

MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$1 PER YEAR

Volume XVII.

GRAND RAPIDS, WEDNESDAY, JANUARY 31, 1900.

Number 854

THE TIVOLI

"The Marvel of Modern Pottery"



This exquisitely beautiful pattern is the latest creation of W. H. Grindley & Co. on their

Famous Meteor Shape

and is unquestionably the most pronounced success they have ever achieved. The design of violet flowers and green leaves and buds is a most wonderful production of transfer work and imparts to the ware that softness of color harmony which characterizes the better grades of French China. The additional features of the pattern are the rich embossments, the graceful shapes and artistic outlines, the lightness of weight and excellence of the selection, and the delicate gold tracery on the knobs and handles and dishes.

Order at once and get absolute control for your locality.

We sell to
dealers only



42-44 Lake Street,
Chicago.

Original Crate Assortment

30 sets Teas, handled	Per set	\$ 90	\$27 00
4 sets Coffees, handled	Per set	1 05	4 20
1 doz. Plates, 8-inch	Per doz	1 69	1 69
13 doz. Plates, 7-inch		1 46	18 98
5 doz. Plates, 6-inch		1 24	6 20
7 doz. Plates, 5-inch		1 01	7 07
1 doz. Plates, 7-inch soup coupe		1 46	1 46
6 doz. Fruit Saucers, 4-inch		68	4 08
1/4 doz. Spoon Holders		3 60	90
1 doz. Oatmeals		1 36	1 36
4 doz. Individual Butters		45	1 80
1/2 doz. Sugars		5 40	1 80
1/2 doz. Creams		2 70	90
1-6 doz. Bread Plates		2 70	45
1-6 doz. Bowls, 30s.		1 80	90
1-6 doz. Dishes, 8-inch		2 25	38
1/2 doz. Dishes, 10-inch		4 60	1 35
1/2 doz. Dishes, 12-inch		6 75	2 25
1-6 doz. Dishes, 14-inch		9 46	1 58
1 doz. Bakers, 3-inch		1 58	1 58
1/2 doz. Bakers, 7-inch		2 70	1 35
1/2 doz. Bakers, 8-inch		4 05	2 02
1/2 doz. Scallops, 7-inch		2 70	68
1/2 doz. Scallops, 8-inch		4 05	2 02
1/2 doz. Covered Dishes, 8-inch		10 80	3 60
1-6 doz. Casseroles, 8-inch		12 15	2 03
1/2 doz. Covered Butters, 5-inch		8 10	2 70
1/2 doz. Sauce Boats		3 60	1 20
1/2 doz. Pickles		2 70	90
1-6 doz. Jugs, 12s		5 40	90
1-6 doz. Jugs, 24s.		3 15	52
1/2 doz. Jugs, 30s.		2 70	67
1/2 doz. Jugs, 36s.		2 25	75
1 doz. Oyster Bowls, 30s.		1 80	1 80
Less 10 per cent.			\$107 07
Crate and cartage.			10 70
			96 37
			2 50
			\$98 87

Always buy in original assortments and
save 10 per cent

THE SPORTSMAN

Has to buy gun, powder, ball or shot before he can bring down the game. And he has to go after HIS GAME, too. He doesn't wait for it to come his way, and then blaze away; that's too precarious; too Micawber like.

The best way to be prepared for YOUR GAME is to get in a supply of

Royal Tigers, 10c
and Tigerettes, 5c



PHELPS, BRACE & CO., Detroit.

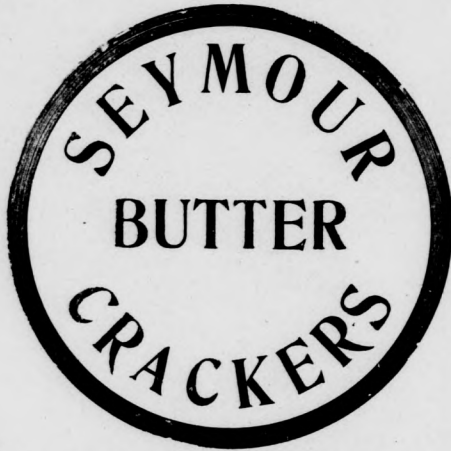
The Largest Cigar Dealers in the Middle West.

F. E. BUSHMAN, Manager.



Making Trade and Keeping It

Plenty of specialties will sell like wildfire for a time. But they won't last. People never ask for them again. They're worthless as a basis for substantial merchandising.



Sell well first, last, and all the time, There's a crisp, delightful daintiness about them that people do not tire of. The first pound sells another and another. They make trade and keep it. That's the sort of cracker you want to handle, Mr. Grocer.

National Biscuit Company,
Grand Rapids, Mich.

Sears Bakery.

Chasing the Dollars



Is a delightful occupation, but the merchant who uses Coupon Books instead of pass books has the satisfaction of seeing the dollars roll into his coffers in a steady stream. The merchant who uses coupon books has everything in his favor; his accounts are never muddled; he never forgets to charge anything; his business is conducted on a cash basis.

Let us explain it to you, Mr. Credit Merchant.

Tradesman Company,
Grand Rapids,

Fred E. Hall

Frank W. Hadden

Hall & Hadden

Take pleasure in announcing to the trade that they are Manufacturers' and Importers' Agents for

**Crockery, Glassware, Lamps,
House Furnishing Goods, Etc.**

They are also State Agents for the

Magical Lamp Chimney

18 Houseman Building

Grand Rapids, Michigan

Citizens Telephone 2218.

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, 111 West Larned St.

Walsh-DeRoo Milling Co.,

Holland, Michigan

BUCKWHEAT PANCAKES made from Walsh-DeRoo Buckwheat Flour look like Buckwheat, taste like Buckwheat and are Buckwheat. Absolute purity guaranteed. Send us your orders.

WALSH-DEROO MILLING CO.

A Business Man's Train

Save time in travel by using the Detroit New York Special and trains connecting therewith. It leaves Detroit, MICHIGAN CENTRAL STATION, daily at 4:25 p. m., arrives Buffalo 10:10 p. m., Rochester at midnight and New York 10 a. m. VERY FAST. It is up-to-date in every respect.

MICHIGAN TRADESMAN

Volume XVII.

GRAND RAPIDS, WEDNESDAY, JANUARY 31, 1900.

Number 854

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

419 Widdicomb Bld., Grand Rapids.
Detroit office, 817 Hammond Bld.

Associate offices and attorneys in every county in the United States and Canada. Refer to State Bank of Michigan and Michigan Tradesman.

For Sale Cheap

Residence property at 24 Kellogg street, near corner Union street. Will sell on long time at low rate of interest. Large lot, with barn. House equipped with water, gas and all modern improvements.

E. A. Stowe,
Blodgett Building,
Grand Rapids.

Spring and summer 1900 samples ready, and still have for present use Ulsters, Overcoats and Reefers in abundance. Don't forget strictly all wool Kersey overcoat \$5. KOLB & SON, oldest wholesale Clothing Manufacturers, Rochester, N. Y. Mail orders receive prompt attention. Write our Michigan agent, WILLIAM CONNOR, Box 346, Marshall, Mich., to call on you, or meet him at Sweet's hotel, Grand Rapids, February 1 to 8 inclusive. Customers' expenses paid.

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

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

SEALS, STAMPS, STENCILS, IGN MARKERS
Enameled Letters, Rubber Type, etc.
THORPE MANUFACTURING CO.
50 Woodward Ave., Detroit.
Please mention Tradesman.

A. I. C. HIGH GRADE COFFEES
Pay a good profit. Give the best of satisfaction. Handled by the best dealers in Michigan. For exclusive agency, address
AMERICAN IMPORTING CO.,
21-23 RIVER ST., CHICAGO, ILL.

Tradesman Coupons
Save Trouble.
Save Money.
Save Time.

- ### IMPORTANT FEATURES.
- Page.
2. Dry Goods.
 3. Getting the People.
 4. Around the State.
 5. Grand Rapids Gossip. The Produce Market.
 6. Woman's World.
 7. Gotham Gossip.
 8. Editorial.
 9. Seventh Success. Annual Convention Retail Grocers.
 12. City Competition on Country Towns.
 13. Grover and Grocer.
 14. The Meat Market.
 15. Rules Egg Shippers Should Observe.
 16. Township Peddling Law.
 17. Commercial Travelers.
 18. Drugs and Chemicals.
 19. Drug Price Current.
 20. Grocery Price Current.
 21. Grocery Price Current.
 22. Hardware.
 23. The Stove Was Old. Hardware Price Current.
 24. A Threatened Invasion. Business Wants.

GENERAL TRADE REVIEW.

The principal influence operating as a restraint upon the vast activities of American industries is the growing evidence that many prices have been stimulated beyond the normal basis. The volume of business is without precedent in almost all lines, and the cost of raw materials and of labor keeps at the highest, while transportation contracts are offered at the most liberal rates, yet in the sales of many finished products there is evidence that the highest level has been attained and is being passed. Not that there is a general recession in prices in any lines, but that contracts are being taken at more nearly the normal plane in cases where emergency orders had unduly stimulated them.

Uncertainties as to the foreign situation may have some influence in the continued stagnation of the stock market, but more potent causes for conservatism are to be found in undue expansion of capital and the natural exhaustion succeeding the December panic. Naturally many of the sufferers in that reaction are not in shape to push speculation and others are disinclined to rush in while the tendency seems downward. There are no causes for concern in the situation, for it is better that the recovery should be slow and natural. As long as there is no slackening in general industries the situation is assured.

In the iron industry the lines most depending upon the general expansion of business are held strong, often with contracts far ahead. Thus rails, structural forms, wire, nails, etc., are still held at the highest, a level which is operating to postpone many new undertakings. Forge and foundry irons, bars, sheets, etc., are beginning to feel the effect of competition and show yielding prices.

It is probable that the advance of prices in wheat and other cereals can be correctly accounted for by the increasing magnitude of the British task in Africa and the increasing famine in India. Exports of wheat have fallen considerably below the large outgo of last year, while corn is about the same.

The advance in the price of both wool and cotton to figures exceeding any

quoted in several years past is not conducive to the greatest activity in the textile industries. The acceptance of large orders for heavy winter goods by manufacturers of wool is good evidence that they have their stocks of wool substantially all on hand. After so great a rise as that which culminated in December, with a market practically cornered by speculators ever since, the buying has been small and at private concessions, but it is unlikely that manufacturers have bound themselves to purchase large quantities in such a market. If they have not, the acceptance of great contracts for goods within the last two weeks is not the promising indication that some speculators suppose it.

A little yielding in hides and a little in leather last week were the only changes as to materials for shoe manufacturers, who are shipping more than in any previous year on old orders, but getting few new orders this year as yet, since they ask gradually rising prices.

THE SEVENTH SUCCESS.

The annual convention of the Michigan Retail Grocers' Association, which was held in this city last week, was an unqualified success in every respect that goes to make up a successful convention. The attendance, while not large, represented every section of the State, and the interest in the proceedings was maintained from the time the convention was called to order until the closing hour of the last session. The papers presented were of an exceptionally high character and the discussions were marked by a conciseness of statement, an absence of personal bias and a degree of breadth and scope which augur well for the future success of the movement. President Wisler presided over the sessions at the convention with dignity and discretion, introducing the discussions with occasional remarks of a pertinent character and adding to the sum total of the experiences of those present. The selection of Bay City as the next place of meeting is particularly opportune, because it takes the convention into a section of the State where conventions have not heretofore been held and will naturally add very largely to the membership of the organization in that part of Michigan. The selection of Mr. Walker, of Bay City, as President was a foregone conclusion because of the prominent part he took in the proceedings and the recognition to which he was naturally entitled as chairman of the Bay City delegation. The readers of the Tradesman are already aware of many of the reforms which have been brought about by this organization during the period of its existence and, judging by the convention just held and the enthusiasm of those who participated in the proceedings, the Association has even greater victories in store for it in the future than it has achieved in the past.

At a joint conference of railroad officials at New York last week over 100,000 remonstrances from shippers were received, protesting against the new tariff. Several hundred shippers were there, from all parts of the country.

REPRESENTATIVE RETAILERS.

C. E. Walker, President Michigan Retail Grocers' Association.

Clarence Edward Walker was born at Lapeer, March 9, 1865, his father being of English descent, while his mother was descended from the early New Jersey Dutch families. He received his education in the public schools of his native town, graduating from the high school, and subsequently taking a commercial course at the Detroit Business University. His father was then conducting a bending works at Lapeer and he entered the employ of his parent as book-keeper and manager, retaining the position for eight years. He then went to Bay City, where he carried on the real estate business for a year, after which he removed to Little Rock, Ark., where he embraced the hardwood lumber business. At the end of a year, however, he returned to Michigan, lo-



ating in Bay City eight years ago, where he formed a copartnership with Chas. A. Kelley and opened a grocery store at 905 Center street under the style of Kelley & Co. The same firm conducts a branch grocery store at 506 Midland street, West Bay City.

Mr. Walker was married Oct. 11, 1893, to Miss L. Maude Elliott, of Ypsilanti, and the family reside in their own home at 414 Monroe street. Two children, a boy 5 and a girl 2 years of age, complete the family circle.

Mr. Walker is a member of the Madison avenue M. E. church and the Modern Woodmen, the claims of home having prevented his becoming much of a "jiner." He early espoused the cause of organization among retail grocers and was recently elected President of the Bay Cities Retail Grocers' Association, in which capacity he has won the commendation of his friends and the confidence of the trade. As one of the four delegates sent by that Association to the seventh convention of the Michigan Retail Grocers' Association, he made so good an impression that he was unanimously elected President of the State organization, and has entered upon the work with a degree of zest which speaks well for the future prosperity of the organization.

A soft answer turns away wrath; but if it is too soft it brings disgust.

Dry Goods

The Dry Goods Market.

Staple Cottons—Show an improvement that is really excellent. There are some quarters in which the change does not seem to be felt to any great extent, but they will soon fall in line, and the market will be a lively place the end of this week and the beginning of next. The whole market is steady as far as prices are concerned. The manufacturing trade has been placing more orders for bleached cottons, although this part of the business has not become an important one yet.

Dress Goods—Strong ideas are generally entertained by agents regarding the outcome of the fall season, and these are accentuated by the apparent desire of buyers to place orders early for fall goods. There is a strong belief that soft wool fabrics will continue to hold their place in the front rank, and it is also believed that staples are going to make a strong showing. The dress goods agent is being literally bombarded with telegraphic and other communications urging him to hasten deliveries of spring goods. Buyers are plainly getting uneasy about the delivery of these goods, apparently fearing that they are going to get left out in the cold.

Underwear—The heavyweight underwear trade has been excellent. The Eastern markets are full of buyers, and the dealing is very general. The fleeced goods are pretty well cleaned up for the season, but other lines which did not start out with the same dash are now having their innings. The season bids fair to be very short and snappy. Ribbed goods are undoubtedly the liveliest line outside of the fleeces and flat goods are doing some business. It is freely predicted that the end of the season will come within two weeks, and some set the date as early as ten days. Several of the most prominent and desirable lines have been cleaned up completely, and buyers have been forced to accept lines which are less satisfactory to them. There is one feature of the market which is likely to upset calculations to some extent, and that is the fact that some mills are said to be holding back their production for higher prices. They have been rather forced into the market during the past week by exceptionally tempting offers on the part of buyers. The prices for fleeced goods as set by the American Knit Underwear Association are being fairly well adhered to. There is some price cutting, but it is on goods that for some reason or other are less desirable than the general run, and where this price cutting is seen, buyers are a little careful about placing their orders.

Hosiery—Cotton goods are sold up well to the summer and wool hosiery is doing a very satisfactory business. Most of the trading is with salesmen on the road, although there are some buyers in the market. They are all anxious to get hold of the goods, and would rather pay a slight advance than to wait very long. Cotton fleeced goods, while in fair demand, do not show the brisk business that was expected of them. Cotton hosiery has been advanced by many mills 15 to 20 per cent. above the opening prices, and most of them are sold for a long time ahead.

Carpets—The carpet trade continues to remain in a very prosperous condition, although the buying is not greatly increased. It is safe to say, however, that all indications point to continued

prosperity for several months to come. The advances which we reported thus far for the new year affected all lines of carpets, including Brussels and Wiltons, which are always the last to feel the benefits of an advance. It must not be inferred, however, from this that the manufacturers of carpets are being benefited immediately by the advances, as this is not the case. The large number of orders previously taken have still to be filled at former prices, and it will be some time yet before the manufacturer will be materially benefited by the better prices of to-day. There is some little talk of still higher prices to be asked later on, but as the mills are well filled with orders, which will last for many weeks, if further advances are made, it is not expected that they will affect the spring trade, which will by that time be well supplied, and only duplicate orders would thus be affected. All lines of carpets share the good demand of the fall trade, and while the tendency still is towards the higher grades of carpets, ingrain are receiving their share of attention, as many of the large ingrain carpet manufacturers, who have recently increased their productive capacity, still claim that they find as much difficulty in filling their orders as they experienced before the addition of the new looms.

Last Year's Losses Affect This Year's Prices.

From the Chicago Packer.
Herb Emerson, of Emerson, Marlow & Co., states he has already contracted for twenty-five cars of fancy Missouri eggs to be packed in April, ready for storage, at 9c, delivered in Chicago. He also states he wants 100 cars more just like them.

Mr. Emerson is about the only heavy dealer who would state he had made any contracts. Others said they were arranging for eggs, but the price had not settled down for such delivery. There is a general feeling that March and April stock will go in the coolers this year at from 9 to 10c. It may be lower, but all buyers are cautious. During the next few weeks large contracts will be made for storage purposes.

It is not believed that any such quantity of storage eggs will be placed in the coolers this year and the stock will go in in much better condition. The losses on last season's off stock will be large, and this lesson will make all packers more careful. The regular egg dealers are the ones who will pack this year and it is expected there will be a dearth of speculators. Last spring everybody wanted to put eggs in storage, but they will not be so eager this year.

Doubtful Compliment.

"And how did you and grandpa get along?" enquired the dotting mamma of the precocious child.

"He was pleasant as pie," replied the cherub.

"As pleasant as pie?"

"Yes, mamma—short and crusty."

Corl,
Knott
& Co.,

Importers and
Jobbers of

Millinery

20 and 22 No. Div. St.
Grand Rapids, Mich.



Call for the

**Michigan
Suspender**

It is unexcelled in work-
manship and durability.
Every pair guaranteed.

**Michigan
Suspender
Company,**

Plainwell, Mich.

TIES

If you want a very choice line of new tasty neckwear for spring business, then look us over. We bought early and secured extra values; goods that would cost a great deal more if purchased at the present time. You get the benefit.

VOIGT, HERPOLSHEIMER & CO.,

Grand Rapids, Mich.

Wholesale Dry Goods.

JUST ARRIVED



Do you desire getting the best WRAPPER in the market for the money? We have them in all colors; they are full sized and are finished with fancy braids, which makes them very attractive. Examine our line before placing your order.

**P. STEKETEE & SONS,
WHOLESALE DRY GOODS
AND NOTIONS,**

GRAND RAPIDS, MICH.

Getting the People

Review of Some Specimens of Advertising.

G. E. Hain, of Fremont, encloses an advertisement which is reproduced herewith. In general appearances it is superior to most of Mr. Hain's previous efforts, but it is sadly weakened by the fact that no prices are quoted. After all I have said on this subject, it seems peculiar that my readers have not awakened to the fact that advertising without prices is flat, stale and unprofitable. It seems just barely possible in these days that there are still stores in existence which have no regular fixed prices on any goods, but this policy is as much a relic of the old unenlightened days as is the policy of suppressing prices in advertising, and I can hardly believe that a merchant who advertises

Hain's Big Hardware

Have You Awakened

to the fact that you need a new clock? We have just added a line of Clocks and can save you money on anything in that line. You should see the "Tattoo Alarm;" it will awaken the soundest sleeper and get him up on time; runs intermittingly for 15 minutes. Eight day striking and alarm clocks so cheap that you cannot afford to be without one.

You Are Beginning

to think of something new in the way of a Cooking Stove. We want to show you what we have in this line, and we are sure to please you, because we have such a large lot and complete assortment to choose from. All Jewel Stoves and Ranges are guaranteed to be good bakers, durable, and use as little fuel as any made. Come in and look them over, you will find everything from a small cheap cook to a fine range. All sorts of stoveware in stock. Spring is the time for Cook Stoves and we are prepared for it.

Page Buggies are Good Buggies

as liberally as Mr. Hain can be counted in this class. Mr. Hain's description of the "Tattoo Alarm" is not quite as clear as it might be. Something like this would have been preferable:

You simply can not sleep when once the Tattoo Alarm Clock gets started. Set it at 6 o'clock and it will start ringing at 6 and keep on until six-five; then it shuts down until six-fifteen, when it goes on again for another five minutes. You simply have to get up to get it to shut up.

Mr. Hain's space which is devoted to a general talk on stoves would have been much better occupied by a cut of one particular stove, together with description and price. After that, he could follow it with any desired general talk that he pleased.

The idea of a definite description of a definite article and price is to pin the reader's attention to one thing. If you advertise one thing at a time you may not find everybody wanting that particular thing, but those who do will be impressed by it and started on the road to purchasing it. A general advertisement, on the other hand, impresses nobody particularly. It contains nothing forcible enough to induce anybody to purchase; therefore, the chances of success are all in favor of the specific advertisement. It is a good plan for any merchant, no matter what line he may be in, to offer certain articles at special low prices on certain days of the

week. The profit on these articles often may not be large enough to pay for the advertising, but they will bring a large number of people to the store who do not ordinarily come, and if the store is the right kind of a place, the advertising will result in quite a large amount of sales outside of the specials advertised for that day. This may sound like rank heresy to some of my readers, who do not believe in cutting prices at any time, but the fact remains that it has proved successful wherever it has been properly carried out. The one point on which to be careful is to see that the articles advertised are advertised for exactly what they are, that the descriptions are not too glowing and that the reduction or special price be absolutely genuine. Once imbue the public with the idea that the store is advertising absolutely the truth and trade will gravitate to that store as naturally as water flows down hill.

* * *
"The Economy," of Three Rivers, sends in for criticism a circular which, unfortunately, is too large to be reproduced. It consists mainly of goods and prices, but is very attractively displayed and should have sold considerable merchandise. One phrase from the heading strikes me as peculiarly apt. It reads, "It is so much easier to count money than to measure goods." That phrase, it seems to me, is the keynote of all closing out sales. There are still some merchants in this State who are morally opposed to selling anything at a loss, even at cost, no matter how old or how much outworn it may be. This, it seems to me, is the height of folly. People like to deal at a store whose goods are bright, fresh and new—a store whose stock is ever changing—a store which carries nothing over from season to season, no matter how great the loss may be. The store that starts out with this policy has every chance of success, and such a store will undoubtedly outdistance more conservative rivals in a short time. Especially is this true of a store which handles garments for women's wear. A woman is more than likely to patronize a store where she knows everything to be of the latest style and half a dozen pleased women customers can do more toward the success of a business than almost any other form of advertising—with the added advantage that it costs you nothing except your time and trouble in pleasing them.

W. S. Hamburger.

The time is coming when timid Americans will travel abroad and declare with pride that they are citizens of the United States. It is man's greatest privilege. Waldorf Astor goes to England with millions of money earned in this country by hard-working ancestors, and announces that he wants to be a British subject. England gives him the laugh and takes his gold, but does nothing for him socially except to eat his dinners and allow him to speak to lords and ladies of no better pedigree than his old pelt-peddling ancestors. It seems there is no merit in being born great or having greatness thrust upon one. The honor is in achieving greatness. It does not so much matter where a man was born or who his father was. The point to arrive at is, Is the man able and worthy?

The cotton growing States are rejoicing this year over a crop of 9,100,000 bales. This, taken in connection with the fact that fifty-nine new factories have been started, strengthens the prediction that the South is looking out for herself.

Hats



Caps and Gloves

Spring and Summer Styles at

Cut Rates to Cash Buyers

Wholesale only.

Call or send for samples.

Walter Buhl & Co.,

Detroit, Mich.

Our line of
WORLD
Bicycles for 1900



Is more complete and attractive than ever before. We are not in the Trust. We want good agents everywhere.

ARNOLD, SCHWINN & CO.,
Makers, Chicago, Ill.

Adams & Hart, Michigan Sales Agents,
Grand Rapids, Mich.

Michigan Wall Paper Co., Ltd.

Dealers in

Wall Paper,
Painters' Supplies
and Window
Shades

202 Randolph St.,
Detroit, Mich.

Agents Wanted for Villages and Towns.

We can furnish anything that Paper Hangers and Painters need in their business; lowest prices.

Send your name and address for sample books of this season's Wall Papers.

H. M. Reynolds & Son,

Manufacturers of

Asphalt Paints, Tarred Felt, Roofing Pitch. 2 and 3 ply and Torpedo Gravel Ready Roofing. Galvanized Iron Cornice. Sky Lights. Sheet Metal Workers and Contracting Roofers.

Grand Rapids, Mich.

Office, 82 Campau st.
Factory, 1st av. and M. C. Ry.

ESTABLISHED 1868

Detroit, Mich.

Foot 1st St.

Around the State

Movements of Merchants.

Kalamazoo—Abram Brand, dry goods dealer, has sold out to Samuel Spiro.

Marshall—John Baldwin, confectioner and baker, has sold out to A. W. Palmer.

Caro—Harry Willis, dealer in cigars and confectionery, has removed to Cass City.

Webberville—J. Frank Cook has purchased the hardware stock of Bert Seymour.

Port Huron—John Ronan has purchased the grocery stock of Thomas Burke.

Charlotte—Mrs. Mary Casher has purchased the millinery stock of Mrs. Geo. Walker.

Bay City—John A. See & Co. have engaged in the furniture business at 809 Water street.

Lawton—F. E. Langdon has leased a store building and will shortly put in a stock of groceries.

River Rouge—John Cook succeeds Warren W. Quackenbush in the grocery and meat business.

Elwell—W. C. Pugsley has purchased the hardware and implement stock of I. H. Church & Co.

Yale—Norman B. Herbert has purchased the grocery and boot and shoe stock of Robert M. Lothian.

Brown City—McPhee & Holden succeed Hugh McPhee in the grain, elevator and feed mill business.

Cheboygan—Chas. F. Cueny succeed the estate of the late J. J. Cueny in the grocery and bakery business.

Lansing—A. F. Schlee has sold the Palace meat market to Wm. Sears, who has already taken possession.

Litchfield—John Norcutt has sold his grocery stock to G. W. Hawley, who will take possession about Feb. 15.

Saginaw—Fred A. Baldwin has opened a flour and feed and produce store at the corner of Hamilton and Cass streets.

Grand Ledge—H. M. (Mrs. H.) Putterille is succeeded in the bazaar and millinery business by A. O. Halstead.

Watervliet—Frank E. Baughman will continue the ice, coal and implement business of Baughman Bros. in his own name.

Owosso—W. E. Payne succeeds the implement firm of Crowe & Payne, W. L. Crowe retiring on account of poor health.

Marshall—Nineteen local grocers have signed an agreement to close their stores at 8 o'clock in the evening from Jan. 29 to May 1.

Cadillac—W. R. Sawyer has retired from the firm of Sawyer & Hodges, news and cigar dealers, and is succeeded by his son, Alvin W. Sawyer.

Boon—The grocery firm of Fessenden & Palmier has been dissolved by mutual consent. The business will be continued by A. C. Fessenden.

Jackson—The Smith & Winchester Hardware Co. has been organized to succeed Barnard, Smith & Co. in the hardware and stove business.

St. Louis—J. Cough, the farm implement dealer, has taken F. H. Cooper as a partner and the style of the firm will be known as Cough & Cooper.

Saranac—Milton A. Wilkinson has purchased an interest in the L. C. Hunter hardware stock. The new firm will be known as L. C. Hunter & Co.

Jackson—Henry J. Adams has purchased the interest of the estate of the late Wm. Smith in the lumber firm of Smith & Adams and will continue the business in his own name.

Ann Arbor—John Wahr has purchased the interest of his partner in the boot and shoe firm of Wahr & Miller and will continue the business in his own name.

Lawton—Otho Beam has purchased the flour and feed business of C. W. Mitchell; also the bicycle repair shop, which he has placed in charge of Vern Ward.

Grant—W. F. Payne, of Grand Rapids, has leased a store building at this place, which is now being fitted for the occupation of a stock of dry goods, clothing and shoes.

Corunna—D. M. Lowe has sold his grocery stock to T. J. Brown, of Detroit, who has formed a copartnership with Wm. Walsh, under the firm name of Walsh & Brown.

St. Louis—L. Lenhoff has closed his clothing establishment under the general bankruptcy act, after having been engaged in business here for nearly a quarter of a century.

Marshall—E. Brumberg, of Battle Creek, has purchased the dry goods stock of J. A. Unna. Mr. Treseder, who was formerly in charge of the business, will remain with Mr. Brumberg.

Bellaire—F. D. Flye and Meyer & Flanelly have consolidated their hardware stocks and will hereafter conduct business as one establishment, under the style of the Antrim Hardware Co.

Sault Ste. Marie—D. Frank Reynolds, formerly of the grocery firm of Royce & Reynolds, has associated himself with A. H. Eddy, the Ashmun street groceryman, under the firm name of Eddy & Reynolds.

Eaton Rapids—Myron Stuart, of Brookfield, has purchased the interest of John O. Smith in the implement firm of Smith & Crane. The new firm will continue the business under the style of Crane & Stuart.

Charlotte—Chas. Bennett, administrator of the estate of George W. Foote, informs the Tradesman that the sale of the Foote drug stock to Dr. L. F. Weaver and Peter Shute was not consummated, as expected.

Lansing—Ex-Senator J. Milton Earle, formerly of Belding, but for several years a resident of this city, is about to remove to Detroit, where he will engage in the commission business under the firm name of Duffie & Earle.

Belding—Charles R. Stelzer, of Grand Rapids, has purchased the meat markets of C. B. Nye and J. W. Pullman. He has purchased the building occupied by Mr. Pullman and will consolidate both markets at that location.

Belding—Homer VanEvery, late of Pontiac and Birmingham, has leased a portion of the Deatsman block and engaged in the grocery business. He contemplates taking the entire block later on and adding a line of meats.

Eastlake—The R. G. Peters Salt & Lumber Co. has taken possession of its new building with its general stock, which has been departmentized according to the up-to-date ideas which General Manager Corey has been able to acquire by investigation and invention.

Lansing—Geo. W. Chambers and A. B. Sears have formed a copartnership and engaged in the undertaking business at 119 Allegan street. Mr. Chambers has had charge of the undertaking department of M. J. & B. M. Buck, of this place, for the past nine years, and Mr. Sears has recently been engaged in the undertaking business at Manistee. The firm name will be Chambers & Sears.

Pigeon—The Wallace-Campbell-Orr Co. has been organized at this place to engage in the mercantile business. The capital stock is \$12,000. The incorporators are W. H. Wallace, W. J. Orr, of Bayport, and J. J. Campbell, of this place.

Ypsilanti—The creditors of Alban & Johnson, clothiers and merchant tailors, have gotten together and agreed upon a proposition to settle with the firm for 50 cents on the dollar. The effort to hold Mrs. Fred Johnson as a partner in the firm was not successful. The liabilities aggregate \$13,000.

Belding—F. T. Lincoln, of Brooklyn, N. Y., has leased the east store in the Belding block, and workmen are engaged in the work of renovating it and putting it in first-class condition. Mr. Lincoln expects to be ready for business about March 1 with a line of millinery and ladies' furnishings.

Ovid—Ed. Beebe has repurchased the stock of drugs sold to Steward & Hurd last spring. Mr. Beebe had been engaged in the drug business for nearly twenty years here when he sold his stock and removed to Marine City to engage in the drug business. He will shortly open his store at this place.

Charlotte—Jos. Lang has retired from the clothing firm of Lang & Vomberg, the remaining partner, Meyer Vomberg, continuing the business in his own name. Mr. Lang removed to this place December, 1867. Twelve years ago he formed a partnership with Mr. Vomberg, who had been his efficient and faithful clerk for eleven years.

Muskegon—John Bolt has sold his interest in the hardware store and celery farm conducted by Boersma & Bolt, also his interest in the hardware business owned by Boersma, Bolt & Co. The parties now interested in the two hardware stores and the celery farm are Peter A. Battma, Oets Douwsema, Samuel Langeland and John Boersma.

Pentwater—S. E. Russell has sold his interest in the general stock conducted under the style of the Grange store to F. W. Fincher, who has formed a copartnership with the other partner, Charles Jensen, and will continue the business under the style of F. W. Fincher & Co. Mr. Fincher conducted a drug store here for several years and is well known to the people of Pentwater and vicinity.

Saginaw—Wm. Barie & Son have arranged to merge their business into a corporation about March 1, to be known as the Wm. Barie Dry Goods Co. The capital stock will be \$300,000 and will be held as follows: Wm. Barie, Sr., \$200,000; Wm. Barie, Jr., \$50,000; Mrs. W. F. Schirmer, \$10,000; Mrs. Hugo G. Wesener, \$10,000; Mrs. Elsie Hanaford, \$10,000; Mrs. Warren H. Rice, \$10,000; Miss Blanche Barie, \$10,000. The officers will be as follows: President, Wm. Barie, Sr.; Vice-President, Wm. Barie, Jr.; Secretary and Treasurer, Hugo G. Wesener. In the active management of the store there will be but few changes. William Barie, Jr., will assume control of the wholesale department. Warren H. Rice, who has been connected with the firm as advertising manager, will retain that position and in addition superintend the men's furnishing department, which will occupy the second floor of the new building into which the firm will move in October. Hugo G. Wesener, who severs his connection with the Bank of Saginaw as assistant cashier, will have charge of the office of the company. W. F. Schirmer will become identified with the store in one of its important depart-

ments upon the firm's moving into its new quarters. Charles H. Smith, who assumed charge of the credit department upon the retirement of W. A. Fixel, will remain with the firm in that capacity.

Manufacturing Matters.

Adrian—L. F. Baker has begun the manufacture of cheese in the building known as the Adrian creamery.

Traverse City—The stockholders of the Michigan Starch Co. have voted to increase the capital stock of the corporation from \$50,000 to \$200,000.

Otsego—The Otsego Chair Co. will erect two additional buildings during the present year, enabling the company to increase its capacity from 700 to 1,000 chairs per day.

Detroit—C. D. Merritt, W. H. Smith and H. L. Minds have organized the Superior Fence Co., with a capital stock of \$20,000, to engage in the manufacture of fence machines.

Saginaw—Mrs. F. H. Beach has sold her interest in the Erd Piano & Harp Co. to W. A. Brewer, President of the corporation. Mrs. Beach formerly occupied the position of Vice-President.

Fenton—The Business Men's Association has petitioned the Common Council to put before the voters at the spring election a proposition to bond the village, the money thus raised to be used in inducing manufacturers to locate here.

Detroit—The Detroit Cigar Box & Package Manufacturing Co. has filed articles of association with \$10,000 capital, 45 per cent. of which is paid in. The incorporators are John P. Glendon, trustee, John J. Marten, John P. Glendon, and W. H. Fitzgerald.

Saginaw—C. L. Roeser has separated his seed and plow manufacturing business. The former will be continued under the style of the Saginaw Implement and Seed Co., while the manufacture of plows and harrows will be conducted by the C. L. Roeser Manufacturing Co.

Eaton Rapids—Mack E. Polhemus has been granted a patent on his folding vegetable crate, which he has been experimenting on for several months and which he has finally perfected. The crates will be manufactured at the T. M. Bissell Plow Co.'s works for the present.

Detroit—Fox Bros. & Co. have filed articles of limited partnership to manufacture wood mantels and special furniture. The partnership is for one year, and the parties are Charles W. and Benjamin J. Fox, general partners, and Albert V. McClure, John Kelsey and Warren G. Vinton, special partners.

Houghton—The Knudsen-Ferguson Fruit Co. and the supply firm of Knudsen & Ferguson, which has had the supplying and maintenance of the camps on the Copper Range Railroad, and also upon the new branch of the Mineral Range from Newtonville to Mass City, have been consolidated and incorporated as the Knudsen-Ferguson Fruit Co., with a capital stock of \$100,000. The officers of the corporation are H. B. Knudsen, of Duluth, President; Clinton L. Stacy, of Minneapolis, Vice-President, and E. M. Ferguson, of Duluth, Secretary and Treasurer. The main office of the company is located at Duluth, and its branch office at this place is under the management of L. A. Larson, who has been in the copper country for some time in charge of the camp business of the firm of Knudsen & Ferguson. Besides making a specialty of handling all kinds of fruits, the company will also deal in produce and fish.

Grand Rapids Gossip

The Grocery Market.

Sugars—The raw sugar market continues to advance, prices showing an advance of 1-16c this week, making the present price of 96 deg. test centrifugals 4 7-16c. The statistical position of raws for the week shows stocks in the United States and Cuba 198,619 tons, compared with 135,133 last year, an increase of 63,486 tons over last year. Business in refined continues about the same, but prices show an advance of 5 points on all grades. The State Land Commissioner of Michigan reports a total of 77,352 tons of beets received and 13,015,572 pounds of sugar produced by the nine beet sugar factories of Michigan during the month of December.

Canned Goods—Trade in future canned goods is comparatively small, many buyers preferring to take their chances in the open market later. Last year at this time most of the futures in vegetables had been sold out and buyers had turned their attention to fruits. This year scarcely any tomatoes have been sold in the East. Maine corn packers have placed very little as yet, and Maryland packers are not making large sales. The higher cost of everything connected with the business has created a stagnation, which is working more or less injury to every one connected with the industry. Packers are indisposed to sell at the old prices, losing all the additional cost of packing themselves, while buyers are not especially anxious to pay the prices demanded, because, as they say, they think that prices may break later and goods can be secured at the old figures. There is no question, however, about the ultimate heavy sale of all varieties, because the consumptive demand will require enlarged supplies. What the future will bring forth is an undetermined question which even the most experienced dealers do not undertake to answer. Many buyers are picking up spot goods, because they believe that spot stocks at present prices are better property than futures at quotations which rule now and are likely to rule during the season. In spot goods the situation remains practically unchanged. The only point of interest is the firmer feeling in tomatoes, which have advanced 2½c per dozen during the past week. Prices promise to increase as sales become larger. In corn there is no change. Buyers are not particularly active and prices are unchanged. While some buyers think the market will be lower, very few share this opinion and trade is proceeding upon the basis of, opening prices being the lowest of the season. There is nothing new regarding peas and string beans. Stocks are very light indeed and future sales are not large, for the same reason that other futures do not sell more briskly. Fruits are firm and the supply is very small. There is almost no trade in any variety now and none is promised until spring trade compels attention. It looks now as though the new pack would come upon a bare market. An advance in the price of sardines has been looked for to take place about Feb. 1, but it is now stated that this advance will not be made at present, chiefly owing to the fact that there is little demand for the goods just at present, although there is now less than one-half the stock there was a year ago this time. Salmon is very firm, but there is no change in price. The oyster market is very firm and, owing to the

high price of the raw material, there have been some slight advances.

Dried Fruits—The dried fruit trade is quiet and limited to small consuming orders. The outlook for good business appears encouraging, but just when trade will pick up it is impossible to say. According to the views of dealers, retailers are carrying small stocks and must buy liberally if they expect to do any business later. Prunes are quiet, both export and domestic demand being flat. Prices are unchanged, but are firmly held up to quotations and the small sales which make up the bulk of the business are at full figures. The supply on the coast is reduced; probably 500 cars would cover everything now held by first hands. Brisk buying would cause an advance in prices, but under present circumstances no change is probable. Raisins are quiet, with scarcely any sales. California loose Muscatels are steady at full prices, but buyers appear to be well stocked and are not buying freely. Most purchases are limited to small consumptive orders. Of the quantity of raisins available for shipment from California there are only about three hundred cars. Of this amount there are practically no standards. Two-thirds of the stock left are Orientals and one-third Pacifics. Of the Orientals left, about one-third will be available for shipment East; the balance, owing to their condition, will be sold to the wineries. Raisins will be considerably higher in the near future and jobbers will be compelled to depend on Eastern stocks to supply their demand and Eastern stocks are very light. Peaches are quiet, but trade is increasing, so far as small orders are concerned. There is an impression that supplies will run short of expectations and higher prices are expected later. While the demand has been so small, prices have not weakened, which is considered a good point. Apricots are steady, but supplies, being mostly in second hands, are held firmly up to quotations and the movement is confined to small orders. There is little change in the market for evaporated apples and trade is slow, although all supplies are firmly held. Exporters show less interest than a while ago, but the export demand is likely to increase at any time. The sale of a large quantity on the coast to the Government has made the market firmer there and may affect the Eastern market as well. There is a little more enquiry and, with continued cold weather, prices will undoubtedly advance. Currants are firm, although no quotable change has taken place yet. Figs are easy and sales are small. Dates are unchanged, but trade is principally in small quantities.

Tea—There is nothing of particular interest in the tea trade, business being on a firm basis with moderate sales.

Rice—There is a slight improvement in the demand for rice, especially for high grade domestic and Japan sorts. Stocks of all grades are light and prices are steady. New crop Japans are rather uncertain and not desirable in quality.

Molasses and Syrups—Nothing of interest has occurred in molasses. Buyers bought supplies to meet urgent wants, resulting in small sales at firm prices. Supplies continue small, with sellers showing no anxiety to market supplies, expecting an advance on all grades. The corn syrup market is slightly weaker and prices are down ½c per gallon, with a corresponding decline on cases.

Fish—Trade in fish is fair at unchanged prices, with the exception of

mackerel, for which there is little demand at present.

Nuts—The trade in nuts is quiet, but there is always more or less demand from retail distributors, the aggregate of which is sufficient to keep the market in a reasonably healthy condition, unless it is seriously overloaded. This rule holds good this year. Trade is up to the average of the season and prices are well maintained. Walnuts appear to be moving with moderate freedom and prices have been well sustained, as a whole. Filberts are in fair demand at unchanged prices. Peanuts are reported fairly firm, but selling at previous prices. The supply is not large, but the quality is good. Pecans are steady at an advance of ½c. The supply is small and will probably be entirely exhausted before the next crop is ready for harvest.

Hides, Pelts, Furs, Tallow and Wool.

Hides are lower, with light sales. The market is well cleaned up of light hides. Prices are still too high for the quality of goods offered and lower values can be looked for.

Pelts are so few and offerings so light that prices are nominal. Pullers are anxious for stock and are buying in case prices are consistent.

Furs are scarce in Northern Michigan.

Price advanced materially at London sales last week. Dealers are not satisfied, as they did not have all the goods they wanted at the sales, and now pay the advance readily and tumble over each other to get them.

Tallow is ½c easier, with fair offerings and sales.

Wool is firm at old prices, with fair sales in small lots. Heavy manufacturers are well stocked, having good orders on their books and running full. The supplies for the near future must come from abroad. Wm. T. Hess.

W. R. Brice & Co. write the Tradesman that they will open their branch houses at Grand Rapids and Manchester about March 10. The Grand Rapids house will be in charge of W. J. Kone, the same as heretofore. The refusal of Brice & Co. to pay top prices for eggs last spring was a matter of unfavorable comment at the time, but recent developments have shown that they were level headed in declining to pay fancy prices for stock which has since been sold for less than its original cost. As a result of this policy they succeeded in scoring a profit, instead of a loss, on the business of 1899. It is understood that Young & Co., who operated at Lake Odessa last season, lost about as much on the eggs they purchased last year as Hager's creditors did on the eggs Hager failed to pay for the year before.

Wm. Brummeler & Sons have moved their office into their new block on South Ionia street, where they have more spacious and attractive quarters. The basements used as a general stock department, as is also the rear of the first floor. The offices and sample room occupy the front of the first floor, while the entire second floor is utilized for factory purposes.

Geo. H. Reeder was appointed receiver of the W. D. & L. J. Booth general stocks at Belding and Cedar Springs and has entered upon the work of converting the assets into cash with as little delay as possible.

J. B. Holly has sold his stock of stationery, wall paper and paints at 95 Canal street to J. J. Berg.

The Produce Market.

Apples—Dealers are constantly sorting their supplies, in order to save what they can from the jellymaker and mince meat factory. Spys, Baldwins and Jonathans are in good demand at \$3.50@4 per bbl.

Bananas—For several weeks past there has been a noticeable increase in the demand and consumption of bananas, which, together with the falling off in receipts, has caused several sharp advances in values. The supplies in New York during the current week have not exceeded 10,000 bunches, while for the corresponding week last year the supplies arriving in that market were 35,000 bunches. Since the beginning of the year the supplies arriving have reached only 153,000 bunches, compared with 235,000 bunches for the same period last year. The decrease in the supply is attributed almost entirely to the losses sustained in December during the cold wave, carload after carload then being destroyed by frost in transit to the Western markets. The importations are expected to be below the average for the remainder of the season, because of the heavy losses through storms in the West Indies late last fall, from the effects of which they have not fully recovered. With open weather the trade incline to believe that the present high range of prices will continue. Present prices on some grades are fully 4c higher than was the case a month ago.

Beets—\$1 per 3 bushel bbl.

Butter—Factory creamery is scarce and hard to get at 25c. Dairy grades command 16@20c, but most of the receipts are inferior in quality.

Cabbage—75@90c per doz.

Carrots—\$1 per 3 bushel bbl.

Celery—25c per doz. bunches.

Cranberries—Jerseys are in fair demand at \$6.75@7 per bbl.

Dressed Poultry—The market is stronger and higher, due to cold weather and bad roads. Chickens are in active demand at 9@10c. Fowls are in demand at 8@9c. Ducks command 10@11c. Geese find a market on the basis of 9@10c. Turkeys are in good demand at 10c for No. 2 and 11c for No. 1.

Eggs—Fresh stock has declined to 15c flat in Chicago and to 17c, loss off, in New York. Local dealers find an outlet for their receipts on the basis of 16c. Cold storage stock is held at 10@12c, according to quality. According to W. J. Mooney, general manager of the Western Cold Storage Co., there are now in storage at Chicago only 65,000 cases of eggs, and the supply will not last more than 15 days. The same authority estimates the loss on storage stock in Chicago alone at \$150,000.

Game—Rabbits are all cleaned out and the cold weather has served to curtail receipts and increase the demand to that extent that dealers are offering \$1 @1.10 per doz. Squirrels are also in strong demand at \$1.10@1.20 per doz.

Lemons—The demands not much improved, but the quality of the goods now coming in is much better than heretofore and there has been a slight advance on some grades.

Live Poultry—Squabs, \$1.20 per doz. Chickens, 6@7c. Fowls, 5½@6½c. Ducks, 6½c for young and 6c for old. Turkeys, 8c for young. Geese, 8c.

Nuts—Ohio hickory command \$1.25 for large and \$1.50 for small. Butter-nuts and walnuts are in small demand at 60c per bu.

Onions—Spanish are steady at \$1.75 per crate. Home grown are steady at 45c for Red Weatherfields, Yellow Danvers and Yellow Globes and 50c for Red Globes.

Parsnips—\$1.25 per 3 bu. bbl.

Potatoes—The market is stronger and higher, due to the seeding demand from the South. Local handlers pay about 38c in carlots and find an outlet for stock around 42@45c.

Squash—Hubbard command 1½c per pound.

Sweet Potatoes—Kiln dried Jerseys are slow sale at \$4.50@4.75 per bbl.

Turnips—\$1 per bbl.

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

Woman's World

Women No Longer Proud of Feminine Accomplishments.

The greatest danger that confronts the modern woman is that in her reaction against the limitations and restrictions of the past she is inclined to go to the opposite extreme and undervalue the things that are purely feminine. If you will notice you will see this tendency openly manifested on every side. The qualities that we seek most strenuously to inculcate into our daughters nowadays are the manly virtues of independence and self-reliance. The women who are held up by the press of the country for the emulation and admiration of other women are those who have achieved success or made money in active competition with men in the working world. The clothes that we extol as rational and sensible are hideous travesties of men's garments. The very note of praise has taken a masculine cast, and I honestly believe nine women out of ten would feel more flattered to be described as clever and progressive than to be called pretty and sweet.

Everywhere, apparently, the essentially feminine qualities are at a heavy discount in the esteem of women, with few friends and no investors. The woman who merely runs her home successfully instead of running a sawmill, or a steamboat, or the one who is the author of a perfect loaf of bread, instead of a problem novel, is a prophet without honor in her own country, and one who could not get her picture into the papers in a thousand years. Every day I hear girls bragging about their golf scores or tennis championships or wheel records, but I would be just as much astonished to hear one brag of her prowess with a darning needle as I would to hear a man boast that he patched his own trousers. Of course, there are women still engaged in these useful occupations. There are plenty of good housekeepers and there are doubtless, here and there, girls who know how to darn their stockings. The significant thing about it is that women are no longer proud of their feminine accomplishments. It is when they can do something like a man that they flaunt it in the face of the world.

This phase of sentiment is not confined, by any means, to the woman who, through stress of circumstances, has been forced to stand alone and fight her own battle for bread and butter. You see the same belittling of feminine attributes and the same undue laudation of masculine ones in every grade of society. Little Miss Worker, who copies the free and easy manner and adopts the slang of the men in the office or shop with whom she toils, is not one whit more of an imitation man than swell Miss Upperten, who rolls her shirt waist sleeves up to the shoulder, whose face and hands are sunburnt and tanned and ugly with exposure to the weather, who spends her time knocking balls about a golf links and whose highest ambition in life is to play a stiff game. The motto of the modern young woman seems to be, "Be a man, if you can, and if you can't, be as much like one as you can."

Nothing could be a greater mistake and no woman ever falls into a greater error than when she despises the importance of the things that belong to her sex. The progress of the last few years has done much for her. It has opened the doors of knowledge for her and made her free to the workshops and markets of the world, but it has not altered the

essential fact that she is a woman. In the home or in the working world she is never so effectual as when she holds on with a death grip to the things that belong to her sex—the prettiness, the grace, the graciousness, the sympathy and tenderness of womanhood. God made the earth bring forth flowers as well as food, and women should never forget that there is a place for the chiffons of life as well as for the shirt waists.

There is no doubt that the new ideal of the manly woman is coloring life at every point, and the young girl is not to be wondered at for overlooking and despising the attributes once considered most important in a woman. Take the matter of grace, for instance. Time was when that was considered the shibboleth by which we unmistakably knew a lady, and a mother would have been considered more than culpable who did not teach her daughters how to walk and sit and stand. Who attaches any particular importance to grace now? Only the old-fashioned. We no more think of demanding grace of a girl than we do of her brother. She can play golf that would do credit to any man of her acquaintance; she has won a tennis championship; she can set a pace on her wheel that the average man finds it hard to keep up with, but when she strides down the street or into a ballroom it is with a gait that has nothing to recommend it except its ability to get there. As for knowing how to sit down, she is sublimely indifferent to the way she does it and sprawls in her chair, with her knees crossed or her feet sticking straight out before her in a way that would make her grandmother turn over in her grave with horror could she see it. Unquestionably women have gotten much good out of outdoor athletics, but there is no use in shutting our eyes to the fact that it will give us a race of Amazons instead of Graces, unless something is done to modify the present tendency.

This absurd glorification and imitation is all the more ridiculous when one reflects that it doesn't even please the men—for whose benefit, presumably, it is undertaken. The most that a woman ever achieves in that line is making a kind of hobbledehoy of herself without manners or grace or attractiveness, and it is an incredible lack of sense that makes her sacrifice for this so many of her womanly attractions. There is gentleness, for instance; this is a derided virtue among women now, who all want to be considered forceful and strong. I don't suppose in the whole length and breadth of one's acquaintance now one could find a single woman who would feel complimented at being called gentle, yet it comes pretty near to being the sum of all that a man worships in women and prays for in a wife. The woman who can conduct a business successfully or finance a speculation or climb a mountain with an athlete may come up to a man's ideal of independence and common sense and good health and be the one he admires in the abstract; but the woman who winds men around her finger and who is the real influence in the world is the gentle little woman whose soft footfall brings peace and healing to a sickroom and whose low whispers in a man's ears have swayed nations. These are the kind of women men go out to fight for. The independent, mannish woman they let go out and fight for herself.

Women make another and a great mistake when, in their idea of comrade-

ship with men, they think it means to be hail-fellow-well-met and as masculine as possible. Much is to be said of the pleasure and profit that accrue to both in the freedom of companionship of today, but something may be said, too, for the wholesome restraint that used to obtain. It is altogether too common to hear a young man address a girl as "Hay, Susie," precisely as if she were a boy, and then, without removing his hat or his cigarette, proceed to chaff her as he might her brother or tell her stories that, to say the least of them, are decidedly off color. There used to be so much a man couldn't say before a woman, but there's precious little now. No one would, of course, go back to the days when it was considered refined to speak of the limbs of a piano and address a woman in stilted language as if she were a goddess on a pedestal, but between that and now, when debutantes and their escorts freely discuss the merits of Sappho and Zaza, there must surely be some safe and wholesome camping ground on which men and women can meet. We like to think that a woman's talk should deal with the sweet and pretty things of life instead of its hideous ones—that her words should go robed in chiffon rather than the garb of a hoodlum.

As a matter of fact there is no situation where a woman can afford to neglect the chiffons of life—the grace and sweetness and the womanly attributes. If she is a working woman she gains nothing by demanding things as her right instead of a favor. She can never win her way by brute force, because man is always bigger and stronger, but he will give her of his grace what he would never have yielded her on compulsion. Everywhere the women who



and the world advances
with you.

Sell 5 cent
Advance Cigars
and you will advance

The Bradley Cigar Co.
Greenville, Mich.

Try Improved
"W. H. B."
10 cents, 3 for 25 cents.

A Man Is Known By the Company He Keeps And a Merchant By the Goods He Sells

Quality is a better advertisement than price. Cheapness attracts some people, but reliable goods make regular customers, and it is the every day customer that is valuable to a store. Those who are satisfied with anything are satisfied to buy it anywhere, but careful housekeepers trade where they are sure of getting the best goods. Quality is the only basis upon which a permanent reputation can be made.

CERESOTA is the highest grade of flour produced in America—there is nothing better at any price—and no matter what the reputation of a store may be, selling CERESOTA will make it better.

Some things must be seen to be appreciated, but CERESOTA must be baked. Give your customers a chance to try this great bread flour and it will speak for itself.

Olney & Judson Grocer Company,
Western Michigan Distributors,
Grand Rapids, Mich.

THE NORTHWESTERN CONSOLIDATED MILLING CO., Minneapolis.

are succeeding best are those who neither ape men in manners or dress, but who go about, even among the roughest men, surrounded by that atmosphere of womanly reserve and modesty before which every man unconsciously stands hat off and her champion.

In the home the chignons are even more important. Plain living and high thinking is a theory that belongs to the disciplined boarding school, not the place where a man comes after a hard day's work. No amount of goodness or philanthropy or intellectuality in a wife atones for the lack of beauty and grace in her surroundings. A man gets his full of the prose of life at his office or shop. His home must stand for its poetry or else it is a failure. Men have been quicker to see this than women, but it's to be hoped that, the novelty of independence and freedom—of homespun and pockets—over, that women will soon come back to a proper appreciation of the importance of the chignons of life—pretty manners, pretty dresses, pretty ways—and to a realization that woman is never so effective as when she clings to the things that are eternally feminine.

Dorothy Dix.

The Obtuseness of Women.

I candidly believe that the druggist comes in contact with the "off side" of womankind more than any other class of traders. Sometimes it's the nervous woman and sometimes it's the stupid woman; but when you get the two qualities combined in one woman, Heaven pity the poor druggist! There's a woman comes in my store nearly every day to use our phone for everything under the sun, but she never buys a cent's worth. There are lots of that sort, but this one takes the prize.

The other day when she came in I happened to be at leisure and so I heard her message. This was it: "Give me 1620. Is John there? No? Well, tell him when he comes home to dinner to stop in Blank's (mentioning a cut-rate joint) and get me a bottle of Pinola."

I was mad. "Madam," I said, "our phone is for the use of our customers." "Why, I've used this phone for months and this is the first time anything has been said."

"I know it, but hereafter it is only for our customers," I repeated.

"Oh, you expect me to pay for it," she said.

"Not at all, madam, our phone is free."

"I'm sure I don't know what you mean."

"Probably not."

The lady stared a moment, then founced out, but above the banging of the door I heard her exclaim, "Such impudence!"

Improved Her Mind While She Waited.

"Talking about cheek, I ran up against a cool customer the other day," remarked a Detroit druggist. "We carry a few of the popular magazines for sale. While I was filling a prescription for a lady, she settled down comfortably to the perusal of a magazine, even cutting the leaves. When I handed her the prescription, I enquired, 'Shall I do that magazine up for you?'"

"No, thank you, you took so long to put up the prescription that I read it all through, even the advertisements."

Chas. E. Hawley, hardware dealer, Morley: Enclosed find postal note for \$1 in payment for your paper the following year. Could not keep house without it.

GOTHAM GOSSIP.

News From the Metropolis—Index to the Market.

Special Correspondence.

New York, Jan. 27—If the scheme of great public works contemplated in this city and State "goes," it is estimated that something like \$250,000,000 at least will be spent. The proposed tunnel will cost \$35,000,000 and other improvements will soon be "in sight" taking almost as much more. Then it is proposed to tunnel East River to Brooklyn and push another to Jersey City and to spend \$60,000,000 on the Erie Canal. All these works will call for armies of workmen and, of course, the money will help "all around."

The coffee market is firm and has gained in strength during the week, notwithstanding the assertions of some authorities that the whole advance is owing to speculation and that the statistical position does not warrant any such condition as now confronts us, for condition it is and not a theory. The volume of trading has not been large, both jobbers and roasters seeming to feel that there is too much risk to take large stocks ahead. Rio No. 7 is worth 8 1/4c and is firm at that. The stock in store and afloat aggregates 1,125,718 bags, against 1,274,534 bags at the same time last year. West India sorts are meeting with moderate enquiry, but the market is firm and quotations are well held. East Indias are selling in an everyday manner. There seems to be less call for the same than existed last week, but prices are firm.

Nothing of special interest has occurred in sugar and the situation calls for little comment. It was understood that some concessions were made on certain soft grades, but otherwise the list prices hold.

The tea market is firm. It was said that considerable buying has been done on English account, sales being chiefly of the better hysons, young hysons and Formosas. Prices are strongly adhered to.

For really desirable grades of rice there has been a fair trade. The stocks of such are generally reported to be very light not only here, but in the South as well. Low grades are dull. Prime to choice Southern, 5 1/2@5 3/4c. Foreign grades are in light supply and quotations are decidedly firm. Japan is worth 4 3/4@4 1/2c.

The spice market is decidedly firm for cloves and pepper, the former showing some advance in quotations. Pepper is held at 12 1/2c for Singapore—invoice lots—and no concession will be made. The rate is said to be too high by those who want to purchase and the volume of business is consequently not as large as it might be.

While prices on desirable sorts of molasses are very firm, the volume of business has been rather moderate. Stocks are light. Medium grades are in fair supply, but there has been only moderate enquiry. For good to prime Centrifugals there is a range of from 20@37c, the latter for strictly fancy grades. Syrups are decidedly firm; in fact, are so high that actual business is somewhat retarded. Supplies are not large and refiners hold prime goods at 20@22c, with fancy stock rising 23@27c.

While the canned goods market is rather quiet, there is a strong undertone and prices are firmly held on almost every article. The market for futures is in a most unsettled condition. Western jobbers are taking hold with greater freedom than are their Eastern brethren. As yet the prices made for futures seem to be only sufficient to cover the increased cost of production. Quotations are practically unchanged from a week ago.

Dried fruits are moving with exasperating slowness. It was hoped that by this time there would be considerable snap to the trade, but nothing at all has occurred. Prices, however, show no weakness and such sales as are made are at full rates.

Lemons are firmer, but there has been very little doing. Oranges are in fair supply from California and the market is quite firm. Choice to fancy navel, \$2.25@2.75. Bananas have made a

sharp advance and are now worth for firsts, per bunch, \$1.20 for Aspinwalls, and \$1.30 for Port Limons. Grapes are firm, selling from \$5 all the way up to \$9 or more per bbl. Pineapples are quiet. Quotations are nominal.

The butter market is stronger than last week and arrivals are taken care of with promptitude. Previous arrivals are quite closely sold and there may reasonably be hope for a higher range of prices. Strictly fancy is fetching 25c without any trouble and there have been some lots sold for probably a little above that. Thirds to firsts, 21@24c. Imitation creamery is rather dull within the range of 18@20c; Western factory, 16@19c. Roll butter is quiet at 16@18c, and possibly up to 19c for O. K. goods.

There is more activity in cheese, both among the home trade and exporters, and 13c has been paid for fancy State full cream cheese. Under grades, while quiet, are selling with more freedom than a month ago and the whole market is in better condition.

The egg market is somewhat off this week, and, with larger receipts, it is hard to get over 20c for the best Western goods.

Pea beans, Mich., bbls., \$2.20; in bags, \$2.17 1/2 for choice; choice medium, \$2.20.

Figuring on the Next Apple Crop.

At a recent meeting of the Mississippi Apple Growers' Association, which includes the counties of Adams, Hancock, Brown, Pike and Callahoun in Illinois, Lee in Iowa, and Pike, Ralls, Marion, Lewis and Clark in Missouri, held at Quincy, Secretary Handly read a very interesting letter from Eastern buyers asking in what condition the freeze of a year ago had left old trees. It will be remembered that the last February the very severe freeze injured all apple trees in the entire country. As far as can be learned from reports and expressions from different local cities the idea was that the old trees have not yet recovered, but many of the writers were confident that the coming crop would be abundant.

His Clothes Don't Make a Man.

Sillicus—You can't tell much about a man's financial condition from the clothes he wears.

Cynicus—No; you must see his wife's clothes.

Michigan Fire and Marine Insurance Co.

Organized 1881.
Detroit, Michigan.

Cash Capital, \$400,000. Net Surplus, \$200,000.
Cash Assets, \$800,000.

D. WHITNEY, JR., Pres.
D. M. FERRY, Vice Pres.
F. H. WHITNEY, Secretary.
M. W. O'BRIEN, Treas.
E. J. BOOTH, Asst. Sec'y.

DIRECTORS.
D. Whitney, Jr., D. M. Ferry, F. J. Hecker, M. W. O'Brien, Hoyt Post, Christian Mack, Allan Sheldon, Simon J. Murphy, Wm. L. Smith, A. H. Wilkinson, James Edgar, H. Kirke White, H. P. Baldwin, Hugo Scherer, F. A. Schulte, Wm. V. Brace, James McMillan, F. E. Driggs, Henry Hayden, Collins B. Hubbard, James D. Standish, Theodore D. Buhl, M. B. Mills, Alex. Chapoton, Jr., Geo. H. Barbour, S. G. Gaskey, Chas. Stinchfield, Francis F. Palmis, Wm. C. Yawkey, David C. Whitney, Dr. J. B. Book, Eugene Harbeck, Chas. F. Felter, Richard P. Joy, Chas. C. Jenks.

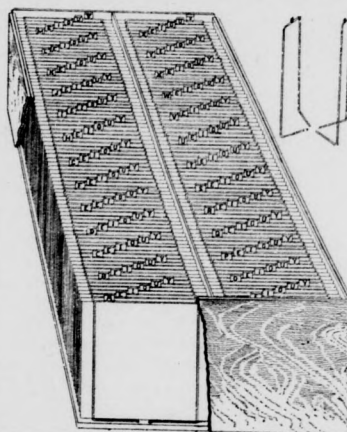
Good=ness

in a harness does not always go with a salesman's say-so. There has to be something back of it—good leather experienced workmanship, carefulness and honest work throughout. ALL of these we give you and our guarantee besides.

Send for Catalogue.

Brown & Sehler,
Grand Rapids, Mich.

The Business Man's Account File



will save any retail merchant many dollars each year and much labor. BECAUSE every customer's account stands out in PLAIN VIEW and can be removed from file without disturbing any other account. FURTHER, every account is ALWAYS READY when called for and ALWAYS CORRECT. No rewriting accounts, and a record is made of ALL goods that leave the store. Write for descriptive folder.

Novelty Manufacturing Co.,
Grand Rapids, Mich.

TRY IT! IT'S GOOD.

QUALITY GUARANTEED.

Made from selected Apples, Granulated Sugar and Pure Spices.

"V. BRAND C."

MICHIGAN APPLE BUTTER

VALLEY CITY SYRUP COMPANY

GRAND RAPIDS, MICH.

SEE QUOTATIONS IN PRICE CURRENT.



Devoted to the Best Interests of Business Men

Published at the New Blodgett Building,
Grand Rapids, by the

TRADESMAN COMPANY

One Dollar a Year, Payable in Advance.

Advertising Rates on Application.

Communications invited from practical business men. Correspondents must give their full names and addresses, not necessarily for publication, but as a guarantee of good faith. Subscribers may have the mailing address of their papers changed as often as desired. No paper discontinued, except at the option of the proprietor, until all arrearages are paid. Sample copies sent free to any address.

Entered at the Grand Rapids Post Office as Second Class mail matter.

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - JANUARY 31, 1900.

STATE OF MICHIGAN } ss.
County of Kent

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

I am pressman in the office of the Tradesman Company and have charge of the presses and folding machine in that establishment. I printed and folded 7,000 copies of the issue of Jan. 24, 1900, and saw the edition mailed in the usual manner. And further deponent saith not.

John DeBoer.

Sworn and subscribed before me, a notary public in and for said county, this twenty-seventh day of January, 1900.

Henry B. Fairchild,

Notary Public in and for Kent County, Mich.

THE PITY OF IT.

Germany is complacent. He has comfortably seated himself in his garden; his foaming mug is at his elbow; his pipe is full and freshly lighted and, certain now that the dream of Charlemagne is to be realized, he is happy. As usual, America has been the cause of the nightmare which has made the dream a troubled one; but to-day the fading darkness has revealed a potent fact and he pulls and puffs deep whiffs of solid enjoyment as his ponderous mind contemplates the ponderous thought it ponderously dwells upon. There has never been any doubt about it. Germany has always been the real master of the world. The volatile French, the beef-eating English, with the United States, that frothy scum of English ale, and the barbarous Russian have always depended upon the sturdy German character and the civilized world owes all that is best of its civilization to the spirit that has haunted for ages the castle-guarded Rhine and has given to English speech in "sterling" the standard measure of money and morals. It is the sterling, after all, that tells and the prosperity, be it national or personal, will be real only as it conforms to the sterling standard. How German honesty has moulded the destiny of the nations! How trade succeeds or fails as the goods it buys and sells are all wool and a yard wide; and how, in this grasping day and generation, the prosperity that comes to stay meets fairly and squarely the exact conditions!

It may not be pleasant reading for "the scum of English ale," but, after making allowance for national prejudice, there is a foundation for such talk. And there is the pity of it. The American character is not looked upon by other nations as the real thing clear through. There is something suggestive in it of the "filled cheese" idea. It is the nation of "filled watches." The dia-

monds are large which the people wear and they sparkle; but they are not always genuine. The nutmegs too often are wooden and the clocks American made don't go unless they are carried. Devoted followers of the gospel of "Get there!" the people are not overnice in the matter of ways and means; and, while they are not the acknowledged disciples of getting something for nothing, the daily transactions, when closely considered, are too often painfully suggestive of that doctrine. There is, in fact, too much of the overreaching and this, in the end, is sure to bring disaster to the one that practices it.

It is not necessary to go far for an illustration: The idea—it is human and not especially American—has been lately shown in the manufacture of the bicycle. Germany, in common with other makers, catered to the wheel wants of the world to the extent of something over two and a half million of dollars. The wheels were exported throughout Europe and South America. The United States entered the lists as a contestant for this patronage. It succeeded so far that in 1898 the trade of the American wheel in the same markets amounted to \$5,473,000 for the first eight months. It was a good showing and it was meet and right that the American maker should rejoice and be glad. The wheel of the Western World had met its rivals on their own ground and had come out ahead. Then came the portentous "but," not this time in ominous head-shakings and conditional "ifs," but in the unmistakable language of trade. Within a year the wheel export of the United States decreased to \$3,951,000, a difference and a protest amounting to \$1,522,000. The reason confirms the guess. During the first months of 1898 a great many cheap wheels were put upon the foreign markets by the American trader. He sold wheels in Germany for \$20.23 which were dangerous to ride on. Like the filled watch they looked all right, but a little use proved them to be all wrong. The result was inevitable—those good-for-nothing wheels did more damage to the exporting of the American wheel than the decrease in the amount of sales covers. It has strengthened the distrust in the American wheel manufacture and, more's the pity of it, has widened that distrust until the whole field of manufacture is included.

There is no use in quoting the old "honesty" maxim. The world is tired of it and the cheating part of that same world exults in its short-sighted policy over the ill-gotten gains which will soon cease altogether. In trade as in other fields of effort, "whatsoever a man soweth that shall he also reap;" and in these days when so much of the general prosperity depends upon the being and not the seeming, upon honesty and not cheating, it does seem strange that the better traits of American manhood should not come to the front rather than these baser qualities which are sure to bring disaster. A good name is better than great riches in the markets of the world and when both are possible, as they are in the present instance, it is a pity—and a great pity—that the right should not prevail.

During the four years from 1894 to 1898 Europe bought from the United States agricultural products amounting to \$663,536,201. Great Britain took \$403,953,854 a year; Germany, \$86,320,274 a year, and France, \$43,988,790. At this rate all three may be forgiven if they do find fault occasionally with our pork and dried apple.

AMERICAN MERCHANT MARINE.

Considerable attention has been directed for some time towards the encouraging and strengthening of our shipping interests. Engaged as the country has been in carrying out larger enterprises, she has been content to make use of such conveniences as other countries have afforded and to-day, while American shipping industries have shared in the general prosperity of the country during the past fiscal year, American vessels are carrying less than 9 per cent. of our foreign commerce, a condition of things hardly in accordance with the dignity of one of the greatest countries of the earth.

With the rest of the world the United States is rapidly giving up her sea-going sail tonnage, at the average rate of 40 per cent. during the last twenty-five years, and as rapidly is making use of steam as a motive power. The largest showing in this direction comes from Norway, with an increase of more than 1,400 per cent., Germany following with not quite 700 per cent., while this country is put down at 68 per cent., with an increase of American steam tonnage registered for foreign trade on the Atlantic and Gulf Coasts of only 38 per cent. For the past twenty years sea-going steam tonnage with us has dropped from the second place next to Great Britain to the fourth below Germany and France, a fact not at all consoling to those who have the Nation's interests strongly at heart.

Of course there is an earnest desire to know what is to be done about it, and a hint comes to us in the fact that the governments of Europe and Japan have been expending \$26,000,000 on their merchant shipping and the United States \$992,211, an amount the insignificance of which is fully appreciated when it is understood that the annual value of our ocean-carrying trade is estimated at about \$175,000,000.

In considering what can be done to change this Norway's splendid record becomes interesting. It is found that the unparalleled increase is due, in connection with the free ship policy, to their very large maritime population, which makes it necessary for the government of those countries to encourage the purchase of vessels built in Great Britain in order to afford employment for their seamen. Even then the tonnage under the Norwegian flag is not enough to give employment to Norwegian sailors, who constitute a large part of the crews of British and of American vessels in the coasting and in the foreign trade. The wages paid to Norwegian sailors are much lower than those paid on British or German vessels, and the general cost of operating vessels under the Norwegian flag is less than under the British, conditions which have made the free ship policy a necessity in Norway.

Senator Frye, in a bill at the last session intended as a substitute for the Hanna-Payne Shipping Subsidy bill, points out that the maximum expenditure under that bill for any one year is fixed at \$9,000,000, from which should be deducted \$1,500,000, the present cost of carrying our ocean mails on American vessels. The actual annual expenditure proposed by the bill is thus to all intents and purposes fixed at \$7,500,000. On the condition that all our vessels registered for foreign trade were occupied during the year, the new expenditure under the bill would be \$3,000,000, in round numbers. Before the maximum is reached the capacity of our shipyards must be many times increased,

as well as the tonnage engaged in the foreign trade. The pro rata reductions in compensation provided for when the maximum expenditure of \$9,000,000 is reached will thus coincide with the lessened need of Government assistance. The Senator also shows that, of the 362 steamships of 14 knots or over now in existence, over 80 per cent. are receiving assistance from the governments to which they belong of more than \$20,000,000, which is considered a justification for the proposition in the bill to give a distinct allowance to American steamships of 14 knots and upwards.

A suggestion comes from the recent action of the government at St. Petersburg, which is desirous of building a number of large steamers to be used for transporting merchandise and emigrants to Eastern Siberia. The contracts were given to German builders because they offered to do the work at from 25 to 30 per cent. less than English builders, and the German builders could offer these rates on account of Germany's policy of allowing her merchants to buy vessels intended for foreign voyages where they can get them cheapest. As a result a large German merchant marine has grown up, which has led to the establishment of shops in various German seaports where ship repairs can be carried on, and gradually to the establishment of shipyards for the needs of German trade. Thus it has become possible for German shipbuilders to compete on more advantageous terms with their Scotch and English rivals. In this way the trade has followed natural and healthy lines and is now well established.

What will be done with the bill can not now be determined. It would not be a matter of much surprise if any or all of these suggestions should be tossed to the winds and a course adopted more worthy of a billion dollar country and a billion dollar Congress. If it should be found desirable to grant subsidies to certain lines of steamers well and good; but whatever is done should be done quickly, and so done as to increase the present 68 per cent. and the 38 per cent. to one more in accordance with other countries, as well as with the wealth and importance of this.

The annual report of the American Steel and Wire Co. discloses the fact that the corporation made net profits of \$13,362,529.73 during 1899. After paying 7 per cent. dividends on the \$40,000,000 preferred stock and 7 per cent. on the \$50,000,000 common stock and charging off an even million to depreciation and \$200,000 to possible bad debts, the corporation still holds a balance of \$5,862,529.73, a portion of which will be devoted to the purchase and retirement of \$5,000,000 preferred stock. According to a director, the present outlook is that the first six months of 1900 will show net profits of \$16,000,000. In the face of this showing the preferred stock commands only 91, while the common stock hovers around 50, clearly demonstrating the suspicion with which the public views industrial stocks, owing to the enormous overcapitalization of those of the gigantic combinations which have been exploited during the past two years.

A young man who has been long regarded as brainless feels complimented when a doctor says he has softening of the brain.

If a man wants to be a hero set right he should write the magazine articles about himself.

SEVENTH SUCCESS.

Annual Convention of the Michigan Retail Grocers' Association.

Next Meeting To Be Held at Bay City.

The seventh convention of the Michigan Retail Grocers' Association convened at the parlors of the Military Club, Grand Rapids, Thursday morning, Jan. 25. The meeting was called to order by President Wisler, who congratulated those present and then read his annual address as follows:

I am glad to be with you and to have the honor of being President of an association composed of the best class of citizens in this broad land—a class of people who do not know when their work is done. I believe that the retail grocers and their clerks put in longer days and more hours a day than any other class of business men. In the cities you will see them hustling at 3 to 4 o'clock in the morning and in the country at 10 to 11 at night, and about half of them at least half the day on Sunday. I hope in the near future to see this remedied.

You very seldom see a man who has been a grocer in politics. If he could help make our laws, I think you would see less dead-beats, who make it a point to live on the public. He would see that others pay their share of the taxes and that the peddlers would have a license to pay.

I will not take more of your time at present, as we have a good program, which covers most of the essential questions and abuses, which I hope will be fully discussed and be of great benefit to all of us.

Secretary Stowe then read his annual report, as follows:

It is possible that some of the grocers who are present here to-day are not thoroughly familiar with the history of this organization. It originated as the result of a call, issued by the grocers of Clare, for a meeting of the retail grocers of Northern Michigan to consider some fresh abuses under which the trade was then suffering, as well as threatened innovations which were actually nipped in the bud by the prompt action of the grocers in presenting a determined front. The first meeting was held at Clare, June 13, 1894, and a subsequent meeting was held later in the year at Mt. Pleasant. The next convention was held at Reed City, in August, 1895. The fourth convention was held at Big Rapids in Jan., 1896. The fifth and sixth conventions were held in this city, the former in Aug., 1896, and the latter in March, 1897. The last named convention was graced by the presence of three Detroit grocers, who invited the Association to hold the next convention in Detroit. It was the intention at that time to act on this invitation, but as it was found utterly impossible to get reduced rates over the railroads without guaranteeing a certain attendance—and, inasmuch as the membership was confined very largely to grocers in Northern and Western Michigan, it was found impossible to secure pledges from fifty grocers to attend a meeting at Detroit—the officers were therefore reluctantly compelled to abandon the idea of holding a meeting in that city. The failure to hold the next convention on schedule time was unfortunate, because some of the members lost interest in the organization. Matters have since developed, however, which render it desirable and absolutely necessary that the grocery trade of the State should be organized on a broad and comprehensive basis, free from annoying entanglements and personal prejudices and ambitions, and because of this fact it has been thought best to call a convention of the grocers of the State to consider whether the present organization be continued or another organization be formed on altogether different lines. Many of those here present will recall the Michigan Business Men's Association, which enjoyed a successful career for five years prior to 1891. This Association was organized in this city Sept. 21, 1886, and held an

unusually interesting convention here the next February. In August of the same year a large convention was held at Flint. The next August a wonderfully successful convention was held at Cheboygan. In August, 1889, a well-attended meeting was held at Muskegon. The final convention was held at Grand Rapids the year following. This organization was maintained by a per capita tax of \$1 apiece on each member of the local organizations affiliated with the State body, which was incorporated under a special enabling act which authorized it to issue charters to auxiliary organizations. Whether it would be best to adopt this plan or continue the Association on the basis of an annual membership fee for individual members is one of the things which should be considered and acted upon at this meeting.

I think no one will be disposed to dispute the statement that the Michigan Business Men's Association did more than any other organization to improve mercantile conditions in this State. There were then over 100 local associations of business men in Michigan—most of them in a thriving condition—and the State organization took up the work where the local organization left off and carried it forward to a successful completion. The Michigan Business Men's Association secured an amendment to the present peddling law, providing a penalty for failure to obtain the prescribed license; also the enactment of a law creating an Insurance Policy Commission, to the end that the present very excellent uniform policy might be created. In order that the interests of the insuring public might be subserved, the Association succeeded in getting Governor Luce to place a civilian on the Commission and then employed the late N. A. Fletcher—who was an expert on insurance matters—to represent the Association at the hearings of the Commission. These are only a few of the many concessions secured by the organizations, but they are sufficient to demonstrate the efficiency of the work then undertaken and to justify the statement that there is crying need at this time for an organization which shall voice the aims and aspirations of the retail grocery trade and act for it on matters of legislation and other subjects which can be handled better by a central organization than by local associations.

The necessity of securing a valid township peddling law is a matter which requires careful consideration. The first attempt in this direction was made in the Legislature of 1895, when Representative Hoyt, of Hudsonville, secured the enactment of a law for the Lower Peninsula, identical with the law now in force in the Upper Peninsula. This statute received the signature of Governor Rich and preparations were made by the township officers to put it into force, when it was discovered that the title was defective, inasmuch as the proper change from the original title had not been made. This was a serious disappointment, but the officers of the Association set to work to remedy the defect and engaged Judge Hatch, of this city, to prepare a draft which would meet the requirements of our highest tribunal. This draft was placed in the hands of Representative Mayer, of Holt, who gave the matter constant attention and succeeded in getting it through both houses and securing the signature of Governor Pingree. Unfortunately, he was compelled to submit to certain amendments being made in the bill, exempting meat and fish peddlers from the provisions of the law, and these exceptions were made the basis of an attack on the statute by Taggart, Knappen & Denison, of this city, acting in behalf of a Kent county client who had been convicted in the lower courts for peddling without first obtaining a township license. The Supreme Court held that the exceptions injected into the law by the former legislators made it class legislation and thus rendered it invalid. A third attempt to secure the enactment of a valid law was made at the last session of the Legislature, when the matter was placed in the hands of Representa-

tive Wheeler, of Salem, who worked patiently to secure the adoption of the draft submitted to him, without the obnoxious amendments. He would probably have been able to do this but for the fact that several other measures of a mercantile character were also before the Legislature and our measure suffered in consequence. Numerous attempts were made to interest leading members of both houses, but it so happened that they had been unnecessarily antagonized by those who were pushing another measure ostensibly in the interest of the merchants and we were denied the assistance to which we were justly entitled. While defeat has delayed the fruition of our hopes, it has served to strengthen our belief in the justice of our cause and given us fresh hope and vigor.

The city grocer may not realize how important it is to him that the operations of the country peddler should be curtailed, but if he will give the matter careful consideration he will find that the country peddler cuts into his trade both ways—by furnishing his country customers with groceries and his city customers with butter and eggs. The city peddler cuts into his trade in one direction only, but he can be circumvented to a great extent by constant watchfulness and the assistance of the license department of the city government.

This is an era of concentration and retail dealers must fall in line or they will fall behind. This tendency is shown in the way in which country merchants are getting together and consolidating two or three stores into one for the purpose of reducing expenses by curtailing clerk hire, fuel and lights. The same tendency finds expression in the city in the expansion of the grocery store by handling wood, meats, soda water, etc. On account of the increased cost of conducting business and the constant shrinking margins on all staple goods handled by the grocer, it appears to be necessary that the dealer should enlarge his lines and increase his sales in order to keep his head above water.

Numerous projects have been presented for the curtailment of the department store evil, and the experience of our Illinois brethren is so recent that I may be pardoned for referring to it at this time. The fight began in earnest about two years ago when some thousands of the retail merchants of Chicago moved en masse upon the Legislature at Springfield and demanded the enactment of a statute that would relieve them from the competition of the department stores. The demand was strongly pressed and more strongly resisted. No such act was passed. The next step was an appeal to the local legislature, or Common Council, for an ordinance that would bear down on the big stores with crushing effect. This demand was granted. In fact, the Council passed two ordinances: One of them prohibited the sale of meats, butter, lard, vegetables and other provisions in the same building where dry goods, clothing, jewelry and other articles were sold. The other ordinance prohibited the sale of spirituous and malt liquors in stores where dry goods were sold.

A number of cases against offending proprietors of department stores were tried before a justice of the peace, from whose decision an appeal was taken to the Criminal Court of Cook County, and from that tribunal the case went to the State Supreme Court. The court of last resort annulled the ordinances, holding that the business of the department stores is legitimate. The Chicago plan is apparently not a solution of the problem which has perplexed some of the best minds in the grocery business for the past dozen years.

Another thing which menaces the retail grocer is the rapid growth and development of the catalogue house. While I do not think this is so much of a menace to the grocer as it is to the dry goods and hardware dealer, I am led to believe that it is already cutting considerable of a figure and that unless it can be curtailed in some way it is likely to work serious hardship in many cases.

Numerous solutions of this problem have been offered, but nothing yet presented appears to meet the requirements of the situation. Unless the matter can be circumvented there is every reason to fear that the catalogue house will prove as great a menace to the country merchant as the department store is to the city retailer.

Another change which is likely to revolutionize the business of the country merchant is the rural mail delivery, which is being rapidly extended by the Postoffice Department. This will mean, ultimately, the extinction of a great many of the crossroads stores, because without an incentive to go for the mail, farmers will acquire the habit of buying their supplies in the city and probably purchase in larger quantities than they are now doing from the crossroads dealer. While this would work a hardship in the case of many merchants, yet I can not help feeling that it is in the line of progress and that it is useless to interpose objections or present determined opposition. It appears to be a condition and not a theory which confronts this class of traders, and the wisest course for them to pursue, in my opinion, is to view the situation philosophically and accept the inevitable.

The report of Treasurer Tatman showed total receipts of \$14.10 and disbursements of \$34.60, leaving a balance on hand of \$9.41. The report was accepted.

Accompanying the report, Mr. Tatman sent a letter as follows:

I am very sorry I can not be with you, but would be doing myself an injustice to leave home at this time, as my time is completely absorbed with business and timber cutting. I hope the meeting will result in much good, as there was never a time when the retail dealers of Michigan needed closer co-operation than now. I trust that not only good papers will be read, but that some definite action may be taken in regard to the many abuses peculiar to the retail business. You may inform the members of the Association that I, for one, have but very little use for trust-made goods.

In the absence of Robert Johnson, of Cadillac, chairman of the Transportation Committee, his annual report was read by the Secretary, as follows:

I regret that I can not be with you on the occasion of our annual meeting. I have not been able to give as much time to the matter of transportation as I should have wished. The phase of the subject, however, which is of most importance to shippers is the new classification that went into effect on the 1st of the present month.

During the last few months a committee of the Central Traffic Association has made a new classification of freight carried by railroads. This is not an unusual work, twenty such schedules having been issued since 1887, but previous schedules have made little change in the ordinary articles of shipment. The distinguishing feature of the new one is the large number of staple articles whose classification is raised, thereby raising the freight rate.

There is not now time to make an extended comparison of the new list with the former ones, but a few instances will show the general lines that have been followed:

Beef in barrels has been raised from fourth class to third; coffee in sacks from fourth to third; fish, pickled or salted, from fifth to fourth; hay in carlots from sixth to fifth. Many other staple articles of trade are treated in the same way—a step which can not fail to enhance their cost to the retailer. The burden will rest almost entirely upon the retail trade, because in most instances it will not be practicable to advance the selling price of the separate articles. This may be more easily done in the case of hay than with other articles of trade, because hay is often sold in larger quantities. The price of hay, therefore, will be perceptibly advanced to draymen, teamsters, livery barns and to that numerous class of farmers who do not raise all of their own feed. I

have not been able to find any instance in which the change of classification has been downward or in the direction of lower rates. There is a slight concession in the matter of mill feed in carloads, which, however, will seldom result in a lower charge. The minimum load of feed in carlots is reduced from 30,000 to 24,000 pounds. This will permit the shipment of smaller loads at regular rates, but, beyond that, there seems to be little in the change of advantage to the shipper. The change will add largely to the burdens of the trade and of the public. It is hard, too, to understand the reason for it. For the past year or two the railroads have enjoyed a greatly increased traffic. The freight trade has increased enormously. The passenger business has also increased, in a less degree, perhaps, but still largely, and without any corresponding increase in the expense of management. For a generation past the tendency has been through improved equipment and a larger volume of trade toward lower rates of freight transportation. This change, then, is not only contrary to the practice of previous years, but seems not to be warranted by existing conditions.

There seems to me to be good reason for a protest from the public and especially from shippers and I hope that the matter may be taken up by this organization and other similar ones, and a conference had with representatives of the Traffic Association with a view to getting the objectionable features removed.

The classification binds all roads north of the Ohio River and east of the Mississippi. Very little can be done, therefore, through the trade organizations of a single state, but I think it would be well for a committee to be appointed to confer with trade organizations in other states in the hope of arranging an inter-state league to act in this and all similar cases in the future. Let the Central Traffic Association be met by the Central Trade Association, whose duty it will be to look after the interests of the shipping public.

Where a haul is wholly upon the line of one railroad something may at times be accomplished by an appeal to the officers of that road. An illustration of that may be seen in the rate on fuel wood between this place and Grand Rapids and other points south on the G. R. & I. road. Wood is included under the lumber classification, but the G. R. & I. officials make a special rate upon it, whereby the cost of shipping it is not increased.

It is possible that other cases which seem to work unnecessary hardships may be arranged in an equally satisfactory way.

The President remarked that he could see no reason for the advance in freight rates, considering the enormous increase in business incident to the return of prosperity.

E. A. Moseley called attention to the fact that the merchants and shippers of Chicago had entered a protest against the advance and that the matter will be given a hearing soon.

Mr. Wisler ventured the statement that unless concerted action is taken to protest against the increase it will shortly be followed by another advance.

Wm. H. Johnson, of Kalamazoo, stated that he had noticed the advance in rates, but he had been unable to figure out what the merchants could do, except by resorting to legislation.

C. E. Walker, of Bay City, stated that the advance in freight rates was a serious matter, because it took just that much additional money out of the pockets of the retail dealer.

Mr. Moseley called attention to the fact that, instead of appealing to the Central Traffic Association or the Inter-State Commerce Commission, it would be more effective to secure the co-operation of the local freight agents, who are in closer touch with the shippers and

are sometimes able to bring pressure to bear on the central organization which will result in its rescinding and relaxing the severity of its action.

Mr. Walker moved that the matter be referred to a special committee of three, to take the matter under consideration and to report at a subsequent session.

The motion was adopted and the chairman appointed as such committee, C. E. Walker, of Bay City; Wm. J. Johnson, of Kalamazoo, and Fred Epley, of Mt. Clemens.

A paper by Hon. Samuel W. Mayer, of Holt, entitled, "What Steps Should be Taken to Secure the Re-enactment of the Township Peddling Law?" was then read. This paper appears elsewhere in this week's paper.

C. H. Libby then read a paper on "Some Rules Which Egg Shippers Should Always Observe," which will be found elsewhere in this week's paper.

Mr. Walker stated that the egg problem in Bay City is a serious one; that he made it a rule to get fresh eggs when he could, and when he could not obtain fresh stock to get the other kind.

J. H. Hopkins, of Ypsilanti, referred to the practice of the farmers in saving up old eggs and mixing them with fresh stock. He said that this is one of the worst abuses Ypsilanti grocers have to contend with, because the farmers almost invariably bring their eggs in on Saturday when the grocer is too busy to stop to candle them.

Mr. Wisler stated that he had taken in bad eggs and paid for them and dumped them out at the back door rather than offend the farmer. He conceded that this was poor policy, but sometimes put up with impositions of that sort rather than lose the trade of his customers.

Chas. Hyman, of Kalamazoo, admitted that it took some nerve to call down a farmer who brought in unmerchanted eggs, but said he possessed the requisite nerve to do so. He cited a recent instance where a farmer brought in three dozen eggs which he guaranteed to be fresh from the nest. As fresh eggs were scarce, he sent them to his mother, who promptly returned them, with the remark that "she did not care for eggs of last year's vintage." He then investigated the subject and found them all to be deficient in freshness, and the next time the farmer called he requested him to return the money and take the eggs, which he did. Strange to say, the farmer is still his customer.

Geo. F. Cook, of Grove, stated that he did not like to take in anything that he could not handle without becoming sick to his stomach. He had been aiming for years to work his trade up to a better standard and then insisted on having good eggs fresh or permit the other fellow to take them. This done, he undertakes to make shipments promptly, to the end that the city dealer and his customers may have the benefit of the same advantage which he secures for himself. The results have been very satisfactory and he would under no circumstances go back to the old way of taking in everything as it comes.

Hon. E. N. Bates, of Moline, remarked that the key to the situation was to candle every egg that comes to the store. When the farmer brings in his eggs he takes them into the back room, candles them carefully, separates the good from the bad and pays for the good eggs only. There is no use talking about the dishonest farmer, because it is no more dishonest to take in poor eggs,

knowing they are poor, than it is to send them to the commission merchant, knowing them to be unmerchanted.

C. H. Libby called attention to the fact that fresh eggs do not have to be sent to the commission merchants; that they always command a cash buyer.

Geo. F. Cook stated that he had concluded that it was better to sell eggs outright than to send them to the commission merchant. It cost him \$100 to get the experience, but it was worth all it cost.

Mr. Wisler stated that he had consigned but one car of potatoes in fifteen years and that car brought him about one-half the cost of the stock. Under no circumstances would he ship anything until he knew beforehand what the goods would net him on track. He deplored the practice of commission merchants in consigning watermelons, peaches and other perishable articles when the market is glutted, when the chances are that they go into the hands of dealers who have already purchased in the regular way. He never saw a man who would use the same effort to work off consigned goods that he would to move his own goods.

Frank E. Pickett, of Wayland, then read a paper on the "Effect of City Competition on Country Towns," which will be found elsewhere in this paper.

Geo. F. Cook said that he could see no way to keep the newspapers from advertising and the railroads from running excursions, and that the only outcome of the situation, from his standpoint, is for the retail dealer to brace up, brush up his stock and get prices down to a cash basis. On account of expenses being less, the country merchant can sell goods cheaper than his city competitor, and he does not have to advertise anywhere to the extent that his city brother does in order to influence trade in his direction.

J. H. Hopkins cited an instance of a house doing a business of \$250,000 a year, which did not pretend to make anything on groceries. When the retail grocer comes into competition with that sort of an institution he gets a hard rub.

Mr. Wisler stated an instance of a town where goods have always been sold close to cost and where the dealers have never made any money, in fact no one in trade there has ever been able to retire on a competence, much less live as people ought to live who work as hard and do as much business as retail grocers are compelled to do.

President Wisler then announced the following special committees:

On Resolutions—E. N. Bates, Moline; Frank E. Pickett, Wayland; Geo. F. Cook, Grove.

On President's Address—G. A. Fuller, Bay City; J. H. Hopkins, Ypsilanti; Chas. Hyman, Kalamazoo.

The following communication was received from the Manager of the Citizens Telephone Co., of Grand Rapids, which was accepted, with thanks, and placed on file:

Comparatively few have had opportunity to visit telephone exchanges and, inasmuch as these are operated differently from any other class of business, and the sight of forty-eight operators taking care of our city exchange all at one time is one of such interest that we are pleased to have our friends call and inspect the exchange, therefore we authorize you to invite the members of the Michigan Retail Grocers' Association to call at their convenience at any time, either as a body or as individuals, and we will take pleasure in showing them, not only the operating room itself, but such other portion of our plant as they may desire to see.

Afternoon Session.

At the opening of the afternoon session the first thing on the program was a paper on the "Proper Handling of Fruit," by Wm. K. Munson, of Grand Rapids, as follows:

Fruits and vegetables are different from the most of grocers' stock in trade, in that they are very perishable. They require careful buying and handling in order to make money from them.

Some grocers are continually looking for "snaps," when buying on the market; that is, they try to get the producer at a disadvantage, either on account of his inexperience in selling or his having a quantity of produce to dispose of and at a time when the demand is small. Then they squeeze him and buy his whole load, although it is not of the best quality. Then they cut the retail price, rush off what they can at the reduced price, thus very much injuring the retail fruit trade, both for themselves and their brother grocers, and, in the end, have a quantity of stale fruit to dispose of for the next few days. They would have made a more satisfactory gain if they had bought a reasonable amount of good fruit each day and sold at a reasonable profit.

The worst enemy of the grocer's fruit trade is often among the grocer's own ranks.

Some grocers complain that we do not get around to their places of business early enough in the morning with the fruit which they have bought; yet these same grocers will often make us wait for from five to thirty minutes after the delivery of the goods before they will condescend to settle with us, meanwhile keeping the remainder of the load waiting and delaying all other grocers, on the route just that much more. If they would make it a point to settle for goods promptly on arrival, all grocers and, of course, themselves included, would get the benefit of an earlier delivery of fruit.

The hucksters have apparently come to stay. Many of them buy poor stock and sell at low prices, but others buy as good stock as do the grocers and get as good profits.

In conclusion, I will make a few suggestions which may cause you to think some of the poor farmer and his relations with you.

1. Order fruit in advance of some reliable grower, every day, thus letting no fruit become stale. You will thereby get better fruit, for the farmer will take extra care in putting up a special order, so as to keep your trade.

2. Buy in standard size packages.

3. When the goods are delivered, in justice to the grower, and other grocers on the same route, settle for the fruit at once.

4. Give and require of your producer the same business principles as in your dealings with your wholesale grocer and jobber.

President Wisler commended the paper, calling attention to the fact that it referred more particularly to the handling of fruit at the Grand Rapids market than at distant points. Generally speaking he was in perfect accord with the ideas expressed by Mr. Munson.

Hon. Chas. W. Garfield then read a paper on "Mutual Relations of Grocer and Fruit Grower," which will be found verbatim in another portion of this week's paper.

The paper was well received and heartily commended by several members and, at its conclusion, Mr. Garfield expressed the hope that it might result in an interesting discussion and offered to answer any questions which might be asked him in such connection.

President Wisler stated that it was not often that the grocers had an opportunity of conversing with so expert and scientific a horticulturist as Mr. Garfield and suggested that any questions which might be asked him in relation

to the proper handling of fruit by the grocer were in order.

J. W. Caskadon, of Muskegon, called attention to the necessity of more accurate standards of measurement. Originally the standards were bushels and pecks. Then growers got to putting up one-fifth bushels and selling them for pecks, but of late years they have gotten to putting up one-sixth baskets and calling them fifths. It is time that a halt was called on all attempts to do business on any other basis than that of standard measures.

B. S. Harris, of Grand Rapids, read a paper on the subject, "Should the Sale of Butterine be Prohibited?" as follows:

I know of no reason, nor can I think of any that exists aside from those in the minds of producers of creamery and dairy butter—who think so, of course, for their own business interests—why the sale of butterine should be prohibited in Michigan. On the contrary, there are many reasons why it should be permitted and, with your permission, I will give you a few of the most important ones:

1. It is a pure article of food.
2. It is an economical article of food.
3. It is a regulator of the price of dairy and creamery butter on the market.

As a pure article of food. In a paper read before the Grand Rapids Retail Grocers' Association of this city, at the opening of its new rooms, the following statement was made: Butterine is a pure, sweet, clean and nutritious article of food. These good qualities have never been disputed or challenged by its most bitter opponents, in or out of court. The opposition to it has always been on color. I have never heard a word against its purity. It is also always made uniform in taste, color and salt—a fact which recommends it to the seller. This, together with the growing demand for it—a sure endorsement by the public—is sufficient reason, without going into an analysis of its separate component parts, why, on the ground of purity, its sale should not be prohibited in Michigan.

On the ground of economy. From the standpoint of economy it certainly recommends itself. The difference between dairy butter—and my experience is that a large percentage of dairy butter is unfit for table use—and a good grade of butterine or oleomargarine has been this winter not less than 40 per cent. This is, perhaps, an unusual season from which to draw comparisons, on account of the high price of butter, but the difference between the two products to the consumer in winter is never less than from 25 to 30 per cent. This means a great deal to those of small means who are large consumers. There are, also, many people who are not financially compelled to purchase these goods for the sake of economy, but who are fully satisfied with their quality as a table product. On the ground of economy, therefore, its sale should not be prohibited.

As a regulator of the price of butter. As a regulator of the price of butter these goods play a very important part. What would have been the price of butter this winter had it not been for butterine, with creamery butter selling at 32 cents and dairy butter at 25 cents, in spite of the fact that thousands of pounds of butterine are being sold every week by eighteen licensed sellers in the city alone, to say nothing of the remainder of the State?

The only other goods that could, to my knowledge, be put on the market to check high prices would be process butter, but if there is a prohibitory law required for anything in the butter line, these are the goods which need it. An open comparison of the ingredients of these goods and butterine would, most certainly, be in favor of butterine. Had it not been for butterine butter would be much higher and beyond the reach of the poor man this winter. This

proves its value conclusively as a regulator of the butter market.

Other points of comparison might be enumerated in favor of the sale of butterine and the points mentioned be more fully dwelt upon, at the risk of being tedious, but its purity as an article of food is undisputed. That it is economical and that it is a regulator of prices of goods in the same line on the market seems to me to be a good and sufficient reason why its sale should not be prohibited. With the present laws—both State and National—to protect the buyer against any imposition, misrepresentation or substitution by unprincipled dealers, there is no reason to me for its prohibition, but there is every reason for its unlimited sale under the required legal restrictions.

Geo. F. Cook, of Grove, then gave a brief talk, in lieu of a paper, on "What Attitude Should Grocers Assume Toward Trust Goods?" The talk was followed by other speakers, who took sides pro and con on handling the output of trust and anti-trust concerns.

A. Edward Robinson, Assistant Postmaster of Grand Rapids, read a paper on the subject of "Rural Mail Delivery," which will appear in either this or next week's issue of the Tradesman. The paper provoked some discussion, tending to throw additional light on some of the points covered by the writer.

The topic on fraudulent commission merchants and how to circumvent them was discussed briefly, but to the point, the conclusion being that it was safe to leave questions of that character to the Michigan Tradesman and to abide by its judgment in such matters.

Exemption legislation was discussed briefly and referred to the special Committee on Resolutions, with the request that it prepare a resolution covering the ideas of the Association on this point.

E. C. Little invited the Association to hold the next annual meeting at Bay City, in the belief that such an arrangement would result in a large attendance from the eastern portion of the State, so that the membership might be very greatly increased in that portion of the State.

On motion of E. A. Stowe, the invitation was accepted, and the Association decided to hold the next convention in Bay City the third Wednesday in January, 1901.

The election of officers resulted in the selection of the following by acclamation:

President—C. E. Walker, Bay City.
 Vice-President—J. H. Hopkins, Ypsilanti.
 Secretary—E. A. Stowe, Grand Rapids.

Treasurer—J. F. Tatman, Clare.
 Executive Committee—E. N. Bates, Moline; Jess Wisler, Mancelona; E. C. Little, Bay City; W. W. Blessed, Detroit; Geo. F. Cook, Grove.

The Committee on Resolutions presented the following report, which was unanimously adopted:

Resolved—That we congratulate President Wisler upon the happy manner with which our meetings have been presided over and extend to him the hearty thanks of the Association for the painstaking efforts he has given the organization during the years he has served it as Treasurer and President.

Resolved—That the retail grocers of this Association recognize and acknowledge their indebtedness to Secretary Stowe for the large measure of time and ability he has spent in bringing our Association meetings to such a degree of success and causing them to fall into such beautiful surroundings.

Resolved—That we hereby express our appreciation of the prompt and thorough manner in which parties doing a fraudulent business are exposed through the

columns of the Tradesman and that we recommend its continued and constant use by the members of this Association.

Resolved—That our thanks are most heartily tendered the Military Club for throwing open their beautiful parlors to the members of this Association, thus contributing in no small degree to the pleasure of this occasion.

Resolved—That this Association deem it advisable to discriminate, so far as possible, against the use of goods controlled by trusts, and encourage the independent manufacturers by pushing the sale of their goods, so far as practicable.

Resolved—That we most emphatically protest against the enlargement of the postal package privilege as being detrimental to legitimate trade and tending to the concentration of trade in the hands of department stores and catalogue houses.

Resolved—That we are unqualifiedly in favor of a revision of the present unjust laws relating to the exemption of wages in cases of garnishment and execution, but deplore the attempt to change the law at the last regular session of the Legislature, in the face of Governor Pingree's positive statement that he would veto any bill which the Legislature might enact along these lines.

Resolved—That we deprecate the raising of funds ostensibly for legislative purposes, because such action gives ground for the statement that legislators are all corrupt, and are influenced only by financial considerations, which we do not believe to be the case.

Resolved—That we are heartily in favor of joining hands with any organization in the effort to secure better laws for the grocer, providing the effort is made in the right way and along correct lines.

The convention then adjourned to attend a banquet in Armory Hall, in the meantime inspecting the beautiful rooms of the local lodge of Elks on the opposite side of the hall.

Friday Morning.

E. C. Little, of Bay City, presented the following resolution, which were unanimously adopted:

Resolved—That the Michigan Retail Grocers' Association heartily endorse the Brosius pure food bill and the Mason Senate bill for the control and regulation of the manufacture and distribution of food stuffs in the District of Columbia and the territories and for the control of inter-state traffic in the same; and

Resolved—That each congressman from this State be urged to assist in the passage of said bills, except Section 1 of the Brosius House bill, for which section we would recommend the substitution of a section creating an independent bureau for the special purpose of enforcing this act.

Under the head of "Catalogue House Competition," Mr. Wisler stated that he was agent of the Adams Express Co. at Mancelona, and that, in his opinion, not as much business was done by the catalogue houses now as was the case two or three years ago. Montgomery Ward & Co. is seldom heard from now, but more business is done by Sears, Roebuck & Co. and Wanamaker.

Geo. F. Cook called attention to a house which has made a decided success, but has done it at the expense of the neighboring merchants. This can be done where a man is overly aggressive, but the aggregate amount of business is not increased, in his opinion, judging by the ultimate results in cutting prices.

Dell Mansfield, of Remus, stated that he had used the letter system to quite an extent and found that it had drawn a considerable amount of trade from the country. It is his custom to clip samples of new goods each spring and fall and send out to the ladies who patronize him. He finds this to be an excellent way of interesting them in his store.

The special Committee on Transportation reported that it had been unable to secure definite data from the local railway officials and felt as though the subject was of such importance that it should have careful consideration, and moved that the entire matter be referred to the new standing Committee on Transportation, which was adopted.

E. C. Little moved that a vote of thanks be tendered the Michigan Tradesman for the generous entertainment accorded the members in the shape of a banquet, which was unanimously adopted.

President Wisler then introduced the new President, Mr. Walker, who congratulated the members on the progress which had been made at this meeting and stated that he hoped every member would use his best endeavors to increase the membership and bring about an era of better things by means of concerted action all along the line.

The chairman thereupon announced the standing committees as follows:

Trade Interests—F. M. Taylor, Shepherd; Joseph Knight, Detroit; Fred Epley, Mt. Clemens.

Legislation—Samuel W. Mayer, Holt; Frank E. Pickett, Wayland; Frank McDerby, Nashville.

Insurance—Thomas Bromley, Jr., St. Johns; A. S. Barber, Ithaca; J. N. Pettit, North Star.

Transportation—Robert Johnson, Cadillac; Frank A. Sweeney, Mt. Pleasant; H. E. Meeker, Bay City.

There being no further business, the meeting adjourned.

An Ideal Bill of Lading.

The Lightning Despatch Line (Catchem, Robem & Beatem Railway Company).

Cotton Bill of Lading.

Form 2, Suit Us.

Received from ——— the following cars, said to be in good condition and loaded with cotton (number of bales and value unknown to any one), to be transported over our line whenever it suits our convenience, to be delivered to consignees whenever we ——— please, or to such other carrier, if the cotton is to be forwarded to a point not on our line, or for export, as will allow us the largest proportion of the through rate.

It is distinctly understood that we are not responsible for anything.

If the cotton is stolen from the cars, is damaged by rain or fire in transit, it is clear that shippers are to blame.

If consignees or connecting carriers do not unload our cars before we want them, we reserve the right to store the cotton in the elevator or warehouse that will pay us the largest commission. The charges will be added to the freight bill, and must be paid with interest from date of shipment before warehouse certificate will be delivered.

We guarantee the rate of transportation from point of shipment to ——— shall not be less than ——— per 100 pounds, and charges with interest.

It is understood that we will charge for switching whatever and whenever we please.

If cotton is not unloaded before it arrives at destination, we will charge as much demurrage as we think owner can stand.

If this bill of lading is altered we will keep the cotton.

Not a Hard Question.

They had a dispute, and they had agreed to leave it to the military expert. "What bullet," they asked, "do you consider the deadliest?"

For several minutes he remained in a brown study. Then he looked up with the air of one who has settled the matter finally and definitely.

"The one that hits," he said.

Geo. E. Bardeen, President Bardeen Paper Co., Otsego: Enclosed please find our check for \$1 in payment of our subscription, as we can not get along without your paper, and wish you to send it regularly.

Effect of City Competition on Country Towns.*

To have been drafted at a late hour and much against my desire into the task of preparing a paper to be read here at this time shows a lamentable lack of judgment, if nothing worse, on the part of our much-esteemed Secretary; and, although it is an old trick of his, I will try to make the best of it and submit in crude form a few brief thoughts on the subject assigned me for your consideration.

That the competition of cities with small country towns or country stores where no manufacturing or other industry except trade enters into the consideration has been anything but beneficial to the latter I think no one will dispute, and, therefore, I will leave that part of the question and try to find some of the causes which, in my opinion, have brought about such results. The average country or small village store is almost necessarily a general store, where small stocks of staple goods, such as dry goods, groceries, shoes, notions, etc., are kept for sale. Too often there is no order or arrangement of stock to show it to advantage. It frequently looks as if blown in by a cyclone and left as deposited in a chaotic condition, exposed to flies during the summer season and dust and dirt all the time. I don't say that all are like this, but too many are. I think, however, there has been marked improvement in these conditions in recent years. Dealers are learning that there is something to do to "keep store" and that attractiveness, order and cleanliness are some of the requisites to success. The country dealer is forced by circumstances or custom to take in exchange for his goods butter of all shades of color and diversified flavor and all degrees of strength, and eggs, both young and middle aged, all sizes and all degrees of cleanliness, and all at prices which are a source of continual loss to him and in the past to the general custom of granting almost unlimited credit to customers. Although there is great improvement during late years in the matter of credit, all these have made the lot of the country merchant not all that could be desired for pleasure or profit.

In contrast, the large city store is a model of neatness and elegance. There is no dust, no dirt and no mud; elegant fronts, plate glass windows, with wonderful displays of goods artistically arranged to catch the eye; every department systematized and arranged with mathematical precision—all moving like a great machine under the hand of a master. With all this there is the question of prices. The country dealer, carrying small stocks only of staple goods, comes in direct competition with the mammoth stores of cities in the different lines he carries. Staple goods are most always used as leaders and are frequently sold at retail or below wholesale prices. The country merchant also has to contend with the fake sales so largely advertised in the large places. A shoe dealer will hang up a huge banner in front of his store, bearing the announcement that he has a \$20,000 bankrupt stock of shoes to sell at half price. The same will appear in flaming advertisements in the daily papers. Your customer will go and purchase and tell you how cheap he bought shoes—that he got a \$3 pair for \$1.50. Then, if he has bought for another member of the family and they don't fit, he comes in and wants to exchange and you find that you could have sold him as good and, perhaps, a better pair for the same price. But will he believe it? The dry goods house will come out with a whole page advertisement in the daily of great bargains in nearly everything—clearing sale, inventory sale, remnant sale, etc.—and while there are many goods sold very low at such times, the average customers pay all their purchases are worth. But do they believe it? The clothier advertises a one-quarter off sale or \$15,000 or \$20,000 worth of goods at forced sale or sheriff's sale. Cards are attached to the goods, bearing the legend, "Former price \$18—now \$10." *Paper read at annual convention Michigan Retail Grocers' Association by Frank E. Pickett, of Wayland.

Does the general public know anything about it? No, but they take the bait, just the same. They don't consider that goods can not be sold below what they are worth and that the merchant can not give away his profits and continue in business.

Another thing that operates to the disadvantage of the country dealer is quotations of market prices in the daily papers. They are often erroneous and you can not realize anything like the prices quoted for such truck as you have taken from your customers. They see the prices in the papers and think you are robbing them unless you allow the quoted price. They can not see that it costs anything to ship and sell the goods.

I believe, also, that the competition of the cities is largely responsible for the peddling nuisance, from which we have all suffered. The large stores always have remnants and "off goods" which they furnish the peddlers cheap and they, in turn, dispose of them to people who would not purchase the same goods of the regular dealer.

The catalogue houses must also come in as one of the elements which operate to the detriment of small dealers. Sent broadcast over the country most everybody gets a catalogue, and, of course, they must try to get some of the remarkable (!) bargains contained therein and their good money goes for what in most cases prove anything but bargains. You could have furnished better goods at the same prices. But you have lost so much trade and your customers have gained nothing but wisdom, providing they are disposed to learn.

Excursions and cheap fares on railroads take many people to the large towns and the endless variety and brilliant displays of goods and the leaders put out at very low prices almost compel people to purchase, whether they intended to or not. Rural mail delivery, which is now being pushed to the front, will, I believe, work to the disadvantage of the country merchant and become a source of profit to the peddler. It will destroy the country postoffice and make it unnecessary for people to go to the little village or country store for their mail. Anything that keeps people away from these places makes so much better picking for the peddlers.

The country store is not the only loser from the city store competition. All small dealers in large towns, as well as country towns, have the mammoth department store to compete with. They use groceries principally as leaders and sell them almost regardless of cost. I have been informed that one of these colossal establishments admitted a loss in their grocery department of \$10,000 in one year! My fellow merchants, can you stand such competition as that? I recently saw a statement—I think in the Michigan Tradesman—that there were 7,000 vacant stores in Chicago and I do not doubt it in the least. I spent a week there last fall and my observation confirms the truth of the statement. The grocers' associations of Chicago and the State of Illinois and of other states have tried to devise ways to meet this monstrous competition. Laws have been made, only to be found of no value. Everything seems to be merging into giant combinations and monopolies in which business will be managed and controlled by the few instead of the many.

What, then, of the future? Is there any remedy? Laws, even when made, seem to be of no practical benefit. What chance will there be for the young man in the future to build up and acquire a business for himself? I confess to me the outlook does not seem very encouraging, but, trusting that there may be some way devised to meet and overcome this condition of things, I leave the subject in your hands.

Italy is buying paper from other countries at the rate of \$2,000,000 a year. Germany, Austria and France are mentioned as suppliers of the demand, but no mention is made of the United States. A suggestion to some-body!



Little Czarina

No. 21, White Quilted Silk Top, Fur Trimmed, Pat. Leather Foxed, 1 to 4, per doz., \$4.80
 No. 22, Brown Quilted Silk Top, Fur Trimmed, Brown Kid Foxed, 1 to 4, per doz., 4.80
 No. 23, Red Quilted Silk Top, Fur Trimmed, Red Foxed, 1 to 4, per doz., 4.80
 No. 24, Black Quilted Silk Top, Fur Trimmed, Pat. Leather Foxed, 1 to 4, per doz., 4.80

A Quick Seller. Order now.

HIRTH, KRAUSE & CO., Grand Rapids, Mich.

Boston and Bay State Combinations.

Knit or Felt Boots with Duck or Gum Perfections.

Our stock is complete. Send us your orders and they will have prompt attention.

Rindge, Kalmbach, Logie & Co., 10-22 N. Ionia St., Grand Rapids, Mich.

Agents Boston Rubber Shoe Company.

YOU NEED THEM

SHOES that will fit.
 SHOES that will wear.
 SHOES that bring comfort.
 SHOES that give satisfaction.
 SHOES that bring trade.
 SHOES that make money.

WE MAKE THEM

HEROLD-BERTSCH SHOE CO., MAKERS OF SHOES, GRAND RAPIDS, MICH.

**Lycomings Are the Best Firsts
 Keystones Are the Best Seconds**

We are now prepared to fill all orders promptly. The sizes and toes which manufacturers could not furnish prior to Nov. 1, are now in stock.

GEO. H. REEDER & CO., Grand Rapids, Mich.

GROWER AND GROCER.

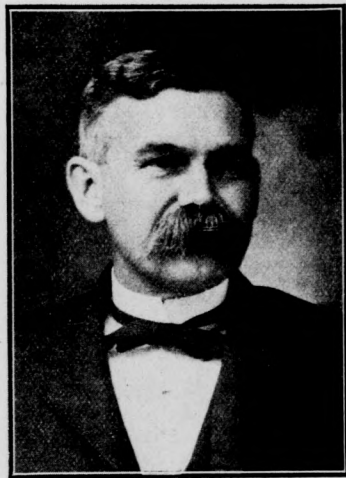
Material Relations Which Emerge From Marketing Fruit.*

If the time shall ever come when "We'll all love each other and we'll call each man our brother, then we'll have no trouble any more," then the mutual relationship of divers occupations will have nothing in it worth discussing. The truth is, we are very much disposed to magnify our differences and minimize our lines of union. When we see what a grab game the business of this world seems to be, we are inclined to emphasize the old refrain, "This is a sad and wicked world." On the other hand, it is the only world we know anything about and the man who sees the brightest side of it and is determined to get the largest measure of satisfaction out of it, while doing his own part honestly, earnestly and benevolently, is the fellow with whom I desire to fraternize. And the reason I will secure some satisfaction in chatting familiarly with the people before me is that you are benefactors of mankind and are engaged in a most useful work of bringing the producer and consumer together. If your work is done wisely and discreetly, and you are fortunate enough not to have too great perverseness in human nature to deal with, your choice of work is not an unwise one, and you ought to march along in it getting a little nearer each day to the Kingdom of Heaven.

I wish it were possible to have before me on one side of the house the fruit growers and on the other the retail grocers, so that I could alternate my conversation and each of you could hear my thought concerning the other, and because I can not do this, please bear with me while I treat you as the growers and tell you what I think from my point of view. The successful grower of fruits in any amount should not be a dealer; he should not sell at retail; he should never think of being a huckster; his type of mind is such that if he uses his valuable ability in growing the best products for the market, he is too exhausted to make a study of the mysteries of marketing. He should sell his product in as large quantities as possible to men who, by experience, have become expert in handling his product. He has no right to place upon the market anything that is not what he represents it to be. He had better allow it to decay and waste on the ground than to mislead his customer. He should, beyond question, have the perfect confidence of the buyer; he should be what he seems to be. This does not imply that his goods should always be No. 1, because there is a demand in the market for No. 2 and No. 3, and culls, perhaps; but to insure success and confidence, his nomenclature of grades must be exact and always truthful. He should aim to suit his products to the wishes of his customer. If it is a grocer or commission man who handles his fruit, and he is satisfied to center his sales upon one or a few parties, he should cater to their wishes, growing the kind and quality that will satisfy them. If red apples are wanted, he should fill the demand; if yellow peaches are in demand, he should have them; if a certain type of melon is desired, he should grow it. His confidence in the buyer should be such as to lead him, before he grows things, to consult the man who is to be his purchaser; he should keep the man posted with regard to the progress and condition of his crops; he should invite him to his farm, his garden and his orchard, so that the one who is to handle his product shall have some understanding of the trials and the successes connected with the occupation of growing the product. I take it for granted, in suggesting this, that the grower is a good grower and successful cultivator and one who will not be ashamed, at any time, to have his customer drop in upon him and inspect his operations. Another point I would like to make is that the method of communication between the grower and the buyer should be a close one. I understand the fun that is made of "telephone farmers,"

but the day is coming when every successful fruit grower and truck farmer will have a telephone line between his premises and the stores of the men who are to sell his product. The grower who desires to have his patron assist him in the ablest way must be ready, upon a telephone call, to do his best to fulfill the wants of that patron. In this way—and only in this way—can he command the top prices for his products.

Now, please reverse the transit, and I will turn upon the grocers and ask your forbearance while I delineate to you, from my point of view, the way some of you look to the producer. A fruit that has been grown intelligently and brought to the market in an attractive package has a right to be protected in its beauty and to have its attractiveness conserved. A vegetable that has been well grown and is brought to market crisp and fresh and attractive to the eye has a right to demand treatment that agrees with this perfection, and the grower who brings products like this to the market and turns them over to the retail grocer has a right to demand, aside from a money requirement, a proper respect for his products. If he is honest, and gives full weight and



large measure, and his name is used in connection with the products that are bartered, he has a right to demand that his grocer shall be as honest as he is and that he shall treat his products with as tender care as he would treat them who has given so much thought and attention to their growth. This means, gentlemen, that you have no right to display perfect fruits and vegetables in such a way that the unclean hands of the passerby and the insinuating nose of his four-footed companion shall put a bluish upon them. It is something more than an error to expose delicate fruit and vegetable tissues to the broiling sun, the vitiated air, the dust and the dirt and the smoke of the street—it is a blunder. If you have not the genius to display these beautiful products in an attractive way, so that they shall not be exposed in this manner, you are unfit for your work and you will wisely seek something else better suited to your views of life. I can not find words to express my indignation when I see the beautiful products of the orchard and the garden so outrageously abused as they are in the hands of a majority of the retail grocers. Again, I would like to see the grocer adding to the intelligence of the consumer, awakening the discrimination that demands that observation and adds to the satisfaction of living in the world. To this end, I would like to see products that are displayed to attract the eye properly named, so that the consumer, in giving his order, will not say, "I would like some good cooking apples," but, "I would like some Northern Spies or some Rhode Island Greenings," and in ordering pears for some state occasion, would not simply say, "Send me some of the finest pears you have," but rather demand some Seckels or Sheldons or Louise Bonnes.

It will be a keen pleasure to have a goodly proportion of the consumers able to intelligently ask, "Have you some fine Cumberland strawberries, Cuthbert raspberries, Taylor blackberries, Emerald Gem muskmelons or Boston Market celery?" I would have it perfectly safe for a householder to order by telephone and know that she will get her fruits and vegetables from a case in which they have been stored free from taint and dust and drying air. I do not hesitate to say to you, gentlemen, without egotism, that I know something about the subject of which I am talking. I know that the grocer's methods of handling fruits and vegetables can be improved without any loss to him, and to the great advantage of the consumer. I know that the grocer is very apt, like the grower, to get into a rut and forget to exercise his God-given intelligence in perfecting his methods in the interest of man and his customer. I fought, bled and nearly died in the attempt to get the grocers of this town to quit the abuse of berries which resulted from turning them out into a tray and dipping them up with a ladle in measuring them out to customers. I suppose the grocers of this town will scarcely admit to-day that they were once guilty of such wholesale abuse upon our delicate products. If you have a right to demand of the grower that he give you an honest quart, peck or bushel, having integrity marked from the surface down to the bottom, the consumer has the right to demand the same thing of you. It is not a sin to put the best side of a strawberry out, but it is sinful to have the surface layer of strawberries deceive the public with regard to what is below it. I would like to call your attention to a number of other things that are upon my mind, such as selling asparagus by the pound instead of by the bunch or dozen bunches; eggs by weight instead of by the dozen and, in truth, putting a premium upon honesty in dealing in products, in every possible way. With these two points of view, I would like such a perfect understanding between the grower and the grocer as to prevent any misjudgment of each other. I would like to have the relationship so perfectly understood that each should never question the honesty of the other, and, above all things, I would have each of them engender a respect for the beautiful and useful products of the soil, so that maltreatment of them would be impossible. The grower should understand that the grocer is entitled to a fair margin of profit in handling a product and never should criticize prices, if he gets a reasonable return for his material. The grocer should be thoughtful of the rights of the grower to have a reasonable margin above the cost of production. There should be no jealousies between them and there should be such a perfect and mutual understanding that the farmer will not be driven from the grocer's door to seek the grocer's customers, and will always, when he sells to the grocer's customers, respect the retail prices of the grocer. I think, as a producer, I have never done anything that has commanded so cordially the respect of my buyers as my frank way in dealing with their customers, to secure the retail price, and place the margin to the credit of my best customer, the grocer. It is only when there exists this cordial, thoughtful and sweet relationship that we can secure the best results for both grower and grocer. My sympathies, because of my occupation, are naturally with the grower, but I think I can understand very fully the position of the grocer, and in my criticism and commendation I am thoughtful of the facts concerning both parties. I can only close by impressing upon you my desire for the confidential relationship that I have outlined. I know it is not Utopian, for, as a grower, I for years held this relationship with my grocers, who took my entire product.

G. F. Lowe, New York City, writes as follows: Enclosed you will find \$1, to continue the Tradesman to my address. I formerly lived in Allegan and have taken your paper many years. Like it very well and can not get along without it.

Crockery and Glassware

AKRON STONEWARE.

Butters	
1/2 gal., per doz.	40
1 to 6 gal., per gal.	5
8 gal. each	48
10 gal. each	60
12 gal. each	72
15 gal. meat-tubs, each	1 40
22 gal. meat-tubs, each	1 05
25 gal. meat-tubs, each	2 00
30 gal. meat-tubs, each	2 40
Churns	
2 to 6 gal., per gal.	5
Churn Dashers, per doz.	84
Milkpans	
1/2 gal. flat or rd. bot., per doz.	40
1 gal. flat or rd. bot., each	4 1/2
Fine Glazed Milkpans	
1/2 gal. flat or rd. bot., per doz.	60
1 gal. flat or rd. bot., each	5 1/2
Stewpans	
1/2 gal. fireproof, ball, per doz.	85
1 gal. fireproof, ball, per doz.	1 10
Jugs	
1/2 gal., per doz.	40
3/4 gal., per doz.	50
1 to 5 gal., per gal.	6
Tomato Jugs	
1/2 gal., per doz.	50
1 gal., each	6 1/2
Corks for 1/2 gal., per doz.	20
Corks for 1 gal., per doz.	30
Preserve Jars and Covers	
1/2 gal. stone cover, per doz.	75
1 gal. stone cover, per doz.	1 00
Sealing Wax	
5 lbs. in package, per lb.	2
FRUIT JARS	
Pints	4 00
Quarts	4 25
Half Gallons	6 00
Covers	2 00
Rubbers	25
LAMP BURNERS	
No. 0 Sun	37
No. 1 Sun	38
No. 2 Sun	40
No. 3 Sun	1 00
Tubular	45
Security, No. 1	60
Security, No. 2	80
Nutmeg	50
LAMP CHIMNEYS—Seconds	
Per box of 6 doz.	
No. 0 Sun	1 28
No. 1 Sun	1 42
No. 2 Sun	2 12
Common	
No. 0 Sun	1 50
No. 1 Sun	1 60
No. 2 Sun	2 45
First Quality	
No. 0 Sun, crimp top, wrapped & lab.	2 10
No. 1 Sun, crimp top, wrapped & lab.	2 15
No. 2 Sun, crimp top, wrapped & lab.	3 15
XXX Flint	
No. 0 Sun, crimp top, wrapped & lab.	2 55
No. 1 Sun, crimp top, wrapped & lab.	2 75
No. 3 Sun, crimp top, wrapped & lab.	3 75
CHIMNEYS—Pearl Top	
No. 1 Sun, wrapped and labeled	3 70
No. 2 Sun, wrapped and labeled	4 70
No. 2 Hinge, wrapped and labeled	4 88
No. 2 Sun, "Small Bulb," for Globe Lamps	80
La Bastie	
No. 1 Sun, plain bulb, per doz.	90
No. 2 Sun, plain bulb, per doz.	1 15
No. 1 Crimp, per doz.	1 35
No. 2 Crimp, per doz.	1 60
Rochester	
No. 1 Lime (65c doz)	3 50
No. 2 Lime (70c doz)	4 00
No. 2 Flint (80c doz)	4 70
Electric	
No. 2 Lime (70c doz)	4 00
No. 2 Flint (80c doz)	4 40
OIL CANS	
1 gal. tin cans with spout, per doz.	1 40
1 gal. galv. iron with spout, per doz.	1 75
2 gal. galv. iron with spout, per doz.	3 25
3 gal. galv. iron with spout, per doz.	3 75
5 gal. galv. iron with spout, per doz.	4 85
3 gal. galv. iron with faucet, per doz.	4 85
5 gal. galv. iron with faucet, per doz.	5 35
5 gal. Tiltng cans	7 25
5 gal. galv. iron Naeefas	9 00
Pump Cans	
5 gal. Rapid steady stream	8 50
5 gal. Eureka, non-overlow	10 50
3 gal. Home Rule	10 50
5 gal. Home Rule	12 00
5 gal. Pirate King	9 50
LANTERNS	
No. 0 Tubular, side lift	4 50
No. 1 B Tubular	7 00
No. 13 Tubular, dash	6 75
No. 1 Tubular, glass fountain	7 00
No. 12 Tubular, side lamp	14 00
No. 3 Street lamp, each	3 75
LANTERN GLOBES	
No. 0 Tub., cases 1 doz. each, box, 10c.	45
No. 0 Tub., cases 2 doz. each, box, 15c.	1 78
No. 0 Tub., bbls 5 doz. each, per bbl.	1 78
No. 0 Tub., bull's eye, cases 1 doz. each	1 25

*Paper read by Hon. Chas. W. Garfield, of Grand Rapids, at annual convention Michigan Retail Grocers' Association.

The Meat Market

How to Make Unsalable Portions Salable.

Pigs' feet that are to be corned can easily be cleaned by placing them in hot water for a short time.

Tainted meat can be made right by the application of a little lemon juice. The acid destroys the bad taste.

Hams that are green moulded can be easily cleaned by dipping a cloth in vinegar and rubbing it over the parts affected. When all the mould is off rub on some soft lard.

Smoked tongues can be kept from drying in winter by running a stick through the strings and placing them in an empty barrel, with the stick resting on the barrel edge. Then cover the barrel with a wet cloth.

Veal scraps, that is, the small pieces, can be used up nicely by boning and chopping. When formed into nice cakes and laid on a platter, with some small sprigs of parsley laid around, they have a tempting appearance and find purchasers quickly.

Smoked boneless shoulders that are fat can be made to cut lean by slicing a small quantity of the fat away from each side before they are rolled up. This will make them easy sellers at better prices, and will compensate for the amount lost on the fat taken off.

Plates of beef that are lean can be used to advantage by boning. This is done by first cutting out the skirt, then the layer of skin which is always found on the inside. Then cut out the bones, starting at the thin end of the plate. Roll up nicely, tying each string separately, so that when a piece is cut off the rest does not open out. It can be sold for pot roast, or be corned.

Pennsylvania Scapple is made of all the scraps of pork not needed for sausage, lard, or for salting. Split the head between the jaws, remove the tongue, which is also used, cut off the end of the snout, remove the jaw-bone, eyes and nasal cavities. The ears may be used, if carefully cleaned, and the cartilage removed after boiling. Put the head meat and the skins which have been removed from parts intended for lard and sausage to boil in water to cover them; fifteen minutes after add the other meat, which may include the feet, nicely scraped, the trimmings of the hams and shoulders, the heart, a small part of the liver, and if desired the spleen, cracklings and the kidneys with the white part all cut out, but these are not generally used. The meat must be boiled until it will separate from the bones, then taken out of the liquid and chopped fine. Strain the liquid to remove the small bones, and add to it enough water to make five parts liquid to three of meat. Set it to boiling, then stir in the meat, with an equal amount of corn-meal, made of new corn, well dried before grinding, and ground fine. Stir while boiling and season with salt, black and red pepper, and either sage, sweet marjoram, thyme or pennyroyal, whichever you prefer. Boil for about fifteen or twenty minutes. Put away in pans in a cold place, when it will keep two or three weeks if the weather is cold. Cut it in slices about an inch thick, lay it in a very hot pan, fry only until brown on both sides.

How to Bone Poultry.

Every butcher knows that the least bit of rough handling of scalded poultry tears the skin. Therefore dry-picked poultry is the only kind that can be boned. Take the turkey or chicken and

cut off the head, leaving the neck as long as possible, as it gives you a sort of handle and is convenient to hang up by, as you would a shoulder of veal, to bone it. Then with a sharp but very short knife commence to scrape the flesh from the bone at the breast. Work down gradually to the wish bone, scraping and not cutting the flesh. With a little care the entire hand can be inserted and the breast bone scraped clear from one end to the other. Then commence operations on the back, always scraping the flesh. Get the back bone scraped clear as far down and on a line with the end of the breast bone, and turn down the flesh precisely as in boning a shoulder of veal for stuffing. Then hang it up by fastening stout twine to the neck, and it can be kept turning and you can scrape the bones clear, not losing a particle of the meat (of course, the sinews were drawn before commencing). Great care should be taken not to cut or tear the skin or flesh on the back. Should you do so, it will gradually break or tear all the way down, as the dark meat on the back and sides is very tender. When the boning of a turkey is skillfully done and the bird stuffed and roasted by a good cook it comes to table in all its natural beauty and is as much a work of art as a handsome oil painting, and much more appreciated by a hungry man.

How to Make a Barrel of Corn Beef Brine.

1. Use a clean and absolutely sweet tierce.
2. Fill the same half full of fresh, clean water.
3. Add sufficient salt to make the brine test 60 deg. strong, using a hydrometer or salt-water meter to test its strength. Some use the old method of floating a potato or egg for the purpose, but the salometer insures greater accuracy. We would also advise that pure salt, free from lime, alum and other foreign and objectionable deposits, only be used. Those who like sweet pickle can add three to five pounds of the very best granulated sugar to the brine. If the sugar is adulterated with glucose it will thicken the brine, and cause the meat to sour; so be careful to use absolutely pure sugar.

4. In a dipperful of the brine dissolve thoroughly with the hand one package which contains one pound of Rudolph Gebhard's Red Berliner Konservirungs-Salze. When the Berliner Konservirungs-Salze is dissolved, empty the solution into the brine, mix it thoroughly, and the pickle is then ready for the meat.

5. Trim the pieces of meat intended for curing free of all bruised and bloody spots, and if the meat has any slime or mould on it, either wash it off or trim it off. A good plan is at all times to soak the meat before pickling for a half hour in cold fresh water, as that draws the blood out of the meat, which otherwise would draw into the brine, and which in turn would spoil the brine and interfere with the curing of the meat. The many advantages gained by conforming with this rule, such as the brine lasting longer and the meat being better cured, and as experience will prove, of better eating quality, will be readily appreciated as most important by the intelligent butcher.

Made to Order.

"Perkins seems to be a self-made man."

"Well, if you ever saw him when his wife was around, you would think he was made to order."

Geo. N. Huff & Co.,

WHOLESALE DEALERS IN

Butter, Eggs, Poultry, Game, Dressed Meats, Etc.

COOLERS AND COLD STORAGE ATTACHED.

Consignments Solicited.

74 East Congress St., Detroit, Mich.

..OYSTERS..

IN CANS AND BULK.

F. J. DETTENTHALER, Grand Rapids, Mich.

WANTED

We are always in the market for Fresh

BUTTER AND EGGS

36 Market Street.

R. HIRT, JR., Detroit, Mich.



Highest Market Prices Paid. Regular Shipments Solicited.

98 South Division Street,

Grand Rapids, Mich.

IF YOU ARE SHIPPING POULTRY

to Buffalo, N. Y., why not ship to headquarters, where you are sure of prompt sales at highest prices and prompt remittances always. That means us.

POTTER & WILLIAMS

144, 146, 148 MICHIGAN ST.,
BUFFALO, N. Y.

ESTABLISHED 22 YEARS.

All Grades of Dairy Butter

Bought at a stated price on track. If you have any to offer write to-day for prices and particulars.

Stroup & Carmer,

Citizens Phone 2530

38 S. Division St., Grand Rapids, Mich.

Fruits and Produce.

Some Rules Which Egg Shippers Should Always Observe.*

In response to the request of your Secretary, relative to giving you a few points of interest in behalf of the egg business which may prove profitable to the members of your Association, I gladly accept the opportunity to express my ideas and views in a brief way.

First. I would call your attention to the fact that the conservative buyer and operator is the one who most generally buys at a figure that will allow himself a good shipping margin, whereas, on the other hand, the less conservative operator is out for business and, when shipping, generally advises his commission men that this shipment of eggs is high-priced stock. In case he does not send an invoice, along comes an excessive draft in a day or two and if the draft does not pan out, then comes a grand kick.

Second. When several shippers are covering the same territory, all trying to buy the same eggs, there is a continual strife, and the result is, prices get too high in this scramble for goods. If shippers could be satisfied with less territory, they would stand a better chance to buy eggs at their value and all make money. Another great evil is, shippers have become speculators, to a great extent, and instead of buying the goods at their current market value, they buy on a basis of an imaginary prospective market, paying one to three cents per dozen more than the eggs are worth, which shows poor business methods, to say the least. In my opinion, one of the greatest obstacles to shippers is greed for territory. This in itself has kept prices more or less strained for the past few years, with the result that 1899 business was anything but satisfactory to the majority of speculators and shippers of eggs. It should be remembered, in paying high prices, it will more often lose a shipper money than make it.

Third. Why it is that the enlightened egg shipper of to-day will buy held eggs from the farmers and storekeepers and ship them to the market expecting fresh egg prices, with comparatively speaking no loss, is a mystery to me. We can not do an impossibility, as the buyers in the Gotham markets are onto their jobs and will not buy mixed stock unless they can get it at its market value. Shippers should expect heavy losses when they take in everything that looks like an egg. You should have two prices, paying the farmer all his eggs are worth and no more.

Very few handlers take pains enough in shipping their eggs to market, although the proper method is very easy and simple. Observe that the bottom of the crate is properly nailed and that there is a little padding in the bottom under the eggs. Use good fillers and be sure to pad on top, so that the cover will hold the eggs firmly. Never pack leaky, cracked or bad eggs, if you know it. One bad egg bursted or a few broken ones spoil the appearance of the whole crate, to say nothing of the loss when recrating. Ship eggs often while fresh. There is no sense in shipping stale eggs. They had better be thrown away before shipment, as it is a useless expense to pay freight on them and then have them rejected by the dealer when candling for first-class trade.

Another point I wish to bring up is this: Many shippers undertake to run both ends of the business. While we always like our shippers' views, I consider that we are better judges of the time to sell and when to hold than shippers, as shippers must realize that we cannot always unload at the moment, especially when the market is top heavy with more sellers than buyers and the market is ruling in buyers' favor.

My advice is to ship your eggs to a house you have confidence in, allowing it to use its best judgment in selling, and you will find that, by allowing yourself a good shipping margin, the business will prove profitable to you in the long run. I do not favor the idea of changing commission houses from week

*Paper read by C. H. Libby at annual convention Michigan Retail Grocers' Association.

to week, as by doing so it is a difficult matter for any one house to establish the reputation of your eggs with his trade, nor do I favor the idea of using two or three markets, switching about from week to week. By doing so, you oftentimes play to a losing hand.

Not Up on Spelling.

Said a shoe manufacturer, "I had a pair of shoes returned the other day by a dealer, in which the lining was cracked and rendered useless by foot perspiration. The customer who sent these shoes back wanted to get another pair for them, claiming that they had been worn by a preacher who had not given the shoes any hard service. I wrote in reply that if this preacher's sermons were as hot as his feet, he must be a cuckoo. After dictating this letter I left the office for a few moments. When I returned I found my stenographer and book-keeper engaged in a discussion as to the spelling of the word 'cuckoo.' The stenographer said that she had looked it up, and said she couldn't find it in her little office dictionary. I asked her and the book-keeper how they spelled the word, and found they had decided that it was 'cookkoo.' I told them my way of spelling it, and the stenographer then found it in her dictionary without any trouble. As a further contribution to the discussion, one of our foremen, who came into the office a little later, said on enquiry that he spelled cuckoo in the same way as the book-keeper and stenographer, so I thought that there were some cuckoos in my office as well as out of it, at least so far as spelling was concerned."

Not a Matter of Merchandise.

A man was walking with his little boy at the close of the day, and in passing the cottage of a German laborer the boy's attention was attracted by a dog.

It was not a King Charles, nor a black and tan, but a common cur. Still the boy took a fancy to him, and wanted "pa" to buy him.

Just then the owner of the dog came home from his labors and was met by the dog with every demonstration of dog joy. The man said to the owner: "My little boy has taken a fancy to your dog, and I will buy him. What do you ask for him?"

"I can't sell that dog," said the German.

"Look here," said the man, "that is a poor dog, anyway, but as my boy wants him, I will give you \$5 for him." "Yaas," said the German, "I know he is a very poor dog, and he ain't wort' almost nottin', but dere ish von little ding mit dat dog vot I can't sell—I can't sell de vag of his tail ven I come home at night."

Serious Feature of the Cattle Business.

Thomas A. Darling, a prominent cattleman of Northern Montana, said in a recent interview:

We are coming to a serious point in the cattle business in Montana. During the dull cattle market of three years and more ago a large majority of stockmen were forced to dispose of their young stock. The last three years of prosperity have brought us to a realization of our mistake, even although we had to dispose of other property to make ends meet. There is not a cattleman in Montana who is not trying to buy young breeding stock, and thousands of head will be imported from other districts the coming year.

Due to Force of Habit.

Weeks—Stone always speaks well of everybody.

Weeks—Merely a force of habit.

Weeks—How so?

Weeks—He's a marble cutter and his specialty is cutting epitaphs on gravestones.

Knows What She Wants.

First Clerk—What a tiresome customer that woman is!

Second Clerk—Yes; she always knows what she wants, and she won't take anything else.

MAKE A NOTE OF IT. WE WANT

POTATOES

Write us what you have to offer.

MILLER & TEASDALE CO., ST. LOUIS, MO.

Receivers and Distributors of Fruits and Produce in car lots.

BEANS

If you can offer Beans in small lots or car lots send us sample and price. Always in the market.

MOSELEY BROS.

26-28-30-32 OTTAWA ST., GRAND RAPIDS

Seeds, Beans, Potatoes, Onions, Apples.

BEANS

We are in the market for all kinds, white or colored, good or poor, car lots or less; also

CULL BEANS AND SCREENINGS

If any to sell send good size sample, state quantity, and we will make bid for them.

ALFRED J. BROWN SEED CO.

24 AND 26 N. DIVISION ST., GRAND RAPIDS, MICH.

J. W. LANSING,

WHOLESALE DEALER IN

BUTTER AND EGGS

BUFFALO, N. Y.

I want all the roll butter I can get. The market is firm at from seventeen to twenty cents, according to quality. Send me your shipments, for I can sell your goods.

REFERENCES:

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

Dun or Bradstreet.
Michigan Tradesman.

Beans and Potatoes Wanted

Wire, 'phone or write us what you have to offer. Mail us your orders for Oranges, Nuts, Figs, Dates, Apples, Cider, Onions, etc. The best of everything for your trade at close prices.

The Vinkemulder Company,
Grand Rapids, Mich.

HEALTH FOODS

The question of "Foods" has become one of the very first importance of the present day and one in which every Grocery and Provision dealer is deeply interested, because he is called upon to supply his patrons with the very best at the most reasonable prices. To aid you in this we wish to call attention to some of our products in this line. You have dyspeptics among your customers and our Whole Wheat Crackers will furnish excellent food to aid in restoring the weak stomach and preserving the strong one. They furnish work for the teeth, flavor for the palate and nourishment for the entire system. New Era Butter Crackers (creamy butter shortened), a high grade cracker for soups, etc. Gem Oatmeal Biscuits, a good seller, and Cereola, the king of Health Foods. See price list for prices. Address all communications to

BATTLE CREEK BAKERY, Battle Creek, Mich.

PRINTING FOR PRODUCE DEALERS

Tradesman Company
Grand Rapids.

TOWNSHIP PEDDLING LAW.

Steps Necessary to Secure Its Enactment.*

I take it for granted that this method is accepted by all as the best way to restrict the rapidly increasing and unjust competition, which has continued to grow until it threatens to ruin the business of the legitimate merchant or oblige him to add greatly to the expense of his business, and when we remember that the lawyers, doctors, dentists, druggists, barbers, horse-shoers and plumbers are now all protected by law in their various professions, or recall the large amount annually expended by the State in conducting experiments and sending lecturers to instruct the farmers in their professions or the large amount expended by the Commissioner of Labor in sending factory inspectors all over the State to see that the laws are enforced to protect the laboring men in their various trades—I say, when we remember all this, it would seem that all that was required of us was to ask and we would receive. Unfortunately, my experience teaches me that this is not so. You may be a great and good man when the politician wants office, but when you want protection you are anything but either.

I recall here a statement made on the floor of the House when a certain bill was under discussion. An objection was made to it by a member, who stated that if that bill passed in its present form it would send every merchant to states prison. The reply he received was, "That is where they belong." Against no other profession would he dare to make such a statement and expect to hold office. The bill passed the House but, thanks to the Senate, it was killed.

It may not be out of place here to late some of the trials and tribulations encountered by the township peddling bill, passed in 1897. It will give you some idea of the work to be done to reenact another:

The bill was introduced and referred to committee Feb. 16. It was reported out and placed on general order Mar. 18, amended and passed by the House April 1, received by the Senate and referred to the Committee on Judiciary April 1, reported out by that Committee, without recommendation, and tabled April 21, taken from the table and referred to the Committee on Taxation April 22, reported out by this Committee with more amendments April 27, considered, passed and returned to the House May 4. The Senate amendments were concurred in and referred for enrollment by the House May 5. A motion was made to recall it from the Enrollment Committee May 6, which was tabled. A motion was made to recall it from the Governor and carried. May 6 it was returned by the Governor. The Senate amendments were not concurred in and it was returned to the Senate May 10. A conference committee was appointed by the Senate and House May 11. It was reported by the Conference Committee, not adopted, reconsidered and tabled May 13, taken from the table and passed May 20 and sent to the Governor for the second time May 27. Such is the brief history of this act.

No bill passed that year encountered so much opposition and required so much hard work of the few friends the child had to keep it alive, and almost immediately after its enactment it was rushed to the courts and killed. This is not only the history of this bill but all its predecessors. Not only has the bill been killed, but the men who introduced it have met the same fate or been shelved.

You may ask, Why this opposition to our just demand? Let us see: In the House of Representatives in 1897, of the hundred members, forty were farmers, eighteen lawyers and seven merchants. The other thirty-five were of various professions, some without any except politics. In the Senate of the same year there were nine merchants, six lawyers and four farmers and thirteen scattering. That year a bill was passed with hard work.

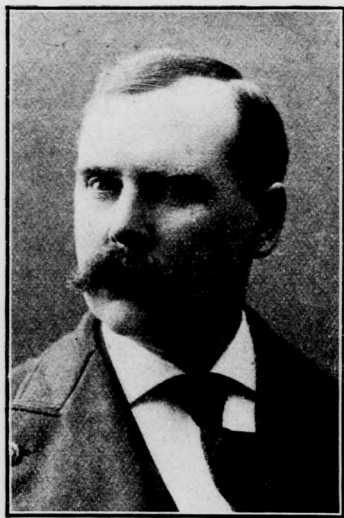
*Paper by Hon. S. W. Mayer, of Holt, read at convention Michigan Retail Grocers' Association.

In the House of 1899 there were forty farmers, twenty lawyers, five merchants and the remainder scattering. In the Senate of this year there were nine lawyers, four farmers and three merchants; scattering, thirteen. A bill was introduced, but I am informed it never saw the light of day. I do not know whether this was because there were more lawyers and less merchants or less merchants and more lawyers in this session than the previous one. Right here is where our work will have to commence—see if we can not change this state of affairs and have a few less farmers and lawyers and more merchants. Judging from past history, I do not think the change would hurt that body any. Do you?

As a rule, the farmer members to a man are opposed to a bill of this kind and will do all they can to defeat or amend it so that it becomes worthless, and with their large membership, with a little assistance from disinterested members, they are always able to do one or the other.

To counteract this influence and bring about a change, we must organize and present a solid front.

It will take some time and, perhaps, a



little money, but what is that, compared with the results? Not only organize but we must go into politics. I know this does not meet with the approval of a large number of merchants, but because we are so timid is the reason we do not get our just demands.

Much is said in the press of late about the "farmers' party" organizing for the next campaign. A "merchants' party" would be a better thing. Go into politics, not with a brass band, but quietly let the merchants in each representative and senatorial district in this State get together and see that men in sympathy with our cause are nominated. Better still, get yourself nominated. Appoint a committee to call on your candidate and make him pledge himself to support a bill in exchange for our support. Show him a petition signed by the merchants of his district, demanding this protection. Get the wholesale merchants and the traveling men to assist us. It is to their interest, as well as ours. When this is done you will laugh at the result. Oh for a Legislature with forty merchants, twenty farmers and five lawyers! What a relief, not only to the merchant, but taxpayer, also.

If the amount of paper made and used is a sign of prosperity we are pretty well off, the annual output being 4,000,000,000 pounds, worth \$100,000,000. Wrapping paper amounts to two-thirds as much as the quantity used for newspapers and half as much as that used in bookmaking. More than 300,000 tons of paper board is produced annually. Forty-five thousand tons of wall paper is the yearly output, and it requires 60,000 tons to meet the demands of builders.

J. H. PROUT & CO.,

HOWARD CITY, MICH.

Manufacture by improved processes

PURE BUCKWHEAT FLOUR

They also make a specialty of supplying the trade with FEED and MILLSTUFFS in car lots.

WRITE THEM FOR PRICES.

Phone 432

Geo. E. Ellis

98 Monroe Street

**Stocks
Bonds
Grain
Provisions
Cotton**

Our office being connected by private wires enables us to execute orders for investment or on margin promptly on the following exchanges:

CHICAGO BOARD OF TRADE.
CHICAGO STOCK EXCHANGE.
NEW YORK STOCK EXCHANGE.

Correspondents—Lamson Bros. & Co.,
Purnell, Haganman & Co.

Aluminum Money

Will Increase Your Business.



Cheap and Effective. Send for samples and prices.

C. H. HANSON,

44 S. Clark St., Chicago, Ill.

Established 1780.

Walter Baker & Co. LTD.

Dorchester, Mass. The Oldest and Largest Manufacturers of



PURE, HIGH GRADE

COCOAS

AND

CHOCOLATES

on this Continent.

No Chemicals are used in their manufactures.

Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their Premium No. 1 Chocolate, put up in Blue Wrappers and Yellow Labels, is the best plain chocolate in the market for family use.

Their German Sweet Chocolate is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and be sure that they get the genuine goods. The above trade-mark is on every package.

Walter Baker & Co. Ltd.

Dorchester, Mass.

The Imperial Gas Lamp

Fully Covered by U. S. Patents.

Net Price List.

Lamp No. 101, Harp.....	\$ 4.50 each
Lamp No. 113, Wall.....	3.75 each
Lamp No. 121, 2-light Pendant.....	7.50 each
Lamp No. 131, 2-light Pendant, fancy..	11.25 each
Six Foot Automatic Spring Extension...	1.25 each
Mantles.....	2.00 doz.
Chimneys, small.....	1.00 doz.

Every lamp is thoroughly tested before packing. Prices on lamps are for lamps complete, which includes chimney, shade and mantle. We will trim lamps either with small chimneys, large globe chimneys or mica chimneys, just as ordered, with no additional charge. Considering the quality and quantity of the light, the finish and quality of the fixtures, The Imperial Gas Lamp at above prices is certainly the best value on the market. Sent securely boxed and with full directions, on receipt of price.

The Imperial Gas Lamp Co.,

132 and 134 Lake St., Chicago, Ill.

Commercial Travelers

Michigan Knights of the Grip
 President, E. J. SCHRIBER, Bay City; Secretary, A. W. STITT, Jackson; Treasurer, O. C. GOULD, Saginaw.

Michigan Commercial Travelers' Association
 President, A. MARYMONT, Detroit; Secretary and Treasurer, GEO. W. HILL, Detroit.

United Commercial Travelers of Michigan
 Grand Counselor, JNO. A. MURRAY, Detroit; Grand Secretary, G. S. VALMORE, Detroit; Grand Treasurer, W. S. MEST, Jackson.

Grand Rapids Council No. 131
 Senior Counselor, D. E. KEYS; Secretary-Treasurer, L. F. Baker.

Michigan Commercial Travelers' Mutual Accident Association
 President, J. BOYD PANTLIND, Grand Rapids; Secretary and Treasurer, GEO. F. OWEN, Grand Rapids.

Gripsack Brigade.

Peter C. Keliher, wholesale and retail grocer at Sault Ste. Marie, has employed Ed. Stevens to represent him on the road. Saginaw Courier-Herald: W. I. Bliss, who has been connected with the Saginaw Milling Co. for the past eight years, has taken a position as traveling salesman for Phipps, Penoyer & Co.

The joint meeting of the old and new Board of Directors of the Michigan Knights of the Grip, which was to be held at Lansing last Saturday, was postponed until February 3 on account of several of the Directors being unable to reach Lansing on Jan. 27.

Benton Harbor Banner: F. W. Mead, of Buchanan, who for many years has traveled for the John A. Tolman Co., Chicago, has the record of making his runs with the loss of only two weeks in eight years. In the seven years that he has made Benton Harbor, his patrons here have been missed but twice.

W. B. Dudley, who has been identified with the Lyon-Kymer-Palmer Co. and its predecessors for the past fifteen years—ten of which have been spent on the road—has engaged as specialty salesman for the Hazeltine & Perkins Drug Co. He is putting in a month in the house, posting up, and will start out with his trunks about March 1.

Hancock Copper Journal: William Allen, who was a guest at the Northwestern the first of the week, is the oldest traveling shoe salesman in the copper country. He lives at Jeffersonville, Ind., and has been coming to this country thirty years. He can remember when he used to have to drive from Marquette to Portage Lake in the summer. He couldn't get here at all in the winter. This was before the advent of the railroad.

T. T. Batchelder, traveling salesman for a crockery house in the Northwest, at a dinner of the employes thus spoke of the traveling salesmen: And now in closing, let me say a few words for the traveling salesmen, an ubiquitous and invincible class of trade compellers, which no earlier age of the world could produce. Like St. Paul, they must "become all things to all men," and where else do you find such a wide range of ever-changing experience as constantly taxes the traveling man's adaptability? He must know all about the business of his own house and of every branch of it, and it is often necessary to be equally well posted as to the resources and methods of his competitors. He must never plead ignorance under any conditions, for although it was Josh Billings who said, "It is better not to know so much than to know so many things that ain't so," yet even this excess of wisdom is sometimes justifiable. The traveling man must square himself in case of misunderstandings with his patrons, and yet not compromise the

house. He must often yield a point, even when the other fellow is in the wrong, for policy's sake. He must always have a thought for the trips to follow, and not pour out all his goodness of heart on the first sale. Like the farmer, he must cultivate the soil with an eye to future crops. Like a wise politician he must look well after his fences. Like the Boers in South Africa he must find out the strength of those who contest the field with him and be sure to have the best position and the biggest guns. And then, like a real good, newly-married man, he must tell everything he knows when he gets home.

The Drummers and the Trusts.

From the New Orleans Times-Democrat.

The calculation has been made that five or six years ago ere yet the trusts had begun to grow up, like Jonah's gourds, in a night, the number of drummers doing business in the United States was 350,000. To-day that number of traveling men, according to the statements of a large proportion of the leading hotel men, has been reduced by 25 per cent. In other words, of the 350,000 drummers who, prior to the multiplication of trusts, found employment in distributing the industrial products of the country, 87,500 have found their occupation gone, through the action of the trusts. The trusts, we need scarcely say, have closed up many of the mills and factories of the United States, with the object of reducing the cost of production and lessening the price of commodities to consumers (?); and the closing of every mill or factory and the consolidation of a number of mills and factories into one have thrown many people, drummers of course among them, out of employment.

Now, when we stop to consider what the withdrawal of 87,500 drummers from the road means, especially to hotel men, railroads, etc., we shall see what a serious matter it is. A drummer is allowed (say) \$5 a day for his expenses—his salary we shall not take into the calculation as in most cases perhaps he does not spend it; the daily expenditures of 87,500 drummers at \$5 per day would amount to \$437,500, and if every one of the 87,500 is on the road 100 days in the year the 87,500 would spend the sum of \$43,750,000 every year. This, at the very smallest calculation, represents the loss that has accrued to hotel men, railroads, and others owing to the action of the trusts in depriving one-fourth of all the drummers of the United States of their usual employment!

This being so, there is certainly nothing astonishing in the fact that the drummers and hotel men have formed an anti-trust league for the protection of their special interests; and it is pretty certain that this anti-trust league will not be without influence on coming elections and coming legislation. Both Bonifaces and commercial travelers are suffering so badly owing to the action of the trusts, that we may take it for granted that there are few hotel men or traveling men in the United States but will henceforth refuse their votes to any candidates for state or national legislatures who do not pledge themselves in the most unequivocal way to use their utmost endeavors in helping to suppress these infamous combinations of capital.

AMERICAN PATRIOTISM.

Modern students of politics and social progress have occasionally intimated that patriotism, in enlightened minds, must eventually be superseded by the broader sentiment of philanthropy. To that view it may be possible to reply that he loves mankind best who loves his country best, just as certain ingenious patriots discovered long ago that he serves his country best who serves his party best—provided, of course, that one belongs to the right party. Pursuing the same line of thought, it may be now announced, by way of a last analysis, that he is most true to the principles of

his party who is most faithful to the demands of his own personal interests.

The love of country is unquestionably a very real sentiment. It is something akin to the feeling of family devotion and pride. Its power has been commonly due to a strong and innate sense of attachment to race, to nationality and to locality. It has been felt with equal intensity, perhaps, by the citizens of the little states of ancient Greece and by the heterogeneous population of modern Russia. In Russia the conception of national unity is symbolized in the person of the supreme ruler of that empire. Nowhere else in the civilized world to-day can there be found so complete an expression of the Old World sentiment of personal loyalty.

No feeling of that sort is possible in the United States. It is equally impossible to trace American patriotism to any sense of community growing out of a common racial or common national origin. The political hospitality of this country has made the representatives of every race, and of every nation, at home everywhere within its limits. If there exists here any basis of social solidarity it must consist in some general principle embodied in the form of the general government. The central purpose of the Federal system in the United States is the establishment of a constitutional democracy. Constitutional and unlimited democracies differ as widely from each other as do constitutional and unlimited monarchies. In the constitutional monarchy the head of the state is a single person whose power is limited by organic law. In a constitutional democracy the supreme power is vested in the people subject to restraints imposed by a constitution which they themselves have made. This latter is regarded by the people of this country as the farthest advance which civilization has so far achieved in the work of political organization, and as the ultimate goal to which all progress in that direction tends.

If there is any sentiment of patriotism in this country common to all its races, to all its classes and to all its sections, it must be inspired by this conception of the democratic idea; but the end in view under this system is the maintenance of individual independence. This purpose would be defeated by any arrangement that would secure to all men an equal participation in the rewards of labor and enterprise, regardless of natural or acquired differences in intellect and character. The democratic idea—the American idea—comprehends simply an equality of opportunity under the law. There is no other way to en-

courage the development of individual force of will and genius. Under the application of this principle so far the poorest men have become great capitalists and the most obscure-born citizens of the land have won the highest prizes in the sphere of politics.

It may be that a system of this sort is applicable only to races or nations already enjoying a high degree of civilization. The needy and oppressed of all lands have been invited to accept naturalization and citizenship here, not because it was believed that all men are equally prepared to enjoy the privileges and discharge the duties conferred by the constitution of the United States, but because it was believed that the vital and elevating power of a liberal and progressive civilization would assimilate any alien material that might be introduced into its body politic.

It may be that that hope has not been quite fully realized; but American patriotism is still centered in the idea of individual independence under law. If immigration has more than kept pace with the assimilative capacity of American institutions, it would hardly be equal to such enlarged demands as might be made by the adoption of a policy of expansion involving the sudden admission of millions of distant and semi-barbarous aliens to a status of political equality with the citizens of this country. As a matter of fact, nothing of the sort is contemplated. No one imagines that any political party in the United States would venture to propose the admission of the Filipinos, for instance, to a full participation in the rights of American citizenship. If this be true, expansion, however advisable it may become upon mere grounds of material expediency, can never have any natural relation to the true source, the inspiring cause, of American statesmanship. It can only end, at the best, in the establishment of dependencies to which the American ideal of freedom must long, if not forever, remain impossible.

When in Grand Rapids stop at the new Hotel Plaza. First class. Rates, \$2.

HOTEL FOR SALE

The well-known Cushman House, at Petoskey, is now offered for sale, one-half down, security for balance. Hotel and furniture remodeled; new lavatories, tile flooring there and in office; spacious veranda; all-year-round hotel; commercial men's headquarters; one of the best paying properties in Michigan; steam heat and electric lights. Reason for selling, owners wish to retire from business. Address CUSHMAN & LEWIS, Petoskey, Mich.



THE PURITAN SPECIAL
 STYLE AND QUALITY GUARANTEED.
 \$3.00 FULL VALUE.

This cut represents spring shape of our extremely popular Agency Hat. Write for prices to the trade.

G. H. Gates & Co.,
 143 Jefferson Ave., Detroit, Michigan.

Drugs--Chemicals

Michigan State Board of Pharmacy

GEO. GUNDRUM, Ionia	Term expires
L. E. REYNOLDS, St. Joseph	Dec. 31, 1900
HENRY HEIM, Saginaw	Dec. 31, 1901
WIRT P. DOTY, Detroit	Dec. 31, 1902
A. C. SCHUMACHER, Ann Arbor	Dec. 31, 1904

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

Examination Sessions

Grand Rapids—Mar. 6 and 7.
Star Island—June 25 and 26.
Sault Ste. Marie—Aug. 28 and 29.
Lansing—Nov. 7 and 8.

State Pharmaceutical Association

President—O. EBERBACH, Ann Arbor.
Secretary—CHAS. F. MANN, Detroit.
Treasurer—J. S. BENNETT, Lansing.

Problem of Window Decoration in Detroit.

Written for the Tradesman.

This is a problem which continually harasses the druggist's mind. It is an ever present irritation. He is constantly thinking of the fact that his window decoration must be varied often enough to keep alive public interest and yet, with this in mind, he has a very lively consciousness that his line of goods is the least adaptable for window displays.

Unlike most other storekeepers, the druggist's capital is invested in stock which does not "show off" in proportion to its value.

To the uninitiated or casual observer it would seem that with fancy soaps, cigars, perfumes, toilet articles, etc., at his command the pharmacist's task would be a simple and pleasant one, but the wrappings of fancy soaps soon fade in the sunlight, which is also death-dealing to perfumes; cigars dry out fast enough in especially prepared cases and so, except for short displays, these are barred from the list of available.

The custom in Detroit is to change the window decorations once a week, usually on Saturday. The pharmacists here all agree that this is a day of annoyance. There is a man in this city whose sole business is that of trimming windows, but his custom is not among the men of the pestle and mortar.

The druggists say that their business is not of a character to warrant any outlay simply for decorative purposes. This window artist claims that it is out of the question to make an attractive display out of the material at hand, so he and the druggists make no deals.

What this professed artist gives up as a proposition too hard for him to tackle devolves upon the busy clerk; or, if he be a person of ingenuity, the soda water man tries his hand.

Of late years the manufacturers of medicines, perfumes, etc., have been an aid in one way: They are willing to furnish material to advertise their own goods, but the druggists are not always agreed as to the value of the results thus obtained. Many of the lines thus offered are those in which there is an exceedingly small profit or are "cut-rate" goods, and although most of the stores carry these goods, they do not care to advertise them. Again, some pharmacists have preparations of their own, with the sale of which these goods might conflict; as, for instance, a certain hair tonic, widely known and attractively advertised, which was recently turned down by a Detroit druggist because he compounded a like preparation and, naturally, preferred to push his own article.

On the other hand, some druggists claim that although the actual benefit or profit from the goods displayed is small, an attractive window draws a crowd and

calls people into the store. Others absolutely refuse to lend their windows to this line of decoration.

The majority of Detroit pharmacists have a firm faith in "something alive" as a drawing card. This was recently exemplified in one store window where sat a lady whose sweeping tresses ably advertised a certain hair tonic.

A window in a store some distance from the center of the city was decorated in a unique manner: Three or four cages of canary birds were hung in the window, while bird seed, cuttlebone, bird sand and insect powder completed the material employed.

The proprietor said that he had quite a sale on the displayed articles, a bird fancier remarking that he did not know druggists carried these articles and so had always gone to the bird stores down town for them.

Next to this principle of "something alive" is that of "only one thing at a time or else things of like nature."

One druggist recently made an attractive window carrying out this idea. The bottom of the window was covered with pale green cheese cloth, on which were arranged bottles of toilet water, soap, bath tablets, bath brushes, talcum powder, sponges and bath mitts. Across the back a sign read: "Cleanliness is next to Godliness."

Another window which caught the eye of many passersby was arranged as a miniature laboratory, with test tubes, retorts, etc., about which were grouped dry drugs and chemicals.

The majority of druggists admit that to get new and striking ideas for window dressing is difficult, but one druggist thought differently.

"This notion of its being hard to decorate a druggist's window is ridiculous. All a man wants is common sense and a little practice. My clerk joined in the general cry and wanted me to buy cheese cloth, ribbons and what not. I told him if he couldn't fill a window with what we had, why, I could find some one who could and he left. I guess my windows look as well as the other fellow's." "Been arranging them yourself?" "I? Oh, no. I haven't time. The errand boy's doing it now."

One druggist laughingly said, "Well, when everything else fails, there are always the colored bottles. I heard a new story about the origin of those bottles. The man that told me about them said that these people who write long articles trying to prove that the colored lights in the drug stores come down to us from ancient times and are but the latest turn in the wheel of evolution from the Greek apothecaries' pickling jars are way off. They are of comparatively recent date and are English in origin, dating from the time when the doctors all used illuminated red globes at night to designate their place of business. The druggists appropriated the red light as a sign that they also could prescribe, then added the other lights to signify that they saw the doctors' red lights and went them several better, not only prescribing but filling their own prescriptions." G. Holt.

Somebody has been saying that Cuban commerce doesn't amount to anything. Admitted. In the meantime let us remember that for the month of August, 1899, the poorest month in the year for the export trade, the exports at Havana reached the sum of \$2,170,294. The reader can place the saying beside the fact and form his own conclusions.

The Drug Market.

Opium—The market is steady and the price is unchanged.

Morphine—Is firm at the advanced price.

Quinine—Is very firm, although not in active demand. The supply is low and large contracts can not be entered.

Carbolic Acid—Continues to advance as stocks diminish. As there are no supplies coming forward, no lower prices can rule until we can get further supplies from abroad. Eastern markets have advanced to 50c for 1 pound bottles, while in the West it is being sold for 47c.

Salicylic Acid—In sympathy with carbolic acid, has advanced and is tending higher.

Salicylate Soda—Has also been advanced, on account of the high price for salicylic acid.

Bismuth Preparations—Have been advanced. It is said that manufacturers of bismuth preparations have been selling below the cost of production and that the advance gives them a reasonable profit only.

Cocaine—On account of easier foreign market, has declined 50c per ounce.

Gum Camphor—Refiners have advanced the price 1c per pound, with an upward tendency.

Iodine and Iodine Preparations—Have been advanced about 25c per pound.

Iodoform—Has advanced 25c.

Glycerine—Has been advanced 1c per pound on account of high price for crude.

Linseed Oil—On account of very high price for flax seed, oil has been advanced 3c per gallon.

Turpentine—Has advanced.

Prickly Ash Berries—Have advanced during the last ten days 500 per cent., on account of very small supply and crop failure.

Essential Oils—Anise is slightly lower. Cloves have advanced, on account of higher price for spice. Wintergreen, on account of better supply, has declined.

To Make Hot Soda Profitable.

If you would make hot soda pay—make it better. Twentieth Century hot soda means more attention to details, better service, more care in the selection of an apparatus, and more extensive and varied menu of drinks.

To make hot soda profitable you must get out of the hot cocoa and beef tea "rut"—they are to hot soda what lemon and vanilla are to cold soda; you can not be successful without them, neither will they alone win success. Do not be afraid to try "something new." Fancy mixed drinks (10 cents) are both popular and profitable and will stimulate your trade, and they make people talk about your fountain. In selecting an apparatus, the principal thought should be "to secure an apparatus that keeps the water at an even temperature"—you can not succeed with any other, any more than you can with a cold soda apparatus that draws cold soda one day and warm soda the next. Moreover, give the apparatus a conspicuous location.

Now comes what I regard as one of the most important factors for success, namely, the accessories. In this particular you can afford to be extravagant. Have a whipped cream bowl or tub, with ladle, chocolate pitcher (silver), cream pitcher (silver), cracker bowl, egg and fruit bowls, suitable dish for vanilla wafers and lady's-fingers, two sugar bowls (one for powdered sugar), celery-holder, straw jar, spoon-holder,

decanters for coffee and tea, silver counter plates, trays, egg shakers, julep strainer, large glass punch bowl, whipped cream churn, plenty of spoons, numerous essence bottles, and last, but not least, a display of china mugs, cups and saucers, and glasses.

Notwithstanding the large list of accessories herein enumerated, I assure you they are all quite necessary to the successful conducting of a hot soda business. Your own judgment will suggest an artistic arrangement of these various accessories. You should always—and I mean always—have on your counter fresh celery, salted wafer crackers, fresh eggs, choice lemons and oranges, vanilla wafers or lady's-fingers, and whipped cream. Have your essence bottles filled with lemon juice, lactart, lime juice, acid phosphate, essence ginger, aromatic bitters, raspberry vinegar, and hot drops. Shakers filled with celery salt, salt, white pepper, powdered nutmeg, and cinnamon are necessary.

Keep in mind that your customers are your best advertisement, and you will never let a dissatisfied customer leave your fountain. In regard to advertising, I would suggest a large "Menu" on the wall near the fountain. Use also printed "menus" in holders on the counter, and window strips, tasty card signs around the fountain, and a bill-board on the sidewalk.

I might mention many other methods of advertising, but you may have ideas of your own; if so, use them. Give special attention to coffee and tea. People are good judges of them, and if they are good you will create a friendly feeling for other drinks and at the same time advertise "your soda. Do not heat your syrups. Avoid using too much syrup, it makes the drink taste "sickish." Be original—have drinks of your own; a "punch" named after your leading hotel or club will be popular.

Hubert H. Cushman.

What Old Accounts Show.

From the New England Grocer.

W. M. Smead, of Greenfield, in looking over some of his old grocery books a few days ago made up a list of the price of thirty-three staple articles, taken as they ran on his books at that time, and compared them with their price today. He found that the thirty-three articles in given quantities, which could have been bought for \$19.51 in 1876, cost but \$11.79 to-day. The goods included the principal articles of making up the stock of a grocery store. This is a fair indication of the gradual decline in the necessities of life.

Now and Then.

The old-fashioned grocery store, where customers sat upon inverted peck measures or perched upon the counters while their orders were being filled, has become a thing of the past. It has been succeeded by the modern concert hall with its rows of chairs, where patrons may be comfortably seated and listen to graphophone selections, putting them in touch with the outer world, while the affable clerks quietly pay attention to their wants. A call at the several grocery stores in any village will prove a pleasant and profitable recreation.

L. PERRIGO CO., MFG. CHEMISTS,
ALLEGAN, MICH.

Perrigo's Headache Powders, Perrigo's Mandrake Bitters, Perrigo's Dyspepsia Tablets and Perrigo's Quinine Cathartic Tablets are gaining new friends every day. If you haven't already a good supply on, write us for prices.

FLAVORING EXTRACTS AND DRUGGISTS' SUNDRIES

WHOLESALE PRICE CURRENT.

Advanced—
Declined—

Acetium\$ 60@ 8	Conium Mac. 50@ 60	Scilla Co. @ 50
Benzoicum, German. 70@ 75	Copaiba 1 15@ 1 25	Tolutan @ 50
Boracic @ 16	Cubeba 90@ 1 00	Prunus virg. @ 50
Carbolicum 44@ 47	Exechthitos 1 00@ 1 10	
Citricum 43@ 46	Erigeron 1 00@ 1 10	Tinctures
Hydrochlor. 3@ 5	Gaultheria 2 50@ 2 60	Aconitum Napellis R 60
Nitrosum 8@ 10	Geranium, ounce @ 75	Aconitum Napellis F 60
Oxalicum 12@ 14	Gossypii, Sem. gal. 50@ 60	Aloes 60
Phosphorium, dil. @ 15	Hedeoma 1 70@ 1 75	Aloes and Myrrh 60
Salicylicum 60@ 65	Junipera 1 50@ 2 00	Arnica 50
Sulphuricum 1 1/4 @ 1 1/2	Lavendula 1 50@ 2 00	Assafetida 50
Tannicum 90@ 1 00	Limonia 1 35@ 1 45	Atropa Belladonna 60
Tartaricum 38@ 40	Mentha Piper 1 25@ 2 00	Aurant Cortex 50
	Mentha Verid 1 50@ 1 60	Benzoil 50
Ammonia	Morhuia, Gal 1 15@ 1 25	Benzoil Co. 50
Aqua, 16 deg. 4@ 6	Myrica 4 00@ 4 50	Boraxma. 50
Aqua, 20 deg. 6@ 8	Olive 75@ 3 00	Cantharides 75
Carbonas 13@ 15	Picis Liquida 10@ 12	Capsicum 50
Chloridum 12@ 14	Picis Liquida, gal. @ 35	Cardamon 75
	Ricina 96@ 1 05	Cardamon Co. 1 00
Aniline	Rosmarini @ 1 00	Castor 1 00
Black 2 00@ 2 25	Rosa, ounce 6 50@ 8 50	Catechu 50
Brown 80@ 1 00	Succini 40@ 45	Cinchona 50
Red 45@ 50	Santala 2 50@ 7 00	Cinchona Co. 60
Yellow 2 50@ 3 00	Sassafras 50@ 55	Columba 50
	Sinapis, ess. ounce @ 65	Cubeba 50
Bacca	Tigili 1 50@ 1 60	Cassia Acutifol. 50
Cubeba po. 15	Thyme 40@ 50	Cassia Acutifol Co. 50
Juniperus 6@ 8	Thyme, opt. @ 1 60	Digitalis 50
Xanthoxylum 75@ 80	Theobromas 15@ 20	Ferri Chloridum 50
		Gentian 50
Balsamum	Potassium	Gentian Co. 60
Copaiba 50@ 55	Bi-Carb 15@ 18	Guaiaca 50
Peru 6@ 2 00	Bichromate 13@ 15	Guaiaca ammon. 60
Terabin, Canada 40@ 45	Bromide 52@ 57	Hyoscyamus 50
Tolutan 40@ 45	Carb 12@ 15	Iodine 75
	Chlorate po. 17 @ 19	Iodine, colorless 75
Cortex	Cyanide 35@ 40	Kino 50
Abies, Canadian 18	Iodide 2 65@ 2 75	Labella 50
Cassia 12	Potassa, Bitart, pure 28@ 30	Myrrh 50
Cinchona Flava 30	Potassa, Bitart, com. @ 15	Nux Vomica 50
Euonymus atropur. 18	Potass Nitras, opt. 7@ 10	Opil. 75
Myrica Cerifera, po. 12	Potass Nitras 6@ 8	Opil, comphorated 50
Prunus Virgini 12	Potass Nitras 23@ 26	Opil, deodorized 1 50
Quillaja, gr'd 15	Sulphate po. 15@ 18	Rhatany 50
Sassafras po. 18		Rhei 50
Ulmus po. 15, gr'd		Rhatany 50
		Rhei 50
Extractum	Aconitum 20@ 25	Sanguinaria 50
Glycyrrhiza Glabra 24@ 25	Althea 22@ 25	Serpentaria 60
Glycyrrhiza, po. 28@ 30	Anchusa 10@ 12	Stromonium 60
Haematox, 15 lb. box 11@ 12	Arum po. @ 25	Tolutan 60
Haematox, 1s. 13@ 14	Calamus 20@ 40	Valerian 50
Haematox, 1/2s. 14@ 15	Gentiana po. 15	Veratrum Veride 50
Haematox, 1/4s. 16@ 17	Glycyrrhiza, pv. 15 16@ 18	Zingiber 20
	Hydrastis Canaden. @ 75	
Ferru	Hydrastis Can., po. 12@ 15	Miscellaneous
Carbonate Precip. 15	Hydrobore, Alba, po. 15@ 20	Ether, Spts. Nit. 3 F 30@ 35
Citrate and Quinia 2 25	Inula, po. 15@ 20	Ether, Spts. Nit. 4 F 34@ 38
Citrate Soluble 75	Ipeacae, po. 4 25@ 4 35	Alumen 2 1/4 @ 3
Ferrocyanidum Sol. 40	Iris plox. po. 35@ 38	Alumen, gro'd. po. 7
Solut. Chloride 15	Jalapa, pr. 25@ 30	Annatto. 40@ 50
Sulphate, com'l. 2	Maranta, 1/2s. @ 35	Antimoni, po. 4@ 5
Sulphate, com'l, by 80	Podophyllum, po. 22@ 25	Antimoni et Potass T 40@ 50
bbi, per cwt. 7	Rhei 75@ 1 00	Antipyrin @ 25
Sulphate, pure 7	Rhei, cut. @ 25	Antifebrin @ 20
	Rhei, pv. 75@ 35	Argent Nitras, oz. @ 48
Flora	Spigelia 35@ 38	Arsenicum 10@ 12
Arnica 14@ 16	Sanguinaria, po. 15 40@ 45	Balm Gilead Buds 38@ 40
Anthemis 22@ 25	Serpentaria 40@ 45	Bismuth S. N. 1 40@ 1 50
Matricaria 30@ 35	Senega 60@ 65	Calcium Chlor., 1s. @ 9
	Smilax, officinalis H. @ 40	Calcium Chlor., 1/2s. @ 10
Folia	Smilax, M. @ 25	Calcium Chlor., 1/4s. @ 12
Barosma 38@ 40	Scilla po. 35	Cantharides, Rus. po @ 75
Cassia Acutifol, Tin- 20@ 25	Symplocarpus, Forti- @ 25	Capsici Fructus, ad. @ 15
nevely 20@ 25	cus, po. @ 25	Capsici Fructus, po. @ 15
Cassia, Acutifol, Alx. 25@ 30	Valeriana, Eng. po. 30 15@ 20	Capsici Fructus B. po @ 15
Salvia officinalis, 1/2s 12@ 20	Valeriana, German 15@ 20	Caryophyllus, po. 15 12@ 14
and 1/4s 8@ 10	Zingiber a. 12@ 16	Carmine, No. 40 @ 3 00
Uva Ursi 8@ 10	Zingiber j. 25@ 27	Cera Alba 50@ 55
		Cera Flava 40@ 42
Gummi		Cocceus @ 40
Acacia, 1st picked @ 65	Anisum po. 15	Cassia Fructus @ 35
Acacia, 2d picked @ 45	Apium (graveleons) 13@ 15	Centraria @ 10
Acacia, 3d picked @ 35	Bird, 1s. 4@ 6	Cetaceum @ 45
Acacia, sifted sorts. 45@ 65	Carul. po. 18	Chloroform 55@ 60
Acacia, po. 12@ 14	Cardamon 1 25@ 1 75	Chloroform, squibbs @ 1 10
Aloe, Barb. po. 18@ 20 12@ 14	Coriandrum 8@ 10	Chloral Hyd Crst. 1 65@ 1 90
Aloe, Cape po. 15	Cannabis Sativa 4 1/2 @ 5	Chondrus 20@ 25
Aloe, Socotri po. 40	Cydonium 75@ 1 00	Cinchonidine, P. & W 38@ 48
Ammoniac 55@ 60	Chenopodium 10@ 12	Cinchonidine, Germ. 38@ 48
Assafetida po. 30	Dipterix Odorate 1 00@ 1 10	Cocaine 6 00@ 6 25
Benzoinum 50@ 55	Foeniculum @ 10	Corks, list, dis. pr. et. @ 70
Catechu, 1s. @ 13	Foenugreek, po. 7@ 9	Creta bbl. 75
Catechu, 1/2s. @ 14	Lini 3 1/4 @ 4 1/2	Creta, prep. @ 2
Catechu, 1/4s. 58@ 60	Lini, grd. bbl. 3 1/2	Creta, precip @ 5
Camphora @ 40	Lobelia 35@ 40	Creta, Rubra @ 8
Euphorbium, po. 35 @ 40	Pharlaris Canarian. 4 1/2 @ 5	Crocus 15@ 18
Galbanum @ 1 00	Rapa 4 1/2 @ 5	Cudbear @ 24
Gamboge po	Sinapis Alba 9@ 10	Cupri Sulph. 6 1/2 @ 8
Guaiacum po. 25	Sinapis Nigra 11@ 12	Dextrine 7@ 10
Kino po. \$1.25		Ether Sulph. 75@ 90
Mastic @ 60	Spiritus	Emery, all numbers. @ 8
Myrrh po. 45	Frumenti, W. D. Co. 2 00@ 2 50	Emery, po. @ 6
Opil po. 4.70@ 5.00	Frumenti, D. F. R. 2 00@ 2 25	Ergola 85@ 90
Shellac 25@ 35	Frumenti 1 25@ 1 50	Flake White 12@ 15
Shellac, sached 40@ 45	Juniperis Co. O. T. 1 65@ 2 00	Galla @ 23
Tragacanth 50@ 80	Juniperis Co. 1 75@ 3 50	Gambler Rums, ad. @ 9
	Saacharum N. E. 1 90@ 2 10	Gelatin, Cooper. @ 60
Herba	Spt. Vini Galli 1 75@ 6 50	Gelatin, French 35@ 60
Absinthium .oz. pkg 25	Vini Oporto 1 25@ 2 00	Glassware, flint, box 75 & 10
Eupatorium .oz. pkg 20	Vini Alba 1 25@ 2 00	Less than box 70
Lobelia .oz. pkg 25		Glue, brown 11@ 13
Majorum .oz. pkg 28	Sponges	Glue, white 15@ 28
Mentha Pip. .oz. pkg 23	Florida sheeps' wool 2 50@ 2 75	Glycerina 16@ 24
Mentha Vir. .oz. pkg 25	carriage 2 50@ 2 75	Grana Paradisi @ 25
Rue .oz. pkg 22	Velvet extra sheeps' @ 1 50	Humulus 25@ 35
Tanacetum V. .oz. pkg 22	wool, carriage @ 1 25	Hydrarg Chlor Mite @ 95
Thymus, V. .oz. pkg 25	Extra yellow sheeps' @ 1 25	Hydrarg Chlor Cor. @ 85
	wool, carriage @ 1 25	Hydrarg Ox Rub'm. @ 1 05
Magnesia	Grass sheeps' wool, @ 1 00	Hydrarg Ammoniat @ 1 17
Calcined, Pat. 55@ 60	carriage @ 75	Hydrarg Unguentum 50@ 60
Carbonate, Pat. 18@ 20	Hard, for slate use. @ 1 40	Hydrargum, po. 65@ 75
Carbonate, K. & M. 18@ 20	Yellow Reef, for @ 1 40	Ichthyobolla, Am 65@ 75
Carbonate, Jennings 18@ 20	slate use. @ 1 40	Indigo 75@ 1 00
		Iodine, Resubi 3 90@ 4 00
Oleum	Syrups	Iodoform @ 4 00
Absinthium 6 50@ 6 75	Acacia @ 50	Lupulin @ 50
Amygdala, Dulc 30@ 50	Aurant Cortex @ 50	Lycopodium 60@ 65
Amygdala, Amara 8 00@ 8 25	Zingiber @ 50	Maels 65@ 75
Anisi 1 85@ 2 00	Ipeacae @ 60	Liquor Arsen et Hy- @ 25
Aurant Cortex 2 40@ 2 50	Ferri Iod. @ 50	drarg Iod. @ 25
Bergamili 2 40@ 2 60	Rhei Arom 50@ 60	Liquor Potass Arsenit 10@ 12
Cajiputi 80@ 85	Smilax Officinalis 50@ 60	Magnesia, Sulph. @ 3
Caryophylli 75@ 85	Senega @ 50	Magnesia, Sulph, bbl @ 1 1/4
Cedar 35@ 45	Scilla @ 50	Mannia, S. F. 50@ 60
Chenopadi 1 25@ 1 35		
Cinnamonli 35@ 40		
Citronella 35@ 40		






Menthol @ 3 75	Seidlitz Mixture 20@ 22	Linseed, pure raw 58 61
Morphia, S. P. & W. 2 35@ 2 60	Sinapis @ 18	Linseed, boiled 59 62
Morphia, S. N. Y. Q. @ 10	Sinapis, opt @ 30	Neatfoot, winter str 54 60
& C. Co. 2 25@ 2 50	Snuff, Macebooy, De @ 41	Spirits Turpentine 59 65
Mosehus Canton @ 40	Voos @ 41	
Myristica, No. 1 65@ 80	Snuff, Scotch, De Vo's 9@ 11	Paints BBL. LB.
Nux Vomica po. 15	Soda, Boras 9@ 11	Red Venetian 13 2 @ 8
Os Sepia 25@ 30	Soda, Boras, po. 9@ 11	Ochre, yellow Mars 13 2 @ 4
Pepsin Saac, H. & P. @ 1 00	Soda et Potass Tart. 23@ 25	Ochre, yellow Ber 13 2 @ 3
D Co. @ 1 00	Soda, Carb. 1 1/2 @ 2	Putty, commercial 2 1/4 @ 3
Picis Liq. N. N. 1/2 gal. @ 1 00	Soda, Bi-Carb. 3@ 5	Putty, strictly pure 2 1/4 @ 3
doz @ 1 00	Soda, Sulphas @ 2	Vermilion, Prime 13@ 15
Picis Liq., quarts @ 1 00	Soda, Sulphas @ 2	American 13@ 15
Picis Liq., pints @ 85	Spts. Cologne @ 2 60	Vermilion, English 70@ 75
Pil Hydrarg. po. 80	Spts. Ether Co. 50@ 55	Green, Paris 13 1/4 @ 17 1/2
Piper Nigra po. 22	Spts. Myrcia Dom. @ 2 00	Green, Peninsular 13@ 16
Piper Alba po. 35	Spts. Vini Rect. bbl. @ 60	Lead, red 6 1/2 @ 7
Pix Burgun @ 30	Spts. Vini Rect. 1/2 bbl @ 60	Lead, white 6 1/2 @ 7
Plumbi Acet. 10@ 12	Spts. Vini Rect. 10gal @ 60	Whiting, white Span @ 70
Pulsis Ipecae et Opil 1 30@ 1 50	Spts. Vini Rect. 5 gal @ 60	Whiting, wild rs' @ 90
Pyrethrum, boxes H. @ 75	Strychnia, Crystal 1 05@ 1 25	White, Paris, Amer. @ 1 00
& P. D. Co., doz. @ 75	Sulphur, Subl. 2 1/2 @ 3	Whiting, Paris, Eng. @ 1 00
Pyrethrum, pv. 25@ 30	Sulphur, Roll 2 1/4 @ 3 1/4	Universal Prepared 1 00 @ 1 15
Quassia 8@ 10	Tamarinds 8@ 10	
Quinia, S. P. & W. 38@ 48	Terebenth Venice 28@ 30	Varnishes
Quinia, S. German 34@ 44	Theobroma 55@ 58	No. 1 Turp Coach 1 10 @ 1 20
Quinia, N. Y. 34@ 44	Vanilla 9 00@ 16 00	Extra Turp 1 60 @ 1 70
Rubia Tinctorum 12@ 14	Zinci Sulph. 7@ 8	Coach Body 2 75 @ 3 00
Saccharum Lactis pv 18@ 20		No. 1 Turp Furn. 1 00 @ 1 10
Salicin 4 50@ 4 60	Oils	Extra Turk Damar. 1 50 @ 1 60
Sanguis Draconis 40@ 50	BBL. GAL.	Jap. Dryer, No. 1 Turp 7 @ 75
Sapo, W. 12@ 14	Whale, winter 70 70	
Sapo M. 10@ 12	Lard, extra 55 65	
Sapo G. @ 15	Lard, No. 1 35 40	

Drugs

We are Importers and Jobbers of Drugs,

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.

APPLE BUTTER V. C. Brand in tin cans 2 doz 2 1/2 lb cans 3 90 1 doz 5 lb cans 3 70 1/2 doz 10 lb cans 3 35 AXLE GREASE doz. gross Aurora 55 6 00 Castor Oil 60 7 00 Diamond 50 4 25 Frazer's 75 9 00 IXL Golden, tin boxes 75 9 00  MICA AXLE GREASE tin boxes 75 9 00 Paragon 55 6 00 BAKING POWDER Absolute 1/4 lb. cans doz 45 1/2 lb. cans doz 85 1 lb. cans doz 1 50 Acme 1/4 lb. cans 3 doz 45 1/2 lb. cans 3 doz 75 1 lb. cans 1 doz 1 00 Bulk 10 Aretic 6 oz. Eng. Tumblers 85 El Parity 1/4 lb. cans per doz 75 1/2 lb. cans per doz 1 20 1 lb. cans per doz 2 00 Home 1/4 lb. cans, 4 doz. case 35 1/2 lb. cans, 4 doz. case 50 1 lb. cans, 2 doz. case 90 JAXON 1/4 lb. cans, 4 doz. case 45 1/2 lb. cans, 4 doz. case 85 1 lb. cans, 2 doz. case 1 60 Jersey Cream 1 lb. cans, per doz 2 00 9 oz. cans, per doz 1 25 6 oz. cans, per doz 85 Our Leader 1/4 lb. cans 45 1/2 lb. cans 75 1 lb. cans 1 50 Peerless 1 lb. cans 85 Queen Flake 3 oz., 6 doz. case 2 70 6 oz., 4 doz. case 3 20 9 oz., 4 doz. case 4 80 1 lb., 2 doz. case 4 00 5 lb., 1 doz. case 9 00 BATH BRICK American 70 English 80 BLUING  CONDENSED PEARL BLUING Small 3 doz 40 Large, 2 doz 75 BROOMS No. 1 Carpet 3 00 No. 2 Carpet 2 75 No. 3 Carpet 2 50 No. 4 Carpet 2 05 Parlor Gem 2 75 Common Whisk 95 Fancy Whisk 1 25 Warehouse 3 75 CANDLES Electric Light, ss 11 Electric Light, 16s 12 Paraffine, 68 11 1/4 Paraffine, 12s 12 1/2 Wickling 20 CANNED GOODS Apples 3 lb. Standards 90 Gallons, standards 2 65 Beans Baked 75 @ 30 Red Kidney 75 @ 30 String 85 Wax 85 Blackberries Standards 75 Blueberries Standard 85 Cherries Red Standards 85 White 1 15 Clams Little Neck, 1 lb 1 10	Corn Fair 75 Good 85 Fancy 95 Hominy Standard 85 Lobster Star, 1/2 lb 1 85 Star, 1 lb 3 10 Picnic Tails 2 25 Mackerel Mustard, 1 lb 1 75 Mustard, 2 lb 2 80 Soused, 1 lb 1 75 Soused, 2 lb 2 80 Tomato, 1 lb 1 75 Tomato, 2 lb 2 80 Mushrooms Hotels 18 @ 20 Buttons 22 @ 25 Oysters Cove, 1 lb 90 Cove, 2 lb 1 55 Peaches Pie 1 65 @ 2 00 Yellow 1 65 @ 2 00 Pears Standard 70 Fancy 80 Peas Marrowfat 1 00 Early June 1 00 Early June Sifted 1 60 Pineapple Grated 1 25 @ 2 75 Sliced 1 35 @ 2 75 Pumpkin Fair 65 Good 75 Fancy 85 Raspberries Standard 90 Salmon Red Alaska 1 35 Pink Alaska 95 Sardines Domestic, 1/2 @ 4 Domestic, 1/3 @ 8 Domestic, Mustard @ 2 French @ 2 Strawberries Standard 85 Fancy 1 25 Succotash Fair 90 Good 1 00 Fancy 1 20 Tomatoes Fair 80 Good 90 Fancy 1 15 Gallons 2 35 CATSUP Columbia, pints 2 00 Columbia, 1/2 pints 1 25 CHEESE Acme @ 14 1/2 Amboy @ 14 Elsie @ 15 Emblem @ 14 Gem @ 14 1/2 Gold Medal @ 13 1/2 Ideal @ 14 Jersey @ 14 Riverside @ 14 Brick @ 12 Edam @ 70 Leiden @ 17 Limburger @ 13 Pineapple 50 @ 75 Sap Sago @ 17 CHICORY Bulk 5 Red 7 CHOCOLATE Walter Baker & Co.'s 23 German Sweet 46 Premium 35 Breakfast Cocoa 46 CLOTHES LINES Cotton, 40 ft. per doz 1 00 Cotton, 50 ft. per doz 1 20 Cotton, 60 ft. per doz 1 40 Cotton, 70 ft. per doz 1 60 Cotton, 80 ft. per doz 1 80 Jute, 60 ft. per doz 80 Jute, 72 ft. per doz 95 CIGARS The Bradley Cigar Co.'s Brands Advance \$5 90 Bradley 35 00 Clear Havana Puffs 22 00 "W. H. B." 55 00 "W. B. B." 55 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. S. C. W. 35 00	Phelps, Brace & Co.'s Brands. Royal Tigers 55 @ 80 00 Royal Tigarettes 35 Vincente Portuondo 35 @ 70 00 Ruhe Bros. Co. 25 @ 70 00 Hillson Co. 35 @ 110 00 T. J. Dunn & Co. 35 @ 70 00 McCoy & Co. 35 @ 70 00 The Collins Cigar Co. 10 @ 35 00 Brown Bros. 15 @ 70 00 Bernard Stahl Co. 35 @ 90 00 Banner Cigar Co. 10 @ 35 00 Seidenberg & Co. 55 @ 125 00 Fulton Cigar Co. 10 @ 35 00 A. B. Ballard & Co. 35 @ 175 00 E. M. Schwarz & Co. 35 @ 110 00 San Telmo 35 @ 70 00 Havana Cigar Co. 18 @ 35 00 C. Costello & Co. 35 @ 70 00 LaFiora-Fee Co. 35 @ 70 00 S. I. Davis & Co. 35 @ 185 00 Hene & Co. 35 @ 90 00 Benedict & Co. 7 50 @ 70 00 Hemmeter Cigar Co. 35 @ 70 00 G. J. Johnson Cigar Co. 35 @ 70 00 Maurice Sanborn 50 @ 175 00 Bock & Co. 65 @ 300 00 Manuel Garcia 80 @ 375 00 Neuva Mundo 85 @ 175 00 Henry Clay 85 @ 550 00 La Carolina 96 @ 200 00 COFFEE Roasted  A.I.C. HIGH GRADE COFFEES Special Combination 20 French Breakfast 25 Lenox 30 Vienna 35 Private Estate 40 Supreme 38 Less 3 1/2% per cent. delivered. Rio Fair 9 Good 10 Prime 13 Golden 13 Peaberry 14 Santos Fair 14 Good 15 Prime 16 Peaberry 18 Maracaibo Prime 15 Milled 17 Java Interior 26 Private Growth 30 Mandehling 35 Mocha Imitation 22 Arabian 28 PACKAGE COFFEE. Below are given New York prices on package coffees, to which the wholesale dealer adds the local freight from New York to buyers shipping point, giving buyer credit on the invoice for the amount of freight he pays from the market in which he purchases to his shipping point. These prices are further subject to manufacturer's regular rebate. Arbuckle 12 00 Jersey 12 00 McLaughlin's XXXX 46 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 toll 1/2 gross 85 Hummel's tin 1/2 gross 1 43 COCOA SHELLS 20 lb. bags 2 1/2 Less quantity 3 Pound packages 4 CONDENSED MILK 4 doz in case. Gail Borden Eagle 6 75 Crown 6 25 Daisies 5 75 Champion 4 50 Magnolia 4 25 Challenge 4 25 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 2 00 1,000, any one denom 3 00 2,000, any one denom 5 00 Steel punch 75 Coupon Pass Books Can be made to represent any denomination from \$10 down. 20 books 1 00 50 books 2 00 100 books 3 00 250 books 6 25 500 books 10 00 1,000 books 17 50 CREAM TARTAR 5 and 10 lb. wooden boxes 30 Bulk in sacks 29 DRIED FRUITS—Domestic Apples Sundried @ 6 1/2 Evaporated, 50 lb. boxes 8 @ 8 1/2 California Fruits Apricots @ 15 Blackberries @ 11 Nectarines @ 11 Peaches @ 11 Pears @ 11 Pitted Cherries 7 1/2 Prunelles 7 1/2 California Prunes 100-120 25 lb. boxes @ 4 90-100 25 lb. boxes @ 4 1/2 80-90 25 lb. boxes @ 5 70-80 25 lb. boxes @ 5 1/2 60-70 25 lb. boxes @ 6 50-60 25 lb. boxes @ 7 1/2 40-50 25 lb. boxes @ 8 30-40 25 lb. boxes @ 8 1/2 cent less in 50 lb. cases London Layers 2 Crown 1 75 London Layers 3 Crown 2 00 Cluster 4 Crown 2 25 Loose Muscatels 2 Crown 7 1/4 Loose Muscatels 3 Crown 8 1/4 Loose Muscatels 4 Crown 8 3/4 L. M., Seeded, choice 10 L. M., Seeded, fancy 10 1/2 DRIED FRUITS—Foreign Citrus Leghorn 11 Corsican 12 Raisins Patras, cases 6 1/4 Cleaned, bulk 6 1/4 Cleaned, packages 7 1/4 Peel Citron American 19 lb. bx. 13 Lemon American 10 lb. bx. 10 1/2 Orange American 10 lb. bx. 10 1/2 Raisins Sultana 1 Crown 90 Sultana 2 Crown 90 Sultana 3 Crown 90 Sultana 4 Crown 90 Sultana 5 Crown 90 Sultana 6 Crown 90 Sultana package 90 FARINACEOUS GOODS Beans Dried Lima 5 1/2 Medium Hand Picked 2 15 @ 2 50 Brown Holland 2 50 Cereals Cream of Cereal 90 Grain-O, small 1 35 Grain-O, large 2 25 Grape Nuts 1 35 Postum Cereal, small 1 35 Postum Cereal, large 2 25 Farina 24 lb. packages 1 25 Bulk per 100 lbs. 3 00 Haskell's Wheat Flakes 36 2 lb. packages 3 00 Hominy Barrels, 50 lb. drums 2 50 Lauhoff Bros. Flaking Mills Rice Flakes, 3 doz pkg case 2 85 Flaked Peas, 3 doz pkg case 2 85 Flaked Beans, 3 doz pkg case 2 85 35 Chene St., Detroit, Mich. Maccaroni and Vermicelli Domestic, 10 lb. box 60 Imported, 25 lb. box 2 50 Pearl Barley Common 3 00 Chester 2 50 Empire 3 00	Grits Walsh-DeRoo Co.'s Brand.  WHEAT GRITS 24 2 lb. packages 1 80 100 lb. kegs 2 70 200 lb. barrels 5 10 Peas Green, Wisconsin, bu 1 30 Green, Scotch, bu 1 35 Split, bu 3 Rolled Oats Rolled Avena, bbl 3 75 Steel Cut, 1/2 bbls 2 05 Monarch, bbl 3 40 Monarch, 1/2 bbl 1 88 Monarch, 90 lb. sacks 1 68 Quaker, cases 3 20 Huron, cases 2 00 Sago German 4 East India 3 1/2 Salus Breakfast Food F. A. McKenzie, Quincy, Mich. 36 two pound packages 3 60 Battle Creek Crackers Gem Oatmeal Biscuit 7 1/2 @ 8 Lemon Biscuit 7 1/2 @ 8 New Era Butters 6 1/4 Nectarines 6 1/4 Whole Wheat 6 1/4 Cerola, 48 1 lb. pkgs. 4 00 Tapioca Flake 5 Pearl 5 Pearl, 24 1 lb. packages 6 1/4 Wheat Cracked, bulk 3 1/4 24 2 lb. packages 2 50 FLAVORING EXTRACTS DeBoe's Vanilla D. C. 2 oz. 4 0z. 1 10 1 80 Lemon D. C. 70 1 35 Vanilla Tonka 75 1 45 JAXON Highest Grade Extracts Vanilla 1 20 Lemon 1 20 1 oz full m 1 20 1 oz full m 1 25 2 oz full m 2 10 2 oz full m 2 15 No. 3 fan y 3 15 No. 3 fan y 1 75 COLEMAN'S HIGH FOOT & JENKINS CLASS EXTRACTS Vanilla 1 20 Lemon 1 20 2 oz panel. 1 20 2 oz panel. 75 3 oz taper. 2 00 4 oz taper. 1 50 JENNINGS' D. C. Vanilla 1 20 D. C. Lemon 1 20 2 oz. 1 20 2 oz. 1 00 3 oz. 1 50 3 oz. 1 00 4 oz. 2 00 4 oz. 1 40 6 oz. 3 00 6 oz. 2 00 No. 8 4 00 No. 8 2 40 No. 10 6 00 No. 10 4 00 No. 2 T 1 25 No. 2 T 80 No. 3 T 2 00 No. 3 T 1 25 No. 4 T 2 40 No. 4 T 1 50 Northrop Brand Lem. Van. 75 2 oz. Taper Panel 75 1 20 2 oz. Oval 75 1 20 3 oz. Taper Panel 1 35 2 00 4 oz. Taper Panel 1 60 2 25 Perrigo's Van. Lem. doz. doz. XXX, 2 oz. obert 1 25 75 XXX, 4 oz. taper 2 25 1 25 XX, 2 oz. obert 1 00 No. 2, 2 oz. obert 75 XXX D D ptehr, 6 oz 2 25 XXX D D ptehr, 4 oz 1 75 K. P. pitcher, 6 oz. 2 25	FLY PAPER 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 JELLY V. C. Brand. 15 lb. palls 35 30 lb. palls 62 Pure apple, per doz 85 LICORICE Calabria 30 Calabaria 25 Sicily 14 Root 10 LYE Condensed, 4 doz 1 20 Condensed, 4 doz 2 25 MATCHES Diamond Match Co.'s brands. No. 9 sulphur 1 65 Anchor Parlor 1 50 No. 2 Home 1 30 Export Parlor 4 00 Wolverine 1 50 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 60 Bayle's Celery, 1 doz 1 75 PICKLES Medium Barrels, 1,200 count 5 90 Half bbls, 600 count 3 45 Small Barrels, 2,400 count 6 90 Half bbls, 1,200 count 3 95 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 RICE Domestic Carolina head 6 1/4 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 @ 5 Table @ SALERATUS Packed 60 lbs. in box. Church's Arm and Hammer 3 15 Deland's 3 00 Dwight's Cow 3 15 Emblem 2 10 L. P. 3 00 Sodio 3 15 Wyandotte, 100 1/2 3 00 SAL SODA Granulated, bbls 80 Granulated, 100 lb. cases 85 Lump, bbls 75 Lump, 145 lb. kegs 80 SALT Diamond Crystal Table, cases, 24 3 lb. boxes 1 40 Table, barrels, 100 3 lb. bags 2 85 Table, barrels, 40 7 lb. bags 2 50 Butter, barrels, 280 lb. bulk 2 50 Butter, barrels, 20 14 lb. bags 2 60 Butter, sacks, 25 lbs 25 Butter, sacks, 56 lbs 60 Common Grades 100 3 lb. sacks 2 10 60 5 lb. sacks 1 95 28 10 lb. sacks 1 80 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 22 Common Granulated Fine 1 00 Medium Fine 1 05 SALT FISH Cod Georges cured @ 5 Georges genuine @ 5 1/2 Georges selected @ 5 1/2 Strips or bricks 6 @ 9 Pollock @ 3 1/2 Halibut. Strips 14 Chunks 15
--	---	--	--	--	---

Herring
Holland white hoops, bbl. 6 50
Holland white hoops 1/2 bbl. 85
Holland white hoop, keg. 95
Holland white hoop mehs. 85
Norwegian 3 60
Round 100 lbs. 1 75
Sealed 1 75
Bloaters. 1 45

Mackerel
Mess 100 lbs. 15 00
Mess 40 lbs. 6 30
Mess 10 lbs. 1 65
Mess 8 lbs. 1 35
No. 1 100 lbs. 13 25
No. 1 40 lbs. 5 60
No. 1 10 lbs. 1 48
No. 1 8 lbs. 1 20
No. 2 100 lbs. 10 50
No. 2 40 lbs. 4 50
No. 2 10 lbs. 1 15
No. 2 8 lbs. 1 00

Trout
No. 1 100 lbs.
No. 1 40 lbs.
No. 1 10 lbs.
No. 1 8 lbs.

Whitefish
No. 1 No. 2 Fam
100 lbs. 8 50 2 75
40 lbs. 3 90 1 40
10 lbs. 1 00 43
8 lbs. 83 37

SAUERKRAUT
Barrels 5 75
Half barrels 3 25

SEEDS
Anise 9
Canary, Smyrna. 4
Caraway 8
Cardamon, Malabar. 60
Celery 10
Hemp, Russian 4 1/2
Mixed Bird 4 1/2
Mustard, white. 5
Poppy 5
Rappi 10
Cattle Bone. 15

SNUFF
Scotch, in bladders. 37
Maccaboy, in jars. 35
French Kappie, in jars. 43

SOAP
Single box 3 00
5 box lots, delivered 2 95
10 box lots, delivered 2 90

JAS. S. KIRK & CO.'S BRANDS.
American Family, wrp'd. 2 65
Dome 2 75
Cabinet. 2 50
Savon 2 50
White Russian 2 35
White Cloud, laundry 6 25
White Cloud, toilet. 3 50
Dusky Diamond, 50 6 oz. 2 10
Dusky Diamond, 50 8 oz. 3 00
Blue India, 100 3/4 lb. 3 50
Kirkoline 3 50
Eos 2 50

Rub-No-More
100 12 oz bars 3 00

SILVER
Single box 2 95
Five boxes, delivered 2 90

Scouring
Sapolio, kitchen, 3 doz 2 40
Sapolio, hand, 3 doz. 2 40

SODA
Boxes 5 1/2
Kegs, English 4 1/4

SPICES
Whole Spices
Allspice 11
Cassia, China in mats 15
Cassia, Batavia, in bund 25
Cassia, Saigon, broken 38
Cassia, Saigon, in rolls 55
Cloves, Amboyina 13
Cloves, Zanzibar 15
Mace 55
Nutmegs, 75-80 55
Nutmegs, 105-10 45
Nutmegs, 115-20 40
Pepper, Singapore, black 15
Pepper, Singapore, white 23
Pepper, shot. 16

Pure Ground in Bulk
Allspice 15
Cassia, Batavia 28
Cassia, Saigon 48
Cloves, Zanzibar 16
Ginger, African 15
Ginger, Cochon 18
Ginger, Jamaica 25
Mace 65
Mustard 18
Pepper, Singapore, black 17
Pepper, Singapore, white 20
Pepper, Cayenne 20
Sage 15

STOVE POLISH
Baskets
Bushels, wide band 1 10
Market 30
Willow Clothes, large 7 50
Willow Clothes, medium 6 50
Willow Clothes, small 5 50
Butter Plates
No. 1 Oval, in crate 1 80
No. 2 Oval, 250 in crate 2 00
No. 3 Oval, 250 in crate 2 20
No. 5 Oval, 250 in crate 2 60
Clothes Pins
Boxes, gross boxes 50

ENAMELINE
No. 4, 3 doz. in case, gross. 4 60
No. 6, 3 doz. in case, gross. 7 20

SYRUPS
Corn
Barrels. 17
Half bbls. 19
1 doz. 1 gallon cans. 3 15
1 doz. 1/2 gallon cans. 1 85
2 doz. 1/4 gallon cans. 1 00
Pure Cane
Fair 16
Good 20
Choice 25



Kingsford's Corn
40 1-lb. packages 6
20 1-lb. packages 6 1/2
Kingsford's Silver Gloss
40 1-lb. packages 6 1/2
6 lb. boxes 7
Diamond
64 10c packages 5 00
128 5c packages 5 00
30 10c and 64 c packages 5 00

Common Corn
20 1-lb. packages 4 1/2
40 1-lb. packages 4 1/2
Common Gloss
1-lb. packages 4 1/2
3-lb. packages 4 1/2
6-lb. packages 5
40 and 60-lb. boxes 3 1/2
Barrels 3 1/4

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 45
Cut Leaf 5 60
Crushed 5 60
Cubes 5 35
Powdered 5 30
Coarse Powdered XXX Powdered 5 30
Standard Granulated Fine Granulated 5 20
Coarse Granulated 5 35
Extra Fine Granulated 5 35
Conf. Granulated 5 45
2 lb. cartons Fine Gran 5 30
2 lb. bags Fine Gran 5 30
5 lb. cartons Fine Gran 5 30
5 lb. bags Fine Gran 5 30
Mould A 5 45
Diamond A 5 20
Confectioner's A No. 1, Columbia A 4 85
No. 2, Windsor A 4 85
No. 3, Ridgewood A 4 85
No. 4, Phoenix A 4 80
No. 5, Empire A 4 70
No. 6 4 70
No. 7 4 65
No. 8 4 60
No. 9 4 55
No. 10 4 50
No. 11 4 45
No. 12 4 40
No. 13 4 40
No. 14 4 40
No. 15 4 40
No. 16 4 40

TABLE SAUCES
LEA & PERRIN'S SAUCE
The Original and Genuine Worcestershire.
Lea & Perrin's, large 3 75
Lea & Perrin's, small 2 50
Half, large 3 75
Half, small 2 25
Salad Dressing, large 4 55
Salad Dressing, small 2 75
Malt White Wine, 40 grain. 7 1/2
Pure White Wine, 80 grain. 11
Pure Cider, Red Star. 12
Pure Cider, Robinson. 12
Pure Cider, Silver. 11

WASHING POWDER
Rub-No-More, 100 12 oz 3 50
WICKING
No. 0, per gross. 20
No. 1, per gross. 25
No. 2, per gross. 35
No. 3, per gross. 55

WOODENWARE
Baskets
Bushels, wide band 1 10
Market 30
Willow Clothes, large 7 50
Willow Clothes, medium 6 50
Willow Clothes, small 5 50
Butter Plates
No. 1 Oval, in crate 1 80
No. 2 Oval, 250 in crate 2 00
No. 3 Oval, 250 in crate 2 20
No. 5 Oval, 250 in crate 2 60
Clothes Pins
Boxes, gross boxes 50

Mop Sticks
Trojan patent 9 00
Eclipse spring 9 00
No 1 common 8 00
No 2 patent brush holder 9 00
12 lb. cotton mop heads 1 25

Pails
2-hoop Standard 1 50
3-hoop Standard 1 70
2-wire, Cable 1 60
3-wire, Cable 1 85
Cedar, all red, brass bound 1 25
Paper, Eureka 2 25
Fibre 2 40

Tubs
20-inch, Standard, No. 1 7 00
18-inch, Standard, No. 2 6 00
16-inch, Standard, No. 3 5 00
20-inch, Dowell, No. 1 3 25
18-inch, Dowell, No. 2 5 25
16-inch, Dowell, No. 3 4 25

Wash Boards
Bronze Globe 2 50
Dewey 1 75
Double Acme 2 75
Single Acme 2 25
Single Peerless 3 00
Northern Queen 2 50
Double Duplex 3 00
Good Luck 2 75
Universal 2 25

Wood Bowls
11 in. Butter 75
13 in. Butter 1 00
15 in. Butter 1 60
17 in. Butter 2 00
19 in. Butter 2 50

YEAST CAKE
Yeast Foam, 1 1/2 doz. 50
Yeast Foam, 3 doz. 1 00
Yeast Cream, 3 doz. 1 00
Magic Yeast 5c, 3 doz. 1 00
Sunlight Yeast, 3 doz. 1 00
Warner's Safe, 3 doz. 1 00

Provisions

Barreled Pork
Mess @11 00
Back @12 00
Clear back @11 00
Short cut @11 50
Pig @15 00
Bean @10 00
Family @12 25

Dry Salt Meats
Bellies 6 1/2
Briskets 6 1/4
Extra shorts 5 1/4

Cured Meats
Hams, 12 lb. average @ 11 1/2
Hams, 14 lb. average @ 10 1/2
Hams, 16 lb. average @ 10 1/4
Hams, 20 lb. average @ 10 1/4
Ham dried beef @ 14
Shoulders (N. Y. cut) @ 7 1/4
Bacon, clear 7 1/2 @ 8 1/2
California Hams @ 7
Boneless hams @ 9
Cooked ham 10 @

Lard - In Tierces
Compound 6 1/4
Kettle 7
55 lb. Tubs, advance 7 1/2
80 lb. Tubs, advance 7 1/2
50 lb. Tins, advance 7 1/2
20 lb. Pails, advance 7 1/2
10 lb. Pails, advance 7 1/2
5 lb. Pails, advance 7 1/2
3 lb. Pails, advance 7 1/2

Sausages
Bologna 5 1/2
Liver 6
Frankfort 7 1/2
Pork 7 1/2
Blood 6 1/2
Tongue 6
Headcheese 9

Beef
Extra Mess. 10 00
Boneless 11 75
Rump 11 75

Pigs' Feet
Kits, 15 lbs 75
1/4 bbls., 40 lbs 1 40
1/2 bbls., 80 lbs 2 70

Tripe
Kits, 15 lbs 70
1/4 bbls., 40 lbs 1 25
1/2 bbls., 80 lbs 2 25

Casings
Pork 20
Beef rounds 3
Beef middles 10
Sheep 60

Butterine
Rolls, dairy 13 1/2
Solis, dairy 13
Rolls, creamery 19
Solid, creamery 18 1/4

Canned Meats
Corned beef, 2 lb. 2 35
Corned beef, 14 lb. 16 00
Roast beef, 2 lb. 2 25
Potted ham, 1/2 50
Potted ham, 1/4 90
Deviled ham, 1/2 50
Deviled ham, 1/4 90
Potted tongue, 1/2 50
Potted tongue, 1/4 90

Oils
Barrels
Eocene @13 1/2
Perfection @12
XXX W. W. Mich. Hdit @11 1/2
W. W. Michigan Diamond White @11
D. S. Gas @12 1/2
Cylinder @12 1/4
Engine @23 1/2
Black, winter @10 1/2

Grains and Feedstuffs

Wheat
Winter Wheat Flour
Local Brands
Patents 4 20
Second Patent 3 70
Straight 3 50
Clear 3 00
Graham 3 50
Buckwheat 6 00
Subject to usual cash discount.

Flour in bbls., 25c per bbl. additional.
Ball-Barnhart-Putman's Brand
Diamond 1/2 3 50
Diamond 1/4 3 50
Diamond 1/8 3 50
Worden Grocer Co.'s Brand
Quaker 1/2 3 55
Quaker 1/4 3 55
Quaker 1/8 3 55

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

Seymour 5 1/2
New York 5 1/2
Family 5 1/2
Salted 5 1/2
Wolverine 6
Soda XXX 6
Soda, City 8
Long Island Wafers 11
Zephyrette 10



Oyster
Faust 7
Farina 5 1/2
Extra Farina 6
Saltine Wafer 5 1/2

Sweet Goods - Boxes
Animals 10 1/2
Assorted Cake 10
Belle Rose 9
Bent's Water 15
Buttercup 13
Cinnamon Bar 9
Coffee Cake, Iced 10
Coffee Cake, Java 10
Coconut Taffy 10
Cracknels 15 1/2
Creams, Iced 8 1/2
Cream Crisp 9
Crystal Creams 10
Cubans 11 1/2
Currant Fruit 11
Frosted Honey 12 1/2
Frosted Cream 9
Ginger Gems, lg. or sm. 9
Ginger Snaps, XXX 8
Gladiator 10
Grandma Cakes 9
Graham Crackers 9
Graham Wafers 10
Honey Fingers 12 1/2
Imperial 8
Jumbles, Honey 12 1/2
Lady Fingers 11 1/2
Lemon Wafers 14
Marshmallow 15
Marshmallow Walnuts 16
Mixed Picnic 11 1/2
Molasses Cake 7 1/2
Molasses Bar 9
Moss Jelly Bar 12 1/2
Newton 12
Oatmeal Crackers 8
Oatmeal Wafers 10
Orange Crisp 9
Orange Gem 8
Penny Cake 9
Pilot Bread, XXX 7
Pretzels, hand made 7 1/2
Sears' Lunch 7 1/2
Sugar Cake 8
Sugar Cream, XXX 8
Sugar Squares 8
Sultanas 12 1/2
Tutti Frutti 16 1/2
Vanilla Wafers 14
Vienna Crimp 8

Meal
Bolted 1 90
Granulated 2 10

Feed and Millstuffs
St. Car Feed, screened 16 00
No. 1 Corn and Oats 15 50
Unbolted Corn Meal 15 50
Winter Wheat Bran 14 00
Winter Wheat Middlings 15 00
Screenings 14 00

Corn
Corn, ear lots 34 1/2
Less than ear lots 33

Oats
Car lots 28
Car lots, clipped 30 1/2
Less than car lots 33

Hay
No. 1 Timothy car lots 11 50
No. 1 Timothy ton lots 12 50

Hides and Pelts

The Cappon & Bertsch Leather Co., 100 Canal Street, quotes as follows:
Hides
Green No. 1 @ 8
Green No. 2 @ 6
Bulls @ 6
Cured No. 1 @ 9 1/2
Cured No. 2 @ 8 1/2
Calfskins, green No. 1 @ 10
Calfskins, green No. 2 @ 8 1/2
Calfskins, cured No. 1 @ 11
Calfskins, cured No. 2 @ 9 1/2
Pelts, each 50 @ 25
No. 1 @ 4
No. 2 @ 3

Wool
Washed, fine 22 @ 24
Washed, medium 26 @ 28
Unwashed, fine 18 @ 20
Unwashed, medium 20 @ 22
Furs
Cat, wild 10 @ 75
Cat, house 8 @ 25
Fox, red 50 @ 350
Fox, gray 10 @ 75
Lynx @ 50 00
Muskrat, fall 3 @ 12
Mink 20 @ 200
Raccoon 10 @ 100
Skunk 15 @ 140

Fresh Meats

Beef
Carcases 5 1/2 @ 8
Forequarters 5 1/2 @ 6
Hindquarters 7 @ 9
Loins No. 3 9 @ 14
Ribs 8 @ 14
Rounds 6 @ 7
Chucks 6 @ 6 1/2
Plates 4 @ 5

Pork
Dressed @ 6
Loins @ 8 1/2
Boston Butts @ 6 1/2
Shoulders @ 6 1/2
Leaf Lard @ 7 1/2

Mutton
Carcases 6 @ 7
Spring Lambs 9 @ 9 1/2

Veal
Carcases 8 1/2 @ 9 1/2

Crackers

The National Biscuit Co. quotes as follows:
Butter
Seymour 5 1/2
New York 5 1/2
Family 5 1/2
Salted 5 1/2
Wolverine 6

Soda
Soda XXX 6
Soda, City 8
Long Island Wafers 11
Zephyrette 10

Oyster
Faust 7
Farina 5 1/2
Extra Farina 6
Saltine Wafer 5 1/2

Sweet Goods - Boxes
Animals 10 1/2
Assorted Cake 10
Belle Rose 9
Bent's Water 15
Buttercup 13
Cinnamon Bar 9
Coffee Cake, Iced 10
Coffee Cake, Java 10
Coconut Taffy 10
Cracknels 15 1/2
Creams, Iced 8 1/2
Cream Crisp 9
Crystal Creams 10
Cubans 11 1/2
Currant Fruit 11
Frosted Honey 12 1/2
Frosted Cream 9
Ginger Gems, lg. or sm. 9
Ginger Snaps, XXX 8
Gladiator 10
Grandma Cakes 9
Graham Crackers 9
Graham Wafers 10
Honey Fingers 12 1/2
Imperial 8
Jumbles, Honey 12 1/2
Lady Fingers 11 1/2
Lemon Wafers 14
Marshmallow 15
Marshmallow Walnuts 16
Mixed Picnic 11 1/2
Molasses Cake 7 1/2
Molasses Bar 9
Moss Jelly Bar 12 1/2
Newton 12
Oatmeal Crackers 8
Oatmeal Wafers 10
Orange Crisp 9
Orange Gem 8
Penny Cake 9
Pilot Bread, XXX 7
Pretzels, hand made 7 1/2
Sears' Lunch 7 1/2
Sugar Cake 8
Sugar Cream, XXX 8
Sugar Squares 8
Sultanas 12 1/2
Tutti Frutti 16 1/2
Vanilla Wafers 14
Vienna Crimp 8

Meal
Bolted 1 90
Granulated 2 10

Feed and Millstuffs
St. Car Feed, screened 16 00
No. 1 Corn and Oats 15 50
Unbolted Corn Meal 15 50
Winter Wheat Bran 14 00
Winter Wheat Middlings 15 00
Screenings 14 00

Corn
Corn, ear lots 34 1/2
Less than ear lots 33

Oats
Car lots 28
Car lots, clipped 30 1/2
Less than car lots 33

Hay
No. 1 Timothy car lots 11 50
No. 1 Timothy ton lots 12 50

Fish and Oysters

Fresh Fish
White fish @ 10
Trout @ 9
Black Bass 8 @ 11
Hullbut 15
Ciscoes or Herring @ 5
Bluefish @ 11
Live Lobster @ 25
Boiled Lobster @ 27
Cod @ 10
Haddock @ 9
No. 1 Pickerel @ 9
Pike @ 8
Perch @ 5
Smoked White @ 8
Red Snapper @ 13
Col River Salmon @ 18
Mackerel @ 18

Oysters in Cans
F. H. Counts 35
F. J. D. Selects 30
Selects 25
F. J. D. Standards 22
Anchors 20
Standards 18
Favorite 16

Bulk
F. H. Counts 2 00
Extra Selects 1 75
Selects 1 35
Anchor Standards 1 25
Standards 1 20

Shell Goods
Clams, per 100 1 00
Oysters, per 100 1 25 @ 1 50

Candies

Stick Candy
Standard 7 @ 7 1/2
Standard H. H. 7 @ 7 1/2
Standard Twist 7 1/2 @ 8
Cut Leaf @ 8 1/2

Jumbo, 32 lb. @ 6 1/2
Extra H. H. @ 8 1/2
Boston Cream @ 10
Beet Root @ 7

Mixed Candy
Grocers @ 6
Competition @ 6 1/2
Special @ 7
Conservative @ 8
Royal @ 7 1/2
Ribbon @ 8 1/2
Broken @ 7 1/2
Cut Leaf @ 8 1/2
English Rock @ 8 1/2
Kindergarten @ 8 1/2
French Cream @ 9
Dandy Pan @ 8 1/2
Hand Made Cream mixed @ 14
Nobby @ 8 1/2
Crystal Cream mix @ 12

Fancy - In Bulk
San Blas Goodies @ 11
Lozenges, plain @ 9
Lozenges, printed @ 9
Choc. Drops @ 11
Eclipse Chocolates @ 13
Choc. Monumentals @ 13
Gum Drops @ 5
Moss Drops @ 8 1/2
Lemon Sours @ 9
Imperials @ 9 1/2
Ital. Cream Bonbons 35 lb. pails @ 11
Molasses Chews, 15 lb. pails @ 13
Jelly Date Squares @ 10 1/2
Iced Marshmallows 14
Golden Waffles @ 11

Fancy - In 5 lb. Boxes
Lemon Sours @ 50
Peppermint Drops @ 60
Chocolate Drops @ 65
H. M. Choc. Drops @ 75
H. M. Choc. Lt. and Gm. Dk. 12 @ 90
Dum Drops @ 30
Licorice Drops @ 75
A. B. Licorice Drops @ 50
Lozenges, plain @ 55
Lozenges, printed @ 55
Imperials @ 55
Mottos @ 60
Cream Bar @ 55
Molasses Bar @ 55
Hand Made Creams 80 @ 90
Cream Buttons, Pep. and Wint @ 65
String Rock @ 60
Burnt Almonds 1 25 @ 8
Wintergreen Berries @ 55

Caramels
No. 1 wrapped, 3 lb. boxes @ 50
Penny Goods 55 @ 60

Fruits

Oranges
Fancy Navels @ 3 25
Extra Choice @ 3 00
Seedlings @
Fancy Mexicans @
Jamaicas @

Lemons
Strictly choice 300s @ 3 50
Strictly choice 300s @ 3 25
Fancy 300s @ 3 50
Ex. Fancy 300s @ 3 75
Extra Fancy 300s @ 4 00

Bananas
Medium bunches 1 00 @ 25
Large bunches 1 50 @ 75

Foreign Dried Fruits
Figs
California, fancy @ 10
Cal. pkg. 10 lb. boxes @ 10
Extra Choice, 10 lb. boxes, new Smpna @ 13
Fancy, 12 lb. boxes new @ 14
Imperial Mikados, 15 lb. boxes @
Pulled, 6 lb. boxes @
Naturals, in bags @ 5 1/2

Dates
Fards in 10 lb. boxes @ 10
Fards in 60 lb. cases @ 6
Persians, P. H. V. 1 lb. cases, new @ 5 1/2
Sairs, 60 lb. cases @ 5

Nuts
Almonds, Tarragona @ 17
Almonds, Ivica @
Almonds, California, soft shelled @ 15 1/2
Brazil, new @ 7 1/2
Filberts @ 13
Walnuts, Grenoble @ 15
Walnuts, soft shelled California No. 1 @ 12 1/2
Table Nuts, fancy @ 12 1/2
Table Nuts, choice @ 11
Pecans, Med @ 10
Pecans, Ex. Large @ 12
Pecans, Jumbos @ 13
Hickory Nuts per bu. Ohio, new @ 1 75
Cocconuts, full sacks @ 3 25
Chestnuts, per bu. @

Peanuts
Fancy, H. P., Suns 5 @
Fancy, H. P., Flags @ 6 1/2
Roasted Choice, H. P., Extras @
Choice, H. P., Extras @
Roasted @

Hardware

The Hardware Market.

It was not expected that the volume of business would immediately assume large proportions in view of the fact that stocks in jobbers' hands are in many cases quite large, with a disposition to be conservative about further purchases. The course of things during the month thus far has been such as to justify this view of the situation, there being a fair business, but not especially heavy. A good many sorting up orders are coming in and on season goods and others on which there was something of a scarcity last year there is an especially good demand. On many lines the capacity of the manufacturers will evidently be taxed to the utmost to produce a sufficient quantity of goods, but this will be largely owing to the difficulty of obtaining raw material, and not entirely to the extent of the demand. This, for example, is the case in wire cloth and in several lines in which wire is an important element, the situation being such that the manufacturers can not get wire at all promptly or in the quantities called for. A similar condition prevails in regard to other materials, but not in many to the same extent. While the trade are buying cautiously it should not be inferred that there is evidence of a lack of confidence in the market, so far as the near future is concerned. Prices generally are strong and the movement still continues upward, as goods the prices of which had not been brought up to the present costs of raw material are being gradually advanced. There is, however, a greater desire on the part of manufacturers to book orders, as they prefer to be making goods which they can ship out at once rather than accumulate any considerable stocks, which they are naturally disinclined to do on the basis of present costs. The retail trade generally continue to do an excellent business. It is doubtful if they have, as a rule, taken advantage of the advances in goods by marking up their selling prices in sympathy with the movement of the market. The high prices, too, are undoubtedly affecting their sales in some lines.

The following changes on various lines have taken place during the last thirty days: Wire and nails of all kinds have advanced 25c per cwt., making the price on wire nails in lots less than car, at mill, \$3.45, and from stock, \$3.60. Cast sinks are now quoted at 50 per cent. off. The recent advance in wood tackle blocks brings the discount so that jobbers are offering 60 per cent. off. Owing to the high price of material used in making all kinds of board paper, the prices have materially advanced with the manufacturer, and jobbers are now quoting as follows: red rosin paper, 50c per roll; W. C. paper, 70c per roll; plain board, \$1.15 per 100 pounds; tarred board, \$1.30 per 100 pounds; tarred felt, \$1.75 per 100 pounds. A decline of 2c per pound has been made on cold rolled copper, as well as flat copper bottoms. Common well buckets have advanced 25c per dozen, making the price now \$4. Wool twine is quoted, owing to recent advances, at 8½c per pound. There has been an advance of 10c per bag in both drop and buck shot and jobbers are now quoting \$1.60 for drop and \$1.85 for buck. Sash weights are up ¼c per pound, and are now being quoted at \$25 per ton. The following revised prices have been made on both mounted and

loose grindstones: Loose grindstones, \$20 per ton; No. 1 grindstones, \$3 each; No. 2 mounted, \$2.75, and No. 3 mounted, \$2.55. An advance of 25c each has been made on all numbers of farm bells. Woodchopper mauls have been advanced from 11c to 12½c per pound, owing to the advanced cost of material. The extreme price now being quoted on poultry netting is 75, 10 and 5 per cent. Seven dollars for single bit and \$11 for double bit bronzed axes seem to be the present market. The price has not yet been established for fall trade. Quite a material advance has been made in all kinds of wheelbarrows, which average about \$3.50 per dozen. Common barrows with wood wheel are held at \$16.50 per dozen; extra for steel wheel, \$1.50 per dozen.

Tempering Copper Not a Lost Art. From the American Manufacturer.

The allegation that ancient Egyptians tempered copper and bronze to carry a razor edge is not borne out by investigation. Thomas Harper, of Bellevue, Penn., challenges any one to produce a piece of metal tempered by the ancients that can not be more than duplicated by any metal worker to-day. He says that in examining hundreds of specimens alleged to have been tempered to the degree that steel is tempered, he failed to find any, nor had he discovered any one who had seen such work, and the fable which has been implicitly believed for centuries is being shattered in the light of modern research. This is not the only story believed for centuries tending to belittle the man of to-day, to make him the inferior of his forefathers, which failed under the searchlight of enquiry and science. The ancients were children in mechanical knowledge as compared to the people of to-day, and if there was a demand for any particular building or piece of work such as was produced by the ancients, it could be duplicated and improved on by the skilled artisans of the Nineteenth Century.

Philadelphia is going to make a thorough trial of co-operative house-keeping. A block of buildings will be furnished with light and heat from a central plant, for a small monthly addition to the rent. The houses will have small gardens in front, which the estate will take care of. With this to start with, it remains to be seen whether much more will be done to lessen the cares of housekeeping. There seems to be abroad in the land an all-pervading idea of "anything to beat the servant girl," the element just now that is worrying the housekeeper's life out of her.

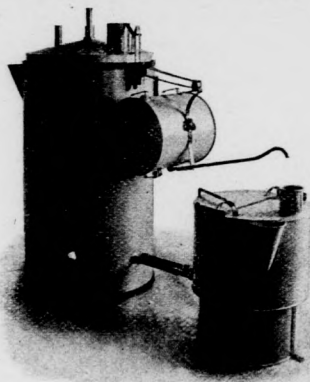
Simple Account File

**Simplest and
Most Economical
Method of Keeping
Petit Accounts**

File and 1,000 printed blank bill heads.....	\$2 75
File and 1,000 specially printed bill heads.....	3 00
Printed blank bill heads, per thousand.....	1 25
Specially printed bill heads, per thousand.....	1 50

**Tradesman Company,
Grand Rapids.**

The Cline Acetylene Gas Machine

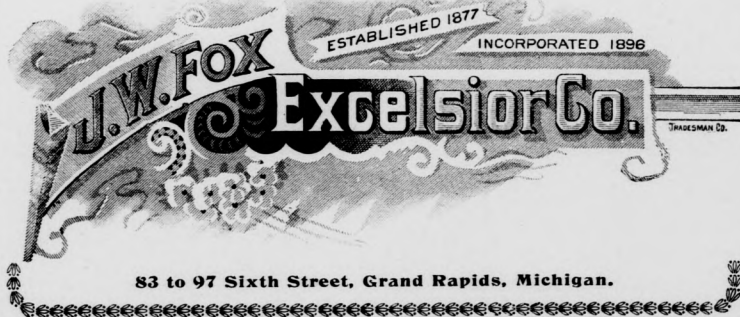


Are you interested in Acetylene Lighting? If so, write us. The Cline Machine has stood the test of two years' service. It is perfectly automatic. There are no valves in its construction. Has compartment Generator. There is absolutely no loss of gas through the blow-off. If you want the best, up-to-date machine, write the

**Alexander Furnace & Mfg. Co.,
Lansing, Mich.**

Excelsior Bolts Wanted

We are in the market for 1,000 cords of Basswood Excelsior Bolts, for which we will pay spot cash on delivery. For further particulars address



83 to 97 Sixth Street, Grand Rapids, Michigan.

Air Tight Stoves



Write
for
Price
List.

**FOSTER,
STEVENS,
& CO.,
GRAND RAPIDS.**

The Grand Rapids Paper Box Co.

Manufacture

Solid Boxes for Shoes, Gloves, Shirts and Caps, Pigeon Hole Files for Desks, plain and fancy Candy Boxes, and Shelf Boxes of every description. We also make Folding Boxes for Patent Medicine, Cigar Clippings, Powders, etc., etc. Gold and Silver Leaf work and Special Die Cutting done to suit. Write for prices. Work guaranteed.

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

THE STOVE WAS OLD.

Repair Job the Dealer Declined to Undertake.

Written for the Tradesman.

"I wonder if you can patch up an old stove for me to-day? I see that you do such work here."

The customer pointed to a little wooden sign swinging from a nail at the back of the store.

The proprietor stepped out of the little office where we were sitting and caught up a writing pad and pencil. Then something like the following conversation took place:

"What is the matter with your stove?"
 "Pretty much everything."

"What's one thing?"
 "Fire box busted."

"Bad break?"
 "Pretty bad."

"Well, I can't send a man up to fix it without knowing something about the extent of the damage."

"Piece gone."
 "Large piece?"
 "Pretty big."

The merchant laid down his pad.
 "Perhaps you'd better bring the stove down here," he said, impatiently.

"Couldn't do it."
 "Why not?"

"Too shaky."
 "Fire box broken, you say?"

The hardware man winked slyly in my direction and picked up his writing pad and pencil again.
 "Yes," was the reply. "Piece gone."

"You said that before. How large a piece?"

"About so big."

The customer measured off about six inches on his ragged coat sleeve.

The merchant emitted a slow whistle of dismay.

"Can't you fix it?" asked the customer.

"Perhaps. Anything else wrong with it?"

"Shaker broken."
 "Shaker arm?"

"No, the part that whirls around."
 "I understand. Anything else?"

"One leg out."
 "Yes."

"Corner upright broke."
 "All right. Go on. What else?"

"Guess that's all. How much will it cost to fix it?"

The hardware man glanced over a stove price list.

"What's the size?" he asked.
 "Fourteen."

"Cost you about thirty dollars."
 "Heh?"

"About thirty dollars."
 "That's all I paid for the stove. Paid it in clean cash, not more than twenty years ago. You don't want much, do you?"

"The stove is beyond repair," said the merchant. "All we can do is to sell you a new one."

"I don't want a new one."
 "Suit yourself."

"If I set it up on a brick and tie the corner upright up with a wire, don't you think you can fix it so we can use it one more winter? Some parts of it are pretty good yet."

"Can't do it."
 "Can't you put in a new fire box?"

"You wouldn't be satisfied with it. You'd better sell the old one for scrap iron and buy a new stove."

"Can't you fix the shaker piece?"
 "Rather not."

"You fix stoves, don't you?"
 "We fix them, but don't build them."

"Who wants you to build one? Guess

it wouldn't be much of a stove you'd build, anyway."

"Probably not."
 "If I bring the stove down here, will you fix it?"

"Rather not undertake the job."
 "If I'll stay right here and help you, will you go at it so I can have it up to-night?"

"Can't do it. Would have to order the new parts from Buffalo."

"Why can't you take some of your new stoves to pieces and fix mine? Then you can put them together again when the new pieces come?"

"We don't sell that make of stove."
 "How do you know? I didn't tell you the make."

"It was made twenty years ago, you say?"

"Yes."
 "Well, we don't handle stoves that Adam got the first use of."

"Oh, you don't? Guess you don't handle many, anyway. Don't want to hire a clerk, do you?"

The merchant shook his head.
 "Don't have much to do, I reckon?"

"We have a good many people to talk to during the course of the day. Bring your stove down here and I'll see what I can do with it."

"I might not get it back. I've heard about you town folks. You might give me a new leg for it."

"All right, go out there to the scrap pile and see what you can find."

"If I find one that will fit, can I have it?"

"Yes, if you'll take it and go away."
 "Do you tell all your customers to go away?"

The merchant bounced inside the little office and closed the door. But the man opened it and stuck a perfectly sober and serious face into the opening.

"If I find a whole firepot can I have it?"

"Yes, yes, yes."
 "You needn't be so short about it. If the things don't quite fit will you lend me a file to cut them down?"

"I'll give you one if you'll go away."
 "Well, give it here."

The merchant threw out an old file and the customer disappeared.

"What do you think of that?" asked the merchant.

"Rather an exaggerated case of gall," was the reply.

"The fellow put his questions promptly and directly," was the answer, "but he didn't ask any more of me than lots of better dressed people do. As long as a stove has one whole side left, folks won't believe it is past fixing. You ought to see the orders for repairs we get here. I guess I'll go out of the repair business. There isn't a cent of profit in it, anyway."

And when I left the store he was pounding away at the repair sign with an axe.

Alfred B. Tozer.

Turning Down Shipments.

While the turning down of shipments is to be deplored, it is also an evil of the trade that shippers too frequently specify as choice or fancy goods that are really not rightfully in these classes when compared with stuff from other parts of the country. In offering produce for sale for shipment to distant points care must be taken to describe it so that the purchaser will not be misled or disagreements and trouble are likely to follow. Of course, many shipments turned down are simply the result of a bad market on arrival of the goods.

Hardware Price Current

Augurs and Bits			
Snell's	60		
Jennings' genuine	25		
Jennings' imitation	50		
Axes			
First Quality, S. B. Bronze	7 00		
First Quality, D. B. Bronze	11 50		
First Quality, S. B. Steel	7 75		
First Quality, D. B. Steel	13 00		
Barrows			
Railroad	16 50		
Garden	30 00	net	
Bolts			
Stove	50		
Carriage, new list	45		
Plow	50		
Buckets			
Well, plain	\$4 00		
Butts, Cast			
Cast Loose Pin, figured	65		
Wrought Narrow	60		
Cartridges			
Rim Fire	40&10		
Central Fire	20		
Chain			
Com.	8 c.	7 c.	6 c.
BB	9	7 1/2	6 1/2
BBB	9 1/2	8 1/4	7 1/2
Crowbars			
Cast Steel, per lb.	6		
Caps			
Ely's 1-10, per m.	65		
Hick's C. F., per m.	55		
G. D., per m.	45		
Musket, per m.	75		
Chisels			
Socket Firmer	65		
Socket Framing	65		
Socket Corner	65		
Socket Slicks	65		
Elbows			
Com. 4 piece, 6 in., per doz.	net 65		
Corrugated, per doz.	1 25		
Adjustable	40&10		
Expansive Bits			
Clark's small, \$18; large, \$26	30&10		
Ives' 1, \$18; 2, \$24; 3, \$30	25		
Files—New List			
New American	70&10		
Nicholson's	70		
Heller's Horse Rasps	60&10		
Galvanized Iron			
Nos. 16 to 20; 22 and 24; 25 and 26; 27.	28		
List 12 13 14 15 16.	17		
Discount, 70			
Gas Pipe			
Black	40&10		
Galvanized	50&10		
Gauges			
Stanley Rule and Level Co.'s	60&10		
Glass			
Single Strength, by box	85&10		
Double Strength, by box	85&10		
By the Light	85		
Hammers			
Maydole & Co.'s, new list	dis 33 1/2		
Yerkes & Plumb's	dis 40&10		
Mason's Solid Cast Steel	30c list 70		
Hinges			
Gate, Clark's 1, 2, 3	dis 60&10		
Hollow Ware			
Pots	50&10		
Kettles	50&10		
Spiders	50&10		
Horse Nails			
Au Sable	dis 40&10		
Putnam	dis 5		
House Furnishing Goods			
Stamped Tinware, new list	70		
Japanned Tinware	20&10		
Iron			
Bar Iron	3 c rates		
Light Band	3 1/2 c rates		
Knobs—New List			
Door, mineral, jap. trimmings	85		
Door, porcelain, jap. trimmings	1 00		
Lanterns			
Regular 0 Tubular, Doz.	5 25		
Warren, Galvanized Fount	6 00		
Levels			
Stanley Rule and Level Co.'s	dis 70		
Mattocks			
Azde Eye	\$17 00 dis 60		
Metals—Zinc			
600 pound casks	7 1/4		
Per pound	8		
Miscellaneous			
Bird Cages	40		
Pumps, Cistern	70		
Screws, New List	80		
Casters, Bed and Plate	50&10&10		
Dampers, American	50		
Molasses Gates			
Stebbins' Pattern	60&10		
Enterprise, self-measuring	30		
Pans			
Fry, Acme	60&10&10		
Common, polished	70&5		
Patent Planished Iron			
"A" Wood's patent planished, Nos. 24 to 27	10 75		
"B" Wood's patent planished, Nos. 25 to 27	9 75		
Broken packages 1/2 c per pound extra.			
Planes			
Ohio Tool Co.'s, fancy	50		
Sciota Bench	60		
Sandusky Tool Co.'s, fancy	50		
Bench, first quality	50		

Nails	
Advance over base, on both Steel and Wire.	
Steel nails, base	3 50
Wire nails, base	3 65
20 to 60 advance	Base
10 to 16 advance	05
8 advance	10
6 advance	20
4 advance	30
3 advance	45
2 advance	70
Fine 3 advance	45
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	35
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrel 1/2 advance	85
Rivets	
Iron and Tinned	50
Copper Rivets and Burs	45
Roofing Plates	
14x20 IC, Charcoal, Dean	6 50
14x20 IX, Charcoal, Dean	7 50
20x28 IC, Charcoal, Dean	13 00
14x20 IC, Charcoal, Allaway Grade	5 50
14x20 IX, Charcoal, Allaway Grade	6 50
20x28 IC, Charcoal, Allaway Grade	11 00
20x28 IX, Charcoal, Allaway Grade	13 00
Ropes	
Sisal, 1/2 inch and larger	11 1/2
Manilla	17
Sand Paper	
List acct. 19, '86	dis 50
Sash Weights	
Solid Eyes, per ton	25 00
Sheet Iron	
Nos. 10 to 14	com. smooth. com. \$3 20
Nos. 15 to 17	3 20
Nos. 18 to 21	3 30
Nos. 22 to 24	3 40
Nos. 25 to 26	3 50
No. 27	3 60
All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
Shells—Loaded	
Loaded with Black Powder	dis 40
Loaded with Nitro Powder	dis 40&10
Shot	
Drop	1 60
B B and Buck	1 85
Shovels and Spades	
First Grade, Doz.	8 60
Second Grade, Doz.	8 10
Solder	
1/2 @ 1/2	20
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
Squares	
Steel and Iron	65
Tin—Melyn Grade	
10x14 IC, Charcoal	\$ 8 50
14x20 IC, Charcoal	8 50
20x14 IX, Charcoal	9 75
Each additional X on this grade, \$1.25.	
Tin—Allaway Grade	
10x14 IC, Charcoal	7 00
14x20 IC, Charcoal	7 00
10x14 IX, Charcoal	8 50
14x20 IX, Charcoal	8 50
Each additional X on this grade, \$1.50	
Boiler Size Tin Plate	
14x56 IX, for No. 8 Boilers, 1/2 per pound..	10
14x56 IX, for No. 9 Boilers, 1/2 per pound..	
Traps	
Steel, Game	75
Oneida Community, Newhouse's	40&10
Oneida Community, Hawley & Norton's	65&14
Mouse, choker, per doz.	15
Mouse, delusion, per doz.	1 25
Wire	
Bright Market	60
Annealed Market	60
Coppered Market	50&10
Tinned Market	50&10
Coppered Spring Steel	40
Barbed Fence, Galvanized	4 30
Barbed Fence, Painted	4 15
Wire Goods	
Bright	75
Screw Eyes	75
Hooks	75
Gate Hooks and Eyes	75
Wrenches	
Baxter's Adjustable, Nickled	30
Coe's Genuine	30
Coe's Patent Agricultural, Wrought	70&10

A THREATENED INVASION.

"Poor old China," as the nations are beginning to call the oldest dynasty in the world, surrounded as she is by human—and so merciless—wolves, has yet another evil to face: Her tea industry is threatened and what has been looked upon as the one thing which could not be taken away from her seems about to succumb at last. It has come from a wholly unexpected quarter, the United States.

The Federal Government, with every variety of soil and climate, had long considered tea-raising feasible and in the eighties went seriously to work to try it. As "failure" is not a word to be found in the United States dictionary, it can be said that the experiment was "not a success" and the attempt was not repeated. It was found that the climate here is the principal thing to contend with. Where the trial was made it does not rain enough and the temperature is too variable. There is rain enough for cotton, but not for tea. The habitant of a tropical forest, it demands a great amount of moisture and an intense heat, needs which were not sufficiently looked after in the test made by the Government, and the attempt was abandoned.

It is not the first time, however, where an individual has succeeded after a government has given up. A Southern gentleman, with leisure and inclination as well as means, had been working quietly in the same field. Deeply interested in the effort, he had carefully watched all that had been done and was confident that the experiments had not been thorough; and, profiting by what had been accomplished, his patience and perseverance after ten years of trial are successful and his crop of 1898 proves it.

When soil and climate look unkindly upon what is going on within their limits the unkindness usually ends it, but not in this instance. If it be soil then the soil better be examined. It was. It needed underdrainage and it got it. It demanded liberal fertilization and it got that, mixed, as the famous artist mixed his colors, with brains. The sub-soil was turned into the light and the fertilization was given a chance; the result has ended in neutralizing the lack of moisture. That done, seeds were obtained from high elevations to develop hardy qualities and great productiveness. It was then found that something was wrong with the pruning. After repeated failure the thought came to him to cut out the old main stem to see what a luxuriant sucker would do; another triumph was recorded.

With his fight with Nature finished, the problem of help presented itself. No machine has so far been invented to supplant hand work which requires judgment in selecting. Tea leaves must be picked when they are delicate and tender during successive periods of short duration and, this quality, judgment, the machine can never possess. The man behind the tea plant looked about him for material to help him out of his difficulty. He found it in a lot of otherwise worthless material which every hut in the neighborhood could furnish, the colored people. It would be a long road but it would be a sure one. He built a schoolhouse and comfortably furnished it. He hired a good teacher and invited the colored families to send their children free of charge. He promised that they should be taught the branches of a primary school and how to pick tea; that he would give them an opportunity to earn money and so buy food and clothing. This has proved to be a success.

The little children are too small to work, but they soon learn and become skillful as pickers, often earning from thirty to fifty cents a day.

It is a success unqualifiedly. The year's work shows that tea-raising in the United States can be managed with profit. It has called for skill, force, patience. It has had them all; and it now remains for those who have these qualities and desire to use them in tea-culture to go ahead and reap the promised harvest. "What man has done man may do," and while tea-raising in the United States may be hard on "poor old China," it is to be hoped she has enough of the spirit of the martyr not to be cast down by a little thing like that. As a morsel of comfort it may be said that possibly it will be many years before the market will be affected by the American production of tea, and by that time affairs in China may be so adjusted as not to be materially disturbed by this threatened invasion.

The Grain Market.

Wheat ruled very strong the latter part of the week. Present prices advanced fully $\frac{1}{2}$ ¢ from the lowest point. However, on Tuesday, when all news came in stronger, as the visible showed nearly 1,000,000 bushels, decrease, the amount on passage showed a falling off; also the continental visible fell off about 3,000,000 bushels. It did not deter the bears from making a raid on the market, which caused a decline of $\frac{1}{8}$ ¢ per bushel. We still have faith in the advance of wheat, as the Argentine shipments will probably be restricted on account of the Bubonic plague and the natural decrease of the visible by consumption.

Corn acted independent of wheat, as the visible is only about one-half of what it was a year ago. Prices held up and a slight gain of $\frac{1}{2}$ ¢@1¢ can be recorded.

The same can be said of oats. The demand keeps up brisk and the supply is rather limited; at least, it seems as though not enough oats were to be had to fill the demand.

Rye is dull and no enquiry. At present prices are only steady.

Beans are off a few cents. The demand seems to be slackening, at least for the present.

Flour is more enquired for from all centers. Prices are well maintained.

In feed it is the same old story, demand exceeds supply. Prices remain firm.

Receipts were very moderate, being only 24 cars of wheat, 5 cars of corn, 2 cars of oats, 1 car of rye, 3 cars of hay and 2 cars of straw.

Millers are paying 66c for wheat.
C. G. A. Voigt.

The Boys Behind the Counter.

Ironwood—Ledger E. Davis, for many years in charge of the dress goods department of Davis & Fehr, has gone to Chicago, where he has taken a position in the wholesale establishment of John V. Farwell & Co.

Saginaw—Chas. A. Julian, who has been connected with the notion establishment of Foster & Post for the past seven years, has taken the management of the Union Racket Co., at Caro.

Grand Ledge—Dell Love has been installed as meat cutter at the new market of Shane & Shane.

The Williams Provision Co., at 290 South Division street, is succeeded by L. S. Connor.

Three Notable Banquets.

The past week has witnessed three notable banquets of retail grocers, two of which were held last Thursday evening—that of the Michigan Retail Grocers' Association at the Military Club, Grand Rapids, and that of the Jackson Retail Grocers' Association at Armory Hall, Jackson. The former was presided over by Amos S. Musselman as toastmaster and, under his direction, the following sentiments were happily responded to:

The Manufacturer—C. J. DeRoo, Holland.

The Wholesale Grocer—Wm. Widdicombe, Grand Rapids.

The Commission Merchant—E. A. Moseley, Grand Rapids.

The Traveling Salesman—W. Fred Blake, Grand Rapids.

The Retail Grocer—A. R. Morehouse, Big Rapids.

Peculiarities of the City Customer—E. J. Herrick, Grand Rapids.

Peculiarities of the Country Customer—Geo. F. Cook, Grove.

Our Friend, the Peddler—C. E. Walker, Bay City.

Our Enemy, the Dead-beat—Wm. H. Johnson, Kalamazoo.

Operation of the Bankruptcy Law—Hon. Reuben Hatch, Grand Rapids.

What I Don't Know About the Grocery Business—Rev. L. W. Sprague, Grand Rapids.

Grand Rapids Retail Grocers' Association—Frank J. Dyk.

Our Association—Jess Wisler, Mancelona.

The Jackson banquet was the ninth entertainment of the kind given by that Association and was, as usual, largely attended. It was presided over by J. Frank Helmer, President of the Association, who conducted the exercises with exceedingly good taste and adroitness.

The third banquet was the second annual entertainment of the Grand Rapids Retail Grocers' Association, which was held at Sweet's Hotel on Monday evening. It was largely attended and proved to be even more of a success than the first annual banquet last year. Chas. W. Payne acted as toastmaster and won much commendation for the excellent judgment he exercised on that occasion.

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 payments.

BUSINESS CHANCES.

FOR SALE—A NEW CLEAN STOCK OF dry goods and clothing; also store to rent; in a good town in Western Michigan. Address 197, care Michigan Tradesman. 197

WANTED—GOOD STOCK OF SHOES OR groceries in Michigan for fine Southern California home and fruit bearing ranch near Riverside; clear, amply and permanently watered; \$2,500. W. Warren Fitch, 213 South Thayer St., Ann Arbor, Mich. 195

FOR EXCHANGE—EXCELLENT HOUSE and lot in Detroit, Mich., worth \$2,500, and some choice lots, \$400 to \$1,500, to exchange for stock dry goods or general merchandise. A bargain. Address No. 194, care Michigan Tradesman. 194

FOR SALE—A NICE CLEAN STOCK OF groceries and fixtures; invoice about \$2,000; about 1,000 population; first grocery in town. Other business, reason for selling. Address C. B., care Michigan Tradesman. 202

FOR SALE AT A BARGAIN—\$2,000 STOCK of groceries, with fine fixtures, in a town of 2,500 population, situated in the finest farming district in Southern Michigan. Storeroom, best location in the town; rent reasonable. Address No. 201, care Michigan Tradesman. 201

FOR SALE—STOCK OF GROCERIES IN good town of 5,000 inhabitants. Stock inventories about \$2,000. Cash sales \$17,000 for 1898. A bargain to the right party. Address H. M. L., care Michigan Tradesman. 200

FOR SALE—BOARDING HOUSE, 14 rooms, 5 acres land, one-third mile from postoffice, and other property, all valued at \$5,000, at Brazil, Ind.; will sell cheap. Address Daniel Hunt, Benton Harbor, Mich. 199

FOR SALE—CLOTHING AND FURNISH- ing stock, invoicing about \$5,000; good town Southern Michigan; low rent; good reasons for selling. Address M. A. C., care Michigan Tradesman. 198

FOR SALE—DRUG STORE IN COUNTRY town; will invoice about \$1,500; surrounded by good farming country; no competition; good location for man with small means; rent cheap. Could add other goods if desired. Address 196, care Michigan Tradesman. 196

FOR SALE—HARNESS BUSINESS, GRAND location, with long established family influence to help build up big trade. Town over 6,000; excellent farming country; store, 22x70, situated near farmers' sheds; small competition, none near; rent low in order to assist anyone looking for excellent spot to start in business in Southern Michigan. Address, at once, William Connor, Room 82, Sweet's Hotel, Grand Rapids Mich. 191

FOR SALE—THE ONLY GENERAL STOCK in small town; good surrounding country and good established trade. Reason for selling, poor health. Address Box 56, Alto, Kent Co. Mich. 190

FOR SALE—CLEAN NEW STOCK OF clothing and furnishing goods; only stock in town; great chance; small capital; reason for selling, ill health. Address K, care Michigan Tradesman. 184

FOR SALE OR EXCHANGE—A TWO-STORY brick business block in a Central Michigan town; double room, 40x60 feet; rental value, \$600 per year; price, \$5,000; or will exchange for stock of clothing, boots and shoes. Address No 175, care Michigan Tradesman. 175

TO RENT—GOOD STORE, FINE LOC- ation for dry goods or general stock. A live man with good stock can do a very satisfactory business; rent, reasonable. G. H. Kirtland, 1151 South Division St., Grand Rapids. 180

FOR SALE OR EXCHANGE—STORE BUILD- ing and small general stock in good Michigan town. Might exchange part. Address No. 177, care Michigan Tradesman. 177

FOR SALE OR EXCHANGE—NEW EIGHT hundred dollar grocery stock in Port Huron; established trade; good location. Owner has other business. Address No. 176, care Michigan Tradesman. 176

FOR SALE—DRUG STOCK IN TOWN OF 2,000. Established 25 years. Invoices nearly \$4,000. No competition within a radius of twenty miles. Sales last year, \$11,000. Owner has other business which demands his attention elsewhere. A gold mine for a good pharmacist. Address No. 174, care Michigan Tradesman. 174

FOR SALE AT A BARGAIN—TWO THOU- sand dollar stock of groceries, feed, etc., also store, fixtures, millinery store and stock adjoining; also large warehouse beside railroad track. Profits last year, two thousand five hundred dollars. Proprietor wishes to retire. Address E. D. Goff, Fife Lake, Mich. 159

FOR SALE—FINE HOTEL AND SMALL livery barn; doing good business; terms to suit. Address No. 135, care Michigan Tradesman. 135

SPOT CASH PAID FOR STOCK OF DRY goods, groceries or boots and shoes. Must be cheap. Address A. D., care Michigan Tradesman. 130

EXCHANGE—FOUR GOOD HOUSES, FREE and clear, good location, for a stock of dry goods or clothing, either in or out of city. Reed & Osgood, 32 Weston building, Grand Rapids. 127

FOR SALE—GENERAL STOCK IN GOOD country trading point. Terms to suit purchaser. Will rent or sell store building. Address No. 116, care Michigan Tradesman. 116

DRYSON BRICK STORE AT OVID, MICH., to exchange for timbered land or improved farm or stock of goods. Address L. C. Townsend, Jackson, Mich. 114

FOR SALE OR EXCHANGE FOR GENERAL stock of Merchandise—40 acre farm, part clear, architect house and barn; well watered. I also have two 40 acre farms and one 80 acre farm to exchange. Address No. 12, care Michigan Tradesman. 12

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

THE SHAFTING, HANGERS AND PUL- leys formerly used to drive the Presses of the Tradesman are for sale at a nominal price. Power users making additions or changes will do well to investigate. Tradesman Company, Grand Rapids, Michigan. 983

MODERN CITY RESIDENCE AND LARGE lot, with barn, for sale cheap on easy terms, or will exchange for tract of hardwood timber. Big bargain for some one. Possession given any time. Investigation solicited. E. A. Stowe, 100 N. Prospect street, Grand Rapids. 993

MISCELLANEOUS.

WANTED—POSITION AS GROCERY clerk. Have had one year's experience; have also had two years' experience as book-keeper since leaving college. Best of references furnished. Address No. 192, care Michigan Tradesman. 192

E. A. RANDALL WISHES A SITUATION as salesman with first-class dry goods house. Has had plenty of experience; at home in any department. Address, care Lee Bros. & Co., Dowagiac, Mich. 193

WANTED—POSITION AS MANAGER OR head clerk in general store; 15 years' experience as buyer and manager. Good references. Address No. 181, care Michigan Tradesman. 181

EXPERIENCED DRUGGIST WANTS SITU- ation. Address No. 178, care Michigan Tradesman. 178

WHOLESALE SUGARS AND COFFEES

Get our Prices
Before Buying Elsewhere
MOSELEY AND SHELBY
No. 35 TOWER BLK. GRAND RAPIDS

Travelers' Time Tables.

Pere Marquette Railroad

Chicago.

Lv. G. Rapids, 7:10am	12:00m	4:30pm	*11:50pm
Ar. Chicago, 1:30pm	5:00pm	10:50pm	*7:05am
Lv. Chicago, 7:15am	12:00m	5:00pm	*11:50pm
Ar. G. Rapids, 1:25pm	5:05pm	10:55pm	*6:20am

Traverse City, Charlevoix and Petoskey.

Lv. G. Rapids, 7:30am	4:00pm		
Ar. Trav. City, 12:40pm	9:10pm		
Ar. Charlev. x, 3:15pm	11:25pm		
Ar. Petoskey, 3:45pm	11:55pm		

Trains arrive from north at 2:40pm, and and 10:00pm.

Detroit.

Lv. Grand Rapids, 7:10am	12:05pm	5:30pm	
Ar. Detroit, 11:50am	4:05pm	10:05pm	
Lv. Detroit, 8:40am	1:10pm	6:00pm	
Ar. Grand Rapids, 1:30pm	5:10pm	10:45pm	

Saginaw, Alma and Greenville.

Lv. Grand Rapids, 7:00am	5:20pm		
Ar. Saginaw, 11:55pm	10:15pm		
Lv. Saginaw, 7:00am	4:50pm		
Ar. Grand Rapids, 11:55am	9:50pm		

Parlor cars on all trains to and from Detroit and Saginaw. Parlor cars on afternoon trains to and from Chicago. Pullman sleepers on night trains. Parlor car to Traverse City on morning train.

*Every day. Others week days only.
GEO. DEHAVEN, General Pass. Agent.
Grand Rapids, Mich.
January 1, 1900.

GRAND Trunk Railway System
Detroit and Milwaukee Div

(In effect Oct 19, 1899.)

Going East.

Saginaw, Detroit & N. Y.	Leave	Arrive
Detroit and East	+ 6:50am	+ 9:55pm
Saginaw, Detroit & East	+ 10:16am	+ 5:07pm
Buffalo, N. Y., Toronto, Montreal & Boston, Ltd Ex. *	+ 7:20pm	+ 10:16am

Going West.

Gd. Haven Express	+ 10:21am	* 7:15pm
Gd. Haven and Int. Pts.	+ 12:58pm	+ 3:19pm
Gd. Haven and Milwaukee ..	+ 5:12pm	+ 10:11am

Eastbound 6:50am train has new Buffet parlor car to Detroit, eastbound 3:27pm train has new Buffet parlor car to Detroit.

*Daily. +Except Sunday.
C. A. JUSTIN, City Pass. Ticket Agent.
97 Monroe St., Morton House.

GRAND Rapids & Indiana Railway
December 17, 1899.

Northern Division.

Trav. City, Petoskey, Mack.	Going North	From North
Trav. City, Petoskey, Mack.	+ 7:45am	+ 5:15pm
Cadillac Accommodation	+ 2:10pm	+ 10:15pm
Petoskey & Mackinaw City	+ 5:25pm	+ 10:45am
7:45am and 2:10pm trains, parlor cars; 11:00pm train, sleeping car.	+ 11:00pm	+ 6:20am

Southern Division

Kalamazoo, Ft. Wayne Cin.	Going South	From South
Kalamazoo and Ft. Wayne.	+ 7:10am	+ 9:45pm
Kalamazoo, Ft. Wayne Cin.	+ 2:00pm	+ 2:00pm
Kalamazoo and Vicksburg.	* 7:00pm	* 6:45am

7:10am train has parlor car to Cincinnati, coach to Chicago; 2:00pm train has parlor car to Fort Wayne; 7:00pm train has sleeper to Cincinnati; 11:30pm train, sleeping car and coach to Chicago.

Chicago Trains.

TO CHICAGO.

Lv. Grand Rapids, 7:10am	+ 2:00pm	*11 30pm
Ar. Chicago, 2:30pm	8 45pm	7 00am

FROM CHICAGO

Lv. Chicago, 3:02pm	+ 11 32pm	
Ar. Grand Rapids, 9:45pm	6 45am	

Train leaving Grand Rapids 7:10am has coach; 11:30pm train has coach and sleeping car; train leaving Chicago 3:02pm has coach; 11:32pm has sleeping car for Grand Rapids.

Muskegon Trains.

GOING WEST.

Lv. Grand Rapids, 7:35am	+ 1 35pm	+ 5 40pm
Ar. Muskegon, 9 00am	2 50pm	7 00pm

Sunday train leaves Grand Rapids 9:15am, arrives Muskegon at 10:40am. Returning leaves Muskegon 5:30pm; arrives Grand Rapids, 6:50pm.

GOING EAST.

Lv. Muskegon, 7 10am	+ 12 15pm	+ 4 00pm
Ar. Grand Rapids, 9 30am	1 30pm	5 20pm

*Except Sunday. *Daily.
C. L. LOCKWOOD,
Gen'l Pass'r and Ticket Agent.
W. C. BLAKE,
Ticket Agent Union Station.

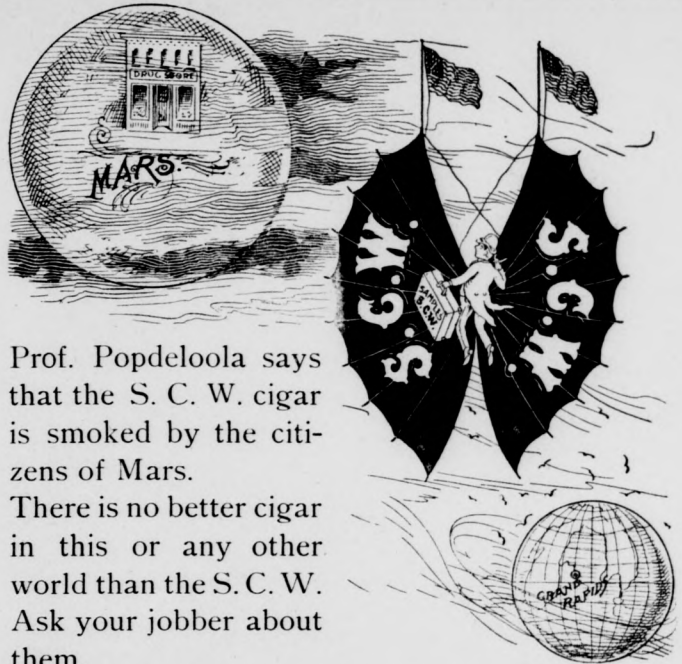
MANISTEE & Northeastern Ry.
Best route to Manistee.

Via C. & W. M. Railway.

Lv. Grand Rapids, 7 30am
Ar. Manistee, 12 05pm
Lv. Manistee, 8 40am	3 55pm
Ar. Grand Rapids, 2 40pm	10 00pm

MERCANTILE ASSOCIATIONS

- Michigan Retail Grocers' Association**
President, C. E. WALKER, Bay City; Vice-President, J. H. HOPKINS, Ypsilanti; Secretary, E. A. STOWE, Grand Rapids; Treasurer, J. F. TATMAN, Clare.
- Grand Rapids Retail Grocers' Association**
President, FRANK J. DYK; Secretary, HOMER KLAP; Treasurer, J. GEORGE LEHMAN
- Detroit Retail Grocers' Association**
President, JOSEPH KNIGHT; Secretary, E. MARKS; Treasurer, C. H. FRINK.
- Kalamazoo Retail Grocers' Association**
President, W. H. JOHNSON; Secretary, CHAS. HYMAN.
- Bay Cities Retail Grocers' Association**
President, C. E. WALKER; Secretary, E. C. LITTLE.
- Muskegon Retail Grocers' Association**
President, H. B. SMITH; Secretary, D. A. BOELKINS; Treasurer, J. W. CASKADON.
- Jackson Retail Grocers' Association**
President, J. FRANK HELMER; Secretary, W. H. PORTER; Treasurer, L. PELTON.
- Adrian Retail Grocers' Association**
President, A. C. CLARR; Secretary, E. F. CLEVELAND; Treasurer, WM. C. KOEHN
- Saginaw Retail Merchants' Association**
President, M. W. TANNER; Secretary, E. H. McPHERSON; Treasurer, R. A. HORN.
- 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.
- Pt. Huron Merchant and Manufacturers' Association**
President, CHAS. WELLMAN; Secretary, J. T. PERCIVAL.
- Alpena Business Men's Association**
President, F. W. GILCHRIST; Secretary, C. L. PARTRIDGE.
- 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; Secretary, T. E. HEDDLE.
- Grand Haven Retail Merchants' Association**
President, F. D. VOS; Secretary, J. W. VERHOEKS.
- Yale Business Men's Association**
President, CHAS. ROUNDS; Secretary, FRANK PUTNEY.
- Grand Rapids Retail Meat Dealers' Association**
President, L. M. WILSON; Secretary, PHILIP HILBER; Treasurer, S. J. HUFFORD.



Prof. Popdeloola says that the S. C. W. cigar is smoked by the citizens of Mars. There is no better cigar in this or any other world than the S. C. W. Ask your jobber about them.

Business Helps

The "N. R. & C." brand SPICES and QUEEN FLAKE BAKING POWDER are business helps of the highest value. They are guaranteed pure and are sold only by the manufacturers,

Northrop, Robertson & Carrier,
Lansing, Michigan.

Take a Receipt for Everything

It may save you a thousand dollars, or a lawsuit, or a customer. We make City Package Receipts to order; also keep plain ones in stock. Send for samples.

BARLOW BROS., GRAND RAPIDS, MICHIGAN.

TRADESMAN ITEMIZED LEDGERS

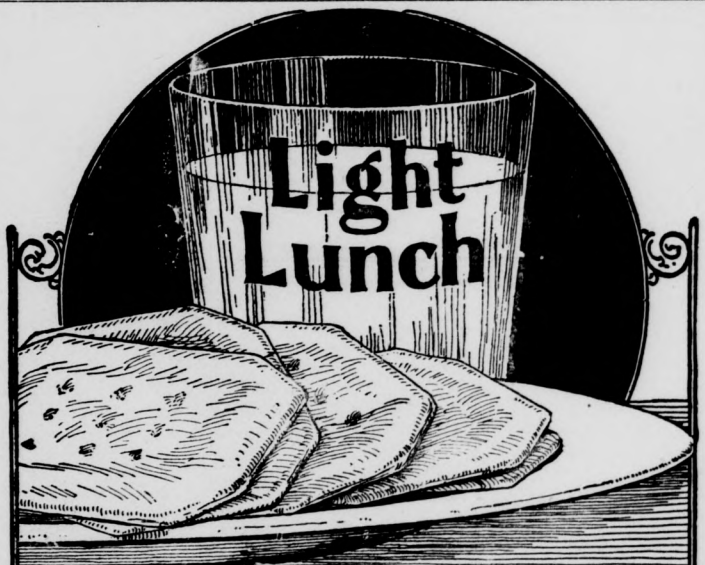
SIZE - 8 1-2 x 14. THREE COLUMNS.

2 Quires, 160 pages.....	\$2 00
3 Quires, 240 pages.....	2 50
4 Quires, 320 pages.....	3 00
5 Quires, 400 pages.....	3 50
6 Quires, 480 pages.....	4 00

INVOICE RECORD OR BILL BOOK

80 double pages, registers 2,880 invoices	\$2 00
---	--------

Tradesman Company
Grand Rapids, Mich.

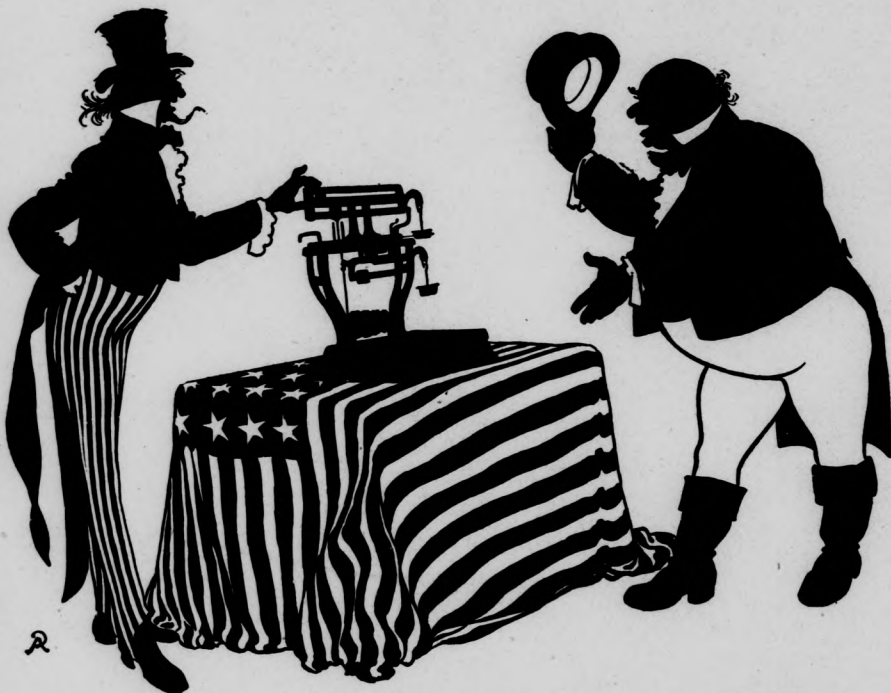


Uneda Biscuit

Washed down with a glass of good milk, can't be beat.

Uneda Biscuit represent the highest degree of modern baking. Sold everywhere in 5 cent air tight, moisture proof packages. Always fresh.

AN ANGLO-AMERICAN ALLIANCE!



Uncle Sam is giving John Bull a lesson in economy.

We can give our cousins lots of pointers and they are not slow to adopt them either; even the deliberate conservative Englishman has adopted "The Money Weight System."

He knows a money maker when he sees it.

Must we carry you clean across the ocean for an object lesson?

Don't you see the point, don't you realize your position?

Drop us a card. Remember our scales are sold on easy monthly payments.

THE COMPUTING SCALE CO., DAYTON, OHIO

MICA AXLE GREASE

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

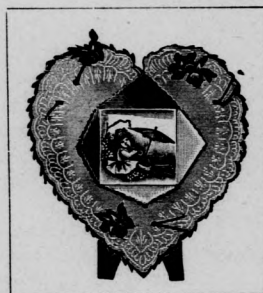
ILLUMINATING AND LUBRICATING OILS

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

HIGHEST PRICE PAID FOR EMPTY CARBON AND GASOLINE BARRELS

STANDARD OIL CO.

Valentines for 1900



February 14th is Valentine day. NOW is the time to buy. Our line comprises all the old standard kinds, as well as the new and up to date novelties.

The following kinds will be found in our line:

COMICS	CARD MOUNTS
LACE	CARD ASSORTMENTS
BOOKLETS	FANCY NOVELTIES

We will send an illustrated price list of valentines on request.

H. Leonard & Sons,
Grand Rapids, Mich.