, as my salary is not large. The other day I received a letter from my friend to whom I had loaned the money requesting me to call at his house, as he wished to settle his debt. You may be sure I called; but instead of my friend it was his wife who met me. She explained that her husband had been unexpectedly called away, but that she would attend to the business in hand. She requested to see the note and, upon my handing it to her, deliberately tore it to pieces before my eyes and left the room. I was dumb with rage and amazement. But what could I do? I at once determined to institute a suit to compel the payment of the debt; and it is for the purpose of securing a lawyer that I ask this favor of you, Mac."

I had no reason to doubt the truth of Louker's story and so loaned him the \$10, taking as security merely his written promise to pay within a certain time.

The two weeks went by and Louker came to me again, saying that he could not pay me, as he had expected to be able to do. His suit had been postponed, but as soon as it was called again and he had recovered the money he would square his account with me. "By the way," he continued, "you must come over and see me—I've moved."

"No! Is that so? I wasn't aware of it. Where did you move to?"

"Just around the corner—1720 Grant avenue. A friend of mine rents a suite of rooms there and I'm living with him, so my room doesn't cost me a cent. It's a big help just now, I can tell you."

"I know a young man by the name of Karl who lives at that number," I remarked.

"Do you, indeed? Why, he's the one I'm rooming with. That will make it still more pleasant when you come and see me. Well, I must be going—don't

forget to give us a call whenever you can."

After Louker had gone I found myself wondering how it happened that Gus Karl was renting a suite of rooms and paying the entire rent. During the following noon I called around where Karl worked, and was informed by him that his new room-mate paid half the rent! Louker had lied to me, and I at once made up my mind that there was something wrong. If there was I had a right to know it.

I had an interview with my landlord, who told me that Louker owed him for three months' room-rent, and that he had kept his trunk and other effects as security for the same. From there I went to the courthouse to find out how much truth there was in the story about the lawsuit. There was such a suit; but it had, at the request of the prosecutor, been twice postponed, and finally withdrawn entirely. I also discovered that the withdrawal was due to the fact that the defendants in the case had brought a countercharge against Louker. It was stipulated that if Louker withdrew his suit the countercharge would also be withdrawn.

The party who had given the note was a prominent clergyman. He had been discovered by Louker in an intoxicated condition, which he did not wish to become known to any one else. Louker saw a chance, as he thought, to make some money and by threatening exposure had frightened the preacher into giving him a note for \$200.

But, like many another rascal, he overstepped the mark. When the note became due Louker wrote to the clergyman requesting a settlement. No attention was paid to his letter. He wrote a second time, threatening exposure if the note was not paid. This second letter met with no better success than the first. Then Louker called in person. Instead of meeting his victim, as he had expected, he encountered a much more capable person in the shape of the clergyman's doughty little wife. The result of this encounter we have already stated.

When Louker brought his suit he found a countercharge of blackmail against himself, with the letters which he had written as conclusive evidence. It was now his turn to feel apprehension. He gladly withdrew his suit and dropped the matter entirely.

Five years in the penitentiary is a long, long time, and he narrowly escaped it. He redeemed his trunk from the landlord, as he needed the clothes it contained. But I still have his I. O. U. for \$10.

MAC ALLAN.

Profits and Discounts.

The following should be posted on every merchant's desk. It means, discount your bills:

1. One-half per cent. on a thirty-day bill, paid in ten days, is equal to interest at the rate of 8 per cent. per annum.
2. One and one-half per cent. on a sixty-day bill, paid in ten days, is equal to interest at the rate of 11 per cent. per annum.
3. Four per cent. off on a four months' bill, paid in thirty days with a 3 per cent. discount, is interest at the rate of 12 per cent. per annum.
4. Five per cent. discount off on a four months' bill is interest at the rate of 15 per cent. per annum; or if paid in thirty days, less 4 per cent., it is 16 per cent. per annum.

Bills paid are safer than money in any bank, however strong. Cash discounts are the dealers' first profit, and one he is sure of.

Busy?



Well, I should say so! Even the cash register is working overtime. Those **Uneeda Biscuit** are the greatest sellers I ever had in the store. The mint must be working overtime, too; never had so many nickels in all my life. And it's easy money! No time lost in wrapping; no extra expense for paper or twine. That **Uneeda** box is a beauty. It's dust proof, damp proof, odor proof. People use 'em for lunch boxes when the biscuit are gone. No wonder everybody says

Uneeda Biscuit



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 packages. All Grand Rapids jobbers sell them.

Wolverine Spice Co.,
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 because they keep on ordering, 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."

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.

Shoes and Leather

Value of Window Display to the Shoe Dealer.

The show window can be made one of the most effective of the advertisements employed by the shoe dealer. To do that much attention should be given to the changing of the displays from time to time so that the samples shown may be bright and clean and appropriate to the season or the weather. The shoe window that is the most attractive drawing card is the one arranged by the man who follows the changes of the weather, or who takes advantage of such passing opportunities for catching the attention of the passing throngs as the season may present. A window which is being frequently changed will soon become notable on that account and people will stop to look at it knowing that they will see something worth stopping for from time to time. After drawing attention the thing to do is to rivet it so that a customer may be nailed. Well designed price cards will do that and they are necessary for the purpose desired. Frequently some one will see a shoe that strikes the fancy, but will pass on in the fear that the price is prohibitive unless the cost of the shoe accompanies it. In cases where goods are lowered in value, or where a special bargain is to be announced, or if a special reduction is to be made for a time, the window display can be made the best advertising medium. Many good advertisers who seek to reach the purchasing public through the daily press or by sending cards through the mails find that their main dependence for effective advertising comes through the show window.

* * *

A good idea for a show window comes from Rochester, Ind. The Hoosier Shoe Store, of that city, is using barrel hoops in a very effective way in the rear of a window. These hoops are set on edge, in a pyramidal form, in the background and within each hoop is suspended a shoe. Starting with five hoops as a bottom row, using four hoops in the second row and decreasing toward the top until only one hoop crowns the summit, an opportunity is given to make a good display of fifteen different patterns. The hoops can be covered with white cheese cloth or with colored crepe paper and each hoop can contain such a shoe as is desirable to show at any season. In placing these hoops the background of the window is used, but the display is set out such a distance from the rear wall that the decorations there used are not obscured. The method of fastening the hoops is to nail the bottom row to the window and then to wire the other rows to those below. A number of hoops can be used, either more or less than here given, according to the size of the window. The enterprising shoe window dresser can also suggest other designs to be made from the same application and they may be arranged to suit the size and shape of the window as circumstances may dictate. In arranging the shoe display in the hoops it is desirable that the heavier men's goods should be used in the bottom row and the lighter goods may be shown as the height increases, the top hoop being used for a dainty pair of baby shoes.

* * *

The present season is peculiarly that one in which the most effective window display can be made. Spring usually

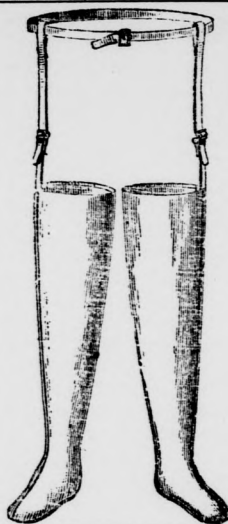
opens with an early in-rush of warm air and swelling buds and the season is typical of the birth of new things; of that time when all things become new and the old things are passing away. People are looking about for something new to wear at this season, and the various window displays are closely watched for new styles, new patterns and new shapes in footwear. They are looking also for bargains and the show window can be made a more effective salesman than any employed on salary in the house. The poet sings, "In the spring the young man lightly turns to thoughts of love," or some such idea, but it is not alone of love that he thinks. He also wants to know what he can buy to make his love affairs turn out to his advantage and he watches closely the window displays for the most fetching ideas in shoes with which to complete his raiment so that he will make a good impression on the object of his love and will knock out the other fellow. Similarly the young and pretty girl is looking for dainty shoes that will peep out in the most enticing manner from beneath her new spring skirt. The middle aged who buy for comfort and style combined, and the elderly people who buy for comfort alone, are also looking in the show window for shoes to wear. More people see the contents of a window than the interior of the store. The habit of watching the windows for styles and prices is a growing one and very frequently the quality of the stock for sale in the store is judged by the samples displayed in the window.

Too often the mistake is made of imagining that what is desired is not carried in stock because no display is made of it in the window. One show window after another is looked at and the would-be purchaser compares values, qualities and designs before buying. This requires less time, and is much less trouble, than to make enquiries from the clerks in the store. It then becomes a matter of policy for the enterprising merchant to display in his windows his most seasonable stocks. When these are arranged in an attractive way, and are accompanied by appropriately worded price cards, the stream of travel past the window will be arrested and some little portion of the crowd will filter through into the store. When the window display is brightened with novel arrangements or by the application of new ideas the tide of travel will be more effectively stemmed and the goods will sell themselves by reason of their attractiveness. While the window display is not everything in a shoe store, it is of very great importance, sometimes, in securing the customer and it should be looked after as carefully as is any other department of the successful house. —Shoe and Leather Gazette.

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.



Now is the time

to send your orders in for Mackintosh Wading Pants for trout fishing; also Lawn Tennis, Outing and Yachting Shoes. We carry a large stock. Also a full line of Base Balls and other Sporting Goods.

STUDLEY & BARCLAY,

4 Monroe street,

Grand Rapids, Mich.

Herold-Bertsch Shoe Co.

Grand Rapids, Mich.

Manufacturers
and Jobbers

Rindge, Kalmbach, Logie & Co.,

12, 14 and 16 Pearl Street,

Grand Rapids, Michigan.

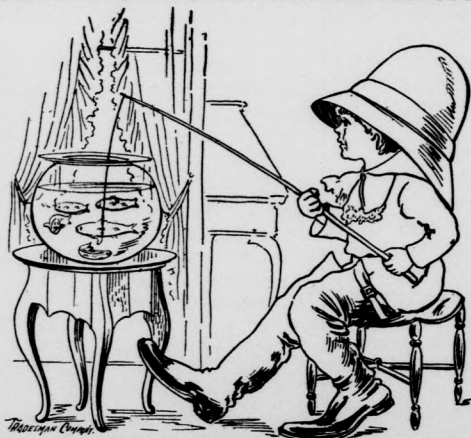
Manufacturers and Jobbers of

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
Sporting Boots.
Also Duck
Boots for
Hard Wear.
Write

HIRTH,
KRAUSE
& CO.,

GRAND
RAPIDS.

MAY 1, RAIN OR SHINE.

Commercial Travelers

Michigan Knights of the Grip.

President, CHAS. S. STEVENS, Ypsilanti; Secretary, J. C. SAUNDERS, Lansing; Treasurer, O. C. GOULD, Saginaw.

Michigan Commercial Travelers' Association.

President, JAMES E. DAY, Detroit; Secretary and Treasurer, C. W. ALLEN, Detroit.

United Commercial Travelers of Michigan.

Grand Counselor, J. J. EVANS, Ann Arbor; Grand Secretary, G. S. VALMORE, Detroit; Grand Treasurer, W. S. WEST, Jackson.

Grand Rapids Council No. 131.

Senior Counselor, D. E. KYTES; Secretary-Treasurer, L. F. BAKER. Regular meetings—First Saturday of each month in Council Chamber in McMullen block.

Michigan Commercial Travelers' Mutual Accident Association.

President, J. BOYD PANTLIND, Grand Rapids; Secretary and Treasurer, GEO. F. OWEN, Grand Rapids.

Lake Superior Commercial Travelers' Club.

President, F. G. TRUSCOTT, Marquette; Secretary and Treasurer, A. F. WIXSON, Marquette.

STARTING RIGHT.

Candid Advice to the Embryo Traveling Salesman.

Written for the TRADESMAN.

Traveling for a wholesale house is not merely a business; in these days it has arisen almost to the dignity of a profession. To honestly represent a leading wholesale house is a calling of which no one need be ashamed, and in which many distinguished men—statesmen, lawyers and clergymen—have at one time or another been engaged. Fix this point in your mind so firmly that nothing can dislodge it, even for a moment; it will give you the self-possession and assurance that you will find among the essential elements of success. Having settled the fact that your calling is an honorable one, see that you confer upon that calling honor and credit by mastering its details. No one can attain a large measure of success who does not understand thoroughly the details of his business. These details can not be learned at once. Learn as you go along; but first, and above all other things, learn about your own company and the goods it handles. That, at a glance, may seem to be a large undertaking, but it is not. A man of reasonable intelligence will master it quickly, if he undertakes it systematically and pursues it diligently. Perhaps the very best starting point on your round to discovery is the literature of your company. Take several of the price lists issued by your company, read and re-read them; study them hard and patiently, as you studied your lessons in grammar and mathematics, and before you are aware of it your mind will have become a storehouse of information as to the details of prices and lines of goods carried.

Supposing yourself to be alone, imagine a buyer before you, and hammer away at the imaginary person until you find yourself able to present to him a logical and convincing course of reasoning. It will give you practice and the confidence in your ability to "talk" that you will need in actual experience when on the road. With close application, two or three days will have fitted the beginner for the serious business of taking orders. Don't defer your first attempt at soliciting. Idling is to be deplored in any vocation, but it is especially deplorable in the grocery business, where the measure of success is dependent wholly on the time, energy and intelligence employed. A first attempt may be likened to a cold plunge bath on a frosty morning; it is dreaded until the

plunge is taken, after which come added strength and exhilaration. Therefore, take your first plunge quickly, lest the dread prove too strong for you.

Before making your maiden venture map out your plans carefully. Don't rush out aimlessly, without definite preparation, hoping for some favorable opportunity to present itself. Seek for and make your opportunities; prepare a list of dealers that you propose to see and then follow it up by seeing all of those that you can reach. Do not count too strongly on closing a good trade the first day; perhaps you may not close one good one in a week; older agents have gone longer without definite results, but they are accustomed to looking philosophically on apparent defeat, and the agent of experience knows that ultimate victory comes of apparent defeat often and that steady and determined effort will win the battle eventually. An excellent idea, in the opinion of the writer, is to spend a few days in prospecting or "pioneering," selecting with discrimination the buyers that seem promising, and then calling to his aid the assistance of a really first-class man to help him "close." By a careful observance of the man's manner of presenting his arguments and his methods of work the beginner obtains in a few days a practical knowledge of the little details of the canvassing art that are so impossible to describe, yet so essential to success. He receives a series of object lessons in that combination of finesse and tact that practically constitutes skill in soliciting orders for one's house. The writer has been convinced so firmly that the help of an experienced salesman at the outset of a beginner's career is indispensable to his early and pronounced success that, were he limited to a single suggestion, all others would be sacrificed to this one idea.

One would think, from the jokers' references, that the new man was generally a gigantic failure on his first trip; but the truth is that many of our most successful salesmen speak of their first trip as one of the very best they ever had. The new man looks back and acknowledges the truth of the old saying, "Where ignorance is bliss, 'tis folly to be wise." In the blissful ignorance of his inexperience he called on men whom older travelers looked upon as order proof. The very audacity of the thing pleased the tough customers whom old travelers avoided, and he conquered.

The new man is not half so much an object of sympathy on his first trip as on his second. He sells everybody the first time around and he sells good bills; but when he calls again he is met with, "We bought too many goods of you on the other trip; will not need any more for some time." It is then he wishes his first trip had not been quite such a good one, and that he had something for the next.

The busy buyer is an extremely busy man. He is first to arrive and last to leave and from the moment he pushes up the top of his desk and calls his stenographer until he slams it down and starts out he is hard at work. Indeed, his absorption and the way in which he sinks his personality out of sight and puts on a buyer's inscrutability have earned for him the title of "the Sphinx" among the other men in the house. By the time he has finished his morning dictation there is usually some one waiting to see him and occasionally two or three men are lined up watching for a chance to get at him. I have seen him spend the entire forenoon with trav-

elers, working them through as quickly as possible and doing his work well, find others waiting for him when he returned from lunch, and finally have to turn men away with: "Come in the morning. I can't listen to you to-night," in order to get his mail signed in time to get it dispatched. Buyers, as a rule, are busy men, and to such a conversational bore becomes a thing of terror.

It is difficult to make a good road salesman out of a woman. In a dry goods store, in a retail way, where the goods are sold to the user, she does excellently. Her tact, quickness of perception and deftness of touch making her valuable. She can even successfully manage a department in which the same faculties are employed on a larger scale, but the experience, training and method of thought necessary to a road salesman are entirely foreign to anything in her knowledge. Freight and time, equalization and exclusive territory, cash discounts and future datings, competitors' prices and the quality of their goods, the relative value of the trade of different houses and the judgment as to when to grant the "extra five" and when to withhold it—these are Greek to her. Give her samples and uniform prices from which there is no deviation, let her quote her one price and praise the goods all she wishes, and if that were all she would do well; but it is not all.

The salesman is a natural expansionist. "We want orders," writes the house, and he counts that day as lost whose low descending sun sees no requisition for goods mailed in. With all his desire to work for the house's best interest and to do what he knows will please the men at home, he occasionally allows himself to be overpersuaded and falls back upon the plea of expediency in explaining to his house why he deviated from instructions.

The office man, on the contrary, is a born "detailist," if I may coin a word, whose life is spent in working out the sum of 2 multiplied by 2 makes 4, and who sees no sense nor reason in altering either the factors or the result. A loss through a bad account or any reduction from the maximum profit the order should yield, he feels as a personal reproach, and so he anxiously guards against any tendency toward looseness of method or a generosity that may diminish the total footings. While the salesman is an optimist working in a hail-fellow-well-met spirit of brotherly love, the ideal credit man is a cold-blooded duffer with a diseased liver and a memory that refuses to take cognizance of any claims of love, kinship or friendship, expediency or large profit, that might change the footings of the ledgers to the firm's detriment.

The book-keeper, as well as the office manager, comes in for a share of the average salesman's ill-regard, for he holds him accountable for many of the

troubles with customers that arise from disputes over payments. A trifling discrepancy, or a series of them, that amount to very little in dollars and cents will disturb his balance and cause a lengthening column of figures on the ledger without the red line across it which it seems the book-keeper's passion to draw. It causes him trouble and extra work in his statements and trial balances, and as it is usually left to him in the office to keep all tag ends straightened out, or, at least, to see that they are not forgotten, it is small wonder if they form a constant source of irritation and are magnified into undue proportion. It is very easy for him to call the attention of the office manager to irregularities in such a manner as will put them in their worst light and by his prompting infuse a tone into the correspondence that will work more harm than the loss of many times the amount involved.

I am very sure I am not alone in the trade in looking upon the young man with kindly feelings when he opens the door and wishing him success in his work. He is the merchant of the future. Out of his ranks came the men who are at the helm of affairs to-day, and he and his successful companions will take our places in the not distant future. We have made many improvements on the ways of our predecessors; he will be a distinct improvement upon us older men. All the advice on methods of work will be thrown away unless the young drummer realizes and puts into practice the idea that success can not come to him without the constant exercise of hard work, perseverance and never-failing courage. Throw your personality and your perfect enthusiasm into your efforts; use your brain as well as your tongue; value your time, and take advantage of your opportunities.

GEO. D. RICE.

Never marry for money, but always for love. If a girl has money though, try to love her.

\$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.

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

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



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
GEO. GUNDUM, 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. GUNDUM, 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.

Fire Insurance Pointers For Druggists.

In "placing a risk" the insurer will in some localities be met at the outset with the question of cost as presented by "mutual" companies, in which the members assess themselves according to the amount of losses, and the stock companies in which a fixed premium is paid, regardless of the outcome in that respect. The "mutual" plans may appear cheaper, but it must be remembered that this appearance may prove fallacious. The operations of such companies are circumscribed, and an extended conflagration might destroy the company. In a stock company with ample capital, and doing business over an extended area, this risk is very small, and the insured knows always exactly what his insurance will cost.

The old admonition against carrying all one's eggs in one basket should be considered in relation to placing the risk. The insurer should consider whether two policies in two first-class companies would not be a still better assurance than one carrying the same property in one company. The risk in either case is very slight indeed when the companies are really sound to begin with.

When one pays the premium required and comes into possession of his policy, he finds it a thing of many "conditions." These are usually so numerous that they are printed in rather small type, and the task of reading them understandingly is a somewhat formidable one. But this task should be faithfully accomplished, for it is important to find out exactly what one must not do—under what conditions this policy may become of no effect.

Among these conditions will be found generally, if not always, a clause prohibiting the having of benzine on the premises. A druggist may very naturally contend that benzine is a proper part of a druggist's stock, and that a policy covering such stock should include benzine; but unless some express permission be given in writing on the policy to keep this article in stock, there is room for a lawsuit. We would remark in passing that the fear of benzine existing in the insurance mind is not without good foundation. We have known it to be ignited in drawing from a barrel by a lantern probably eight feet distant, the flame communicating, of course, by means of the vapor arising from the liquid.

If two or more policies are obtained on the same stock of goods, it is very important to have the specification of what is insured, and its location, exactly alike in all. In case of a loss the payment to be made by each company is, of course, adjusted pro rata, and unless the policies are concurrent in terms, complication ensues. We know of a

case in which in one policy the stock was described as being contained in a certain room, and in another as in the store-room and cellar. A fire ensued, and it thus became manifest that one company was insuring things which another was not. The adjuster of one company calculated its proportion of the loss, which calculation was accepted by the insured; the other company refused to accept the adjustment, claiming that its proportion was made too high; an arbitration was had, and a compromise made by the arbitrators, which caused a loss to the person insured.

Of late years there has been an agreement between insurance companies generally to add to their policies a new condition known as the "coinsurance clause." This provides that to obtain the full benefit of a contract the insurance carried must either be equal to the entire value of the property, or, what is generally customary, to 80 per cent. of such value.

In case of a total loss, this provision becomes inoperative, for reasons which will be seen, but in a case of partial loss, where the sum total of insurance does not reach the required amount, the policy-holder will only receive payment for a part of this loss.

An illustration by Ainslie will show how this sum is arrived at. Assume that the total value of the property insured is \$40,000; then 80 per cent. of its value will be \$32,000, which is the amount of insurance that should be carried. Assume that the amount of insurance that is actually placed amounts to only \$25,000. This, it will be seen, is \$7,000 short of the proper amount. Suppose that a fire occurs, resulting in a loss of \$10,000. The insurance being \$7,000 short, the \$32,000 proper insurance has to pay the \$10,000 loss, figuring \$312.50 to each \$1,000—that is to say, the insurance companies pay on \$25,000, which is the amount of their policies, to the extent of \$7,812.50, and the merchant, who is a coinsurer on the \$7,000 short insurance, pays upon that basis \$2,187.50. Thus the merchant receives out of his \$10,000 loss the sum of \$7,812.50. He is obliged to count as additional loss the \$2,187.50 on account of not being insured up to 80 per cent. of the value of his stock.

It is evident that these facts should be carefully considered in determining what amount of insurance should be paid for.

It is also evident that in order to set about this properly, one should know the value of his stock as fully as possible, and this is equally as necessary in case a loss occurs. To have such knowledge requires more labor of inventorying and book-keeping than most druggists are willing to expend, but the labor is a paying one, from several points of view. The results achieved by it are especially useful if a time comes when it is necessary to make a claim.

Coating for Enteric Pills.

Pills coated with keratin are insoluble in the fluids of the stomach, and are very likely to prove insoluble also in the intestines. We may say that an ideal enteric-coated pill has yet to be attained. The most successful coating, and the one used, we believe, by manufacturers, is composed of fatty acids. Salol has been used to a limited extent, but it is more expensive, as a thick investment is required.

The railroad engineer may not be a society leader, but wealth and fortune frequently follow his train.

A Druggist's Successful Experiment.

There is a druggist in Indiana who, a year ago, concluded that he would no longer carry whiskies and wines, nor handle liquors of any sort. He is thought to be about the only druggist in the State who has adopted this policy. As the result of his experiment, he reports that his trade has not only not suffered, but has materially improved. If druggists generally would follow his example they would not only remove a curse from the trade, but, we believe, would profit similarly in increase of business. There is no profit in liquors to the druggist who observes the letter and the spirit of the law. He does not sell enough legitimately to pay the government license, to say nothing of whatever state or local license may be in force. If he wants to make money he must be a law-breaker, or run his store as a saloon under saloon license. Either alternative discredits the profession. What is the use, anyway, in handling liquors? Emergency calls can easily be supplied from a near-by liquor store. The drug business can be run at better profit, and without sacrifice of self-respect, without liquors. The majority of druggists regard the liquor feature as a nuisance rather than a blessing, but lack the courage to cast it off, fearing, mistakenly, we are sure, injury to their business in general. The few who have tried the experiment seem to be well satisfied with the result.

How to Keep Plasters.

In a paper read at the last meeting of the Michigan Pharmaceutical Association H. C. Knill, Jr., said that plasters should be kept at an ordinary temperature in a dry place. Never keep them in the cellar or in any place where they are likely to gather moisture, and exclude them from the air as much as possible in tin, wood, or very heavy cardboard boxes. The only way of displaying spread plasters is in a showcase, and then always in their original package only. Never put them in the window, for they are affected by the heat and would be spoiled by the sun. Never dispense or sell any but the very best made, and those which are up to strength and properly medicated; there is no money in buying cheap plasters, for they will spoil and will not give satisfaction to customers; and then again, when the pharmacist gets a prescription from a doctor he should know that the plaster dispensed is up to the standard of the United States Pharmacopoeia, for the doctor always expects to get the physiological effect of the plaster, and he should not be disappointed.

When selling plasters always tell customers to wash and dry thoroughly the parts where the plaster is to be applied. Equal parts of ether and alcohol, applied to the parts by rubbing with the hands before applying the plaster, will open up the pores of the skin and allow the plaster to take immediate effect.

Path of the Drug Cutter Not Strewn With Roses.

The authorities in Germany have decided to condemn a trader as guilty of unfair competition in trade who offers goods for sale under cost price in order to attract custom; and, in order that no mistake shall be made about what is cost price, this is defined as being the price which the seller has paid the factory, so that no ingenious manipulation of figures by adding on rent, staff charges, etc., can be effected. Again, the proprietor of the drug store who puts in his window catch lines offering drugs at unremunerative prices might

not welcome being compelled to sell any quantity of such goods at the price indicated to any customer. These regulations, however, although drastic, admit of no quibbling. But a doubt comes in when the making of such a statement as small profits and quick returns are the order of business has to be justified to the satisfaction of the authorities, and we appear to be trespassing on the traditional rights of even some of the most "legitimate" manufacturers when it is required that views of their premises, given on their business paper, shall represent actual appearances. Verily the ways of the "cutter" in Germany are hard.

The Drug Market.

Articles in this line are steady at unchanged prices.

Opium—Reports from primary market are of a quiet tone, with very few sales. Stocks are low, but crop reports are favorable.

Morphine—Is unchanged.

Quinine—Is reported advanced in London, but no advance has taken place here.

Alcohol—Competition on this article has brought the price down to cost and less, with no prospect of any profit for some time to come.

Essential Oils—Are all steady, with the exception of anise, which is slightly lower.

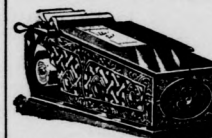
Never wear tight corsets. If you must be squeezed, let some man do it.

Does Your Stock of Wall Paper Need Sorting Up?

Perhaps with the opening of spring trade you have discovered that you are short on some grades or colors. If so send for our line of samples; we will send them express prepaid. Our prices we guarantee to be identically the same as manufacturers'. We guarantee prompt shipment. Write us.

The Wall Paper Jobbers.

Heystek & Canfield,
Grand Rapids, Mich.



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.

WHOLESALE PRICE CURRENT.

Advanced—
Declined—

Acidum					
Aceticum	60	8	Conium Mac.	35	50
Benzolcum, German	70	75	Copaiba	1 15	25
Boricum	16		Cubebe	90	1 00
Carbolicum	25	41	Erigeron	1 00	1 10
Citricum	45	50	Gaultheria	1 00	1 10
Hydrochlor	30	5	Geranium, ounce	50	60
Nitrosum	12	14	Gossypii, Sem. gal.	50	60
Oxalicum	12	14	Hedeoma	1 20	1 30
Phosphoricum, dil.	15		Junipera	1 50	2 00
Salicylicum	15	60	Limonis	90	2 00
Sulphuricum	13	40	Mentha	1 30	1 40
Tannicum	1 25	1 40	Mentha Piper	1 50	1 60
Tartaricum	38	40	Mentha Virid.	1 50	1 60
Ammonia					
Aqua, 16 deg.	40	6	Morruus, gal.	1 00	1 15
Aqua, 20 deg.	60	8	Myrica	4 00	4 50
Carbonas	12	14	Picea Liquida	10	12
Chloridum	12	14	Picea Liquida, gal.	10	12
Aniline					
Black	2 00	2 25	Ricin	92	1 00
Brown	80	1 00	Rosmarini	1 00	1 10
Red	45	50	Rose, ounce	6 50	8 50
Yellow	2 50	3 00	Succini	40	45
Bacca					
Cubese, po. 18	13	15	Sabina	90	1 00
Juniperus	6	8	Santal	2 50	3 00
Xanthoxylum	25	30	Sassafras	55	60
Balsamum					
Copaiba	50	55	Sinapis, ess., ounce	1 70	1 80
Peru	45	50	Tigili	40	50
Terrabin, Canada	50	55	Thyme	40	50
Cortex					
Abies, Canadian	18		Thyme, opt.	1 60	20
Cassia	12		Theobromas	15	20
Cinchona Flava	12		Potassium		
Euonymus atropurp	30		Bi-Carb.	15	18
Myrica Corifera, po.	30		Bichromate	13	15
Prunus Virgin.	12		Bromide	52	57
Quillaja, gr'd.	12		Carb.	12	15
Sassafras, po. 18	12		Chlorate, po. 17@19c	16	18
Ulmus, po. 15, gr'd	15		Cyanide	35	40
Extractum					
Glycyrrhiza Glabra	24	25	Iodide	2 40	2 50
Glycyrrhiza, po.	28	30	Potassa, Bitart, pure	28	30
Hematox, 15 lb box	11	12	Potassa, Bitart, com	10	12
Hematox, 1s.	13	14	Potass Nitras, opt.	10	12
Hematox, 1/2s.	14	15	Potass Nitras	10	12
Hematox, 1/4s.	16	17	Prussiate	24	25
Ferra					
Carbonate Precip.	2 25		Sulphate po	15	18
Citrate Soluble	2 75		Radix		
Ferrocyanidum Sol.	40		Aconitum	20	25
Sulphate, com'l.	2		Althea	22	25
Sulphate, com'l, by	7		Anchusa	10	12
Sulphate, pure	50		Arum po.	10	12
Flora					
Arnica	12	14	Calamus	20	25
Anthem.	22	25	Gentiana, po. 15	12	15
Matricaria	30	35	Glycyrrhiza, pv. 15	16	18
Folia					
Barosma	25	30	Hydrastis Canaden.	5	55
Cassia Acutifol.	18	20	Hydrastis Can., po.	18	20
Cassia Acutifol. Alx.	25	30	Hellebore, Alba, po.	15	20
Salvia officinalis, 1/2s	12	14	Inula, po.	15	20
Ura Ursi.	9	10	Ipecac, po.	3 90	4 00
Gummi					
Acacia, 1st picked.	65		Jalapa, pr.	35	40
Acacia, 2d picked.	45		Maranta, 1/2s.	25	30
Acacia, 3d picked.	28		Podophyllum, po.	22	25
Acacia, sifted sorts.	60	80	Rhei, cut.	75	1 35
Aloe, Barb. po. 18@20	12	14	Rhei, pv.	75	1 35
Aloe, Cape, po. 15	12	14	Spigelia	35	38
Aloe, Socotri. po. 40	50	60	Sanguinaria, po. 15	30	35
Ammoniac	50	55	Serpentaria	40	45
Assafoetida	25	30	Senega	40	45
Benzoinum	50	55	Similax, officinalis H	10	12
Catechu, 1s.	13	14	Smilax, M.	10	12
Catechu, 1/2s.	13	14	Symplocarpus, Foeti-	10	12
Catechu, 1/4s.	13	14	us, po.	25	30
Camphora	50	55	Valeriana, Eng. po. 30	15	20
Euphorbium, po. 35	65	70	Valeriana, German.	15	20
Galbanum	1 00		Zingiber a.	12	16
Gamboge po.	65	70	Zingiber j.	25	27
Gualacum, po. 25	30		Semen		
Kino, po. \$3.00	3 00		Anisum, po. 15	12	15
Mastic	60		Apium (graveleons)	13	15
Myrrh, po. 45	60		Bird, 1s.	40	45
Opil., po. 4.80@5.00	3 35	3 45	Carul.	10	12
Shellac	25	35	Cardamon.	1 25	1 75
Shellac, bleached	40	45	Coriandrum	80	100
Tragacanth	50	60	Cannabis Sativa	4 1/2	5 00
Herba					
Absinthium, oz. pkg	25		Cydonium	75	1 00
Eupatorium, oz. pkg	20		Chenopodium	10	12
Maibell, oz. pkg	25		Dipteris Odorata	1 40	1 50
Majorum, oz. pkg	25		Poniculum	10	12
Mentha Pip. oz. pkg	23		Poniculum, po.	70	90
Mentha Vir. oz. pkg	25		Lini	3 1/2	4 1/2
Rue, oz. pkg	22		Lini, gr'd. bbl. 3 1/2	40	45
Tanacetum V oz. pkg	39		Lobelia	35	40
Thymus, V. oz. pkg	25		Pharlaris Canarian.	40	45
Magnesia					
Calcined, Pat.	55	60	Rapa	4 1/2	5
Carbonate, Pat.	20	22	Sinapis Albu.	90	100
Carbonate, K. & M.	20	25	Sinapis Nigra	11	12
Carbonate, Jennings	35	36	Spiritus		
Oleum					
Absinthium	4 50	4 75	Frumentl, W. D. Co.	2 00	2 50
Amygdale, Dulc.	30	50	Frumentl, D. F. R.	2 00	2 25
Amygdale, Amara	8 00	8 25	Frumentl	1 25	1 50
Anisi	1 85	2 00	Juniperis Co. O. T.	1 65	2 00
Aurant Cortex	2 40	2 50	Juniperis Co.	1 75	2 00
Bergamli	2 80	2 90	Saacharum N. E.	1 90	2 10
Cajiputi	75	80	Spl. Vini Galli	1 75	2 00
Caryophylli	80	90	Vini Oporto	1 25	2 00
Cedar	35	65	Vini Alba	1 25	2 00
Chenopadii	2 75		Sponges		
Cinnamoni	1 60	1 70	Florida sheeps' wool	2 50	2 75
Citronella	45	50	carriage	2 00	2 25
			Nassau sheeps' wool	2 00	2 25
			carriage	2 00	2 25
			Velvet extra sheeps'	2 00	2 25
			carriage	2 00	2 25
			Extra yellow sheeps'	2 00	2 25
			carriage	2 00	2 25
			Grass sheeps' wool	2 00	2 25
			carriage	2 00	2 25
			Hard, for slate use.	2 00	2 25
			Yellow Reef, for	2 00	2 25
			slate use	2 00	2 25
			Syrups		
			Acacia	50	55
			Aurant Cortex	50	55
			Zingiber	50	55
			Ipecac	50	55
			Ferri Iod.	50	55
			Rhei Arom.	50	55
			Smilax Officinalis	50	55
			Senega	50	55
			Scilla	50	55

Morphia, S.P. & W.	2 20	2 45	Sinapis	18		Linseed, pure raw	49	52
Morphia, S.N.Y. & C. Co.	2 10	2 35	Sinapis, opt.	30		Linseed, boiled	50	53
Moschus Canton.	40		Snuff, Maccaboy, De	34		Neatsfoot, winter str	65	70
Myristica, No. 1	65	80	Voer	34		Spirits Turpentine	48	55
Nux Vomica, po. 20	10		Snuff, Scotch, DeVo's	11		Paints		
Os Sepia	15	18	Soda Boras	11		BBL.	LB	
Pepsin Saac, H. & P.	1 00		Soda Boras, po.	11		Red Venetian	1 1/2	2 1/2
D. Co.	1 00		Soda et Potass Tart.	28		Ochre, yellow Mars.	1 1/2	2 1/2
Picis Liq. N.N. 1/2 gal.	1 00		Soda, Carb.	1 1/2	2	Ochre, yellow Ber.	1 1/2	2 1/2
Picis Liq., quart.	1 00		Soda, Ash	3 1/2	4	Putty, commercial	2 1/2	2 3/4
Pil Hydragr. po. 80	10		Soda, Sulphas.	2		Putty, strictly pure	2 1/2	2 3/4
Piper Nigra, po. 22	10		Spts. Cologne	2		Vermillion, Prime	13	15
Piper Alba, po. 35	10		Spts. Ether Co.	50	55	Vermillion, English	70	75
Plumbi Acet.	10	12	Spts. Vini Rect. bbl.	9	90	Green, Peninsular	13 1/2	17 1/2
Pulvis Ipecac et Opil	1 10	1 20	Spts. Vini Rect. 1/2 bbl.	2		Lead, Red	5 1/2	6 1/4
Pyrethrum, boxes H.	1 25		Spts. Vini Rect. 10 gal	2		Lead, white	5 1/2	6 1/4
& P. D. Co., doz	25	30	Strychnia, Crystal	1 20	1 35	Whiting, white Span	2	30
Pyrethrum, pv.	25	30	Sulphur, Subl.	2 1/2	4	Whiting, gilders	2	70
Quina, S. P. & W.	43	43	Sulphur, Roll	2 1/2	3 1/2	White, Paris Amer.	2	1 00
Quina, S. German	38	48	Tamarinds	8	10	Whiting, Paris Eng.	2	1 00
Quina, N. Y.	38	48	Terebenth Venice	28	30	Whiting, Paris Eng.	2	1 00
Rubia Tinctorum	12	14	Theobromas	48	48	Universal Prepared	1 00	1 15
Saccharum Lactis pv	12	20	Vanilla	9 00	16 00	Varnishes		
Salicin	3 00	3 10	Zinc Sulph.	7	8	No. 1 Turp Coach	1 10	1 20
Sanguis Draconis	40	50	Oils			Extra Turp	1 60	1 70
Sapo, W.	12	14	Whale, winter	BBL.	GAL.	Coach Body	2 75	3 00
Sapo, M.	10	12	Lard, extra	55	60	No. 1 Turp Furn	1 00	1 10
Sapo, G.	10	15	Lard, No. 1	40	45	Extra Turk Damar	1 55	1 60
Siedlitz Mixture	20	22				Jap. Dryer, No. 1 Turp	70	75

PAINT AND ARTIST'S BRUSHES

Our stock of Brushes for the season of 1899 is complete and we invite your orders. The line includes

Flat Wall bound in rubber,
brass and leather
Oval Paint Round Paint
Oval Chisel Varnish
Oval Chisel Sash
Round Sash
White Wash Heads
Kalsomine
Flat Varnish
Square and Chisel



All qualities at satisfactory prices.

Camel Hair Varnish
Mottlers Flowing
Color
Badger Flowing,
single or double
C. H. Pencils, etc.

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.....7 00 Diamond.....4 00 Fraser's.....75 9 00 LXL Golden, tin boxes 75 9 00 Nica, tin boxes.....9 00 Paragon.....55 6 00	BLUING. CONDENSED PEARL BLUING Small, 3 doz.....40 Large, 2 doz.....75 BROOMS. 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.....90 Fancy Whisk.....95 Warehouse.....2 70 CANDLES. 8s.....7 16s.....8 Paraffine.....8 Whacking.....20 CATSUP. Columbia, pints.....2 00 Columbia, 1/2 pints.....1 25 CHEESE Acme.....@ 13 Amboy.....@ 13 1/2 Elsie.....@ 13 1/2 Emblem.....@ 14 Gem.....@ 14 Gold Medal.....@ 14 Ideal.....@ 13 Jersey.....@ 13 1/2 Riverside.....@ 12 Brick.....@ 12 Edam.....@ 12 Leiden.....@ 17 Limburger.....@ 13 Pineapple.....@ 50 Sap Sago.....@ 17 Chicory. Bulk.....5 Red.....7 CHOCOLATE. Walter Baker & Co.'s.....23 German Sweet.....35 Premium.....35 Breakfast Cocoa.....46 COFFEE. Roasted, kilo. Fair.....9 Good.....10 Prime.....12 Golden Mocha.....13 Peaberry.....14 Santos. Fair.....14 Good.....15 Prime.....16 Peaberry.....18 Maracabo. Prime.....15 Milled.....17 Java. Interior.....26 Private Growth.....32 Mandehling.....35 Mocha. Imitation.....22 Arabian.....28 Roasted. Clark-Jewell-Well's Co.'s Brands Cliff Avenue.....29 Jewell's Arabian Mocha.....29 Wells' Mocha and Java.....24 Wells' Perfection Java.....24 Sanoabo.....21 Breakfast Blend.....18 Valley City Maracabo.....18 1/2 Ideal Blend.....14 Leader Blend.....12 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 1/2 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 foil 1/2 gross.....85 Hummel's tin 1/2 gross.....1 43 CLOTHES PINS. 5 gross boxes.....40	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 CONDENSED MILK. 4 doz in case. Gall Borden Eagle.....7 75 Crown.....6 25 Daisy.....5 75 Champion.....5 50 Magnolia.....4 25 Challenge.....3 35 Dime.....3 35 COUPON BOOKS. Tradesman 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 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.....8 00 2,000, any one denom'n.....8 00 Steel punch.....75 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 DRIED FRUITS—DOMESTIC Apples. Sundried.....@ 7 1/2 Evaporated 50 lb boxes.....@ 9 1/2 California Fruits. Apricots.....@ 15 Blackberries.....@ 11 Nectarines.....@ 11 Peaches.....@ 10 Pears.....@ 7 1/2 Pitted Cherries.....@ 7 1/2 Prunelles.....@ 7 1/2 Raspberries.....@ 7 1/2 California Prunes. 100-120 25 lb boxes.....@ 5 90-100 25 lb boxes.....@ 5 1/2 80-90 25 lb boxes.....@ 5 1/2 70-80 25 lb boxes.....@ 5 1/2 60-70 25 lb boxes.....@ 5 1/2 50-60 25 lb boxes.....@ 5 1/2 40-50 25 lb boxes.....@ 5 1/2 30-40 25 lb boxes.....@ 5 1/2 1/2 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.....6 Loose Muscatels 4 Crown.....7 L. M. Seeded, choice.....8 L. M. Seeded, fancy.....9 1/2 FOREIGN. Citron. Leghorn.....@ 11 Corsican.....@ 12 Currants. Patras bbls.....@ 5 1/2 Cleaned, bulk.....@ 6 Cleaned, packages.....@ 6 1/2 Peel. Citron American 10 lb bx.....@ 10 1/2 Lemon American 10 lb bx.....@ 10 1/2 Orange American 10 lb bx.....@ 10 1/2 Raisins. Ondura 28 lb boxes.....@ 2 Sultana 1 Crown.....@ 2 Sultana 2 Crown.....@ 2 Sultana 3 Crown.....@ 2 Sultana 4 Crown.....@ 2 Sultana 5 Crown.....@ 2 Sultana 6 Crown.....@ 2 Sultana package.....@ 2	FARINACEOUS GOODS. Farina. 24 1 lb. 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 70 300 lb. barrels.....5 10 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 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.....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.....3 10 Round 40 lbs.....1 40 Scaled.....14 Flackerol. 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 20 No. 1 8 lbs.....1 48 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.....2 40 No. 1 10 lbs.....68 No. 1 8 lbs.....67 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 2 oz.....1 20 3 oz.....1 50 4 oz.....2 00 6 oz.....3 00 No. 8 4 00 No. 10 6 00 No. 12 6 25 No. 3 T 2 00 No. 4 T 2 40 D. C. Lemon.....2 00 2 oz.....75 3 oz.....1 00 4 oz.....1 40 6 oz.....2 00 No. 8 2 40 No. 10 4 00 No. 12 4 80 No. 3 T 1 25 No. 4 T 1 50	Perrigo's. Van. Lem. doz. XXX, 2 oz. obert.....1 25 XXX, 4 oz. taper.....2 25 XX, 2 oz. obert.....1 00 No. 2, 2 oz. obert.....75 XXX D D pchtr, 6 oz.....2 25 XXX D D pchtr, 4 oz.....1 75 K. P. pitcher, 6 oz.....2 25 Pure Brand. Lem. Van. doz. 2 oz. Taper Panel.....75 2 oz. Oval.....75 3 oz. Taper Panel.....1 35 4 oz. Taper Panel.....1 60 FLY PAPER. Tanglefoot, per box.....36 Tanglefoot, per case.....3 20 Holders, per box of 50.....75 Perrigo's Lightning, gro.....2 50 Petrolatum, per doz.....75 HERBS. Sage.....15 Hops.....15 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 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 36 lb pails.....65 LYE. Condensed, 2 doz.....1 80 Condensed, 4 doz.....2 25 LICORICE. Pure.....80 Calabria.....25 Sicily.....14 Root.....10 MINCE MEAT. Ideal, 3 doz. in case.....2 25 PATCHES. Diamond Match Co.'s brands. No. 9 sulphur.....1 05 Anchor Parlor.....1 70 No. 2 Home.....1 10 Export Parlor.....4 00 MOLASSES. New Orleans. Black.....11 Fair.....14 Good.....20 Fancy.....24 Open Kettle.....25 @ 35 Half-barrels 2c extra. MUSTARD. Horse Radish, 1 doz.....1 75 Horse Radish, 2 doz.....3 50 Bayle's Celery, 1 doz.....1 75 PIPES. Clay, No. 216.....1 70 Clay, T. D. full count.....65 Cob, No. 3.....85 POTASH. 48 cans in case. Babbitt's.....4 00 Penna Salt Co.'s.....3 00 PICKLES. Medium. Barrels, 1,200 count.....3 75 Half bbls, 600 count.....2 38 Small. Barrels, 2,400 count.....4 75 Half bbls, 1,200 count.....2 88 RICE. Domestic. Carolina head.....6 1/2 Carolina No. 1.....5 Carolina No. 2.....4 Broken.....3 1/2	Imported. Japan, No. 1.....5 1/2 @ 6 Japan, No. 2.....4 1/2 @ 5 Java, fancy head.....5 @ 5 1/2 Java, No. 1.....5 @ Java, No. 2.....@ SALERATUS. Packed 60 lbs. in box. Church's Arm and Hammer.....3 15 Deland's.....3 00 Dwight's Cow.....3 15 Emblem.....3 50 L. P.....3 00 Soda.....3 15 Wyandotte, 100 lbs.....3 00 SAL SODA. Granulated, bbls.....75 Granulated, 100 lb cases.....90 Lump, bbls.....75 Lump, 145 lb kegs.....85 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 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. Pelouze Household.....12 @ 10 Weighs 24 lbs by ounces. SEEDS. Anise.....9 Canary, Smyrna.....3 1/2 Caraway.....8 Cardamon, Malabar.....60 Celery.....11 Celery.....4 1/2 Mixed Bird.....4 1/2 Mustard, white.....5 Poppy.....10 Rape.....4 1/2 Cuttle Bone.....20 SNUFF. Scotch, in bladders.....87 Maccaboy, in jars.....9 French Rappee, in jars.....48 SOAP. JAXON Single box.....2 85 5 box lots, delivered.....2 0 10 box lots, delivered.....2 75 JAS. S. KIRK & CO.'S BRANDS. American Family, wrp'd.....2 66 Dome.....2 75 Cabinet.....2 20 Savon.....2 50 White Russian.....2 35 White Cloud, laundry.....6 25 White Cloud, toilet.....3 50 Dusky Diamond, 50 8 oz.....2 10 Dusky Diamond, 50 8 oz.....3 00 Blue India, 100 1/2 lb.....3 00 Kirkway.....3 50 Eos.....2 50 Scouring. Sapallo, kitchen, 3 doz.....2 40 Sapallo, hand, 3 doz.....2 40 SODA. Boxes.....5 1/2 Kegs, English.....4 1/2
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SPICES.

Whole Sifted.	
Allspice	14
Cassia, China in mass	12
Cassia, Batavia in bund.	25
Cassia, Saigon in rolls.	32
Cloves, Amboyna	14
Cloves, Zanzibar	12
Mace, Batavia	55
Nutmegs, fancy	80
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	65
Mustard	12@18
Nutmegs	40@50
Pepper, Sing., black	15
Pepper, Sing., white	22
Pepper, Cayenne	20
Sage	15

SYRUPS.

Cane.	
Barrels	16
Half bbls.	17
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.

Kingsford's Corn.	6
40 1-lb packages.	6 1/4
20 1-lb packages.	6 1/4
Kingsford's Silver Gloss.	7
40 1-lb packages.	7 1/4
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 1/4
3-lb packages.	4 1/4
6-lb packages.	5
40 and 50 lb boxes.	3
Barrels	3

Kingsford's Corn.

40 1-lb packages.	6
20 1-lb packages.	6 1/4

Kingsford's Silver Gloss.

40 1-lb packages.	7
6-lb boxes.	7 1/4

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

STOVE POLISH.

No. 4, 3-do in case, gross.	4 50
No. 6, 3-do 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 Leaf	5 75
Crushed	5 75
Powdered	5 38
XXXX Powdered	5 50
Cubes	5 38
Granulated in bbls.	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 Confection	5 25
Confection 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

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

TOBACCOS.

Cigars.	
Clark-Jewell-Wells Co.'s brand.	
New Brick	33 00
H. & P. Drug Co.'s brands.	
Fortune Teller	35 00
Our Manager	35 00
Quintette	35 00
G. J. Johnson Cigar Co.'s brand.	



S. C. W. 35 00

VINEGAR.

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

WOODENWARE.

Pails.	
2-hoop Standard	1 35
3-hoop Standard	1 50
2-wire, Cable	1 35
3-wire, Cable	1 61
Cedar, all red, brass bound	1 25
Paper, Eureka	2 25
Fibre	2 25

Tubs.

21-inch, Standard, No. 1	5 80
18-inch, Standard, No. 2	4 85
16-inch, Standard, No. 3	3 85
18-inch, Dowell, No. 1	6 25
16-inch, Dowell, No. 2	5 25
18-inch, Dowell, No. 3	4 25
No. 1 Fibre	9 00
No. 2 Fibre	7 50
No. 3 Fibre	6 75

Crackers.

The National Biscuit Co. quotes as follows:	
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Butter.

Seymour XXX	5 1/4
Seymour XXX, 3 lb. carton	5 1/4
Family XXX	5 1/4
Salted XXX	5 1/4
New York XXX	5 1/4
Wolverine	6
Boston	7 1/4

Soda.

Soda XXX	6
Soda XXX, 3 lb. carton	6 1/4
Soda, City	8
Long Island Wafers	11
L. I. Wafers, 1 lb. carton	12
Zephyrette	10

Oyster.

Saltine Wafer	5 1/4
Saltine Wafer, 1 lb. carton	6 1/4
Farina Oyster	5 1/4
Extra Farina Oyster	6

SWEET GOODS-Boxes.

Animals	10 1/4
Bent's Water	15
Cocoanut Taffy	10
Coffee Cake, Java	10
Coffee Cake, Iced	10
Cracknels	15 1/4
Cubans	11 1/4
Frosted Cream	8
Ginger Gems	8
Ginger Snaps, XXX	7 1/4
Graham Crackers	10
Graham Wafers	10
Grand Ma Cakes	9
Imperial	8
Jumbles, Honey	11 1/4
Marshmallow	15
Marshmallow Creams	16
Marshmallow Walnuts	16
Mich. Frosted Honey	12 1/4
Molasses Cakes	8
Newton	12
Nic Nacs	8
Orange Gems	8
Penny Assorted Cakes	8
Pretzels, hand made	7 1/4
Seas' Lunch	7
Sugar Cake	8
Sugar Squares	8
Vanilla Wafers	14
Sultanias	12 1/4

Nuts.

Almonds, Tarragona	2 1/2
Almonds, Ivaca	2 1/4
Almonds, California	2 1/2
soft shelled	2 1/2
No. 1	2 1/2
No. 2	2 1/2
Brasils new	2 1/2
Filberts	2 1/2
No. 3	2 1/2
No. 4	2 1/2
No. 5	2 1/2
No. 6	2 1/2
No. 7	2 1/2
No. 8	2 1/2
No. 9	2 1/2
No. 10	2 1/2
No. 11	2 1/2
No. 12	2 1/2
No. 13	2 1/2
No. 14	2 1/2
No. 15	2 1/2
No. 16	2 1/2

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 1/4

Candies.

Stick Candy.	
Standard	bbls. pails
Standard H. H.	6 1/4 @ 7
Standard Twist	6 1/4 @ 7
Cut Leaf	7 1/4 @ 8
Jumbo, 32 lb	@ 6 1/4
Extra H. H.	@ 8 1/4
Boston Cream	@ 10

Mixed Candy.

Grocers	@ 6
Competition	@ 6 1/4
Standard	@ 7
Conservé	@ 7 1/4
Royal	@ 7 1/4
Ribbon	@ 8 1/4
Broken	@ 7 1/4
Cut Leaf	@ 8
English Rock	@ 8
Kinderarten	@ 8 1/4
French Cream	@ 9
Dandy Pan.	@ 9
Hand Made Cream mixd	@ 13

Fancy-In Bulk.

San Blas Goodies	@ 11
Lozenges, plain	@ 8 1/4
Lozenges, printed	@ 8 1/4
Choc. Drops	@ 10 1/2
Choc. Monumentals	@ 12
Gum Drops	@ 12
Moss Drops	@ 8
Sour Drops	@ 8 1/4
Imperial	@ 9
Ital. Cream Buns, 35 lb pail	11
Molasses Chews, 15 lb. pails	13
Jelly Date Squares	@ 10

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	@ 75
Gum Drops	@ 30
Licorice Drops	@ 75
Lozenges, plain	@ 50
Lozenges, printed	@ 50
Molasses	@ 55
Mothers	@ 55
Cream Bar	@ 50
Molasses Bar	@ 50
Hand Made Creams	80 @ 90
Cream Buttons, Pep.	@ 65
String Wafers	@ 60
Burnt Almonds	1 25 @ 50
Wintergreen Berries	@ 50

Caramels.

No. 1 wrapped, 2 lb. boxes	@ 35
No. 1 wrapped, 3 lb. boxes	@ 50
No. 2 wrapped, 2 lb. boxes	@ 30
No. 2 wrapped, 3 lb. boxes	@ 50

Fruits.

Oranges.	
Seedlings	3 00 @ 3 25
Meat Sweet	@ 3 75

Lemons.

Strictly choice 360s.	@ 3 00
Strictly choice 300s.	@ 3 50
Fancy 300s	@ 3 75
Ex. Fancy 300s.	@ 4 00
Ex. Fancy 360s.	@

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	@ 16
Fancy, 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 P. H. V.	@ 6
Persians, P. H. V.	@ 6
1 lb cases, new	@ 6
Sairs, 60 lb cases	@ 5

Oils.

Barrels.	
Eocene	@ 11 1/4
XXX W. W. Mich. Hdt.	@ 10
W. W. Michigan	@ 9 1/4
Diamond White	@ 8 1/4
D. S. Gas	@ 12 1/4
Deo. Naptha	@ 12 1/4
Cylinder	29 @ 34
Engine	11 @ 21
Black, winter	@ 9

Grains and Feedstuffs

Wheat.	
Winter Wheat Flour.	68
Local Brands.	

Patents	4 00
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.	

Ball-Barnhart-Putman's Brand	
Daisy, 1/8s.	3 75
Daisy, 1/4s.	3 75
Daisy, 1/2s.	3 75
Worden Grocer Co.'s Brand.	
Quaker, 1/8s.	3 50
Quaker, 1/4s.	3 50
Quaker, 1/2s.	3 50

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

Clark-Jewell-Wells Co.'s Brand.	
Pillsbury's Best 1/8s.	4 45
Pillsbury's Best 1/4s.	4 35
Pillsbury's Best 1/2s.	4 25
Pillsbury's Best 1/4s paper.	4 25
Pillsbury's Best 1/2s paper.	4 25

Clark-Jewell-Wells Co.'s Brand.	
Pillsbury's Best 1/8s.	4 45
Pillsbury's Best 1/4s.	4 35
Pillsbury's Best 1/2s.	4 25
Pillsbury's Best 1/4s paper.	4 25
Pillsbury's Best 1/2s paper.	4 25

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Pillsbury's Best 1/2s.	4 25
Pillsbury's Best 1/4s paper.	4 25
Pillsbury's Best 1/2s paper.	4 25

Clark-Jewell-Wells Co.'s Brand.	
Pillsbury's Best 1/8s.	4 45
Pillsbury's Best 1/4s.	4 35
Pillsbury's Best 1/2s.	4 25
Pillsbury's Best 1/4s paper.	4 25
Pillsbury's Best 1/2s paper.	4 25

Clark-Jewell-Wells Co.'s Brand.	
Pillsbury's Best 1/8s.	4

Hardware

Net Prices in the Jobbing Business.

One generation passes away, and with it disappear many of its time-honored methods and customs. The young men of to-day will be the old men of to-morrow, and when they give place to the succeeding generation, they will, no doubt, shrug their shoulders, just as their fathers are doing now, at the innovations brought forth by the rising generation.

Each generation feels that the "boys" will not be able to carry on successfully the large interests which will descend to them, and so hold on as long as they can themselves, forgetting that, with the business, the sons may also inherit the fathers' shrewd business ability.

The world moves and business conditions greatly change. If the young blood brings with it a thorough knowledge of the times, and an insight that enables it to grasp the needs of the times, then the future is assured. A few years of success, and the elderly doubters are heard to remark, "The business still moves on, after all," and it is then that they begin to realize how a man's work lives after him. The undertakings to which they have given many years of study and the best part of their lives will continue to "move on" because of the momentum which their own thrift and energy have given the business. They should be thankful that the success of any business does not hinge upon the life or death of any one man; that there is a higher power that controls not only the destinies of men, but the success of any business.

It is not hard to understand why the older business men shake their heads doubtfully as they see the lists and discounts of yesterday give place to the net prices of to-day.

At the present time there are more goods sold at net prices than ever before in the history of the hardware business, and this tendency is increasing year by year.

In the hurry and rush incident to the retail and jobbing business of to-day, net prices are a necessity.

Both retailer and jobber know what they can get for certain goods, and want to know from the seller, not the list and discount price, but just what the goods will net them on board the cars in the seller's city.

Often do we hear the retailer say to the salesman, "Life is too short to figure out that long discount. What will that size cost me net?" Another common expression heard by the traveling salesman from the retailer when he quotes him a discount selling price, is: "Oh, pshaw, what does that make it net?" and it is becoming a habit with the jobber's buyer to say, "Let us see, what does that make it net?"

The successful salesman must be in a position where he can quote both list and discount, or a net price, as the buyer desires, but he will find the average jobber demanding net prices of the manufacturer, and the retailer in turn wanting his quotations equally simple, thus proving the assertion that net prices are the up-to-date basis for merchandising and are used because of the demand for them.

These assertions particularly apply to certain lines of goods which, in late years, were sold by manufacturers to jobbers, and, in turn, to retailers at list and discount, and are now sold almost entirely at net prices.

To this class belong lines made up of the great varieties of patterns and sizes; articles where a new manufacturer has come into the field making only the staple sizes, which necessitated the older maker selling part of the lines at one discount, and part at another; articles made of raw material in which the price is constantly fluctuating, and those in which the raw material makes up a large percentage of the goods, the cost of labor to produce them being only nominal. It is not necessary to enumerate these goods, as they will readily occur to the mind of the reader.

It is very apparent to anyone in touch with the hardware business that net prices are rapidly displacing lists and discount, and it is but a question of time when increasing competition will force manufacturers and jobbers alike to do business on such a slender margin that the broad and generous all-round discount from list, used so largely by our forefathers in amassing their fortunes, will be a thing of the past.

Business will be done on such a slender margin that a few odd cents per dozen on a certain size, owing to the increasing quantities sold, will mark the difference between a reasonable profit and a losing business.—Charles W. Emery in Hardware.

How Gen. Wood Reduced the Price of Meat.

When Gen. Wood assumed charge of Santiago de Cuba the conditions of the place were about as bad as they could be. The city was Americanized from a sanitary point of view. Then the question of food became uppermost. Meat had gone up to 90 cents a pound and was scarce at that. Bread sold for fabulous prices. Very soon there came a change; provisions began to come from the ordinary sources. As the supply increased, however, there was no diminution of prices. Gen. Wood sent for the aldermen representing the different wards of the city and he also summoned the butchers. When they assembled in his office he arranged them in two lines, facing one another. Then, through an interpreter, he asked the butchers:

"How much do you charge for your meat?"

"Ninety cents a pound, Senor."

"What does it cost you?"

There was a hesitation and a shuffling of feet; then one of the men said in a whining voice:

"Meat is very, very dear, Your Excellency."

"How much a pound?"

"It costs us very much, and"—

"How much a pound?"

"Fifteen cents, Your Excellency; but we have lost much money during the war. We need the money."

"So have your customers. Now meat will be sold at 25 cents a pound and not one cent more. Do you understand?"

Then, turning to the aldermen, he charged them to see that his order was carried out to the letter, unless they wanted to be expelled from office.

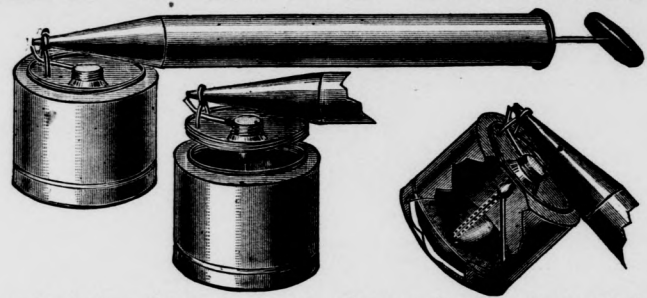
Thenceforward meat was sold in the markets at 25 cents. A similar reduction was made in the price of bread, vegetables and all food products. It was the first showing of the master hand to the public, and confidence in the American methods of administration strengthened rapidly.

Convicts to Make Binder Twine.

The Iowa Board of Control of State Institutions has determined to establish a factory for making binder twine in one of the penitentiaries. About 1,100 convicts are in the Anamosa and Fort Madison institutions. At Anamosa it has been almost impossible to find employment for them, hence the board decided to try the twine factory.

Never turn over a new leaf until you have something sensible to write on the page.

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.



World Bicycles

\$40 and \$50

We also have other makes of wheels to retail at

\$25 \$30 \$35

We can take care of a few more good dealers. Write for our Sundry catalogue.

Adams & Hart,

12 W. Bridge St.,

Grand Rapids, Mich.

Wholesale Bicycles and Sundries.

PRINTING FOR HARDWARE DEALERS Tradesman Company
Grand Rapids.

Dealers Should Ask More for Stoves.

When The Metal Worker last June took up the subject of the extreme low prices of stoves and furnaces then prevailing and suggested that there was no reason why such a state of affairs should continue, we did not think then that much could be accomplished toward improving the situation by concerted action owing to the many differences of opinion among the manufacturers regarding each other's business methods, and the antipathy to doing anything conjointly that might be advantageous to individual concerns. We do not mean to say we discovered all these troubles; they were too well known, but no effort was made by any one to change the situation. The trade had settled down and accepted the matter as Kismet, which could not be changed. It is not necessary to dwell on this part, for it is irrevocable, but there is much in the situation of the makers to-day that is surprising, if not to themselves, at least to the outsiders. It can be fairly stated that the manufacturers are in better situation to-day to help themselves to a share of the general prosperity which is in sight than for many years past, and it has all come about by a little consultation, which has brought the trade somewhat nearer together. Look at the situation of the trade last year. Was there any one wise enough to predict the rise of iron, not to speak of other enormous advances in everything that enters into a stove? If he had done so he would have been slated for the asylum. "There is too much competition, prices must be lower," etc., was the common prediction. Now all is changed, and the stove and furnace makers are in line to take advantage of the situation. But in what has been done the labor has been heavy for the committees and secretary of the association, as a vast and perplexing amount of work was required to get a basis to work on for prices, and a great deal of time was consumed in the task. To get the various kinds of stoves equalized on an even basis was a hard problem, and while the committee do not assume that they have the perfect thing, they have made great progress toward perfection, and the result should prove beneficial to all in the trade.

The preliminary work on organizing the New York and Pennsylvania manufacturers has been done, and now the general business situation is helping them on to the very goal they are striving for—a combination that does not often occur. Now if this is going to prove such a good move for the makers, why could not the dealers in the cities and towns get together and endeavor to regulate their prices for the better? It is a much easier problem for the dealers to fix prices on stoves and furnaces than it was for the makers to reach an agreement. And retail prices that would be reasonable could easily be made. At the prices prevailing in 1898 neither maker nor dealer profited by them, as all were engaged in seeing how much they could give away, and judging by results, they were liberal to a fault. But now things are changed; you can ask a price for an article and you need not fear that you will lose your customer because he bought so much cheaper last year. The retailer and manufacturer both will have to pay higher prices for their goods this year, and all those who did not make contracts in 1898 are already doing it. The retailer can get his share of the profit if he will ask it, but if he attempts to measure up the old prices and argue with the customer

about it he will not be any better off than he is now. No ironmaker pays any attention to the old prices. He makes his price to-day and you must pay it. It is precisely this way that stoves and furnaces should be sold, and good prices will be paid at the proper season even if they are very much higher than they were last year.—The Metal Worker.

The Hardware Market.

The most important thing relating at the present time to the condition of the hardware market is the keeping track of advances as they occur and keeping the retail trade posted on such changes. No matter how careful a person may be in investigating all the trade journals that he comes in contact with, changes in prices are made on so many things that it is impossible not to make some errors in the selling of goods.

Wire and Nails—The recent advance on wire and nails makes the price as follows: shipments from mill to retailers in carlots, \$2.20; less than carlots, \$2.30—everything based on Pittsburg freight. Jobbers from stock are asking from \$2.40 @2.50.

Barbed and Plain Wire—These articles are affected the same as nails in the recent advance, and the price quoted in less than carlots on painted barbed is \$2.40; galvanized barbed, \$2.90—all subject to Pittsburg freight. Owing to the high price of spelter, which enters largely in the mixture used for galvanizing, the advances for galvanizing have been adopted as follows: 50c advance on galvanized barbed over painted; plain wire, Nos. 9 to 14 galvanized, advances 50c; Nos. 15 and 16, 85c and Nos. 17 and 18, \$1.10.

Miscellaneous—Among the many items on which the price has changed, we note the following: Horse shoes have advanced 35c a keg; wrought iron goods have been advanced 10 per cent.; crow-bars, 1/2c per pound; stone hammers, hatchet and edge tools of all kinds, 10 per cent.; jack screws, 15 per cent.; all grades of chain, 1/2c per pound; shingle bands, both black and galvanized, 1/2c per pound; brass and copper wire, 5 per cent.; window glass, 10 per cent.; gas pipe, 10 per cent.; malleable iron goods and pipe fittings, 15 per cent.; both common sheet iron and wood smooth have been advanced 20c per cwt. Galvanized iron is firm at 70 per cent. off and the prospects are that it may go higher. The recent advance in sheet zinc necessitates the jobber asking from 9@9 1/2c per pound, according to quantity. Lead of all kinds, it is believed, will move upward, which will have its effect upon shot. The demand for tin plate is far beyond the capacity of the mills and they are refusing orders for immediate shipments, not agreeing to ship until after July 1.

Saw-Edged Scissors.

Saw-edged scissors is one of the newest novelties, says the Boston Journal of Commerce. In general design they are identical with the scissors we know so well, but instead of a smooth cutting surface, each blade has an edge like the carpenter's saw. The sides of these teeth are shaped at an angle to the plane of movement of the blades, and also toward the end, the advantage being that the operation of cutting is made easier, an important item in handling heavy goods, and also that a clean, smooth cut is made at every operation. These blades are said to hold their edges much longer than the old straight-edge style.

We never know the full value of our property until we lose it in a railway wreck.

Hardware Price Current.

AUGURS AND BITS	
Snell's genuine	70
Jennings imitation	25 & 10
Jennings	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
Plow	50
BUCKETS	
Well, plain	3 50
BUTTS, CAST	
Cast Loose Pin, figured	70 & 10
Wrought Narrow	70 & 10
BLOCKS	
Ordinary Tackle	70
CROW BARS	
Cast Steel	per lb 5
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 60
Corrugated	1 25
Adjustable	dis 40 & 10
EXPANSIVE BITS	
Clark's small, 1 1/8; large, 2 1/8	30 & 10
Ives', 1, 1 1/8; 2, 2 1/8; 3, 3 1/8	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; 25 and 26; 27	28
List 12 13 14 15 16	17
Discount, 70	
GAUGES	
Stanley Rule and Level Co.'s	60 & 10
KNOBS—New List	
Door, mineral, jap. trimmings	70
Door, porcelain, jap. trimmings	50
MATTOCKS	
Adze Eye	\$17 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.	
Steel nails, base	2 40
Wire nails, base	2 45
10 to 16 advance	Base
8 advance	10
6 advance	20
4 advance	30
3 advance	45
2 advance	70
Fine 3 advance	50
Casing 10 advance	15
Casing 8 advance	35
Casing 6 advance	35
Finish 10 advance	35
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 1/2c per pound extra.

HAMMERS

Maydole & Co.'s, new list.....dis 35 1/2
 Kip's.....dis 25
 Yerkes & Plumb's.....dis 10 & 10
 Mason's Solid Cast Steel.....90c list 70
 Blacksmith's Solid Cast Steel Hand 30c list 50 & 10

HOUSE FURNISHING GOODS

Stamped Tin Ware.....new list 75 & 10
 Japanned Tin Ware.....20 & 10

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 2 50

ROPES

Sisal, 1/4 inch and larger.....9 1/2
 Manila.....11 1/2

WIRE GOODS

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

LEVELS

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

SQUARES

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

SHEET IRON

	com. smooth.	com.
Nos. 10 to 14	\$2 70	\$2 50
Nos. 15 to 17	2 70	2 50
Nos. 18 to 21	2 80	2 60
Nos. 22 to 24	3 00	2 70
Nos. 25 to 26	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. 19, '98.....dis 50

SASH WEIGHTS

Solid Eyes.....per ton 20 00

TRAPS

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

WIRE

Bright Market.....20
 Annealed Market.....70
 Coppered Market.....60 & 10
 Tinned Market.....60
 Coppered Spring Steel.....50
 Barbed Fence, galvanized.....3 10
 Barbed Fence, painted.....2 50

HORSE NAILS

An Sable.....dis 40 & 10
 Putnam.....dis 5
 Capwell.....net list

WRENCHES

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

MISCELLANEOUS

Bird Cages.....4
 Pumps, Cistern.....70
 Screws, New List.....85
 Casters, Bed and Plate.....50 & 10 & 10
 Dampers, American.....50

METALS—Zinc

600 pound casks.....8 1/2
 Per pound.....9

SHOT

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

SOLDER

1/2 & 3/4.....17
 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 55
 14x20 IC, Charcoal.....7 70
 20x14 IX, Charcoal.....8 57
 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.....10 00
 20x28 IX, Charcoal, Allaway Grade.....12 00

BOILER SIZE TIN PLATE

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



Standard Akron Stoneware

Jars, 1/2 gal.....3 1/2c each
 Jars, 1 to 6 gal.....5c gal
 Jars, 8, 10 and 12 gal.....6c gal
 Jars, 15 and 20 gal.....7 1/2c gal
 Churns, 2 to 6 gal.....5 1/2c gal
 Jugs, 1/2 gal.....4c each
 Jugs, 1 to 5 gal.....6c gal
 Pans, black, 1/2 gal.....3 1/2c each
 Pans, black, 3/4 gal.....4 1/2c each
 Pans, black, 1 to 2 gal.....5c gal
 Pans, Peoria or white, 1/2 gal.....4c each
 Pans, P'a-w, 1/2 gal.....4 1/2c each
 Pans, P'a-w, 1 to 2 gal.....5 1/2c gal

F. O. B. factory at Akron. No charge for crates if you enclose this advertisement. Car loads to one or more merchants in one town a specialty.

CHICAGO POTTERY CO., Clark and Twelfth Sts., Chicago, Ill.

Wherein Women Have the Advantage of Men.

To the average woman it always seems that men have drawn all the capital prizes in the lottery of life and left the blanks for her. She feels that if she were only a man somehow the snarls of fate would be untangled for her and the way made easy. As a matter of fact, the kicks and ha'pence of life are a good deal more evenly divided than we imagine, and women are far from appreciating their perquisites at their true value. Take the mere matter of clothes, for instance, when, on rainy and muddy days, women are given to envying their brothers. In her dress a woman may gratify her highest artistic taste in harmony of beautiful colors and grace of flowing lines. A man may have just as keen an aesthetic sense, but the moment he tries to break away from the hideous conventions of masculine attire people begin to question his sanity. No man could do a retail grocery business for more than two days in a pink embroidered toga without ruining his credit at the bank. Then there is woman's immemorial privilege to sit down and weep when things don't go to suit her. It is a spectacle that invariably fills the beholder with tender sympathy and a desire to help her. Not so with a man. There are plenty of times when, in sheer despair over plans gone awry and blasted hopes, he would like to take a good cry if only public opinion would admit of it. But it doesn't. Nobody would be sorry for him. They would simply say in a disgusted tone of voice that he was whining and go off and leave him. Men's strength is another object of envy to women. This has been so overrated that a theory has sprung up that men never tire, and that the poor clerk, who has been on his feet all day and made as many miles and laps as a professional pedestrian up and down a store aisle, is overjoyed to get up in a street car and give his seat to a woman who has been engaged in nothing more exhausting than reading a novel on a sofa. In business, too, little as they think it, women have one great advantage over men. In reality we have no more right to expect every man to have great financial talent than to have great talent for music or art or literature. It is unreasonable, but while we don't dream of demanding that every Tom, Dick and Harry of our acquaintance shall be able to turn off a sonnet at a moment's notice or be able to warble an aria from an opera, we do demand that he shall be able to make money, and if he can't do it we call him a failure. With woman it is different, and if she doesn't land in bankruptcy we print her picture in the papers and herald her as a wonder. But probably the chief advantage of being a woman is the unlimited freedom it gives one for rank selfishness. The privileges this entitles her to without calling down on her head any especial notice makes the masculine hog simply turn green with envy. The man who takes up two seats on a crowded car is forced to move up; if he stops in the middle of the pavement and blocks the thoroughfare while he talks with a friend, he is requested to move on; if he insists on having every window up in the winter in the sleeping car because he is asthmatic and short of breath, or down in the summer because he is consumptive and has a cough, everybody grumbles and insists that they have equal rights under the law. But if the offender is a woman, people

meekly submit. Finally, there is the inestimable advantage in being a woman of always having the last word, and the most words, for no gentleman can talk back to a lady, and that in itself ought to go a long way towards squaring whatever grievance women have with fate for having made them women.

The Big Village of the Upper Peninsula.

Laurium, April 24.—It is safe to say that no village on the peninsula has a greater number of enterprising citizens than Laurium. And the bright feature is that they are all united in advancing the best interests of the town.

A new hotel is contemplated, to be erected almost opposite Bray's mill; it is to cover a space of four lots.

Manier & Hunt are about to erect a large block on the corner of Lake Linden avenue and Hecla street, for which the stone is already on the ground. The old buildings on this property are being torn down.

It is expected there will be 300 houses erected at Laurium this season, and all will rent to good tenants at good rentals when completed.

An opera house is in course of completion. In this building will also be the city hall and offices of the various village officers, also headquarters for the fire department.

There is some talk of the Florida and Bollman additions becoming part of Laurium, and also of a city charter being applied for. Contracts have been let for a sewer system and the extension of the village water mains. This village had no corporate existence until a few years ago and to-day it is probably the largest in the State, with a population of fully 5,000. The acquisition of the Florida and Bollman additions to the village would increase its population by fully 5,000.

Excursion to Detroit Sunday, April 30.

The Grand Trunk Railway System will run the first excursion of the season to Detroit on the above date. Fare, \$1.85 for the round trip. Train will leave D. & M. depot at 7 a. m., arriving in Detroit at 11:45 a. m. Returning, leave Detroit at 6:45 p. m., giving seven hours in the City of the Straits. Tickets on sale at City Ticket Office or at depot.

C. A. JUSTIN, C. P. & T. A.

A novel idea in insurance is about to be put to a practical test in San Francisco. It is against unavoidable loss of employment, the policyholder to be paid three-quarters of the amount of his salary for a month should that time be required in which to find a new position. In case he should be offered one on trial at a less amount than his former salary, the difference will be made up by the company. The company has the authorization of the Insurance Commissioner to do business in California.

Fremont—Charlie Baker has severed his connection with Pearson Bros. & Co. to go to Rapid City to run a grocery and feed store for Fred Holt.

Willis J. Mills, who recently purchased the Mahan drug stock, at Elk Rapids, was a buyer in the Grand Rapids market Monday and Tuesday.

Walter Zylstra has engaged in the grocery business at Holland. The stock was furnished by the Musselman Grocer Co.

L. Vander Jagt has opened a grocery store on Alpine avenue. The Ball-Barnhart-Putman Co. furnished the stock.

E. L. Smith has embarked in the grocery business at 57 Fourth street. The Ball-Barnhart-Putman Co. furnished the stock.

What Kind of Boys Are Preferred in Stores.

From the New York Sun.

"What general principle do you go on in hiring boys?" the reporter asked. "Appearance goes a great way in deciding whether a boy's application is accepted or not. If a boy is neat-looking, has a keen, bright eye, is quick in his movements and polite, not having a reference will not stand in his way of getting a trial. The trouble with New York boys is that they don't stick; they don't get down to business and work with an eye to the future. They are a restless set, and are impatient for promotion, which comes as slowly in the career of the working child as it does in the career of a man. But when we get a boy who does knuckle down as if he wanted to own the store in the end, he goes right ahead.

"When a boy who intends to go to work leaves school he should get a recommendation from his teacher. My experience has been that a teacher's reference is worth more than all other references put together. Teachers are honest and just, as a rule, in recommending a boy. I have in mind now one of the very best cash boys in this store, who came here with a letter from his teacher, who said, after giving him an excellent character, that, while not as bright as some others, when told to do a thing he always did it to the very best of his ability. She lowered that boy's standard in one way, but she raised it in another, and her honesty enabled me to place him in a situation that he was fitted to fill, and he is filling it admirably. When he is told to do a thing we think no more about it, for we know that boy will do his work well."

"Do you want a solemn, serious youngster, or a lad full of life and pranks?"

"One of the solemn, serious kind seldom pans out well. There's something wrong about the average boy if the boyish spirit is absent. We don't expect boys to be saints, and so if they are somewhat mischievous, that does not necessarily hurt their standing. Indeed, the very boys who are up to the most pranks are, as a rule, the quickest and most accurate about their work. I'd rather have a thief in the shape of a boy than a liar. You can detect a thief and get rid of him; you can have him locked up or send him home to his parents. But when a boy lies once you never know when to believe him again. A boy who will do a thing and lie about it is the very worst sort of a boy. These boys who own up to their mischievous, annoying jokes and tricks always come out all right, but the liar never."

Business Wants

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.

RARE OPPORTUNITY (GRAND RAPIDS, Mich.)—Two light double stores in business center; one store especially adapted for grocery and meat business; so occupied ten years; rent low. Address 316 Fountain St. 931

MANAGER—WANT TO OPEN CORRESPONDENCE with reliable man who has had experience in pickle business and can manage plant. W. H. Kiefer, President Iowa Grocer Co., Independence, Iowa. 930

FOR SALE—STOCK OF DRUGS IN GOOD live town of 2,000 inhabitants. Best of reasons for selling. Lock Box 35, Lowell, Mich. 933

CHARGING AND CREDITING ON COUNTER checks (slips) and filing them in Shaw's Counter Check File does away with slavish book-keeping. Mr. Emmet T. O'Hara, boot and shoe dealer at 71 Canal street, will explain how easy it is. Call on him. 934

WANTED—A GOOD MAN, AND SHINGLE mill capable of cutting from 25,000 to 30,000 shingles per day, to cut cedar shingles on contract. Address No. 929, care Michigan Tradesman. 929

WANTED—SALESMEN WHO VISIT THE grocery trade to handle a good seller, on commission. Good money in it. Address Kalamazoo Pure Food Co., Kalamazoo, Mich. 921

GALLERY FOR SALE; GOOD LOCATION; cheap rent; fitted up in good shape to 8x10. A bargain if taken soon. J. Dally, Elsie, Mich. 923

FOR SALE—OLD-ESTABLISHED, FIRST- class meat market; best location in city of 70,000; doing good business; have best class of trade in city; bargain for some one. Address No. 928, care Michigan Tradesman. 928

FOR SALE—SECONDHAND HUNTER SIFT- er in good order. Cheap for cash. Can be seen at office of Tradesman Company, Henry Idema, Vice-President Kent County Savings Bank, Grand Rapids. 924

FOR SALE—GOOD BAZAAR STOCK, EN- quire of Holton & Hungerford, Albion, Mich. 925

EXAMINE—IF YOU ARE LOOKING FOR A location in which to engage in business, please correspond with the undersigned. I can offer inducements that will warrant close investigation: Two good railroads, union depot, good schools, churches and a fine place in which to live; a town of 1,500 inhabitants in the center of as fine agricultural lands as can be found anywhere. Address R. Baker, Vicksburg, Mich. 927

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

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

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

WANTED—PARTNER TO TAKE HALF IN- terest 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. 914

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

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

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—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 POUL- try; any quantities. Write me. Orrin J. Stone, Kalamazoo, Mich. 810

MISCELLANEOUS.

POSITION WANTED BY REGISTERED AS- sistant pharmacist who understands dry goods and groceries. Address No. 932, care Michigan Tradesman. 932

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

BATTERSON & CO.

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

MARKET.

Eggs—Quick and firm. 13½c mostly. Big consumptive trade. Rush along liberally and steadily.

Poultry—Scarce daily. Live young chickens, 12 and 13c. Dressed, 13 and 14c. Fowls, 11 and 12c. Dressed, 12 and 12½c. All kinds wanted.

Potatoes—65 and 70c. Write us.

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

BATTERSON & CO.

RESPONSIBLE. RELIABLE. PROMPT.

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
Ar. G'd Rapids.....	5:00pm	1:25pm	10:15pm

Traverse City, Charlevoix and Petoskey.

Lv. G'd Rapids.....	7:30am	5:30pm
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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
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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.)

	Leave	Arrive
GOING EAST		
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, Montreal & Boston, L'd Ex.....	7:20pm	*10:16am
GOING WEST		
G'd. Haven Express.....	*10:21am	*7:15pm
G'd. Haven and Int. Pts.....	12:58pm	3:19pm
G'd. Haven and Milwaukee.....	5:15pm	10:11am
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.

	Leave	Arrive
Northern Div.		
Trav. City, Petoskey & Mack.....	7:45am	5:15pm
Trav. City & 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, sleeping car.		
Southern Div.		
Cincinnati.....	7:10am	9:45pm
Ft. Wayne.....	2:00pm	1:30pm
Cincinnati.....	7:00pm	6:30am
Vicksburg and Chicago.....	*11:30pm	*9:00am
7:10 am train has parlor car to Cincinnati 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.		
Lv. Grand Rapids.....	7:10am	2:00pm
Ar. Chicago.....	2:30pm	8:45pm
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.		
Lv. G'd Rapids.....	7:35am	11:00pm
Ar. Muskegon.....	9:00am	2:10pm
Sunday train leaves Grand Rapids 9:15am; arrives Muskegon 10:40am.		
Lv. Muskegon.....	10:10am	11:45am
Ar. G'd Rapids.....	9:30am	12:55pm
Sunday train leaves Muskegon 5:30pm; arrives Grand Rapids 6:50pm.		

†Except Sunday. *Daily.

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

DULUTH, South Shore and Atlantic Railway.

	Leave	Arrive
WEST BOUND.		
Lv. Grand Rapids (G. R. & I.)	11:10pm	17:45am
Lv. Mackinaw City.....	7:35am	4:30pm
Ar. St. Ignace.....	9:00am	5:30pm
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.....	16:30pm	
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. HIRSHARD, 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.....	3:30am
Ar. Grand Rapids.....	1:00pm

MERCANTILE ASSOCIATIONS

Michigan Business Men's Association
President, C. L. WHITNEY, Traverse City; Secretary, 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 KLAIP; 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. CLEVELAND; 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. CAMPBELL; 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.

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F. & P. M. R. R.

AND STEAMSHIP LINES
TO ALL POINTS IN MICHIGAN

H. F. MOELLER, A. G. P. A.

AMERICAN CARBIDE CO., Ltd.

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

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Calcium Carbide

and all kinds of

Acetylene Gas Burners

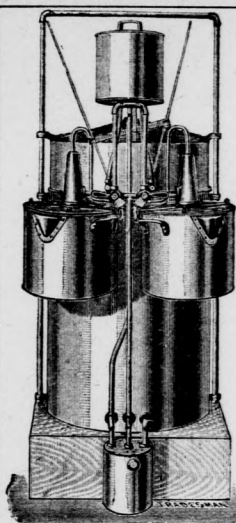
Orders promptly filled.
JACKSON, MICH.

RECORD OF WOOL PURCHASES

Wool dealers should provide themselves with one of the Tradesman Company's Improved Wool Records, by means of which an accurate and compact account of every purchase can be kept. Sent postpaid on receipt of \$1.

Tradesman Company,

Grand Rapids.



Acetylene Gas

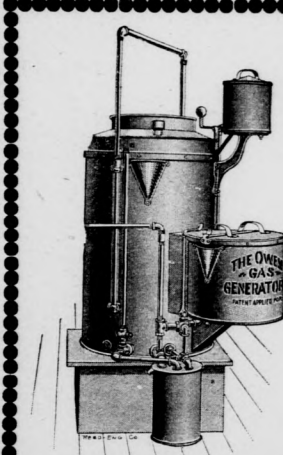
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THE MOST SIMPLE AND COMPLETE DEVICE FOR GENERATING ACETYLENE GAS IN THE MARKET. ABSOLUTELY AUTOMATIC.

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.

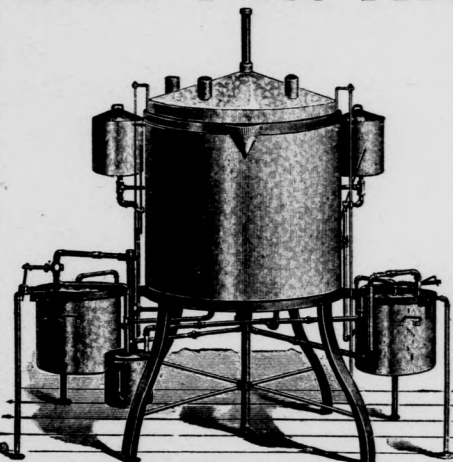
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Also Jobbers of Carbide, Gas Fixtures, Pipe and Fittings.

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TURNER GENERATOR

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

TURNER & HAUSER,
121 OTTAWA ST.,
GRAND RAPIDS.

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 4 1/4 lbs.

EVERY SCALE WARRANTED.

PELOUZE SCALE & MFG. CO.,
CHICAGO, ILL.,

Mfrs. Reliable Postal, Counter, Confectionery, Ice and Market Scales, Spring Balances, etc.





Marietta, Ohio, April 19, 1897.

THE COMPUTING SCALE CO.,
Dayton, Ohio.

GENTLEMEN:

It took a good agent to sell me one of your scales. It would take a better one to purchase it from me. It is not for sale.

I kept a memorandum of the actual saving made by its use, and in a special money box I found at the end of the first month, \$7.03; the second month, \$8.30, and the third, \$8.04. You can see that it paid for itself.

My customers do not complain of paying for actual value received, and I think in my purchase from you I did better than that.

Respectfully yours,
CHAS. W. RIFE.

MICA AXLE GREASE

has become known on account of its good qualities. Merchants handle Mica because their customers want the best axle grease they can get for their money. Mica is the best because it is made especially to reduce friction, and friction is the greatest destroyer of axles and axle boxes. It is becoming a common saying that "Only one-half as much Mica is required for satisfactory lubrication as of any other axle grease," so that Mica is not only the best axle grease on the market but the most economical as well. Ask your dealer to show you Mica in the new white and blue tin packages.

ILLUMINATING AND LUBRICATING OILS

**WATER WHITE HEADLIGHT OIL IS THE
STANDARD THE WORLD OVER**

HIGHEST PRICE PAID FOR EMPTY CARBON AND GASOLINE BARRELS

STANDARD OIL CO.

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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.
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