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Famous Meteor Shape

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Original Crate Assortment

30 sets Teas, handled	Per set \$ 90	\$27 00
4 sets Coffees, handled	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 doz. Spoon Holders	3 60	90
1 doz. Oatmeals	1 36	1 36
4 doz. Individual Butters	45	1 80
1 doz. Sugars	5 40	1 80
1 doz. Creams	2 70	90
1 doz. Bread Plates	2 70	45
1 doz. Bowls, 30s.	1 80	90
1 doz. Dishes, 8-inch	2 25	38
1 doz. Dishes, 10-inch	4 60	1 35
1 doz. Dishes, 12-inch	6 75	2 25
1 doz. Dishes, 14-inch	9 46	1 58
1 doz. Bakers, 3-inch	1 58	1 58
1 doz. Bakers, 7-inch	2 70	1 35
1 doz. Bakers, 8-inch	4 05	2 02
1 doz. Scallops, 7-inch	2 70	68
1 doz. Scallops, 8-inch	4 05	2 02
1 doz. Covered Dishes, 8-inch	10 80	3 60
1 doz. Casseroles, 8-inch	12 15	2 03
1 doz. Covered Butters, 5-inch	8 10	2 70
1 doz. Sauce Boats	3 60	1 20
1 doz. Pickles	2 70	90
1 doz. Jugs, 12s.	5 40	90
1 doz. Jugs, 24s.	3 15	32
1 doz. Jugs, 30s.	2 70	67
1 doz. Jugs, 36s.	2 25	75
1 doz. Oyster Bowls, 30s.	1 80	1 80

Less 10 per cent.

Crate and cartage.

\$107 07

10 70

96 37

2 50

\$98 87

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BUCKWHEAT PANCAKES made from
Walsh-DeRoo Buckwheat Flour look
like Buckwheat, taste like Buckwheat
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Grand Rapids, Michigan

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STANDARD OIL CO.

MICHIGAN TRADESMAN

Volume XVII.

GRAND RAPIDS, WEDNESDAY, FEBRUARY 7, 1900.

Number 855



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

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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.

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Our plan will interest you
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Michigan Fire and Marine Insurance Co.
Organized 1881.
Detroit, Michigan.
Cash Capital, \$400,000. Net Surplus, \$200,000.
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Tradesman Coupons Save Trouble. Save Money. Save Time.

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The Grain Market.

The lack of speculation in wheat seems to depress prices for the present. Cash wheat is getting scarcer right along and prices are high in comparison with futures. Why this state of affairs should exist is hard to tell unless it is the elevator trust in Chicago, which is crowding prices down, notwithstanding the visible made a decrease of 1,239,000 bushels, and the invisible is away below what it was one year ago when we had a large crop to help out, while the present crop was way below that of 1898. To be sure, our exports are some 30,000,000 bushels less than at the corresponding period in 1899, but what is that when our harvest was 135,000,000 bushels less? Still the short element is putting new lines out, but a day of reckoning will come, and come when least expected. The report is that all the country elevators are full, but we fail to see it, for if they were so full why is not more offered here? We had good roads, fair prices, but no wheat moving from first hands. We also find that what little wheat is held by country elevators is held by farmers and they do not propose to sell while the outlook for the coming crop is not at all good, as the fly has destroyed a large amount of acreage, which will have to be replanted in oats or corn. The fields in this locality are covered with snow, but south and east of us the ground is bare, not alone in Michigan but in Ohio and Indiana. Why procrastinate? It seems a foregone conclusion that the present price of wheat is below its intrinsic value.

Corn seems very steady and exporters have taken probably 35,000,000 bushels more than at the same time last year and farmers are not tumbling over one another to sell, but prefer to wait for better prices.

Oats are held up in price. Receipts are not crowding on the market and the oatmeal men are picking up all the oats which are offered at present and shipments are large, which accounts for the strength.

Rye is flat, there being no demand to speak of. Distillers are out of the market. Prices are not changed.

Beans are being picked up as fast as offered. Prices are still above the \$2 mark and probably will remain so until another crop is raised.

The flour trade has been slow the past few days, as the dealers seem to think that the price in Chicago wheat regulates the price of flour. They do not know that this can not be the case, as that kind of wheat is a poor article to make into good Michigan flour.

Mill feed is scarce and prices are well sustained for both bran and middlings.

Receipts during the week were 37 cars of wheat, 19 cars of corn, 3 cars of oats and 1 car of rye.

Receipts for the month were 182 cars of wheat, 68 cars of corn, 16 cars of oats, 5 cars of rye, 3 cars of flour, 2 cars of beans, 10 cars of hay, 4 cars of straw and 1 car of potatoes.

For the corresponding month in 1899 the receipts were 249 cars of wheat, 39 cars of corn, 22 cars of oats, 11 cars of rye.

We might mention that Detroit received during January 140 cars of wheat, against 182 cars for Grand Rapids.

Millers are paying 67c for wheat, or 1c more than last week, while prices in grain centers are some lower.

C. G. A. Voigt.

Old Hands at the Business—Another Fake House.

Recent developments serve to convince the Tradesman that the McDonald trio who succeeded in swindling Michigan shippers out of \$15,000 worth of goods during the month of December are old hands at the business, having been identified as the Mullhall gang, which has moved from place to place during the past half dozen years, leaving a large circle of mourners in the vicinity of each locality.

The Tradesman is informed that another attempt will be made to exploit a swindling produce house here in the near future and that circulars are already being prepared by a local printer, soliciting shipments of eggs at prices above the parity of any Western market. The Tradesman wishes to caution its readers not to make shipments to this house until they satisfy themselves as to the reliability, or unreliability, of the institution. Further facts will be given by the Tradesman from time to time in regard to this matter.

Smiles cause wrinkles; but if you laugh all the time, no one will notice whether your face be smooth or not.

Mrs. M. Harvey has engaged in the grocery business at the corner of Wealthy and Grandville avenues. The Olney & Judson Grocer Co. furnished the stock.

Littlejohn Bros. have engaged in the grocery business near Boyne City. The stock was furnished by the Ball-Barnhart-Putman Co.

Rice & Matheson have leased a warehouse at Petoskey and will open a branch establishment at that place March 1.

GENERAL TRADE REVIEW.

In considering the conditions of business throughout the country, it is to be taken into consideration that the long period of increasing activity and advancing prices has caused transactions in anticipation of much of the future in almost all lines. A year ago now the anticipatory business was in full blast, and with the work of combination and recapitalization swelled the volume of apparent business, as indicated by the clearing house, far beyond any previous record, and beyond the present reports. Thus a considerable portion of the business now in progress is the carrying out of old contracts, which lessen new orders to a very appreciable extent.

With these and other conditions, such as the foreign situation, operating to prevent the advance of stocks, there is such a strong tone in the general situation that a positive upward movement is in progress. The advance is slow, but is in evidence all along the industrial line, and in less degree the transportation issues are strengthening. The lead in the advance is taken by the iron and steel stocks, which have made unexpectedly favorable reports of the year's business and declared more liberal dividends than anticipated.

In the iron and steel trades the tendency to lower prices is manifest except in cases such as the steel and wire combine, where prices are advanced in spite of the conditions. In the reports of prices of anthracite pig and grey forge and for billets, bars and sheets in Eastern markets lower prices are paid than those which ruled in November; but the difference is such as to indicate that the situation is well maintained by a strong undertone.

The movement of prices in textiles would seem to indicate that the summit of the advance has not been so nearly reached as in most other lines.

The woolen manufacture has taken large orders for heavyweight goods and at prices 15 to 30 per cent. and averaging 24 per cent. higher than a year ago, with wool averaging 35 per cent. higher. But the big orders for goods were not followed by purchases of wool and the trade perceives that the mills have on hand substantially what they have expected to require for the season. If they prove to be right the large quantity of wool held for speculation will have to be sold in competition with the clip which comes forward in May. The cotton manufacture is not helped, nor is the demand for goods, by the rise of cotton five-sixteenths during the last week.

The boot and shoe works are getting little new business, because buyers refuse to pay the prices asked except for the limited quantities they immediately need, so that a yielding of half a cent a pound in hemlock sole and some other leather is not a bad sign, nor the gradual decline in hides at Chicago, which has averaged 4.6 per cent. since December 13. Deliveries on previous orders in January were from Boston, 473,973 cases, not quite 4 per cent. more than in 1894, but 10.8 per cent. smaller than last year, while Western reports indicate strong expansion of the business there.

Dry Goods

The Dry Goods Market.

Staple Cottons—Most of the lines of cotton goods are in such short supply that the question of price does not enter into the transaction to any great extent. For goods already on contract, every effort is made to secure deliveries earlier than originally contracted for. The business is larger than at any time during the past ten years for the same period. The mills are unable to-day to cope with the business on hand. Not only is there a large yardage still on back orders, but they are handicapped still by the lack of water to run their machinery. The duplicate orders which must soon come to hand have been held back by the jobbers until they can form some better estimate of their needs. The jobbers were prepared to a considerable extent for the business which they are doing, and consequently have not rushed their new orders forward, depending on orders already placed to keep them supplied for a little while.

Linings—The cotton linings have shown no material change during the past week. New business has been very moderate, and the mills are making every effort to deliver old orders within the time specified.

Underwear—The delivery of spring goods began about three weeks ago. Owing to the pressure of business, the unusually short buying season and the difficulty in running the mills, on account of the lack of water power, the deliveries are very slow and unsatisfactory. Buyers now realize that they will not receive all the goods they contracted for. The demand for balbriggans is very large, and a great deal of difficulty is experienced at this time in obtaining goods even at advanced prices. Although the advance in heavyweights is considerable, it is nothing abnormal. The fact must be taken into consideration that the season opened last year at from 5@10c below the prices of the year preceding it. Prices varied considerably on the various lines, and we estimate the rise to be from 12½ to 20 per cent., the sharpest advances being in wool goods. Yarn is very hard, and a great many manufacturers find difficulty in obtaining enough yarn to manufacture fall goods.

Hosiery—The conditions that mark the underwear industry seem to be almost identical in the hosiery business also. There is no doubt that the early buyer will reap the profits of his foresight. The manufacturers are beginning to refuse orders from the jobbers, in fact, many times they are so crowded with orders that they realize that they will not get all their goods delivered. Agents refuse to take orders even for next season. Buyers will certainly have to pay an advance on duplicate orders. The delivery of foreign hosiery will also be greatly delayed. Raw material and labor not only have advanced, but it is difficult to get good labor even at high prices, as the laborers are seeking employment elsewhere in trades paying better than knitting mills, and the amount of goods turned out must of necessity be less.

Carpets—The jobbers report a good demand for carpets, especially ingrain. The fact that the prices for all kinds of carpets are sure to advance has stimulated the buyers to place larger orders. The average price for all wool standard extra supers is 47½c. The last advance of 12½c per yard by some of the lead-

ing mills, Jan. 10, brought the price up to 50c. We do not know of any orders having been taken at the latter price as yet, but there was such a rush of orders at the old price that manufacturers were convinced that the time had arrived when they should ask more money. Many of them are covered with orders already (at the old prices) to last them practically the whole of the season, and the advance, as we stated previously, will only affect duplicate business. It is true that some of the buyers who were banking on old prices remaining got left early in the season, and recently stirred themselves to get in before any further advance was made, which they are now convinced must come in order to insure the manufacturer against the increase in the price of all raw material and yarn. There is no old stock to draw from, and no manufacturer is safe in taking orders ahead who is not covered. Even the lower grades of yarn have shared in the improvement. Some of the leading ingrain carpet manufacturers state that they feel confident there will be a still further advance before the opening of next season. Should this occur it will place the manufacturers in a very strong position at the opening in May. In fact, some who anticipate a very early opening inform the writer that they have already commenced to prepare their samples. This is not general, as the average mill does not commence to get them out for some weeks to come.

Smyrna Rugs—Are very firm at the latest advanced prices. They have met with phenomenal success this season. Some manufacturers report that had they been equipped with three times their capacity they could easily have taken orders enough to keep their machinery running full. Stocks of this class of goods are small, and great difficulty is experienced in procuring material. Those who have placed their orders at the present prices are very fortunate.

Suspensions Aroused.

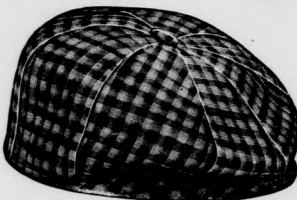
Smith—What's wrong, old man? You look worried.

Jones—I am. You know I had my life insured last week.

Smith—Yes; but what has that got to do with it?

Jones—Well, the very next day my wife bought a new cook book. Possibly it's all right, but it certainly looks suspicious.

HATS



Caps and Gloves

Spring and Summer Styles at
Cut Rates to Cash Buyers

\$ 2.25 per doz. goods.....	\$ 2.00
4.50 per doz. goods.....	4.00
6.00 per doz. goods.....	5.50
7.50 per doz. goods.....	7.00
9.00 per doz. goods.....	8.50
12.00 per doz. goods.....	11.25
13.50 per doz. goods.....	12.50
Less 2 per cent.	

Wholesale only.

Call or send for samples.

Walter Buhl & Co.,
Detroit, Mich.

SHIRT WAISTS



Our present prices on Shirt Waists are as low as last season, and our line embraces all that we consider good and choice in spring materials. We have secured a line of stylish, well made, perfect fitting garments. Come in and inspect our line and be convinced.

P. Steketee & Sons,

Wholesale Dry Goods and Notions,
Grand Rapids, Mich.



Call for the

Michigan Suspender

It is unexcelled in workmanship and durability. Every pair guaranteed.

Michigan Suspender Company,

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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.,

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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.

TRIALS OF THE GROCER.

No Ordinary Paradise Sufficient Reward for Him.

Written for the Tradesman.

I had just secured the attention of the proprietor of the grocery and was in a fair way of doing a good stroke of business, when the door flew open with a bang and a red-faced boy of 10 dashed into the store. He was hatless and coatless, his trousers were hoisted nearly to his armpits by one string of a suspender, his feet were bare, although the morning was cool, and his face looked as though it hadn't been washed in a year.

"Say," he yelled, blustering up to the merchant and setting a dirty and battered old tin pail on the counter, "ma don't want this stuff. She didn't say kerosene, she said molasses. She'll give it to you fer mussing up this pail with your old oil."

"Didn't you ask for oil?" demanded the merchant, a red spot growing on either cheek.

"No, I didn't. What would I want to ask fer oil fer?"

The merchant called one of his clerks and had the exchange made, although it was evident that the order had been correctly filled, and the boy, after demanding a stick of candy for his trouble, bounced out of the door, leaving it open behind him.

"Children are good customers," I suggested.

"Don't know what we'd do without them," said the grocer. "They make mistakes in giving orders and it is all laid to the grocer. They order things which the parents know nothing of, when they get hold of the pass book, and the grocer is accused of trying to rob and swindle the father. They fall down and break glass pitchers and knock holes through tin pails and lose money and pass books, and come back crying for the grocer to help them out in some manner so they won't get whipped at home. Oh, yes, we have fine times with children! I wonder that parents trust them to do so much trading."

"Perhaps the women are busy and really do not understand what nuisances the children make of themselves," I suggested.

"They ought to know," was the reply, "by the way the little things act around home. The other day a boy not yet 6 years old drove away one of my delivery rigs while the clerk was lugging stuff down cellar for the mother—a thing he ought never to have been required to do. The horse ran away, broke the wagon and came very near killing the boy. And what does the mother do but come down here and give me an old-fashioned 'jawing' for not making my clerk hitch his horse? She never thought, of course, that it was her duty to keep her young one out of the street."

"I presume you explained that to her," I said.

"Of course I did," was the reply. "I lost a customer, but I freed my mind. And speaking about children running up unauthorized accounts reminds me of a thing that happened only yesterday. About a month ago, in settling with old Brown, we found a lot of candy, nuts and similar stuff that the boy had ordered without the knowledge of his parents. At first old Brown swore that I was trying to cheat him; then, when the little rascal admitted getting the stuff, he declared that I had no right to let the boy have the goods and declined to pay for them."

"And the boy was ordering goods for the family right along?"

"Certainly. Well, the old man finally settled, with many cuss words and threats, and all went on smoothly until yesterday. Then the boy came in and called for a lot of nuts and candy and said he'd take them with him. Of course I thought I smelled a mouse at once and questioned him. He acted guilty and I finally declared that I would not let him have the goods without an order from his father or mother."

"Right, of course."

"Oh, yes, but just see how it came out. The little chap went away mad and came back in five minutes with his father. And the father was mad, too. You see, they were arranging for a party of some sort at the house, and the urchin had really been sent for the nuts and candy. The father called me down before a storeful of customers, said I'd called his boy a thief and all that. I stood it as long as I could and then kicked him out of the store. Another customer gone! But one can't stand everything, you know, even if he does run a grocery store."

"The people do not agree with you on that point," I said.

"No, they seem to think we will endure treatment which a beggar would resent. One day, not long ago, a little girl came here crying and said she'd lost the pass book and her mother would punish her. She was a pretty little thing who had never made me any trouble, and, having a little spare time just then, I took a new book, copied into it the family account from my own book, and gave it to her."

"You should have seen the breeze the thing kicked up. The mother discovered the substitution, of course, and came right down to the store to make a fuss about it. She had learned about the loss of the book before she got here, of course, and hinted that I might have hidden the book in order to cheat her. She said she'd never ordered half the things charged and that I would never have dared put them down to her if she had her book."

"It wasn't any use to talk to her. The child declared that she had lost the book down by the brook, where she had stopped to play, and I showed her that the articles charged were just about the average supply of the family for the period included between the first date and the last, but it was of no use. You know what happened then?"

"You lost another customer."

"Yes, but I gain enough by common sense methods to make up for such losses; in fact, I do not want to do business with such cranks. People who want to take advantage of every incident in their favor, just or unjust, are always in trouble, and I don't want to have them buzzing around me. There are folks in the world, you know, who believe that their children can do no wrong. Such a man came in here a week or so ago to settle a bill, bringing his four-year-old girl with him. Candy when bills are paid, you see, candy or a cigar, and this kid came along to get the candy."

"While we were figuring up the account, the girl ran to the back of the store and began climbing up on one of the shelves, which happened to hold empty fruit cans. Well, the shelf wasn't made to hold four-year-olds and fruit cans, too, so it promptly dropped to the floor, breaking about \$5 worth of glass. And do you know that youngster declared up and down that one of my

clerks stepped up on the shelf and broke it down! She was afraid of a whipping, of course. The father believed her, and I was out the cost of the glass. If people can't keep their children out of mischief, they should keep them at home, where they can have all the fun to themselves."

"Now, these are all small things," continued the grocer, "but a good many small things make a big thing, and big things make people very weary sometimes. Children are taught to steal by being allowed to take candy, nuts, fruit and crackers from open packages or barrels at the grocery stores, but parents get angry if anything is said about it. I think there ought to be a special heaven made for grocers! They endure so much here that any ordinary paradise won't be sufficient reward for them."

"Of course, there will be plenty of children in this new heaven?" I asked.

"Yes," was the smiling reply, "but they won't go toddling about the golden streets with grocers' pass books in their dainty hands, getting kerosene for molasses and breaking down store shelves."

Alfred B. Tozer.

WHOLESALE SUGARS AND COFFEES

Get our Prices
Before Buying Elsewhere
MOSELEY AND SHELBY
No. 25 TOWER BLK. GRAND RAPIDS

Corl,
Knott
& Co.,Importers and
Jobbers of

Millinery

20 and 22 No. Div. St.

Grand Rapids, Mich.

Aluminum Money

Will Increase Your Business.

Cheap and Effective.
Send for samples and prices.C. H. HANSON,
44 S. Clark St., Chicago, Ill.

H. M. Reynolds & Son,

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Asphalt Paints, Tarred Felt, Roofing Pitch. 2 and 3
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and Contracting Roofers.

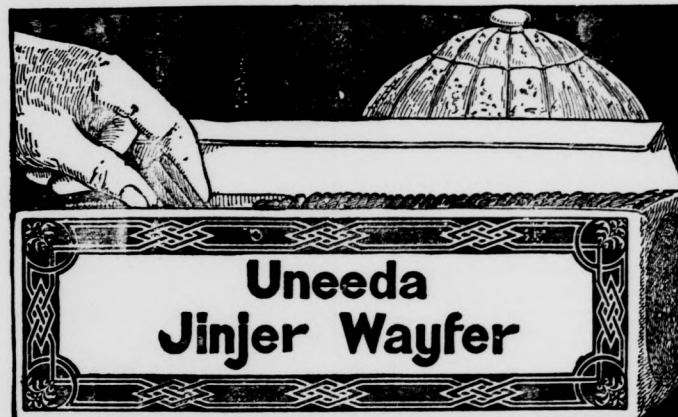
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Office, 82 Campau st.
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ESTABLISHED 1868

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Foot 1st St.



The cracker jar has been supplanted by the **Uneeda Jinjer Wayfer** box. The box that keeps its contents as fresh as the day they came from the oven. When your appetite craves a fresh, sweet, delicate morsel try a **Uneeda Jinjer Wayfer**. Keep the box where you can try them often. Where the children can get them as often as they like.

Uneeda Jinjer Wayfer

is the sweet sister of **Uneeda Biscuit**. Ask your grocer for them.
Made only by NATIONAL BISCUIT COMPANY.
Proprietors of the registered trade mark—"Uneeda."

Around the State

Movements of Merchants.

Onaway—Patee & Lovell succeed Eli W. Potee in the meat business.

Oscoda—Stockman & Co., grocers, have sold out to J. Lothian & Co.

Munising—C. H. Brown & Son, dealers in notions, have discontinued business.

Flowerfield—Wm. Tabb has purchased the general stock of C. H. Kepler.

Owosso—Chas. J. Shaw has purchased the hardware stock of Frank Wescott, at Vernon.

Lansing—Albert Shaft continues the fruit business of Shaft & Corwin in his own name.

Maple City—Stanley & Young are enlarging their general store to twice its present size.

Niles—Inez Tyler has purchased the millinery and dry goods stock of Isaac D. Van Gorder.

Lakeview—J. J. Bale has purchased the Staples grocery stock and will continue the business.

Durand—D. B. Holmes has sold his stock of dry goods to Lyon & Pond, who will remove it to Owosso.

Maple Rapids—Lowe & Redfern, the farm implement dealers, will add a stock of general hardware.

Holland—W. H. Sutphen, of Allegan, will open a wool and seed store on River street about March 1.

Detroit—The Hughes & Hough Co. succeeds Orrin Wardell in the picture frame and art goods business.

Otsego—F. E. Bushman has sold the Earle drug stock to E. A. Dunwell, who will continue the business at this place.

Middleville—John Campbell has sold his stock of general merchandise and furnishing goods to E. F. Blake & Co.

Ionia—Simpson & Peer have sold their dry goods stock to Lyon & Pond, of Owosso, who will close out the stock at once.

Quincy—F. A. Wagner has sold his grocery stock and meat market to F. A. Booth, of Homer, who takes possession March 1.

Elsie—Walter Lusk has purchased a stock of general merchandise at Chilson. He will remove his grocery stock to that place.

Trout Creek—The W. F. Dermont Co., general dealer, and the Trout Creek Lumber Co. are succeeded by W. F. Dermont.

Brookfield—Myron Stuart has purchased the interest of John O. Smith, in the agricultural implement firm of Smith & Crane.

Saranac—J. O. Norton has sold his meat market to E. Barrows and T. Thomas, who have already taken possession of same.

Kalamazoo—Geo. A. & T. B. Oliver have purchased the grocery stock of Harvey Woodward and will continue the business at the same location.

Mt. Pleasant—J. F. Butcher & Co. are closing out their dry goods and grocery business and will devote their entire attention to their lumber interests.

Detroit—Nelson, Baker & Co. have filed a notice in the county clerk's office that the company's capital stock has been increased from \$200,000 to \$250,000.

Adrian—Earlena L. Hambleton, doing business as Hambleton & Co., at 11 West Maumee street, has been adjudicated a bankrupt by the United States Court at Detroit; liabilities about \$60,000; assets about \$27,000.

St. Johns—Myron A. Kniffin, who has been extensively engaged in the buying and shipping of eggs for a number of years, has sold out to E. F. Dudley, of Owosso.

Flint—H. N. Bush, with Charles L. Bartlett as a special partner, has purchased the J. H. Gotshall & Co.'s general stock and will continue the business at the same location.

Muskegon—John Bolt, who recently retired from the hardware firm of Boersma & Bolt, has purchased the dry goods stock of Frank Zimmer, at 279 West Western avenue.

Sunfield—Clyder Collar, of Lowell, has leased the store building now occupied by the bazaar stock of Mead Bros., and will engage in the bazaar business about March 1.

Escanaba—Rathfon Bros. & Young will shortly open their branch shoe store in the Masonic building. A. J. Young will manage the business and will be assisted by Matt. Fillion.

Horton—T. H. Knickerbocker & Co. will shortly establish here a branch of their undertaking business at Concord. Geo. P. Ryan, of Hanover, will have the management of the business here.

Pigeon—The Pigeon Mercantile Co. has been organized at this place to succeed John J. Campbell in the drug and jewelry business and the Wallace-Campbell-Orr Co. in general trade and the implement and elevator business.

Menominee—The Richardson Shoe Co. has increased its capacity over 30 per cent. New machinery has been added and about twenty more men will be employed. The company expects to turn out 600 pairs of shoes per day.

Battle Creek—W. G. Camburn, of Charlotte, who purchased the drug stock of the Chamberlain Co. some time ago, has sold out to Martin H. Goodale, of the Palace Laundry Co. Mr. Goodale will dispose of his laundry business as soon as possible, when he will take charge of the drug business.

Houghton—A petition has been filed in the United States Court at Marquette by Peter H. Ratz, a butcher doing business in Houghton, to be allowed to go into voluntary bankruptcy. His liabilities are \$3,925.07 and his assets total \$6,909.54, but of the latter \$2,170 is claimed as exempt under the law.

Ann Arbor—Lindenschmitt & Apfel have purchased the store building of Mrs. A. L. Noble, which has been occupied by Noble's Star clothing house and will remove their clothing stock to that location. Messrs. Lindenschmitt and Apfel were each employed as clerks in the Noble store for about fourteen years prior to their engaging in business five years ago.

Detroit—The Kaiser-Blair Co. has been incorporated with \$5,000 capital, of which \$4,000 is paid in. The company will deal in clothing, hats and men's furnishings. The stockholders are John Kaiser and John C. Hartz, 219 shares each; Donald C. Blair, 62 shares. Mr. Kaiser was formerly with Schloss Bros. of this city, while Mr. Blair is now employed by John C. Harris in his furnishing store. Mr. Hartz will carry on his own business as at present.

Manufacturing Matters.

Detroit—The capital stock of the Jenks & Muir Manufacturing Co. has been increased from \$50,000 to \$100,000.

Detroit—The M. N. Rowley Co., manufacturer of scales, safes and butchers' supplies, has merged its business into a corporation under the same style.

Battle Creek—Another factory will be erected here the coming spring for the manufacture of one of the numerous health foods for which this city has become famous.

Kalamazoo—Murphy & Bauer have purchased the stock of the Cornell Carriage Co., in the painting room, and have removed it to their carriage painting establishment at 216 East Water street.

Lansing—The Mason Furniture Co., owned by Hugh E. Root and Cary C. Seymour, has changed hands. Mr. Seymour has retired and C. W. Van Slykr, ex-mayor of Mason, has purchased the latter's interest.

Detroit—Fox Bros. & Co. have formed a copartnership for the purpose of manufacturing wood mantels and special furniture. Warren G. Vinton put in \$1,166.66; Albert V. McClure and John Kelsey, \$1,666.67 each. They are the special partners. C. W. Fox and B. J. Fox are the other members of the firm.

Homer—A representative of the Squire-Dingee pickle factory, of Chicago, is to be in Homer in a few days to confer with the citizens' municipal improvement association with regard to moving the factory to that place. If the works are secured they will afford a new and important source of profit for the farmers of the vicinity.

Oxford—Articles of association have been filed with the county clerk for the Harris Wire Fence Co., capitalized at \$30,000, to operate at this place. All stock has now been taken and the money paid in. F. A. Moore, of Detroit, is the largest stockholder in the concern. The company expects to begin operations about the middle of March.

Kalamazoo—The Kalamazoo Co-operative Association has been organized by the officers and employees of the Upjohn Pill & Granule Co. to engage in the mercantile, manufacturing or agricultural business to the profit of its members. The capital stock is \$10,000, of which one-half has been subscribed by about seventy-five members and employees of the company.

Lansing—Prospectors have been making an examination of the marl beds in this vicinity and it is claimed have found extensive deposits in what is known as the Chandler marsh, three miles north of the city on the line of the Michigan Central Railroad. There is a large tract of swampy land several miles in extent, under which it is believed there is an inexhaustible supply of marl suitable for the manufacture of cement.

Detroit—The Southern Manufacturing Co. has been incorporated with \$20,000 capital, of which \$2,000 is paid in. The stockholders are Bayard T. Brown and James Graham, of Detroit, 20 shares each; Howell T. Fisher, Detroit, 10 shares; Charles A. Howell, Detroit, 40 shares; George Wandless, Cleveland, 40 shares. The concern will carry on the business of mining, refining, smelting and manufacturing all kinds of ores and metals.

Marquette—F. W. Sambrook, of Chocolay, has purchased the Bice mill at South Marquette from the assignees of the Wilkinson estate. The mill has been idle for several years, but will be completely equipped for the manufacture of both pine and hardwood. It is rumored that Mr. Sambrook will gradually transfer the seat of his operations from Chocolay to this place, although he will not immediately dismantle the Chocolay mill.

Benton Harbor—The Board of Trade of this city has raised \$9,500, which secures for Benton Harbor J. V. Farwell & Co's shirt, overall and duck coat factory, which will open May 1 with 100 machines. The Farwell company's contract states that it will remain in this city ten years, the first year employing over 100 people, and not less than 250 people the next nine years. The Farwells get a building in first-class shape, with insurance free for five years and the deed to the building at the expiration of the contract period.

The Boys Behind the Counter.

Grand Rapids—Claude Boynton, who was in charge of the black goods department of Spring & Company, has been compelled to suffer the amputation of a leg at the knee. While trying to board a moving street car last fall he suffered a fracture of the bones, which was reduced by a local physician. It is claimed that the operation was not properly done and that amputation was necessary in order to save the life of the patient. A suit for malpractice will probably follow.

Houghton—Emil Gelinais, for the past eleven years clerk in the store of Graham Pope at this place, has gone to Trimountain to take charge of the new store just opened by the Fay people, D. W. Sutter being the general manager of the company stores at Elm River and Trimountain.

Evart—Geo. M. Johnson, of Traverse City, a graduate in pharmacy, is now employed at Dumon & Son's drug store.

Hides, Pelts, Furs, Tallow and Wool.

Hides are closely sold up, on a declining market. Prices are 1c per pound lower on light stock while packers' hides are quiet. Dealers who were not inclined to sell last week have sold freely this week.

Pelts hold strong and are in good demand at fair prices. All supplies are wanted.

Furs remain firm, with lots well cleaned up. The catch is small in Northern Michigan.

Tallow does not materially change. There are no great offerings, while the demand is fair.

Wools of all grades are wanted and sales East are of considerable volume. Large manufacturers are well stocked, but they are consuming large amounts. The cloths offered during the late sales were eagerly taken, while the price was far above anticipations. The outlook could not be well bettered for futures in wool.

Wm. T. Hess.

Infamous Tactics of the Bell Octopus.

From the Cheboygan Tribune.

A representative of the Bell telephone monopoly has been in the city this week trying to seduce our citizens to patronize that company's system. He is a smooth talker, but, so far as we have heard, has not met with very great encouragement. Our citizens all remember the outrageous prices charged for service by the Bell prior to the establishment of our home company. Before opposition they could not afford to furnish service for a less price than they were charging. As soon as the home company was in operation they found no difficulty in reducing rates and in many instances provided free service in order to crush opposition, but it did not work, our citizens stood by the Cheboygan company and made it successful. They would be foolish to again place themselves at the mercy of the Bell octopus.

The man who works the hardest is the one who is trying to fix things so he won't have to work.

Grand Rapids Gossip

Trials and Troubles of the Elwood Paper Company.

H. C. Horrater, traveling representative for the Elwood Paper Co., has been in town several days undertaking to settle the accounts alleged to be due his house for paper bags shipped as the result of orders he took here last fall. Mr. Horrater has compromised with some of the grocers who received goods which did not conform to sample or representation, but has been unable to realize on many of the accounts he made here and has, accordingly, entered suit against H. C. Wendorff for \$59.06, being the amount of the account alleged to be due from him. The return day of the case is Thursday of this week, but as Mr. Horrater will not be present at that time, an adjournment will be taken until some day next week, at which time Mr. Wendorff will undoubtedly ask for an adjournment and insist on the plaintiff's giving security for costs. The issuance of the summons discloses the fact that the Elwood Paper Co. is owned by one Isaac Levy, but as neither Mr. Levy nor the Elwood Paper Co. is rated or even given in the rating books of Dun and Bradstreet, they are both possibly covers or aliases for some one who is ashamed to do business under his own name.

The principal contention appears to be the price charged for sugar sacks. Mr. Horrater stated to a reporter of the Tradesman that his price for sugar sacks was from 6 to 8 cents a pound, according to the gullibility of the purchaser; that he found Grand Rapids grocers so poorly posted on the price of sacks by weight that he charged them 7½ cents a pound. The grocers, on the other hand, claim that 4½ cents a pound would be a correct price for sacks of this character and offered to settle the bills on that basis. A peculiarity of the situation is that the goods were shipped in small quantities and that the invoices were not sent out until weeks after the goods were shipped, it being the apparent design of the Elwood Paper Co. to have some or all of the sacks used before the invoice should be received.

Mr. Horrater insisted that his house has been in existence twenty years and that it bears a good reputation in the New York market; that the reason it is not rated by the mercantile agencies is that it refused to subscribe to either agency and that the agencies take advantage of this fact to injure his house by refusing to recognize it in any way. This explanation is so manifestly lame that it is hardly necessary to characterize it as false, and, judging by the trouble the Elwood Paper Co. has had in collecting its accounts here and elsewhere and the number of suits it has had to institute in this and other states to sustain its claims, it occurs to the Tradesman that it would be well for dealers who are not looking for trouble to use due caution in dealing with the house.

The Produce Market.

Apples—Spys, Baldwins and Jonathans are in good demand at \$3.50@4 per bbl.

Bananas—Are unchanged but the cold weather has checked all shipping and has temporarily caused demand to fall off. The available supply is very small, and arrivals are limited, a combination of circumstances which holds the market firm, even although there is at present no demand.

Beans—The price is so high that dealers are unable to prognosticate the mar-

ket. The importation of foreign beans from Hamburg has come to be regarded as a feature of the market.

Butter—Factory creamery is in plentiful supply 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 have advanced to \$8@8.25 per bbl.

Dressed Poultry—The market is stronger and higher, due to bad roads. Chickens are in active demand at 10@11c. Fowls are in demand at 9@10c. Ducks command 11@12c. Geese find a market on the basis of 10@11c. Turkeys are in good demand at 11c for No. 2 and 12c for No. 1.

Eggs—Receipts of fresh are very liberal, commanding 15@16c. Cold storage stock is practically out of market, being held at 10@12c.

Game—Rabbits are slow sale at \$1 per doz. Squirrels are in strong demand at \$1 per doz.

Lemons—The lemon trade is dead. It is impossible to ship lemons during such cold weather as we have had for the past week or so and buyers are very cautious about taking supplies through fear of their being frosted. The quality of the fruit now coming forward is unusually good, possessing all the keeping qualities, and it should be good property at present quotations. Prices are not likely to go any lower, for if they do, importation will cease.

Live Poultry—Squabs have advanced to \$1.75 per doz. and are scarce at that. Chickens, 7@8c. Fowls, 6@7c. Ducks, 8c for young and 7c for old. Turkeys, 9c for young. Geese, 9c.

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

Onions—Spanish are steady at \$1.75 per crate. Home grown are higher, commanding 50c for Red Weatherfields, Yellow Danvers and Yellow Globes and 55c for Red Globes.

Parsnips—\$1.25 per 3 bu. bbl.

Potatoes—The market is without material change. Northern buyers are paying 40@45c, the steady market being attributed largely to the scarcity of cars.

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.

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association held Tuesday evening, Feb. 6, President Dyk presided.

R. Andree, 1255 South Division street, Wm. Killeen, 115 Canal street, and E. J. Zevalkink, 182 Butterworth avenue, applied for membership in the Association and were unanimously elected.

The name of C. W. Payne was substituted for that of J. F. Gaskill as a member of the special Committee on Sunday Closing.

The Committee on Banquet presented a preliminary report and promised to give a detailed report at the next meeting.

A member called attention to a petition which is being circulated by Scofield, Shurmer & Teagle for the purpose of raising the price of Palacine oil to 14 cents. The matter was referred to the Committee on Oil.

The Secretary suggested that, on account of the increasing work of that office, a typewriter be purchased, and B. S. Harris, D. S. Gray and Homer Klap were appointed a committee to decide upon the matter.

F. J. Dyk gave the members a short talk on his visit to Cleveland as a delegate to the convention of the National Retail Grocers' Association.

There being no further business, the meeting adjourned.

Julius J. Wagner, formerly engaged in the grocery business on East Bridge street, has taken the position of credit and collection clerk for Voigt, Herpolsheimer & Co.

The Grocery Market.

Sugar—The raw sugar market is unchanged, quotations still being on the basis of 4 7-16c for 96 deg. test centrifugals, with the market strong at this price. Stocks continue light and sales are comparatively small. Stocks of raws in the United States and Cuba aggregate 187,916 tons, compared with 193,619 the week previous and 125,733 the corresponding period last year. The refined market is unchanged, with fair demand.

Canned Goods—There is an increase in the sale of futures of all sorts. Buyers are showing more interest and the tendency of prices is upward. The feeling is more encouraging and trade is certainly upon a much better footing than it was a week ago. With the present conditions prevailing, the former dullness and unsatisfactory conditions will be overcome and trade will proceed upon the average basis at this season. Tomatoes have lost none of their firmness, but it can not be said that they have gained anything of late. Some incline to the opinion that the market is no firmer and that there is little likelihood of a permanent favorable change at present. Others—and they appear to be in the majority—take exactly the opposite view. At any rate, prices have not declined for a week or more, and there are indications that improvement will follow present conditions if all prices remain at present level. Those who have anything to sell are asking full figures for it, confident that the necessarily high prices for futures will compel liberal purchases of spot goods at present quotations, for spot goods can be bought at present prices and stored until September for less money than futures for September delivery can be bought for. There is considerable interest in corn. Some New York State packers are entirely sold out and there are reports from Maine that many of the packers there have already disposed of their estimated output. In Maryland, prices rule steady at about previous range, with a strong upward tendency. Spot corn is steadier and there is a noticeable disposition to force prices up, although no quotable advance has been made as yet. There have been large sales of peas recently at full prices. It is said that a number of the largest packers are entirely sold out, and that others could have disposed of all their estimated pack at full prices had they so desired. A few have retained a portion of their output to put on the market later. Beans are steady but are not going very fast at present. The string bean output will be larger than last year or larger than it was intended it should be last year before the era of short crops was known. Sales will unquestionably be large, but it is intended to raise and pack enough to supply the demand this year, instead of running short, as was the case last season. In fruits there are no new developments. Trade is quiet and business limited to the actual necessities of consumption. California fruits are nearly exhausted. It is difficult to buy any quantity without paying a substantial premium. Blackberries are the only variety of small fruits that show indications of weakness and improvement is expected in them later. Salmon is in good demand at unchanged prices. Sardines are rather quiet, with demand light at present.

Dried Fruits—From all markets come reports of the unusual dullness in dried fruits. But little movement is noted

anywhere, but the disposition is to hold all supplies firmly up to quotations. There is a hopeful feeling in all lines, but, as a whole, trade is dull and featureless. The condition is ascribed to lack of export demand. Raisins are quiet, but held firm. Very few are left in first hands, perhaps 300 cars in all; but these are held for the spring and early summer trade and represent practically everything now available. All buyers appear to have satisfied their wants for the present, but the supply is so small that ordinary buying would probably lead to advanced prices. Prunes are about unchanged although there appears to be a weakness developing in the larger sizes, which are in heavy supply and are not wanted by any one. Small sizes would command a premium, but the large sizes are begging for customers at any price in some instances. Last year it was the large sizes that were wanted. If the winter weather lasts a week or two, there will be a much better trade in prunes at better prices. Peaches are dull and uninteresting, as a whole. There are only occasionally small orders, apparently for immediate consumption. Prices are held generally steady at present range because of the fact that stocks are supposed to be small. Everything procurable is closely controlled and, when trade opens for spring distribution, prices are likely to advance. There is more enquiry for apricots, but movement is small owing to the practical impossibility of securing anything but the smallest quantities. Stocks in all markets are very small and will be exhausted shortly after distribution begins. The unusually heavy supply of dates has at last had its effect and the tendency is toward an easier feeling without an actual reduction in prices. Generally there is a strong and active market during January, but this year it would appear that the heavy buying during December stocked up distributors to such an extent that they want nothing more at present. Currants are firmer, but no quotable change in price has occurred. Figs are easy, with orders limited to relatively small lots. Most distributors appear to be well stocked and do not care to increase their holdings. Other lines are in about the same condition as those mentioned. Although the firm feeling in the market continues, there is no activity and trade is in small lots only.

Rice—Supplies of spot goods continue moderate, with holders showing no anxiety to press sales, anticipating a general advance in prices during the next month. Prices are unchanged and demand is fair.

Tea—The demand for teas is fair at unchanged prices.

Molasses and Syrups—The corn syrup market is somewhat stronger this week and prices show an advance of ½c per gallon and a corresponding advance on cases. The demand for molasses continues small. Prices are firm, with an upward tendency.

Fish—The demand for codfish and mackerel is picking up a little and a large trade is expected during the Lenten buying season.

Nuts—There is nothing of interest in the market for nuts. The demand is as good as usual at this time of the year. Advices from Norfolk report a slightly easier feeling in the peanut market, but there is no change in prices yet.

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

Woman's World

How Some Husbands Attempt to Manage Their Wives.

It often occurs to me, as it must to every careful reader of the daily papers, that women are rather getting the best of things, so far as the press is concerned. In every modern up-to-date paper pages are given to exploiting the pictures of gowns in which even a homely woman must look like a fashion plate houri that no man could resist. Columns are devoted to minute instruction in the art of beautifying, so that if every woman in the land does not possess the figure of a sylph and the complexion of a Venus just rising from the foam, the fault can not be laid at the door of the papers of the country; but most significant of all is the fact that almost unlimited space and attention are given to expert theories about the best way to manage husbands.

Nothing of this kind is ever done for man. He, poor thing, is left to buy just whatever his tailor and haberdasher choose to palm off on him, with no "Daily Hint from Paris" to guide his wavering choice. He, too, may yearn for beauty and grace, but no inspired articles on "How to be Beautiful, Though Ugly" cheer him along the thorny road of banting and massaging. Above all, no matter how tried he may be in his domestic relations, no prophet in Israel arises to tell him the best way—or any way—to manage a wife. The press is deeply, darkly and ominously silent on the subject and he may search his paper through from end to end without getting a single hint for his guidance.

When we consider that the daily press is the greatest and most powerful educator in the world the injustice of this invidious distinction becomes apparent. Leaving out of the discussion the matters of clothes and looks—two important subjects that do not deserve to be side-tracked—we confront the appalling fact that millions of women are being systematically educated in the art of managing husbands, while not a single man is getting a particle of information on the contrary proposition of how to manage a wife. In a word, all the women of the country are being converted into highly-skilled professionals, while the men remain merely bungling amateurs in the art of managing, and we all know what happens to the amateur when he engages in a friendly game with an agreeable and innocent looking stranger. It doesn't take a prophet or the daughter of a prophet to see his finish.

Of course, the claim is made, in extenuation of this state of affairs, that it is all done in the interest of making home happy. Go to! The excuse is a specious one. Isn't a man just as much concerned in making home happy as a woman is? Nay, more so, for in the eyes of the law he is the official and responsible head. He founded it, and if it isn't his business to make it happy I'd just like to know whose it is, that's all. More than that, I contend that if there's any knowledge about how to manage and make things happy floating about, he is justly entitled to a share of it. Women have no right to a monopoly in that line.

If men are more backward in the knowledge of how to manage than women it is because that is one branch of information they have never expected to need to study. A woman knows from the time she is born she must manage

some man to get what she wants. She begins on her father; she practices on her brother; she graduates on her beaux, and she brings the skill of an adept to deal with her husband. It never dawns on a man beforehand that he is going to have any trouble managing his wife. He expects that to come dead easy. He thinks she will be so grateful to him for having saved her from being an old maid that she will adopt all his opinions and fall into his ways without a question. His dearest illusion is that he will form her, and he gets the jar of his life when he finds out that her character was settled some twenty years before he ever met her and that she is just as set in her ways and as tenacious of her views as he is. It is precisely here, when he confronts the condition of life and not the theory and is looking for some peaceable way of managing his wife, that the injustice of the press is so manifest. For women under such circumstances the papers teem with advice, but never a word is offered to guide the poor man who is setting out to explore the terra incognita of his new wife's disposition.

Any suggestions along this line must of necessity be tentative and experimental, but, for my part, I could never see that there is much difference between men and women. They are much of a muchness when we get down to real human nature, open to the same arguments, and I should "admire," as our New England cousins say, to see men apply some of the arts to which their own sex have proven amenable to the diplomatic management of their wives. It's a poor theory that won't work both ways.

Among the tenets most strenuously insisted upon as efficacious in managing a husband is the hidden hand policy. Women are adjured to use diplomacy and not force and to get their way without appearing to do so. They are told never to arouse opposition or appear arbitrary, and that victory perches on the banner of the woman who knows how to yield gracefully in little matters. Any woman who has ever tried these wise precepts knows that they come pretty near being all of the law and the prophets on the subject, but what is the matter with men applying them with equally good result to their wives? Everybody with a grain of spirit in them objects to being bossed. There's something in the contrariness of human nature that prompts us to rebel against the person who asserts authority over us, particularly if we happen to be married to 'em. The man who announces in a loud tone of voice that he's the head of the house and proposes to manage it is always outwitted in the end and finds a stubborn resistance at every turn that balks him. The wise man makes his wife feel that she can do absolutely as she pleases, and it always pleases her to do exactly as he pleases. She gives him the road because she believes she could have it if she wanted it.

Another theory that one would like to see applied from the masculine side of the house is the personal charm theory. Women are told continually that if they would keep their husband's affection and make home happy for him they must pay attention to their looks and to those little graces of person and mind which first attracted him. Nothing could be truer, and every one of us feels what a blow and disillusioning it must be to a man when the pretty young creature who has been the embodiment of his fancy of all that was dainty and

sweet takes to coming to breakfast in dowdy, dirty wrappers and with her hair done up in curl papers that she doesn't take down until company comes in the evening. When a woman does that, it really ought to be actionable as obtaining goods under false pretenses; but what about a man? When he came a-courting, how handsome and swell he looked. He was barbered and brushed and perfumed until he was just too sweet to live, and that was the kind of man she fell in love with, not this seedy individual with a three days' stubble of dirty beard on his face. It's the funniest thing on earth that a man never even dreams that his wife can be disillusioned and disgusted by his appearance, and is really far more sensitive to it than he is to hers, because she thinks more about dress and looks. Nine-tenths of the men in the world seem to think that marriage means the liberty to go slouchy and shave as seldom as they can. When you see a middle-aged man suddenly blooming out in good clothes and looking spick and span and well groomed, you know at once that he is a widower.

It has always been considered that the supreme test of a wife's good management was her ability to make home so happy and pleasant that her husband would never care to wander from his own fireside. She has been told, and it is good advice, to always meet him with a smile, to keep the unpleasant details of domestic contretemps and servant broils from a man already overburdened by his own cares and, above all, always to be bright and cheerful and entertaining in her conversation. Is there any reason why these delightful domestic virtues should all be feminine? Surely it is a man's business to smile just as much as a woman's. Yet, there isn't one man in a million who doesn't feel that he is doing his full duty as a man and a husband when he gives a few inarticulate grunts in answer to his wife's questions and remarks and then absorbs himself in his paper until he goes to bed. Pretty interesting and exciting for her, isn't it? Yet, the man who does this complains that his wife isn't satisfied at home and is forever wanting to go gadding off somewhere. Good Lord, why shouldn't she? Anybody would be justified in wanting to get away from that kind of a mummy. If more men would take the trouble to try to make home happy and entertaining for their wives, there would be fewer women so dead anxious to chase off to the springs the very first time the weather bureau hints that summer has come.

Every now and then I hear it said that some man is being ruined by his wife's extravagance and that he can not manage her or prevent it. Well, whose fault is that? The man's, almost without exception, and the remedy is so simple the wonder is that it suggests itself to so few husbands. Make your wife your partner. Let her know exactly what your income is and what your business obligations are. Women are deathly afraid of debt. Let one feel that she must do her part towards helping you meet a note and, my word for it, she will do it cheerfully and willingly and you'll have no bills to complain of. It is because women are dealt with so unfairly about money that they are so often extravagant. The woman who never has any definite allowance, and often no money except a little doled-out carefare, reasons to herself something like this: "Oh, well, I don't care. I give my time and my services. I am housekeeper, seamstress, nurse and servant

generally, and I never get a thing but my board and clothes, and Jack always grumbles over them, so I'll just get the most I can." It isn't very exalted reasoning from an ethical point of view, but wouldn't a man feel pretty much the same way about it?

Finally, my beloved brethren, be assured that the one unfailing rule for managing a wife is by kindness. No woman ever yet rebelled against that. Give her love, tenderness, appreciation, and there is no question of managing. It settles itself. She gives in because she enjoys it. Dorothy Dix.

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E. A. STOWE, EDITOR.

WEDNESDAY, - - FEBRUARY 7, 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. 31, 1900, and saw the edition mailed in the usual manner. And further deponent saith not.

Sworn and subscribed before me, a notary public in and for said county, this third day of February, 1900.

Henry B. Fairchild,
Notary Public in and for Kent County,
Mich.

THE KEY VS. THE GUN.

The desire for coaling stations in the byway places of the earth by the nations thereof is remarkable. No islands, however remote, are left unoccupied. The Samoan islands lift their lonely peaks above the sea and forthwith three of the most powerful countries want them for coaling stations. Spain has some marine property to dispose of and Germany, in need of a coaling station, buys it. No spot, however rugged and worthless, that can not be transformed into a coaling station and as such is appropriated. Then, to the surprise of all, these spots are found to be full of importance as strategic positions and are spoken of as the keys of territory, near or remote. So the Philippine Islands are beginning to be spoken of as the key to the commerce of Asia. So England and Germany and France are looking out for keys to the commerce of the same great continent, and, with each nation furnished with its individual latch-key, the pleasing idea is that each nation can go and come as it pleases, with no thought or desire of interfering with its equally fortunate neighbor.

It is noticeable, however, that, once possession is secured, the "coaling station" and the "key" is lost sight of and the changes made admit of but one thought—that is, the gun. The coaling station and the key, modern figures suggesting peace, are displaced by the implement of force whose only meaning is war. The modern figure is of republican parentage; the gun, the offspring and the hope of degenerate monarchy. The commerce of Asia is the objective point. Shall it be secured by fair means or foul; by the acts of peace or the wiles of war; the key of commerce or the gun? It is to be a contest between the old and the new; the battle ground where civilization began; the forces, on one side an army with every man crowned with sovereign power, on the

other the embodied spirit of despotism which for centuries has insisted that might is right. Look at it as we may, it is Europe with her wornout institutions and America with her higher ideals, tried and true, that are to engage in this struggle. Monarchy has already built its ramparts and planted its guns. The Republic, standing upon the Philippines key in hand, unlocks the door of Asia, swings back its ponderous portal and insists that it shall stay open. There is business enough for all. The dollar is what all are after. Let us be honest and admit it, and let the plea, false as it is pitiful, that we want to introduce a higher civilization into China never be mentioned among us. That will take care of itself. The civilization that followed the merchants into Gaul, in Caesar's time, in ours will take care of itself in China, with the same results. It is the goods brought into barbarism that civilize, not the guns. Force appeals only to sinews and is needed only to command respect; but it is much to the point that the guns planted to-day in China are not aimed at China! The spirit of the old feudal lord of the castle has appeared in his grandson. A field white with harvest and unprotected has been noted afar from the watchtower and a band of marauders has been sent to reap it. As in the olden time, other hands have come for the same purpose. They circle the harvest-field. They dare each other to thrust in the sickle and the air resounds with "It is mine! It is mine!" the battle cry of the Middle Ages. With that cry is heard a voice clear and determined from the Philippines: "It is his who buys it. This is the Twentieth, not the Twelfth Century. The bars to the field are down. It is a fair field and no favor to the tradesman. Violence is not to be tolerated. Bullets are not the medium of exchange. Who bids for the harvest and how much?"

There are frowns, there is seeking of sword hilts by eager hands, resentment is seen in every face, the arrogance of offended dignity asserts itself; but behind the unruffled voice floats the vanishing smoke above the Bay of Manila and the echoes from the guns in that sea-fight are driving home the fact that the old has passed away; that the new has come; that right and justice and truth have claims which even the mighty are bound to respect, and that America, with a hemisphere of republics behind her, is ready to teach in half-civilized China the lesson of Runnymede, of Yorktown and of Appomattox, and so teach it that even the guns will give up their places as civilizers on the Chinese border to the gentler and surer agencies which Republicanism, the latest and purest form of National life, so clearly illustrates and so strongly recommends. She holds the key to the commerce of Asia. Let that be the figure which best symbolizes the situation, rather than the gun, for so many centuries the emblem of force and the dreadful defender of the throne, the scepter and the crown.

Eighteen business men in St. Louis were summoned to act as jurors. When they were asked how many of them had suffered from the visits of burglars recently, six of them answered in the affirmative.

A man who owns a cocoanut grove in Venezuela is independent, as the fruit continues to ripen all the year around and brings a good price. Each tree averages an annual income of \$1.20.

A PENNY WISE POLICY.

In spite of maxim and experience it is remarkable how many men insist upon a business policy which is sure to thwart the very success they hope to achieve. Prejudice, inexcusable ignorance, penuriousness and dishonesty are some of the impediments in the road to fortune, and these they not only do not try to remove or get over, but they make every effort to turn them to practical account.

For some reason known only to himself, a grocer, fancying a certain class of goods, determines to push it. With all the strength of his misguided nature he bends every energy in that direction. His customers do not like the goods and do not want them and when, after much importunity, they will not have them, he finds by bitter experience that it is the man who uses the goods and pays for them who settles the question of sales. Another man, trusting to the statements of an interested and over-confident drummer, orders a bill of goods "sight unseen." He knows nothing about them and takes no means of finding out about them. They come, fill up his empty space which should have been filled with goods he was sure of and prove so much dead weight upon his hands. Nobody wants them. He himself has no use for them and he finally looks upon them as so much commercial lumber to be given away, after teaching him the pretty practical lesson that there are drummers and drummers and he who is deceived by them is not wise.

The penurious tradesman, however, is the man usually most blind to his own interest. Here more than anywhere else the penny wise and pound foolish policy asserts itself and almost always offensively. It is amusing to note how invariably even-handed justice is made the basis of this meanness. "A penny is a penny as a dollar is a dollar. If it is yours, take it. If it is mine, I'm bound to have it." So the stingy storekeeper sifts sugar into the scales grain by grain, until there is an exact balance, no matter how many customers are waiting or how many indignant eyes are watching him. An instance of this occurred not many years ago somewhere in the valley of the Mississippi. A little girl, whom fortune had unexpectedly favored with a nickel and whose generous heart prompted her to share it with her playmates, concluded to spend it for a package of mixed candies. The confectioner—it was no country store—found difficulty in getting the exact weight. The smallest piece he could find when taken out made the weight too light; when put in, too heavy. He could not cheat that poor, want-pinched daughter of poverty; it would not be justice to cheat himself and, prompted by the spirit of equity which controlled his heart, he bit in two the troublesome piece of candy, tossed upon the balance the half that made the weight exact, ate the other half and went on with his business, thinking, no doubt, that Solomon was not the only man who knew how to get out of a tight place.

One little oversight on the part of nature has occasioned much disturbance in trade circles. As far back as the time when eggs became an article of merchandise the size has been the subject of contention, and during the intervening period, the "nearness" of seller and buyer—shall we say producer?—has been a subject of comment. An article of female production, it fell naturally and easily into the woman's province, first

for barter and then for sale. Human nature is the same the world over and when big and little—"an egg is an egg"—were offered for exchange, the woman carried the day. It wasn't worth quarreling over and not until the modern device of selling eggs by the pound has there been found a peaceable way out of the difficulty.

This human trait is not, however, a matter of sex. Adam's old plea, "The woman did beguile me and I did eat," finds ample illustration in other forms of trade, every one of them showing the results of the penny wise policy. Apples, load after load, are brought to market, the large and the little, the good and the bad, thrown together. Potatoes, similarly mixed, reach the same destination. There is but one financial result: The farmer gets rid of his load; but the load sells at the rate of the unmarketable part of it. Buying at that rate, the thoughtless shipper sells in the same way, with like returns and the last trader finds a lot of unsalable goods upon his hands, if he is as stupid as the man from whom he bought. "Why will not shippers learn to keep at home their poor apples and their small potatoes instead of mixing them with the good and the big? There is profit in the good and loss in the other kind, and yet nine times out of ten the farmer and quite as often the shipper will send these second-class goods at a loss when there ought to be a gain."

The whole matter can be crowded into a nutshell. Some of these men are too lazy and the rest are too dishonest to forward their own interests. There is untold joy in "working off" a lot of unmarketable stuff even at a personal loss which overbalances the chagrin in advancing money to pay freight charges. It is a matter, however, which is sure to take good care of itself and sooner or later disaster will put a stop to the whole disreputable business. "Honesty is the best policy" in trade or out and a business house not founded upon that solid principle will prove to be another house built upon the sand.

The saying that "One man's meat is another man's poison" is seen in American dried apple. Germany is afraid of it; but France is turning it to profitable account. A Paris drink-mixer has concocted a beverage made up of dried apple, raisins and water. It is allowed to stand until fermentation takes place and then, with the addition of a little sugar, is bottled or served directly from the cask. The dried apple used is from the lowest grade of windfalls, sliced, including skins, cores and the inhabitants thereof without regard to kind or quality. The new drink is meeting with favor and furnishes ample returns for the man who makes it.

The merchant tailors of Denver, in the belief that their profession does not occupy the position in public estimation to which it is entitled, have formed an organization to raise it to that position. The formal statement of the purpose of the organization is as follows: "To elevate and ennoble our profession, and to raise it to that mechanical, moral and intellectual position in our great city which its importance as an ancient and honorable art entitles it to occupy."

The complications of legislation, law-making and executive work in Kentucky are piling up business for the lawyers for many years to come. The doctors are also getting a little surgical business.

THE CROAKER'S CHANCE.

A great deal has been said about the cowardice of capital. It is always in a state of alarm. Let a cloud no bigger than a man's hand appear in the clear sky of noon day, no matter in what quarter, and the man with money will hasten to his castle, close his doors, shut his windows, drop his portcullis and, taking his stand on the watch-tower, watch that cloud until it gathers or scatters, and not until the blue is clear does he again venture forth. Trade, more daring, is no less interested in that cloud. No sailor sees more tremendous possibilities, but, unlike the capitalist, with a firm grasp on the tiller he turns into the teeth of the tempest and trusts to luck and a kind Providence and an undaunted will for results.

The South African war is bringing out these characteristics. Every eye is turned towards the Dark Continent. The money of the world has hastened behind its well-known barricades and the trade of the world is turning its prying keels towards the field of carnage. Now is the doubter's chance. "This war," he croaks, "is a delusion and a snare to American trade. It is going to involve us in the politics of Europe and as sure as guns we are going to come out at the little end of the horn. This country has little foreign trade to brag of anyway, especially in South Africa, and now that this war has begun, that little is going to slip from us and first we shall know the United States will be up to its neck in trouble. Better keep away from South Africa. That flour-seizing business is only a straw showing the way the wind blows. Let England get a good grip on another such chance and the outcome won't be quite so favorable to the American side of the house. Do let well enough alone and let the Lion and the Boer fight it out by themselves."

There might be sillier advice, but probably not. The Yankee tradesman is as much in love with his skin and his pocketbook as the tradesman of other nationalities and if his eye retains its noted keenness and farsightedness he sees none of these threatened evils. To that vision the reverse of the things threatened is true. Not only is this Boer war to have no bad effect on trade in the United States, but directly the reverse. Already its value and variety have increased. The croaker is constantly forgetting, what the Tradesman is just as constantly insisting upon, that good, honest American goods, once safely landed, fight their own battles. They are in the commercial fight what Dewey's guns were at Manila: They sink the enemy's fleet and come out of the conflict conqueror. Up to this time the needs of South Africa have been the needs of a nation striving with new conditions in a new country passing from the control of the wilderness. Mining and farming tools and machinery have been called for and supplied and this country has had her share in answering the call. That phase of existence over, the needs will be as great, but necessarily in other directions. Domestic animals and food-stuffs, and what comes as a matter of course from an improved condition of things, are wanted. England herself is ready to take advantage of the opportunity of getting what she wants with the least trouble, and so America is improving the opportunity of introducing products unknown to that part of the world—a proof that the croaker as usual croaks for the love of it.

The mule is an instance. The animal was wanted and the United States could supply the want, and did. This led to other shipments and from time to time steamships loaded with all sorts of American products are leaving American ports for South Africa. Does anyone, even the croaker, suppose that this is going to stop? Is it the law of trade, when a needed article is found at a reasonable price with a responsible house, to give up the certain for the uncertain? The question is not worth answering. The war may stop or go on. The trade begun will continue, increased as it has been already and widened by a greater variety of merchandise. Grant that the war ends. Provisions will still be wanted and this country will furnish her share. Great changes will follow and these will create new wants. Grant that the war goes on and the Boers wreck, as they threaten, the mines of Johannesburg. One thing is true: They will not destroy the gold deposits whoever comes off conqueror; and that same conqueror, when peace returns, will be calling for mining machinery to replace that which has been destroyed. That replacement will fall largely to this country and every order will strengthen the statement that this country will not be a loser by the war.

It is safe, then, to declare that the croaker and his note of warning are both out of order. There is no reason for the existence of either and none for heeding them. The American trade in South Africa is not a myth, as the mules and the horses, the hay and the other productions already there, sufficiently testify. This trade is not to diminish. It has already increased and it will continue to do so. War or no war, England conqueror or conquered, orders will come from South Africa, to be promptly received, and as promptly filled. The goods will go, and, besides satisfying the present wants of that far-off country, will create new ones, to be as certainly taken care of. There may be a good many faults in the make-up of the American trader, but fear is not one of them, and the commercial balance of trade, when the year is over, will be found distinctly and overwhelmingly on the American side.

A hotel in New York largely patronized by visiting buyers of merchandise for outside stores has been so overrun with salesmen looking for these visitors that the key rack back of the desk in the hotel office has been renumbered so as to look like a Chinese puzzle. The visitors, it is said, always like to see the sights of the metropolis and so want to sleep late in the morning. It became the practice of the competing salesmen to look up the rooms of the visitors on the book, notice if the key was in the rack and then sneak upstairs without sending a card or any advance announcement. Under the new method the key rack is changed every little while.

Liberia, having obtained an income from royalties paid by the English rubber syndicate, is now again paying interest on her debt of \$500,000, on which she defaulted twenty-five years ago. The arrears of interest have been cleared off by an agreement of the creditors to receive \$75,000 as payment in full of all back interest.

It requires nerve for a nation to demand of China an open door and at the same time keep up laws and inspectors to prevent Chinese laborers from coming into that nation.

THE RESPONSIBILITIES OF LIFE.

It is a very common expression that the present is an age of fast living; that men break down their constitutions and health by intemperance and luxurious, and by vicious habits.

Probably there has never been a time in the history of society when spirituous and fermented liquors were so generally in the reach of the people of every class. It is only in the past few decades that the people have learned the intemperate use of opium, cocaine and other such drugs. At a first glance it would seem that the present is particularly an age of intemperance and baneful indulgences.

An examination of the situation shows that this is not the case. We have nothing to-day like the hard-drinking age of a century or two ago, when all classes of men, from the highest to the lowest, were accustomed to go to bed drunk every night of their lives. The number of habitual drunkards to-day is decidedly limited, and the fact is mainly due to the remarkable growth in the last generation or two of the public responsibilities of life.

To-day thousands of railway trains, carrying hundreds of thousands of passengers, are rushing to their destinations, each under the care of its engine driver. On every sea swift steamers are plowing their way, carrying thousands of human souls and vast values of property. Hundreds of thousands of electric cars are speeding through the streets of cities, while vast numbers of steam engines are used in propelling the machinery of thousands of factories, threatening death and destruction to all in their reach if they are subjected to the neglect of those who care for them.

The fact remains that in almost every department of industry the most dangerous and destructive forces are constantly in use and they can only be prevented from working death and ruin to many human lives and to immense property values by the vigilance, the fidelity and entire trustworthiness of those who have charge of them. Thus it is that the responsibilities of life are enormously increased in every branch of industry, and it is the case that the men who are charged with such supreme cares occupy not only humble positions in life, but they are too often poorly paid.

And yet out of the vast numbers who are daily and nightly intrusted with the care of responsibilities in which life and property are at stake, how few are the instances in which disaster results from the unfaithfulness or incompetence of those upon whom such great trusts are reposed, and when what is called an accident occurs in the matter of any of those trusts, it startles the community because such accidents are so rare. Something over a century ago there were no railroads on the land, no steam vessels upon the waters; there were few mills or factories operated by steam; electricity had not become the indispensable servant of man, and, therefore, the vast responsibilities which to-day rest on such great numbers of workmen in humble positions did not exist. There was then no danger to be apprehended from a drunken engineer or motorman because there were no such persons in public or private service.

It has been claimed by the life insurance statisticians that during the past 100 years the length of life of the average man in the United States and in the more civilized parts of Europe has increased from a little over 30 to about 40 years. A multitude of causes, mostly

physical, have contributed to this result. Foremost among these should be placed (1) whatever may be included under the general term sanitation; (2) improved methods in medicine, and (3) the more regular habits of living, which are the direct outcome of industrial life on a large scale. These are some of the evident means by which life has been lengthened. Inventions, which have made production cheap and the transportation of all products both cheap and easy, have had an influence too great to be computed.

But whatever is to be attributed to the causes mentioned, it must not be left out of the discussion that the enormous responsibilities of business growing out of the immense and constant use of such dangerous forces as steam and electricity have exercised great influence in lengthening life by enforcing sobriety and conscientiousness. The doors of every great industry are shut against the drunkard, the indolent and the self-indulgent. No such person need apply for employment, because it will be surely refused him. The responsibilities of business are too great to permit any favors to be shown to an unreliable person who might have to be intrusted with the safety of many human lives and the care of vast property values.

The growth of sobriety among the working classes is one of the most promising features of the social conditions of to-day, and it has been enforced by the immense development in the responsibilities of daily life. Never were intoxicating liquors and paralyzing drugs more in the reach of the people, but their excessive use is confined to very few. The man who is known to be addicted to them soon falls into disrepute, and being unable to secure employment in any important capacity, he must in a short time degenerate into the class of incorrigibles and cease to have any recognition among decent people. There can be no doubt that the use of powerful and dangerous physical forces in the ordinary operations of life will constantly increase, and the need of sober, reliable and competent men become so urgent that no man of irregular or intemperate habits will be able to secure employment of any sort in the years to come, and the time will not be distant, either.

Florence Nightingale, famous as the first war nurse, has written a letter in which she agrees with Governor Roosevelt in the desirability of an occasional war as a means of developing men. She contends that war is an excellent means of bringing men to the fore and making heroes of many who would otherwise be useless to the country.

A bill has been introduced in the New York Legislature to require the date of the canning to be placed on all canned goods. This is, of course, to prevent the sale of old goods as fresh ones, but it does not appear that the measure furnishes any means of preventing the fraud of dating the cans ahead.

The consumption of tea in the United States was estimated at 80,000,000 pounds in 1899; Great Britain and Ireland, 184,500,000 pounds; Russia, 37,550,000 pounds, and Canada, 22,464,000 pounds. In coffee, the past year, it is estimated that the consumption in the United States was 712,224,000 pounds.

If marriage is a failure, it is because so many inexperienced people go into it.

A foolish man will ruin his own health trying to kill time.

RURAL MAIL DELIVERY.

Some Facts Regarding Its Extension in this State.*

Rural free delivery had many trials and difficulties to overcome in its early days.

It was condemned by the House Committee on Postoffices and Postroads of the Fifty-third Congress, and Postmaster General Bissell concurred in his report for 1893 and also declined to expend the \$10,000 appropriation made by Congress in 1894 to test the feasibility of the undertaking.

In 1895 the appropriation was increased to \$20,000 and Postmaster General Wilson adopted the views of his predecessor, but in 1896, with an appropriation of \$40,000, Mr. Wilson was prevailed upon to make the experiment, with grave misgivings saying that he had taken care "to choose territory widely divergent in physical features, and in the occupation and density of its population." True to his word, forty-four "widely divergent" routes were selected for this first experiment, located in twenty-nine different states.

The details regarding the installation of this service were placed in the hands of officers of the Division of Postoffice Inspection and Mail Depredations. They were instructed to start experimental tests of rural delivery in specifically named localities, no matter whether the conditions seemed favorable or otherwise. Some became impressed that the locations assigned had been chosen to show that rural free delivery was not desired and was impossible of execution. Under these unfavorable circumstances, it is not surprising that some of the original routes established proved not to be a "howling success." However, other of these routes were so well placed and gave such immediate satisfaction to the people that their merits could not be obscured and, steadily coming to the front, demonstrated clearly that rural free delivery, judiciously inaugurated, was a move in the line of progression and could be prosecuted with profit and benefit to the rural districts and without serious tax upon the revenues of the Government.

In discussing this subject I can not more fully expatiate upon this broad and far-reaching service than by quoting from a recent report of the Hon. First Assistant Postmaster General Heath: "There has been nothing in the history of the postal service of the United States so remarkable as the growth of the rural free delivery system within the past two years. Largely aided by the people themselves, this service has implanted itself so firmly upon postal administration that it can no longer be considered in the light of an experiment, but has to be dealt with as an established agency of progress, awaiting only the action of Congress to determine how rapidly it shall be developed."

The following facts, as set forth by Mr. Heath, fully demonstrate the importance of this subject:

1. Increased postal receipts. More letters are written and received. More newspapers and magazines are subscribed for. So marked is this that quite a number of rural routes are already self-sustaining by the additional business they bring.

2. Enhancement in value of farm lands reached by rural service. This increase has been estimated as high as \$5 per acre and a moderate estimate is from \$2 to \$3 per acre.

3. A general improvement in the condition of the roads traversed by the rural carrier. In the Western States especially the construction of good roads has been a prerequisite to the establishment of rural service, \$2,600 having been subscribed by one county in Indiana to grade and gravel a road in order to obtain rural free delivery.

4. Better prices are obtained for farm products, the producers being brought into daily touch with the status of the markets, and thus enabled to take advantage of information heretofore unattainable.

5. To these material advantages may be added the educational benefits conferred by access to wholesome literature and the keeping of both young and old fully informed as to the stirring events of the day. The moral value of these civilizing influences can not be too highly rated.

It is pleasing to note that several of the state meetings of Patrons of Husbandry, and similar bodies, have advised the Department, acknowledging the value of the system, and offering resolutions commending and urging its continuous development.

Upon entering the duties of First Assistant Postmaster General in March, 1897, Mr. Heath learned that he had an appropriation of \$50,000 to use in further testing this service and he proceeded at once to systematically organize and establish rural routes wherever it seemed practical, realizing keenly the great possibilities underlying the project. Petitions from every section of the country where the service had been given a fair trial began to pour in upon the Department. Special agents were appointed to look into the claims presented and to lay out routes wherever the conditions seemed favorable. Such good results were obtained therefrom that Congress responded with an appropriation of \$150,000, and in the fiscal year following, 98-99, allowed \$300,000 more for the same purpose. Requests multiplied so rapidly that before four months of the present fiscal year had expired, the appropriation was found to have been practically exhausted and therefore a halt was reluctantly called in further installation, awaiting the dictation and provision of Congress.

As a practical illustration of what has been accomplished, and the financial basis upon which operated, I submit statements taken from the last official reports:

At West Chester, Pa., service was established Jan. 1, 1899, with six carriers. The cost to maintain this service nine months has been \$1,800. A fair estimate of the value of the postage collected is 2 cents apiece. One hundred nineteen thousand, six hundred sixty-eight pieces were collected, amounting to \$2,393.36. Deducting the amount expended leaves a nice balance of \$593.36 over the expenditure in favor of the Government, thus being more than self-sustaining and affording its patrons a much-appreciated free delivery and collection, which they had not heretofore possessed.

At Owosso, in our own State, from Nov., 1898, to Sept., 1899, a period of eleven months, one rural carrier delivered and collected a total of 88,992 pieces of mail, an average of 8,090 per month. This service cost the Government \$366, or a little over two-fifths of a cent for each piece handled.

These are illustrations, to be sure, of thoroughly organized and prosperous routes, but it is convincing proof that rural service can be handled without extravagant expenditure by the Department in maintaining the system.

During the first four months of the present fiscal year, this service has been extended to 179,131 persons, at an annual cost of about .84c per capita, which is very consistent, considering the service rendered. This estimate does not include the increase from postal receipts and other sources, which really should be considered. The comparison of rural free delivery with city free delivery, and especially the cities not exceeding 5,000 in population, makes a most favorable showing and reports tell us that in the latter it costs \$2.80 per capita, again demonstrating the economical side of rural service.

Official reports further show that on Nov. 1, 1899, rural delivery was in successful operation from 383 distributing points, covering over forty states and one territory. Michigan is favored thus far with having fifteen routes.

Thus will be seen the marvelous strides which the traveling postoffice has made during the short period of its seven years' existence. That it will continue as one of the potent factors of our grand, broad and progressive mail system is unquestioned.

Acetylene Gas vs. Rochester Lamps

The following letter from a leading grocery house of the Grand Traverse region is self-explanatory:

Elk Rapids, Jan. 31.

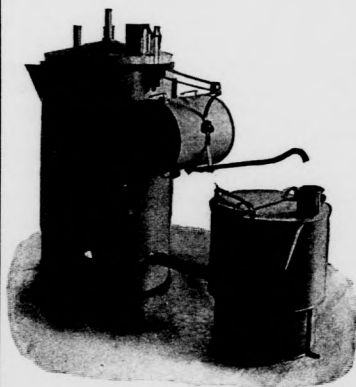
From January 1, 1899, to January 11, 1900, we used in our Owen Acetylene Generator exactly one thousand pounds of carbide, which cost us, including freight, \$47.50. During the previous year it cost us \$97.80 to run our Rochester lamps—a clear saving of \$50.30, with twice the light and one-fifth the labor! We think this is a pretty good argument in favor of the Owen generator.

E. S. NOBLE & SONS.

The Owen generator is manufactured and sold only by

GEO. F. OWEN & CO., Grand Rapids, Mich.

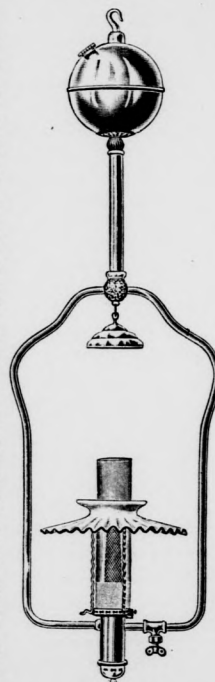
The Cline Acetylene Gas Machine



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.

The Imperial Gas Lamp



Fully covered by U. S. Patents

The Imperial Gas Lamp is acknowledged to be the most handsome fixture on the market.

The Imperial Gas Lamp has fully established itself as the most economical. It burns gasoline.

The Imperial Gas Lamp has proven its light to be the most brilliant, most steady and most satisfactory.

The Imperial Gas Lamp is generally conceded to be the best value, all things considered. Satisfaction assured.

Write for catalogue.

The Imperial
Gas Lamp Co.,

132 and 134 Lake St.,
Chicago, Ill.

No. 101.
Price.....\$4.50

*Paper read by A. Edward Robinson, Assistant Postmaster of Grand Rapids, at annual convention Michigan Retail Grocers' Association.

Last June Hon. Wm. Alden Smith, who has been much interested in this service, was successful in having the Department consent to allow a special agent to visit this portion of the State, with a view of establishing rural service in our own locality. After consultation with Postmaster Bishop, Special Agent Hammer, in company with some of the local postoffice force, went over the situation here, and, as a result, the Department established on Oct. 16 last three rural routes from this office. We were somewhat disappointed, however, in not getting all we had hoped—four routes; we were a little greedy, possibly, but realizing the benefits to be derived, we were looking for the interests of our Northern friends, as well as those residing in the three other directions. "Still we live in hopes," and with the forthcoming new appropriation, I assure you, you will see both Congressman and Postmaster diligently planning and working to bring about this end.

Our experience with the service thus far has been very satisfactory, and both Mr. Smith and Postmaster Bishop feel greatly pleased at the result, and by the many kindly assurances of our rural friends, it would appear that they, too, share in this expression of the undertaking. The short time our local service has been in effect does not afford much opportunity for comparison, but our three routes show a steady increase in both delivery and collections, and I apprehend there would be a great upheaval among our farmer friends should the service be abolished. I have heard, however, of one farmer who did not take kindly to the new system. Every so often John went to town ostensibly—for the mail, in reality—for a little spree. When his good wife informed him that the mail hereafter would be brought to his door and his numerous town trips were a thing of the past, he threw up his hands and exclaimed: "What excuse can I offer now, Sophia? This whole system is wrong and certainly will have to be abolished."

Our rural carriers leave their respective sub-stations daily at 8 o'clock, Sundays and holidays excepted. All mail arriving upon the early morning trains, both from the North, South, East and West, is dispatched to their respective stations from the local postoffice, so that it will be delivered the morning of arrival here, thereby giving the farmer living eight or ten miles in the country his morning papers and other mail matter just as early as many of the city residents, especially those living in the outskirts of the larger places. Each carrier provides his own conveyance and in many localities these are a "thing of beauty," and reflect great credit to the patrons and carrier. They travel about twenty-seven miles per day each. Mail is delivered to any person or family on or adjacent to the routes free of all cost, provided only that a suitable box to receive the mail is put up directly upon their respective route in a place that can be conveniently reached by the carrier without alighting from his buggy. No mail will be delivered unless a suitable box is provided to receive it. Stamps and postal cards may be purchased of the carrier, but it is advised that a supply of these be kept on hand, as he has not time to wait while letters and cards are written.

A red flag should be displayed when mail is to be collected, otherwise the carrier, having no mail to deliver, might pass by and not collect the letters. There is but little variance from day to day in the time of arrival of the carrier, and it is asked that patrons watch for him and get their mail from boxes as soon as possible.

Outside errands are permissible by the carrier, so far as they do not interfere with his official duties, and at times this feature is of great benefit to patrons.

Too much stress can not be laid upon the importance of good roads. These are very essential, and especially is this realized in bad weather, and the success of the service depends largely upon their condition.

It is possible to make pointed remarks and be very blunt about it.

The Difference Between Men and Dogs.

"It always makes me mad," remarked a West Side merchant the other day, "when I hear anyone saying of a man, 'Oh, he's a perfect dog.' They intended it, of course, as the most scathing, and sweeping, and contemptuous criticism that one person can offer of another, while in reality it is praise of which the best of us might be proud. By Jove, if I wanted to pay a man a gilt-edged compliment that was simply saturated with admiration, and that indicated that he was the Pooh-Bah of all the virtues, I don't know how I could better express my opinion than to say he was a perfect dog. I would mean that he was so faithful to every trust he would give his life to keep safe what was intrusted to his care. I would mean that he was so unselfish that he was capable of a love that was content to give, asking nothing in return. I would mean that he was so true and loyal he would stick to a friend through good and evil report, down to the hovels, or up to the very gates of the prison, if need be; that he would starve and freeze and suffer with you and never once think of deserting you in your misery. A man's family may cast him off when he disgraces them. His friends may fall away at the very first cold blast of misfortune, but the dog sticks to him to the bitter end. Nothing tempts him away from his allegiance, and not all the money or pomp of the world can buy one wag of his honest tail. The other day I was standing on the street corner, near one of those abject and pitiful creatures who rattle a tin cup and beg of every passer-by. This one was a little old woman, in a faded old black sunbonnet that drooped limply and dejectedly down, and on her breast she wore a placard that said, 'Blind for fifty years.' Her old hands were knotted with rheumatism, and as she turned her sightless eyes upon you you saw that pathetic look in the face that comes to those who have never known anything but poverty and want and hunger, and who have even ceased to hope for anything else. You knew just as well as if she had shouted it to you that nobody loved her, nobody wanted her, and that when she could drag her feeble old body out to beg no longer she would be kicked and cuffed about until the day when she was carted off to the potter's field. The only living thing that clung to her was the dog that crouched at her side, a miserable half-starved creature, hideous with sores, an outcast among beasts as she was among men. Presently down the street came a woman and a dog that were the very antithesis of these. Thoroughbred and perfect grooming were in every line of both of them. You knew that they had lived luxuriously and fared sumptuously all their lives and had never known an hour of want and anxiety, and there was pride and arrogance in the way the dog arched his neck and in his light tread, as well as the woman's. As they came on the old blind beggar woman rattled her cup and turned her bleared eyes up in wordless appeal to the compassion of a sister woman, but with a rustle of silk skirts and jingling gold chains the rich woman swept by, hardly pausing to even look at the other's misery. The pampered dog stopped, too, for a moment, but, unlike the humanity that had been deaf to pity and scorned the tie of a common brotherhood, with a gesture that seemed full of infinite compassion he threw himself down by the side of the pariah of his race and begun gently licking his sores. There's a lot of difference, I tell you, between people and dogs, and it's mostly in the dog's favor."

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 05
22 gal. meat-tubs, each	1 40
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	43 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
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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	60
No. 3 Sun	1 00
Tubular	45
Security, No. 1	60
Security, No. 2	80
Nutmeg	50

LAMP CHIMNEYS—Seconds

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. Tilting cans	7 25
5 gal. galv. iron Nacefas	9 00

Pump Cans

5 gal. Rapid steady stream	8 50
5 gal. Eureka, non-overflow	10 50
3 gal. Home Rule	10 50
5 gal. Home Rule	12 00
5 gal. Pirate King	9 50

LANTERNS

No. 0 Tubular, slide 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, slide 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.	45
No. 0 Tub., bbls 5 doz. each, per bbl.	1 78
No. 0 Tub., bull's eye, cases 1 doz. each	1 25

Lincoln's Speech

at Gettysburg and the Emancipation Proclamation were prominent incidents in his life, but they are not the basis of his fame. Great things were characteristic of the man. He did extraordinary things because he was an extraordinary man. Special occasions gave him special opportunities, but he was equally great on all occasions.

Men and merchandise are measured by the same rule—service to the public. Reliability is first in importance. The safest man may not make the most brilliant successes, but he will make the fewest failures. The winning horse in a race may not make the fastest time, but he must take the most heats.

Flour to be popular must be reliable. It must be uniform. CERESOTA has earned a reputation for uniform excellence. The quality never varies and the flour never disappoints. CERESOTA on the sack guarantees the contents.

Olney & Judson
Grocer Company,

Western Michigan Distributors,
Grand Rapids, Mich.

The Northwestern Consolidated
Milling Company, Minneapolis.

Shoes and Leather

Shoe Manufacturers and Magazine Advertising.

The question of extending trade by means of advertising is one which perplexes the business man of to-day. Years ago the average manufacturer was able to sell all the goods he could produce at a fairly liberal profit, but owing to the growth of the country and the extension of manufacturing generally, almost every line of productive industry is now represented by so many manufacturers that competition is infinitely greater, and, as a consequence, profits have been cut down to the lowest notch. Even with the advantages offered by manufacturers of good quality and low prices, there is still a difficulty in getting all the business which is desired by many of them, and therefore there has been a wonderful growth of advertising in the last few years.

Anyone who may look over the magazines of twenty, or even ten, years ago will be surprised to find that they contained so little advertising, and that these advertisements were, as a rule, very small, very commonplace, and, as a general thing, very few. To-day one purchases a magazine of 80 to 120 pages, and finds tacked to it 100 to 150 pages of advertising. One would almost think that the producers of this country had gone mad over magazine advertising.

A liberal sprinkling of the advertisements shown in the magazines of to-day are those of shoe manufacturers. There are several concerns who are spending many thousands of dollars every year in the weekly and monthly papers and magazines of general circulation to popularize their makes of shoes. There have been others who before them tried the experiment and have given it up. Almost any shoe dealer in the country can remember the names of people who, five or ten years ago, advertised their shoes very liberally in the high-priced mediums, but who to-day are almost as unknown as Aquila, the tentmaker of Corinth, who is advertised in the annals of Luke, A. D. 55.

Those shoe manufacturers who have been and are advertising their shoes in this way are, we believe, working against their own interests. In the first place, they create an antagonism to themselves and their goods on the part of the retailers. No retailer likes to be dictated to by the manufacturer, and the man who advertises the "Sure Enough" shoe at \$3, "order of your retail dealer and take no other," too often finds it difficult to get an enterprising, go-ahead retailer to handle his shoes. The retailer prefers to do his own advertising. He prefers to do it in his own way, in his own local paper, where he will get the greatest benefit. Notwithstanding the fact that some of these advertising mediums may have circulations of hundreds of thousands of copies in this and other countries, the retailer knows that in the territory from which he draws his custom only a comparatively few copies are read, and that for his own particular trade such advertisements are not worth a nickel a year.

It has been stated as a fact that a shoe manufacturer who spent over \$100,000 a year in advertising his brand of footwear was obliged to charge retailers twenty-five cents per pair more for his shoes than the same identical shoes, made without his brand on them, could be bought. Now, there are few retailers who are willing to pay twenty-five cents

a pair for advertising their shoes; and certainly, of these few not even 1 per cent. could be found who would be willing to pay twenty-five cents more simply because the shoes were advertised in the large magazines and pictorial weeklies. As was said above, every retailer prefers to do his own advertising in his own way.

Wide-spread advertising is frequently spread too thin to be of much advantage to anybody, not even to the manufacturer, for it is quite a question whether it benefits him in the end. In too many cases it turns the shoe factory into a mail order or retail store, where the manufacturer himself, by selling the retail customer, comes into direct competition with the shoe merchants to whom he supplies his goods. Such driving away of wholesale trade for the benefit of retail orders is grabbing for the shadow and irretrievably losing the substance.

Many of the manufacturers who have tried magazine advertising in years gone by have seen the folly of it. Some have found out that experience is a dear teacher, and they are to-day out of the shoe business. Others have had their experiences, but learned the lesson soon enough to change their policy, and have discontinued this kind of advertising.

The shoe manufacturer who to-day wishes to push his business by advertising will endeavor to assist and instruct the retailer, rather than antagonize him. The way to do this is, first, to make a shoe which the retailer can sell, and, second, to inform the retailer all about it, and to give the retailer that shoe at as close a price as possible, thereby allowing the latter to do his own advertising and yet enabling him to get sufficient profit to be able to afford to buy this local publicity.

The way is manifest: The shoe manufacturer to-day who would enlarge his business should advertise in the trade papers, thereby placing himself in direct communication with the retailers of the country, and should inform and instruct them with regard to the goods by means of careful descriptions, well-drawn illustrations and close quotations.

The go-ahead, wide-awake shoe retailers of the country are subscribers to the trade journals. They pay out good money for these publications, and they read them thoroughly. Most of them understand that the advertising pages in the trade papers are among the most important in the matter of vital trade news; that the trade papers are the medium for constant communication, and they are, therefore, studied thoroughly. If manufacturers who are now spending thousands of dollars for advertising in the popular monthlies and weeklies would cut their appropriations down to one-tenth, and spend that in the trade papers, they would find that in the end they would be the gainers thereby, and, what is more, every retailer in the country would be a gainer to an even larger extent; for it stands to reason that the retailer and the consumer must pay the advertising bills of the manufacturer, and where these amount to hundreds of thousands of dollars, it is a question worth serious consideration in these days of close margins and small profits. —Boot and Shoe Recorder.

Cold Storage Inspection.

A bill has been introduced in the New York Legislature providing for the appointment by the Boards of Health in cities of the first class of not more than four inspectors, who shall inspect and examine all buildings in their cities used for cold storage purposes, as to their sanitary condition.

**Boston
and
Bay
State
Com-
binations.**

**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.



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.

THOSE PIONEER SAWMILLS.

Some Memories of Them, With Other Early Things.
Written for the Tradesman.

Looking over some back numbers of the Tradesman, I have been re-reading with much interest two articles from my old friend, W. S. H. Welton. In reference to the cutting out of 100,000 feet of 4 inch oak plank for paving Chicago streets, I remember that well—although Mr. Welton mistakes the name of the sawyer, which was not Harry W. Waters, but Henry S. Warrtous, who was prominent among lumbermen of those days as a contractor and an expert craftsman and log-driver. His mill, at the time spoken of, was between the canal and the River and nearly opposite Erie street. Just below it was another sawmill, operated by James M. Nelson, and below that another run by William Haldane, which, I think, was the oldest of the three—all of them, I believe, using the muley saw, instead of the earlier slow-moving sash-gate saw. To cut 100,000 feet with this in six months was not a very marvelous feat, for it would turn out three thousand feet per day without very strong urging. However, the chief interest of such matters now is in their association with early Grand Rapids.

In that same fall of 1851 I purchased of J. W. Winsor some 20,000 feet of mill-run pine lumber and piled it up at the southwest corner of Canal and Huron streets. In the following March (1852) came the big flood—the biggest one known then since 1838—when the floating cakes of ice gorged at the islands below, setting the River back and deluging the entire length of Canal street, also covering nearly the entire west side of the city. Going out one morning while that flood was at its height, I found some of my lumber piles just starting for a journey down the River and, getting into the ice-cold water waist deep, by hard work in repiling, I managed to save the most of it, although three or four thousand feet got away. This was near the time when Mr. Warrtous completed his oak plank job.

If Deacon Haldane or Amos Rathbone were yet alive, either of them might tell a good story about fitting out and loading a vessel with furniture and cabinetware stuffs and other things for California—and how the enterprise failed because the vessel (the hull of which had been built and launched at the shipyard opposite Island No. 2) could not be passed through the Welland Canal. Perhaps William T. Powers will remember something about that.

Mr. Welton's story of his experience among the Quakers of New York also interests me personally, bringing back to memory a similar incident in my own life, occurring at Ferrisburg, Vt., in the summer of 1844. It was on my first trip from home to any considerable distance. Tramping for some six miles through the woods on a faint trail over the Green Mountains, and then passing on my route some interesting points in the scenery where was laid the plot of Daniel P. Thompson's novel, "The Green Mountain Boys," I came to a community of Friends and stopped and worked a few days for one of them, who had a large dairy and was engaged in cheesemaking. On the "First day of the week" while there I attended a meeting of the Quakers, in a building exactly such as was described by Mr. Welton, in company with my employer and his wife and daughter and several of his employees. Then, too, for the first time

in my life I heard a woman "preach." Well, the world moves; but the number of those still with us who can remember, and cherish with pleasure such memories, while comparing the then with the now, and pondering upon the fast strides of work and of business and of trade, during the past half century, is growing comparatively small indeed. What may be unfolding to the rising and the succeeding generation none can know. Will it be the equal in grandeur and progress of the one just past? Let us all hope so, for to retrograde, or even to halt, seems almost like coming to the brink of a precipice in human affairs too terrible for calm contemplation.

Albert Baxter.
Muskegon, Feb. 5, 1900.

Not Ready To Talk.

Holland, Jan. 27—In answer to yours of Jan. 22 allow me to say that I did examine the law enacted by the last Legislature, providing for the licensing and regulation of commission men and brokers, but I am not so situated at the present time as to give you anything for publication. Matters may soon progress so far that I may be able to give you what you desire in this matter, and it will then give me great pleasure so to do.

G. J. Diekema.

Now's
the
Time

If you place your harness order with us now, it will be filled before the rush begins.

This means you will not be delayed and you won't have to pay a cent more.

New harness price list just out—send for one.

Brown & Sehler,
Grand Rapids, 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.

The President of the United States of America,

To

HENRY KOCH, your clerks, attorneys, agents, salesmen and workmen, and all claiming or holding through or under you,

MEETING:

Whereas,

it has been represented to us in our Circuit Court of the United States for the District of New Jersey, in the Third Circuit, on the part of the ENOCH MORGAN'S SONS COMPANY, Complainant, that it has lately exhibited its said Bill of Complaint in our said Circuit Court of the United States for the District of New Jersey, against you, the said HENRY KOCH, Defendant, to be relieved touching the matters therein complained of, and that the said

ENOCH MORGAN'S SONS COMPANY,

Complainant, is entitled to the exclusive use of the designation "SAPOLIO" as a trade-mark for scouring soap.

Now, Therefore,

we do strictly command and perpetually enjoin you, the said HENRY KOCH, your clerks, attorneys, agents, salesmen and workmen, and all claiming or holding through or under you, under the pains and penalties which may fall upon you and each of you in case of disobedience, that you do absolutely desist and refrain from in any manner unlawfully using the word "SAPOLIO," or any word or words substantially similar thereto in sound or appearance, in connection with the manufacture or sale of any scouring soap not made or produced by or for the Complainant, and from directly, or indirectly,

By word of mouth or otherwise, selling or delivering as "SAPOLIO," or when "SAPOLIO" is asked for,

that which is not Complainant's said manufacture, and from in any way using the word "SAPOLIO" in any false or misleading manner.

Witness,

The honorable MELVILLE W. FULLER, Chief Justice of the Supreme Court of the United States of America, at the City of Trenton, in said District of New Jersey, this 16th day of December, in the year of our Lord, one thousand, eight hundred and ninety-two,

[SEAL]

ROWLAND COX,

Complainant's Solicitor.

[SIGNED]

S. D. OLIPHANT,

Clerk

The Meat Market

Three Ways to Make Pork Mince-meat.

Take the best of the lean part of the jowl and some of the sirloin. Be careful not to use much fat. Cook it thoroughly and chop real fine. Chop about the same quantity of tart apples, not too fine. To two gallons of meat and apples mixed add two quarts of water, two pounds sugar and some cinnamon and cloves. Now boil for one hour or longer and put in glass jars boiling hot and seal as you do in canning fruit, and keep in a cool, dark place. In this way it will keep perfectly for quite a long time and can be taken out of the jars and mixed with some hot water and flavored as different people and different parts of the country demand. Some use vinegar, some whisky, some rum, some much and some little. A little vinegar and nutmeg with good paste for the crust makes an excellent pie.

To every two pounds of well-cooked meat (chopped fine) add six pounds of finely chopped apples, four pounds of raisins, one heaping tablespoonful of ground cinnamon, one of allspice, one teaspoonful of salt, two pounds of sugar, one pint of molasses, one pint of boiled cider, and one-half pint of pure vinegar. This makes a mince-meat that is not greasy enough to give one the nightmare. Now as to canning, bring the mixture to the boiling point, then seal in glass jars, putting on good gums and screw the lids on tight, then take a strip of muslin one inch wide and long enough to go clear around the jar; then pour melted resin on the strip of muslin, and while it is still hot bind it tightly around the jar where the gum and lid meet. This makes it absolutely air tight.

Take the end of the backbone next the head, leaving the tenderloin all on. Cook it tender, take bones out, either grind or chop. Take about twice as many chopped apples, then season as beef mince. Use boiled cider, sugar, raisins, currants and spice of all kinds to taste, and water to make thin as wished. In making it for home use, what I can for summer I take when just meat, apples, sugar and cider are in, put into kettle and cook until I think the apples are cooked, then fill my jars full and seal. I have kept it for a year this way, and it was as good at the end of the year as when I made it. In making mincemeat for market different recipes are used.—Butchers' Advocate.

Pot Roast and Beef a la Mode.

Did you ever notice a butcher trying to lard a piece of beef for pot roast? He jabs a knife through it from one side to the other; often the blade of the knife is an inch wide, and the result is that an ugly hole is left in the beef. He makes a dozen or more such holes, cuts strips of larding pork as thick as his finger, and stuffs them into the holes, and at the least rough handling by his order boy or the cook the pieces of pork fall out. The boy or the cook try to replace them, and the result is, the holes are made still larger until by the time the beef is cooked and sent to table and the first slice cut off, it has the appearance of a checker board with the alternate squares cut out. The heat distends the holes to twice their original size, and the chances are it will be many a long day again when beef a la mode is asked for by that same customer. Every butcher who wants to please his customers should invest 50 or 70 cents and buy a larding needle. They come in all

sizes, but I have found the kind shaped precisely like a steel trier, but shorter and with a long, sharp point, the best. Let him cut his strips of larding pork a trifle longer than the piece of beef is wide—the strips not thicker than a small skewer—and lay it in the larding needle and push it gently through; then, by placing his thumb against the end of the strip of pork, close to the handle of the larding needle, it can be withdrawn, and the pork is left in its place, a very small piece protruding at each end, which gives it a most finished and neat appearance. The small hole the needle makes closes immediately, and the result is the strips of pork inside the beef melt while cooking, and make the beef tender and juicy, and the small ends on both sides, melting, make a rich gravy. The butcher might also suggest to his customer (and sometimes such a suggestion is appreciated) to cook her beef a la mode, French style, by pouring a half bottle of claret over the beef when it is almost ready to serve, and slice a few carrots in the gravy, and serve with the sliced carrots and a few scallions or small onions. Such a dish when properly cooked and daintily served is a treat for anybody, particularly if the claret and carrots are added about twenty minutes or a half hour before the beef is cooked through. When speaking of this particular dish never say pot roast. Always say beef a la mode, it has a more elegant sound—the word pot roast is harsh—and the poor down-trodden butcher sees enough harshness in his hard working life, and hears enough harsh language from cranky customers, who half the time don't know what they want. Customers as a rule when they have a delicious roast or fowl or steak say nothing to their butcher, but should a steak be badly broiled or a roast of beef or chicken improperly cooked, then look out for squalls. Of course it's his fault, and it would be natural for a woman to be highly indignant should a butcher dare to insinuate that her cooking was to blame. Therefore, let the butcher look carefully after his orders, and examine each before it leaves his store.—Butchers' Advocate.

Relative Value of Over-done and Under-done Meat.

As to the comparative merits of rare-cooked and over-done meats, there can be no question that many people render their meats indigestible and destroy their nutritive value by cooking them until as dry as a chip. It is well known that the chief food-value of meat is in its albuminous constituents, which are coagulated and hardened by long-continued heating. The difference in digestibility can easily be shown if one will prepare two test-tubes, under suitable conditions as to heat, with solutions containing pepsin and hydrochloric acid in suitable amounts, and add to the one tube raw or rare meat, and to the other meat which has been dried up by long-continued cooking. Hence it is evident that in order to avoid the possibility of parasitic diseases all meats should be cooked, but cooked moderately, in order to leave them easily digestible and that they may have their full nutritive value.

Protect the Poultry.

From the Farmers' Review.

When fowls are to be transported from one place to another, care should be taken that the cages or coops be so protected by cloth or otherwise that the birds will not be exposed to all the icy winds that blow. It is no unusual sight in Chicago to see fowls exposed to weather far below zero.

People who have nothing to say are never at a loss in talking.

..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.

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.

Fruits and Produce.

Butter, Egg and Poultry Situation in Gotham.

I was told of a baker who had purchased some factory butter, and after it had been in his store a few days the water began to run out until it wet the floor considerably. He then stripped the butter and drained out of each tub anywhere from one to two quarts of water. After hearing the story I investigated the matter and found that while some of the facts had been exaggerated there was too much truth about it to be pleasant. Some of the Western ladle packers persist in loading the butter with water. They figure that 17 or 18c a pound for water pays well and they incorporate into the product just as much as possible. In looking up the matter I went down cellar with a receiver, and he turned out some tubs to show me what he meant. When the tubs were lifted off the butter the water ran out in quantities. "There is this phase of the question," said the receiver, "if a buyer gets ahold of this stock he makes an awful kick, and never wants any more of it; so it doesn't pay to put up that kind of goods. I am having more or less trouble of this kind all the time, and the packers ought to stop it."

"You can't say too much against the practice of shippers in sending mixed eggs here as fresh," said an egg man recently. "A large percentage of my receipts the past two weeks has been so badly mixed with stale stock that I was ashamed to offer them to anybody, after examination. Our market is demoralized enough with the consignments of country storage lots without being loaded up with eggs that are branded fresh gathered, but contain more than 50 per cent. of stock not any better than ordinary storage. The shippers or packers may think they are doing a sharp thing, but egg buyers here can not be deceived in that way." It has been difficult to get any fair value for stock mixed with old eggs and as fine goods become more plenty there will be no place for the mixtures unless prices are put down very close to prime refrigerators. Instead of getting fresh egg price for the old eggs shippers will be more likely to get old egg price for the fresh ones, because buyers looking for fresh will not handle the mixtures at all as soon as they can get straight lots of new eggs.

The free export movement in refrigerator and limed eggs which has set in from this port to Europe during the past two or three weeks has attracted a great deal of interest, but it has not been easy to get very reliable information as to the prospect for its continuance. A merchant who has experimented considerably with British and Continental egg markets in the past, and who has shipped more or less this season, informed me that he considered the outlook for the stock now going over as very unpromising. "Refrigerator eggs," he remarked, "are not in favor on the other side, where the trade is confined to fresh eggs and pickled." He cited instances where previous efforts to unload American refrigerator eggs abroad had met with disastrous results, and stated the opinion that even if some preliminary shipments this season had been reported sold to advantage it was quite probable that heavy shipments would be likely to net bad results. It is to be hoped that these views may prove fallacious, for the present movement, if

continued for a few weeks, would be a great relief to our overstocked and demoralized markets. The total quantity sent to Europe (chiefly Great Britain) up to the close of last week, as nearly as can now be ascertained, was something over 12,000 cases and about 6,000 cases more will probably go out this week. In addition to this the Cuban trade has been taking about 2,400 to 2,600 cases of refrigerator eggs per week, but this business is decreasing a little now as Havana is drawing more fresh eggs from our Southern ports.

It is some consolation to hear from Chicago that the rampant egg bulls of last year have had their horns so closely cropped that they will not try to scoop up the early supplies this year. It is no wonder that they can not "conscientiously look a hen in the face and say, 'I love you.'" But who ever accused a Chicago man of being conscientious about loving a hen or any other creature!

The dressed poultry market rarely before has been in such an unsatisfactory condition at this season of the year as it was a good part of last week. Weather was warm and unfavorable in most all producing sections when the poultry was packed and shipped, and nearly everything arrived here some days in poor condition. Warm, foggy and rainy, unfavorable weather here caused the stock to deteriorate more after exposure here, and it was a go-as-you-please market, holders being forced to accept about all reasonable bids.

The arrest of a local game dealer during the week for selling foreign game attracted considerable attention in the game trade and the outcome of the case is awaited with interest. The State authorities claim that the State laws prohibit the possession and sale of foreign game and the dealers importing the game claim it is unprotected by the State laws. The arrest this week, which is the first of the season, will doubtless lead to a decision in the matter.

The recent warm weather in the Northwest caused many cars of dressed poultry to be turned this way which were intended to be naturally frozen. Instructions came with the poultry to put it in freezers here if suitable, but the stock was usually out of condition, having come through warm, unfavorable weather and it had to be forced out on the open market for what it would bring.

Several large deals in frozen poultry have been consummated during the week, probably 100 carloads in all changing hands. Some of the stock is in freezers here and the balance in freezers at other points.—N. Y. Produce Review.

Mutton Growing in Popularity.

From the Drovers' Journal.

The slaughter of sheep has made wonderful gain during the past ten years and seems destined to keep on increasing for some time. Mutton commenced to be in demand in 1894, when prices reached such a low point that thousands of people were attracted to it by reason of its cheapness. Ever since mutton has been growing more and more in popularity. This has been due partly to the fact that it has been relatively cheaper than beef, but mostly to the fact that the quality has highly improved. People never like to eat a poor quality of meat even although it is cheap.

You can't always judge a man by his clothes, but you can sometimes get some idea of him by his wife's clothes.

ESTABLISHED 1876.

CHAS. RICHARDSON

GENERAL COMMISSION MERCHANTS

Wholesale Fruits, General Produce and Dairy Products.

58 AND 60 W. MARKET ST.

121 AND 123 MICHIGAN ST.

BUFFALO, N. Y.

Unquestioned responsibility and business standing. Carlots a specialty.

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.

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 (creamery 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.**

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.

PRINTING FOR PRODUCE DEALERS

Tradesman Company

Grand Rapids.

GOTHAM GOSSIP.

News From the Metropolis—Index to the Market.

Special Correspondence.

New York Feb. 3.—The coffee market is firm and quotations have advanced. As usual, the authorities clash, some claiming the rise to be purely speculative and others maintaining as stoutly that it is perfectly legitimate. Advices are now to the effect that the Rio crop will be much smaller than usual and quality somewhat affected also. In store and afloat there are 1,132,064 bags, against 1,205,810 bags at the same time last year. Rio No. 7 closes firm at 8½¢ and one must go back some time to find coffee up to this mark. Mild coffees are practically without change. Prices are firm, good Cucuta closing at 10@11c. East India grades are meeting with very little call more than usual and the range of quotations is firm although no changes have been noted.

The market for raw sugar has steadily gained strength and refiners have been eager to take all offerings at an advance of 1-16c and, on the other hand, sellers are not seemingly anxious to part with stocks. For refined the market has remained fairly satisfactory. A nominal advance of five points was made during the week, but it seems to have been only on paper, as the previous quotation "goes" right along.

The tea trade appears to be awaiting the result of the auction next week and meantime transactions are small and infrequent. Holders are not inclined to make any concession whatever and the undertone of the market is firm. The offerings at auction will comprise 11,000 packages.

Offerings of rice have been mostly of medium grades and the demand has been moderate. Holders, however, are seemingly confident and prices are firm. Foreign grades have moved slowly and quotations seem to be hardly as firmly sustained as last week. Japan, 4¾¢@4½¢; good to prime Southern, 4½¢@5¼¢.

With the exception of pepper there is not an article in the spice line which has attracted more than the most ordinary attention and little animation is shown anywhere in the market. Pepper, however, exhibits great strength and closes firm at 12½¢ for Singapore black. Ambony clove are worth 11@11½¢.

The market for desirable grades of molasses is fairly active and prices are well sustained, as stocks are not extremely large. Medium sorts move rather slowly, and yet matters might be worse. Prices are unchanged. Syrups are in light supply and well held.

Save for rather more business in futures, the canned goods market has been very quiet all the week. Most of the business, however, has been with Western jobbers. Peas appear to be meeting with more enquiry than anything on the list in the way of spot goods and some good-sized blocks of standard June have been marketed. Prices have made no advance worthy of note, but the tendency is certainly that way. Tomatoes are not meeting with as good enquiry as a fortnight ago. Pacific coast fruits are moving about as usual and fetch full quotations.

In dried fruits the call is mostly for small lots, seemingly just for enough to tide over present wants. There have been a good many of these small orders, however, and the aggregate amount must be quite large. Some little improvement is shown in the demand for peaches, but buyers and sellers seem to be unable to reach an understanding as to price.

Lemons and oranges—in fact, the whole line of green fruits—have been "relegated to the rear" by the continued decidedly cold wave. It will be very dangerous to make shipments just now, although prospects are for a warmer turn. Quotations show about the same level as last week.

There has been a pretty fair enquiry for butter all the week and, as the cold weather may check the arrivals to some extent, there is a firmer feeling prevailing, although it would hardly do to say that any advance had been made in quotations. For the best Western cream-

ery 25c continues to be the top rate, the only difference being that inspection is not quite as close as last week. Western creamery, thirds to firsts, 20@24c; Western imitation creamery, 17@22c—latter for fancy stock; Western factory, 16@18c; roll butter, 16@18c.

Small size State full cream cheese is worth 12¾@13c; large size, 12½@13c. The market is in a fairly satisfactory condition and both exporters and home dealers are showing more interest than a week ago, although there is still room for improvement.

Best Western eggs are worth 19c. The market is fairly well supplied and it is not thought higher quotations will be made immediately.

Michigan pea beans, in barrels, choice, \$2.20; in bags, \$2.15@2.17½; choice marrow, \$2.25; red kidney, choice, \$2.30.

The cheapest vase on the mantelpiece never gets knocked off.

For Sale

Pure Buckwheat Flour.
Belleville Roller Mills.
Write for lowest price.

James G. Coomer,
Belleville, Mich.

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.

A GREAT NEWSPAPER.

It has always been claimed for **The Chicago Tribune** that it would, in all probability, pass with the highest average in any competitive examination among the newspapers of the United States for excellence in all departments of journalism.

"Under date of May 2, 1899, the 'Omaha World-Herald, editorially answering a letter from 'Inquirer' asking the names of the five best newspapers in this country, points out that a newspaper may excel in one way and be inferior in another. 'The World-Herald gives lists under five general headings of leading American newspapers distinguished especially for excellence, mentioning 'in all some twenty.

THE FOLLOWING ARE THE HEADINGS:

- "(1) Most and best news, foreign and domestic, presented attractively.
- "(2) Best possible presentation of news briefly.
- "(3) Typographical appearance.
- "(4) Classification of news by departments.
- "(5) Editorials.

"**The Chicago Tribune** is the only newspaper in the United States which the World-Herald considers 'worthy of mention under four different heads.'—From the October Plain Talk.

Practically all high-class intelligent newspaper readers, comprising the best and middle classes in Chicago and vicinity, read **The Chicago Tribune**. A great majority of them read no other morning newspaper.

The Chicago Tribune prints more advertising year in and year out than any newspaper in the West.

A Great Advertising Medium.

LAUHOFF BROS.

take pleasure in announcing to the retail merchants of Michigan that their representative will call soon to explain the merits of their new food products,

Flaked { Peas
Beans
Rice

Our selling representative for Western Michigan is B. H. Moore, of Grand Rapids.

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.

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.

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.

WORLD'S BEST

S.C.W.

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

Commercial Travelers

Michigan Knights of the Grip
President, E. J. SCHREIBER, 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. KEYES; 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.

Out With the Old—In With the New.

Lansing, Feb. 5.—The joint meeting of the old and new Boards of Directors of the Michigan Knights of the Grip was held here Saturday. All the members of the old Board were present except Director Smith, of Saginaw.

The Treasurer's report was read and approved, as follows:

Amount in general fund,	\$1,183.71
Amount in death fund,	653.50
Amount in deposit fund,	72.00

Total, \$1,909.30

The Secretary's report was read and approved. The expenses since the last meeting have been as follows:

Postage,	\$27.50
Telephone exchange,	4.60
Secretary's salary,	\$460.35
Treasurer's salary,	78.00
Lansing Journal,	14.00

Proofs of death of seven members were presented as follows:

H. S. Humphrey, Hillsdale; L. D. Bingham, Detroit; William Allhouse, Pontiac; M. H. Doty, West Unity, Ohio; C. P. Coy, Ft. Wayne, Ind.; J. P. Reeder, Grand Rapids; H. W. Beeson, Detroit.

On motion of Director Thorne, the claims were allowed and ordered paid.

The Board expenses were allowed and warrants drawn for same, as follows:

C. L. Stevens, Feb. 3,	\$5.02
G. H. Randall, Feb. 3,	6.16
J. W. Schram, Jan. 20,	5.02
J. W. Schram, Feb. 3,	5.02
J. W. Thorn, Jan. 20,	2.58
J. W. Thorn, Feb. 3,	3.08
O. C. Gould, Feb. 3,	4.56
E. M. Converse, Feb. 3,	3.58
M. E. Stockwell, Feb. 3,	4.60
E. J. Schreiber, Feb. 3,	6.16
A. W. Stitt, Feb. 3,	3.48

The bond of A. W. Stitt (the new Secretary), being of proper form, was accepted and turned over to President Schreiber.

The retiring President was empowered to perfect the Treasurer's bond and turn same over to President Schreiber.

The old Board then retired and the new Board proceeded with further business.

J. C. Saunders, Secretary.
Jackson, Feb. 5.—The new Board was called to order by President Schreiber, of Bay City. Present—O. C. Gould, Treasurer, A. W. Stitt, Secretary, Directors Randall, Thorn, Weston and Stockwell. Absent—Smith and Howarn.

Director Thorn moved that an assessment be made, to be issued March 1. Carried.

A motion was made by Treasurer Gould to change the method of sending out assessments that they might be issued with one cent postage and receipts on postal cards, for the purpose of lessening the expenses. After remarks had been made by different members of the Board, the motion was withdrawn. The chair was instructed to appoint a committee to investigate the advisability of changing the method of assessment notices and receipts. The committee appointed consisted of Gould, Weston and Stitt.

Mr. Gould moved that the indemnity bond of \$4,000, given by A. W. Stitt as Secretary, be accepted. Carried.

Mr. Gould moved that the new Board endorse the action of the old Board in leaving the completion of the Treas-

urer's bond in charge of Mr. Stevens, the out-going President. Carried.

The Secretary was authorized to send out a circular letter with the next assessment notice.

Director Thorn moved that we meet the first Saturday in March in Jackson. Carried.

The meeting then adjourned.

A. W. Stitt, Secretary.
Bay City, Feb. 5.—President Schreiber has announced the standing committees for 1900 as follows:

Finance—Chas. H. Smith, Saginaw; J. W. Thorn, Owosso; Geo. H. Randall, West Bay City.

Printing—M. E. Stockwell, Grand Rapids; J. A. Weston, Lansing; Mich.; Howarn, Detroit.

Legislative—Homer E. Buck, Bay City; H. B. Coleman, Kalamazoo; J. C. Saunders, Lansing.

Railroads—E. P. Waldron, St. Johns; Manley Jones, Grand Rapids; F. N. Mosher, Port Huron.

Hotels—W. H. Baier, Detroit; Mark Brown, Saginaw; F. L. Day, Jackson.

Bus and Baggage—L. J. Koster, Grand Haven; Geo. Monroe, Owosso; Chas. Hurd, Flint.

Employment and Relief—J. F. Hammel, Lansing; J. A. Bassett, Ypsilanti; E. A. Stowe, Grand Rapids.

Chaplain—J. M. Fitch, Durand.
Sergeant-at-Arms—F. M. Bosworth, Olivet.

Government Prices on Typewriters.

Bids were opened at the Navy Department last Saturday for furnishing the Department with 250 typewriters. This was the beginning of the attempt of the Department to get machines at less than the market price, and if the bids received are considered satisfactory the system will be extended to all the Government departments, the Navy Department acting as the central purchasing agent. Only single key board machines, capable of making not less than seven copies, were admitted to the competition. The bids ranged from \$39.50 upward, as follows:

Rust-proof Franklin,	\$50.
Plain Franklin,	\$39.50.
Hammond, No. 2,	\$45.
Hammond, No. 3,	\$49.50.
Hammond, No. 6,	\$54.
Manhattan,	\$59.75.
Remington,	\$78.
Remington-Sholes,	\$62.48.
Underwood,	\$62.50.
Williams,	\$60.
Duplex-Jewett,	\$58.75.
Pittsburg Visible,	\$55.
Densmore,	\$64.85.
Brooks,	\$45.
Oliver,	\$62.50.
Columbia Bar-Lock,	\$56.98.

Elected Members of the Liars' Club.

John C. Wright, Secretary of the Pristine Order of Prevaricators, announces in the columns of the Michigan Lyre that four licenses have been issued during the past month to traveling men, as follows:

"Hub" Baker, the genial Grand Rapids drummer, received one of our licenses the other day. He says he doesn't deserve one, but his friends have a different opinion of the matter.

Last week we had the pleasure of shaking hands with Frank J. Campbell, representing J. T. Wing & Co., of Detroit. We bestowed upon him the honors of our fraternity and we understand that before he left town he showed his ability to defend them.

A. W. Peck, traveling for the Hazeltine & Perkins Drug Co., carries one of our licenses in his hip-pocket. Over forty different persons requested us to give it to him.

Lou Codman, the Hartford traveling man, who sells moccasins, snow-shoes and toboggan slides, is the proud possessor of one of our licenses. It didn't make him feel bad because he never pretends to tell the truth anyway.

This is the age of the horseless carriage and the rubberless winter.

Continental Tobacco Co. Discontinues Its Graded Quantity Plan.

Under date of Feb. 1 the Continental Tobacco Company, in a circular letter, notified the jobbing trade that from date until further notice drop shipments, consisting of not less than 100 pounds of plug, fine cut and smoking tobaccos, of one or more of their listed brands, would be made to retailers direct from the factory, freight prepaid. The goods will be billed at the card rates and a check will be mailed the retailer for 1 cent a pound on the tobaccos embraced in the shipment.

To the jobber a discount of 8 per cent. will be deducted from the face of the invoice and the net amount of the bill will then be subject to a further discount of 2 per cent. for cash ten days.

At the end of each period of two calendar months, to every jobber whose business shows an increase of 10 per cent. over the same period last year, an additional gratuity of 2 per cent. will be given as a reward of merit.

The Continental Company evidently intends to force the sale of its goods, and especial effort will be made to increase the sale of fine-cut and smoking tobaccos. The extra 2 per cent. will prove a great incentive to price cutters, who will as gladly divide their profits with the retailer in the future as they have in the past.

Gripsack Brigade.

Peter Fox, formerly on the road for the Musselman Grocer Co., is now traveling for Daniel Lynch.

Wm. M. Ten Hopen, city salesman for the Clark-Rutka-Weaver Co., fell on the pavement on Monroe street last Saturday and dislocated the bones of his left wrist. He will probably be laid up for a couple of weeks.

The Michigan Commercial Travelers' Association will give a social entertainment—cards, dancing and refreshments—at its rooms in the University building (Detroit) Saturday evening of this week.

Grand Rapids Council, No. 131, will hold an informal smoker on the evening of February 17. Matters pertaining to the coming annual meeting of the Grand Council of Michigan will be discussed and some of the preliminaries will be arranged.

M. C. Johnson, who has been with Voigt, Herpolsheimer & Co. for four years, having charge of the house furnishing department, has taken a position as traveling salesman for DeYoung & Schaafsma, covering the northern portion of the State.

Hillsdale Standard: A. W. Lewis, of Hillsdale, a popular traveling man who

has been on the road for the wholesale dry goods house of Baumgardner & Co., of Toledo, the past nineteen years, was made a member of the firm the first of the year and will move to that city in the spring in order to spend a portion of the time in the house.

Traverse City Herald: A pocketbook containing over \$600 in money and checks was found in the store of S. Benda & Co. yesterday. After some enquiry among the traveling men in the city Mr. Benda found that the wallet belonged to Louis Silverman, of Detroit, salesman for A. Jacobs. Mr. Silverman was, of course, delighted to regain possession of his property.

Cheboygan Democrat: Traveling men were numerous in the city this week. Some merchants received calls from six to eight each day the first days of the week. A dry goods drummer said he was having the best trade for twelve years and for the first time in that period his house had run short of several lines and he had to stop showing samples of them.

Ex-President Cleveland sends to a Cleveland shoemaker for every pair of shoes he wears. This shoemaker has been furnishing the ex-President with footwear for fifteen years.

Some wives never pay much attention to what their husbands say until they begin to talk in their sleep.

D. Boosing

General
Commission
Merchant

SPECIALTIES

Butter Eggs
Poultry Beans

Correspondence solicited.

154 Michigan Street,
Buffalo, New York.

REFERENCES

Dun's Agency,
Bradstreet's Agency,
Bank of Buffalo.



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

Term expires
 GEO. GUNDRUM, Ionia - Dec. 31, 1900
 L. E. REYNOLDS, St. Joseph - Dec. 31, 1901
 HENRY HEIM, Saginaw - Dec. 31, 1902
 WIRT P. DOTY, Detroit - Dec. 31, 1903
 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.

Side Lights on the Profession of the Pharmacist.

The buying, compounding, and selling of drugs and medicines, and the buying and selling of drugs and medicines already compounded, together with various articles intended to conserve the health and happiness of mankind—this is the pharmacy of to-day. If any textbook teaches any other meaning, the practical lesson of experience makes vigorous denial. Neither will Dame Experience admit of any favoritism in regard to the importance of each of the subjects as hinted at above. The whole drug business, from the time you unlock your door in the morning and mix a Seidlitz powder or a bromo fizz for the bilious sedentary or the remorseful prodigal, until you or your soda water professor hands out the last glass of orange phosphate or kafa-kola to the belated straggler from the theater—all this, with the thousand duties which in this moment will pass before your mind's eye, constitutes your pharmacy. This is your vocation. We can not consistently separate the different classes of business and say this is pharmacy, this confectionery; this moment I am a tobacconist, now a veterinary surgeon, and in a moment more a bartender, or when selling a pocket stove or a curling-iron, a hardware dealer. The pharmacist who thus allows his feelings to be harrowed up and imagines himself, unhappily, a Dr. Jekyll and Mr. Hyde, makes a most unnecessary mental distinction.

I will come down to a plain instance. Let the whole business done in any store during each business day constitute 100 per cent. If one-half of the customers in a particular store wish to purchase sheep dip the pharmacist in charge should certainly be prepared to furnish this article of the right quality and quantity, and at the right price; provided, of course, that there is no dealer in another line where this article can and should be procured. If this chance for business is not improved, 50 per cent. of the opportunities of this particular pharmacy have been thrown away. The stickling shopkeeper may say, "I am not a sheep-dip pharmacist!" Neither was the sage who could not swim an aquatic philosopher, but when the boat was sinking he wished in vain for some of the philosophical knowledge possessed by his boatman. In one store it may be "all-day suckers," or it may be paint, red lights or red window glass, anise seed or garden seed. In another store it may be a white-wash brush, in still another a hair or tooth-brush. Some will strenuously object, I know, to the attempt on my part to classify these things as fractional parts of pharmacy. I will not attempt to do so upon theory, but will take things as I find them and as they have

been for many decades; assuming that every one is in business to succeed, there can be no controversy over the proposition that the store which comes the nearest to supplying the wants of a customer for all the articles he may need in his particular line is the one which stands the best show of doing so.

The whole idea I wish to convey can be epitomized into the proposition that since the whole of one's business as a pharmacist may be expressed as 100 per cent., consisting, we will say, of one hundred divisions, a faulty business technique is shown, and the whole business fabric is to a greater or lesser degree marred and jarred if some parts are, for any cause, considered unworthy of adequate attention. There are passages in every musical composition which are, no doubt, favorites to the performers themselves, but how about the audience, and what performer could tell just which portion of the minut or the oratorio constituted its most attractive feature to any particular listener? Certainly, to please all and do justice to oneself no part can be neglected.

Goods must be bought in sufficient quantity to supply all demands and in ample season. Don't wait until the Fourth of July to lay in a supply of moth balls and camphor gum. Soda-water supplies need the same attention. It makes a discord in the business harmony which should prevail when you order of your wholesaler and find a list of "omits" as long as the invoice of articles supplied. It annoys the retail purchaser just as much. Another thing you have all noticed is that the average purchaser at a retail drug store is impatient. If he doesn't get what he asked for at once, he wonders if you understood his order, or, if you understood it, whether you are not trying to work off something else. Therefore, have your containers supplied from extra stock during leisure moments, or better still, have goods neatly packaged and labeled in the rapid selling sizes, so that when the customer appears (and he is the man for whom you are waiting) he may be promptly served with goods whose identity and price are unmistakable.

The list of articles which can thus be kept ready to hand out is a long one. I will name a few that the firm with which I am connected have found it profitable to keep thus ready: Epsom salts, cream of tartar, Rochelle salts, in 5 and 10 cent boxes with printed labels attached. These boxes can be procured at a very moderate price with descriptive and dose labels attached, using the precaution to have each article in a box of distinct color—blue for Epsom salts, pink for Rochelle, etc. Camphor gum we put up in 5, 10, and 25 cent, and \$1 and \$2 packages, wrapped in two papers, the inner one being waxed; sassafras bark in 5, 10, and 25 cent packages; and to meet the demand created by our friend, the department store, glycerin, castor oil, coconut oil, sweet almond oil, goose oil, and olive oil are all kept in bottles of various sizes, from 5 to 50 cents, to meet the demands of trade.

C. R. Sherman.

Youthful Strategy.

"Harry," exclaimed the little boy's mother, "if you don't stop pulling that cat's tail I will pull your hair and give you a chance to see how you like it yourself."

Harry ceased for a moment, and then said:

"Ma, please give me a quarter."

"What for?"

"I want to get my hair cut."

An Injustice to Coca.

Prof. Lounden says that probably no drug has been more unjustly maligned than Erythroxylon Coca. Yet no drug has really rendered more aid to therapeutics, as demonstrated in the many writings by authors, botanists and medical observers during the past century.

The fast-growing popularity of coca was through untiring efforts of Mariani, of Paris, who was the first to introduce it in Europe and in America in a uniformly reliable and agreeable form, and his labor and serious work in this direction were appreciated by the medical profession. His preparation has become a most formidable rival of the many so-called tonics.

When it was clearly demonstrated that coca was vastly superior and was being adopted universally by the physician, each quack "non-secret" house hastened to add coca in some form or another to their various mixtures. While this was an admission of the value of coca, it really injured its reputation, owing to the defective preparations produced. Unsatisfactory, even harmful, results induced the profession to reject the many valueless, at times dangerous, concoctions. An active campaign was opened against coca in the medical and daily press. Sensational articles without any basis of fact were instigated, with the dual purpose of inciting the opinion of the physician and the public against the drug, and thus prevent its use.

These manufacturers had no knowledge of the requisite treatment and preparation of this delicate, probably most volatile, of plants, and notwithstanding the combined efforts of the many competitors and antagonists, the well-known preparation of coca by Mariani, of Paris, France, which bears his name, is the only one which has resisted all attacks directed against coca.

The Drug Market.

Opium—The market is easy, but the price is unchanged.

Morphine—Is quiet at unchanged prices.

Quinine—Manufacturers' prices are unchanged, but firm in this country and London.

Carbolic Acid—Is in large demand and supplies are limited. The article is being sold in pound bottles in the West 2@3c cheaper than in the East.

Salicylic Acid—On account of higher price for carbolic acid, has advanced about 100 per cent. The article is very strong and another advance would surprise no one.

Salicylate Soda—Has also advanced in sympathy with salicylic acid.

Bismuth Preparations—Are firm at the advance noted last week.

Cocaine—Has declined 50c an ounce, to the surprise of everyone, as it was supposed higher prices would rule. Supplies are limited.

Iodine and Iodine Preparations—Are very firm at the advance noted.

Glycerine—Has been advanced 1c per pound.

Menthol—Has declined on account of better stocks.

Ipecac Root—Has declined on account of the weakness in the London market.

Linseed Oil—Is very firm at the advance of 3c last week.

Flax Seed—Continues high, with no prospect of lower price in the near future.

A Druggist's Paradise.

Central America must be an ideal place for druggists. It is stated that the people there have a mania for experi-

menting with all kinds of remedies. Five or six years ago a consignment of goods got mixed up, and a druggist in one of the five republics received a keg of liver regulator and a crate of empty bottles for hair tonic—the medicine and bottles are generally shipped separately to dodge a clause in the tariff schedule—and another druggist miles away got the other part of the order. Druggist No. 1 was in a quandary at first, but the labels were very pretty, so he finally filled the hair tonic bottles with the liver regulator, which soon had a great run; but the man was haunted with the idea that the other fellow had palmed off hair tonic for liver regulator and poisoned a whole district. The other man turned up one day and admitted he had put the hair tonic in the liver medicine bottles, and was more than satisfied with the result, as he had received a lot of testimonials certifying to remarkable cures.

Precedent Established in Favor of Druggists.

Justice McLean, of the New York Supreme Court, recently decided that as druggists are not permitted under the laws of the State to practice medicine or surgery, the proprietor of a drug store can not be held to account for a clerk's action in treating a patient, even if the treatment should prove injurious. This decision was given in the case of Roth against Arnemann & Behrens. Ferdinand Roth, a butcher in New York City, cut his thumb, and rushed to the nearest drug store for treatment, which happened to be that of Arnemann & Behrens, at No. 570 Eighth avenue. Roth says a clerk bandaged his thumb with a cloth saturated with carbolic acid. Later blood poisoning set in, and he lost the thumb, whereupon he sued the drug firm for \$10,000 damages. The counsel for the defendants asked the court to dismiss the complaint on the ground that the injured man should have gone to a physician, not to a druggist, and that, as a druggist has no right to practice medicine or surgery, if any action could be maintained in this case it must be against the clerk only. The court took this view of the matter and dismissed the suit.

Decomposition of Chloroform.

Pure chloroform was decomposed in the presence of artificial light during an operation. The room in which the operation was being performed was small, not ventilated, warmed by an oil stove, and illuminated by an oil lamp and a candle. Some of the chloroform was accidentally spilt, and almost immediately a most pungent, disagreeable smell was noticed, whilst the whole respiratory tract was affected. Violent attacks of coughing seized the operator and his assistants, and it was five days before the irritating effect passed away in one case. The room was pervaded by a strong odor of chlorine the morning after the operation.

The fellow who always complains that life is a grind deserves to marry a crank.

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

Advanced—
Declined—

Menthol.....	℥ 3 75	Seidlitz Mixture.....	30℥ 22	Linseed, pure raw....	58	61
Morphia, S., P. & W. 2	35℥ 2 60	Sinapis.....	℥ 30	Linseed, boiled.....	59	62
Morphia, S., N. Y. Q.	2 25℥ 2 50	Sinapis, opt.....	℥ 18	Neatsfoot, winter str	54	60
M. C. & C.....	2 25℥ 2 50	Sinapis, Macaboy, De	℥ 41	Spirits Turpentine....	59	65
Moschus Canton.....	℥ 40	Voeg.....	℥ 41			
Mysticla, No. 1.....	65℥ 80	Snuff, Scotch, DeVo's	℥ 11	Paints	BBL.	L.B.
Nux Vomica...po. 15	℥ 10	Soda, Boras.....	9℥ 11	Red Venetian.....	1½ 2	℥ 68
Os Sepia.....	25℥ 30	Soda, Boras, po.....	9℥ 11	Ochre, yellow Mars....	1½ 2	℥ 64
Pepsin Saac, H. & P.		Soda et Potass Tart....	23℥ 25	Ochre, yellow Ber.....	1½ 2	℥ 63
D Co.....	℥ 1 00	Soda, Carb.....	1½ 2℥ 25	Ochre, commercial....	2½ 2	℥ 64
Pleis Liq. N.N. ½ gal.	℥ 2 00	Soda, Bi-Carb.....	3℥ 5	Putty, strictly pure....	2½ 2½	℥ 63
Pleis Liq. quarts.....	℥ 2 00	Soda, Ash.....	3½ 2℥ 4	Vermilion, Prime		
Pleis Liq. plnts.....	℥ 85	Soda Sulph.....	℥ 2	American.....	13℥ 15	75
Pil Hydrarg...po. 80	℥ 50	Spts. Cologne.....	℥ 2 60	Vermilion, English....	70℥ 75	15
Piper Nigra...po. 22	℥ 18	Spts. Ether Co.....	50℥ 55	Green, Paris.....	13½ 2℥ 17	16
Piper Alba.....	℥ 30	Spts. Myrcia Dom.....	℥ 2 00	Green, Peninsular....	13℥ 16	14
Pilx Burgun.....	℥ 7	Spts. Vini Rect. ¼ bbl	℥ 4	Lead, red.....	6½ 2℥ 7	7
Plumbi Acet.....	10℥ 12	Spts. Vini Rect. ½ gal	℥ 4	Lead, white.....	6½ 2℥ 7	7
Pulvis Ipecac et Opi	1 30℥ 1 50	Spts. Vini Rect. 5 gal	℥ 4	Whiting, white sps....	℥ 70	70
Pyrethrum, boxes H		Strychnia, Crystal....	1 05℥ 1 25	Whiting, white Amer.	℥ 90	1 00
& P. D. Co., doz.....	℥ 75	Sulphur, Subl.....	2½ 2℥ 3	Whiting, Paris, Eng.		
Pyrethrum, pv.....	25℥ 30	Sulphur, Roll.....	2½ 2℥ 34	cliff.....	℥ 1 40	1 40
Quassia.....	8℥ 10	Tamarinds.....	7℥ 10	Universal Prepared....	1 00℥ 1 15	1 15
Quina, P. & W.....	38℥ 48	Terebenth Venice....	28℥ 30			
Quina, S. German....	34℥ 44	Theobroma.....	55℥ 58	Varnishes		
Quina, N. Y.....	34℥ 44	Vanilla.....	9 00℥ 16 00	No. 1 Turp Coach....	1 10℥ 1 20	1 20
Rubia Tinctorum....	12℥ 14	Zinci Sulph.....	7℥ 8	Extra Turp.....	1 60℥ 1 70	1 70
Saccharum Lactis pv	18℥ 20			Coach Body.....	2 75℥ 3 00	3 00
Saechin.....	4 50℥ 4 60	Oils	BBL.	No. 1 Turp Furn.....	1 00℥ 1 10	1 10
Sanguis Draconis....	40℥ 50	Whale, winter.....	70℥ 70	Extra Turp Damar....	1 50℥ 1 65	1 65
Sapo W.....	12℥ 14	Lard, extra.....	55 65	Jap. Dryer, No. 1 Turp	70℥ 70	70
Sapo M.....	10℥ 12	Lard, No. 1.....	35 40			
Sapo G.....	℥ 15					

Drugs



Send a trial order.

Hazeltine & Perkins Drug Co.

Grand Rapids, Michigan

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 2½ lb cans 3 90 1 doz 5 lb cans 3 70 ½ doz 10 lb cans 3 35 AXLE GREASE doz. gross Aurora 55 6 00 Castor Oil 60 7 00 Diamond 50 4 25 Frazier's 75 9 00 IXL Golden, tin boxes 75 9 00  Mica, tin boxes 75 9 00 Paragon 55 6 00 BAKING POWDER Absolute ½ lb. cans doz 45 ½ lb. cans doz 85 1 lb. cans doz 1 50 Acme ½ lb. cans 3 doz 45 ½ lb. cans 3 doz 75 1 lb. cans 1 doz 1 00 Bulk 10 Arctic 6 oz. Eng. Tumblers 85 El Purity ½ lb. cans per doz 75 ½ lb. cans per doz 1 20 1 lb. cans per doz 2 00 Home ½ lb. cans, 4 doz. case 35 ½ lb. cans, 4 doz. case 55 1 lb. cans, 2 doz. case 90 JAXON ½ lb. cans, 4 doz. case 45 ½ 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 Peerless 1 lb. cans 85 Queen Flake 3 oz., 6 doz. case 2 70 6 oz., 4 doz. case 2 30 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 Arctic, 4 oz. per gross 4 00 Arctic, 8 oz. per gross 6 00 Arctic, pints, per gross 9 00 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 35 Fancy Whisk 1 25 Warehouse 3 75 CANDLES Electric Light, 88 12 Electric Light, 168 12½ Paraffine, 68 11½ Paraffine, 128 12½ Wickling 20 CANNED GOODS Apples 3 lb. Standards 90 Gallons, standards 2 65 Baked Beans 75@1 30 Red Kidney 75@ 85 String 80 Wax 85 Blackberries Standards 75 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, ¼ lb. 1 85 Star, 1 lb 3 10 Pienic Tail 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 25 Pumpkin Fair 65 Good 75 Fancy 85 Raspberries Standard 90 Salmon Red Alaska 1 35 Pink Alaska 95 Sardines Domestic, ½ s. @4 Domestic, Mustard @8 French 8@22 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, ½ pints 1 25 CHEESE Acme @14½ Amboy @14 Elsie @15 Emblem @14 Gem @14½ Ideal @13½ 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 German Sweet 23 Premium 35 Breakfast Cocoa 46 CLOTHES LINES Cotton, 40 ft. per doz 1 00 Cotton, 50 ft. per doz 1 20 Cotton, 60 ft. per doz 1 40 Cotton, 70 ft. per doz 1 60 Cotton, 80 ft. per doz 1 80 Jute, 60 ft. per doz 80 Jute, 72 ft. per doz 95 CIGARS The Bradley Cigar Co.'s Brands Advance \$35 00 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	Phelps, Brace & Co.'s Brands. Royal Tigers 55@ 80 00 Royal Tigerettes 35 Vincente Portuondo 35@ 70 00 Ruhe Bros. Co. 35@ 70 00 Hilson 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 18@ 35 00 C. Costello & Co. 35@ 70 00 LaGora-Fee Co. 35@ 70 00 S. I. Davis & Co. 35@185 00 Hene & Co. 35@ 90 00 Benedict & Co. 75@ 70 00 Hemmett Cigar Co. 35@ 70 00 G. J. Johnson Cigar Co. 35@ 70 00 Maurice Sanborn 50@175 00 Boek & 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 AIC HIGH GRADE COFFEES Special Combination 20 French Breakfast 25 Lenox 30 Vienna 35 Private Estate 38 Supreme 40 Less 33½ per cent. delivered. Rio Fair 9 Good 10 Prime 12 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 Arabian 22 Imitation 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 McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago Extract Valley City ¼ gross 75 Felix ½ gross 1 15 Hummel's foil ½ gross 85 Hummel's tin ½ gross 1 43 COCOA SHELLS 20 lb. bags 2½ Less quantity 3 Pound packages 4 CONDENSED MILK 4 doz in case. Gail Borden Eagle 6 75 Crown 6 25 Daisy 6 75 Champion 4 50 Magalia 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 Sun-dried @ 6½ Evaporated, 50 lb. boxes 8½ California Fruits Apricots @15 Raspberries @15 Nectarines @15 Peaches 10 @11 Pears 7½ Pitted Cherries 7½ Prunelles 7½ Raspberries 7½ California Prunes 100-120 25 lb. boxes @ 4 90-100 25 lb. boxes @ 4½ 80-90 25 lb. boxes @ 5 70-80 25 lb. boxes @ 5½ 60-70 25 lb. boxes @ 6 50-60 25 lb. boxes @ 7½ 40-50 25 lb. boxes @ 8 ¾ cent less in 50 lb. cases Raisins London Layers 2 Crown 1 75 London Layers 3 Crown 2 00 Cluster 4 Crown 2 25 Loose Muscatels 2 Crown 7¼ Loose Muscatels 3 Crown 8¼ Loose Muscatels 4 Crown 8¾ L. M., Seeded, choice 10 L. M., Seeded, fancy 10½ DRIED FRUITS—Foreign Citron Leghorn .11 Corsican .12 Currants Patras, cases 6¼ Cleaned, bulk 6¼ Cleaned, packages 7¼ Citron American 19 lb. bx. .13 Lemon American 10 lb. bx. 10¼ Orange American 10 lb. bx. 10¼ Raisins Sultana 1 Crown .13 Sultana 2 Crown .13 Sultana 3 Crown .13 Sultana 4 Crown .13 Sultana 5 Crown .13 Sultana 6 Crown .13 Sultana package .13 FARINACEOUS GOODS Beans Dried Lima 5¼ Medium Hand Picked 2 15@2 25 Brown Holland .13 Cereals Cream of Cereal 90 Grain-O, small 1 35 Grain-O, large 2 25 Grain-Ups 1 35 Postum Cereal, small 1 35 Postum Cereal, large 2 25 24 1 lb. packages 1 25 Bulk, per 100 lbs. 3 00 Haskell's Wheat Flakes 36 2 lb. packages 3 00 Hominy Barrels 2 50 Flake, 50 lb. drums 1 00 Lauff 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 Cheate St., Detroit, Mich. Maccaroni and Vermicelli Domestic, 10 lb. box 60 Imported, 25 lb. box 2 50 Pearl Barley Common 2 50 Chester 2 50 Empire 3 00	Grits Walsh-DeRoo Co.'s Brand.  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, ½ bbls. 2 05 Monarch, bbl. 3 40 Monarch, ½ bbl. 1 88 Monarch, 90 lb. sacks 1 68 Quaker, cases 3 20 Huron, cases 2 00 Sago German 4 East India 3½ Salut Breakfast Food F. A. McKenzie, Quincy, Mich. 36 two pound packages 3 60 18 two pound packages 1 85 Battle Creek Crackers. Gem Oatmeal Biscuit 7½@ 8 Lemon Biscuit 7½@ 8 New Era Butters 6¼ Whole Wheat 6¼ Cereola, 48 1-lb. pkgs. 4 00 Flake Tapioca Flake 5 Pearl 5 Pearl, 24 1 lb. packages 6¼ Cracked, bulk 24 2 lb. packages 2 50 FLAVORING EXTRACTS DeBos's Vanilla D. C. 2 oz. 4 oz. Lemon D. C. 1 10 1 80 Vanilla Tonka 70 1 35 Vanilla 75 1 45 JAXON Highest Grade Extracts Vanilla 1 oz full m 1 20 1 oz full m 80 Lemon 2 oz full m 2 10 2 oz full m 1 25 No. 3 fan'y 3 15 No. 3 fan'y 1 75 COLEMAN'S HIGH FOOTE & JENKS CLASS EXTRACTS Vanilla 2 oz panel .1 20 2 oz panel .75 3 oz taper .2 00 4 oz taper .1 50 JENNINGS' FLAVORING EXTRACTS. D. C. Vanilla 2 oz .1 20 2 oz .75 D. C. Lemon 3 oz .1 50 3 oz .1 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. 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 pchr. 6 oz 2 25 XXX D D pchr. 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 Pure 30 Calabria 25 Sicily 14 Root 10 LYE Condensed, 2 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 50 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. Dabbitt's 4 00 Penna Salt Co.'s 3 00 RICE Domestic Carolina head 6½ Carolina No. 1 5 Carolina No. 2 4 Broken 3½ Imported. Japan, No. 1 5½@6 Japan, No. 2 4½@5 Java, fancy head 5 @5½ Java, No. 1 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 ¼s 3 00 SALT 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, 250 lb. bulk 2 50 Butter, barrels, 20 14 lb. bags 2 60 Butter, sacks, 28 lbs. 25 Butter, sacks, 56 lbs. 60 Common Grades 100 3 lb. sacks 2 15 60 5 lb. sacks 2 05 28 10 lb. sacks 1 95 56 lb. sacks 36 28 lb. sacks 20 WASARA 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 @ 5½ Georges selected @ 5½ Strips or bricks 6 @ 9 Pollock @ 3½ Halibut. 14 Chunks 15
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Herring	
Holland white hoops, bbl.	6 50
Holland white hoops, bbl.	85
Holland white hoop, keg.	95
Holland white hoop mehs.	3 60
Norwegian	1 75
Round 100 lbs.	1 75
Round 40 lbs.	1 45
Sealed	1 45
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.	2 75
No. 1 40 lbs.	1 40
No. 1 10 lbs.	1 20
No. 1 8 lbs.	37

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

SAUERKRAUT	
Barrels	5 75
Half barrels	3 25

SEEDS	
Anise	9
Canary, Smyrna	4
Caraway	8
Cardamom, Malabar	60
Celery	10
Hemp, Russian	4 1/2
Mixed Bird	4 1/2
Mustard, white	5
Poppy	10
Rape	4 1/2
Cuttle Bone	15

SUGAR	
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SOAP	
Domino	5 45
Cut Leaf	5 60
Crushed	5 60
Cubes	5 35
Powdered	5 30
Coarse Powdered	5 30
XXXX Powdered	5 35
Standard Granulated	5 20
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
Confector's A	5 00
No. 1, Columbia A	4 85
No. 2, Windsor A	4 85
No. 3, Ridgewood A	4 85
No. 4, Phoenix A	4 75
No. 5, Empire A	4 75
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

JAS. S. KIRK & CO.'S BRANDS.	
American Family, wrp'd.	2 66
Dome	2 75
Cabinet	2 20
Savon	2 50
White Russian	2 35
White Cloud, laundry	6 25
White Cloud, toilet	3 50
Dusky Diamond, 50 6 oz.	2 10
Dusky Diamond, 50 8 oz.	3 00
Blue India, 100 1/4 lb.	3 00
Kirkline	3 50
Eos	2 50

Rub-No-More	
100 12 oz bars	3 00

SILVER	
Single box	2 95
Five boxes, delivered	2 90

Securing	
Sapallo, kitchen, 3 doz.	2 40
Sapallo, hand, 3 doz.	2 40

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

SPICES	
Whole Spices	
Allspice	11
Cassia, China in mats	12
Cassia, Batavia, in bund.	25
Cassia, Saigon, broken	38
Cassia, Saigon, in rolls	55
Cloves, Amboyana	15
Cloves, Zanzibar	13
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
Cloves, African	16
Ginger, Cochinchina	18
Ginger, Jamaica	25
Mace	65
Mustard	18
Pepper, Singapore, black	17
Pepper, Singapore, white	25
Pepper, Cayenne	20
Sage	15

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

SYRUPS	
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

STARCH	
40 1-lb. packages	6
20 1-lb. packages	6 1/2
40 1-lb. packages	6 1/2
6 lb. boxes	7

Kingsford's Corn	
64 10c packages	5 00
128 5c packages	5 00
30 10c and 64 5c 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 50-lb. boxes	3 1/2
Barrels	3 1/2

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Mop Sticks	
Trojan spring	9 00
Eclipse patent spring	9 00
No. 1 common	3 00
No. 2 patent brush holder	3 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	2 50
16-inch, Dowell, No. 3	4 25
No. 1 Fibre	9 45
No. 2 Fibre	7 45
No. 3 Fibre	7 20

Wash Boards	
Bronze Globe	2 50
Dewey	1 75
Double Acme	2 75
Single Acme	2 25
Double Peerless	3 00
Single Peerless	2 50
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

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SUCCESSFUL SALESMEN.

Chas. M. Reynolds, Junior Partner of H. M. Reynolds & Son.

Charles H. Reynolds was born at Niles, Michigan, July 8, 1865. In the spring of 1868 his parents removed to Grand Rapids, where he attended the public schools until he was 14 years of age, when he went to Bowling Green, Ky., to accept a position on the office force of the Durkee Axe Handle Co. Two years later he took the management of a cattle ranch in Grove county, Kas., in which his father was interested, taking with him two carloads of cattle from Flint. This occupation he followed two years, and as he looks back to it now he insists that it was the pleasantest period of his life. On his return to Grand Rapids, he entered the employ of Nelson, Matter & Co., with whom he remained several years. In 1888 he



entered the employ of his father and undertook to master the rudiments of the roofing business, starting in at the lowest rung of the ladder. His first work was tending the tar kettle, but at the end of a three years' apprenticeship he was placed in charge of a gang of roofers, which position he occupied seven years. Since that time he has devoted his entire time to contracting and looking after outdoor work, being practically general superintendent of the business. He sometimes has as many as a dozen jobs under way at a time, and it not unfrequently happens that he has jobs in two or three states under way at the same time. In 1893, he was admitted to partnership, when the firm name was changed to H. M. Reynolds & Son; and, shortly after that time, he conceived the idea of manufacturing roofing and during the past two years he has developed his ideas by the establishment of a factory on Prescott street. The machinery in the factory has been mostly invented and assembled by him. The two and three ply roofing sheets which were for years cemented by machines and then coated by hand on the roof are now put together on a machine and coated by either asphalt or composition and covered on the top with fine torpedo gravel, prepared and applied by experts, which renders the roofing superior to that made by the old-fashioned hand method. The factory has an output of about 200 squares a day and is driven to its utmost capacity to meet the growing requirements of the trade.

Mr. Reynolds is a member of York Lodge, F. & A. M., No. 410, and Daisy Lodge, B. P. O. E. He is well known

throughout the State, having superintended work in nearly every city in Michigan and called on the trade in most of the small towns. He is an intensely busy man and seldom finds time to undertake any work outside of the limitations of his own business; in fact, his friends insist that this is one of the reasons why he has never taken time to get married.

Situation in Stoves.

Those stove dealers who have had cause to regret the open winter will now have an opportunity for increasing their sales. The recent cold snap has been general and has led to an enlarged demand for seasonable goods, while it has also given rise to opinion that we may yet have a considerable experience of a zero thermometer. The weather last year at this time was the coldest for a decade, and was preceded by just such mildness as went before the late drop, so that on the principle of average we may yet have a repetition of last year's experience.

Reports from the retail stove trade are somewhat conflicting in one respect. A considerable number of the dealers—the great majority, in fact—bought freely in anticipation of a strong movement, and were well prepared for the demand which ordinarily comes in mid-winter or earlier, and did actually come to a greater extent than had been the case for several previous years. There were those, however, who bought sparingly at the first of the season and who did not increase their stock as the winter progressed without producing any cold snaps. These dealers are now running short of stock and are buying more liberally than is usually noted at this season, with the result that the manufacturers' sales in the last few days have shown a considerable gain in volume.

In the meantime, the manufacturing activity is more pronounced than is customary at this season. The greater part of last year's activity was distributed through the latter six months, so that it is now considerably more pronounced than was the case a year ago and yet shows no signs of abatement. Additions have been made to many plants and other additions are either under way or in contemplation, so that there need be no question about a full supply this year even should the demand considerably exceed that for the latter half of 1899.—Stoves and Hardware Reporter.

Solder For Aluminum.

The production of aluminum has increased enormously in the last few years and it is now finding many uses and employments where other metals have formerly occupied the entire field. It is now being used as trolley wires, although any extension in this line is not very probable, owing to its lightness as compared with copper. The great difficulty with aluminum as applied to many purposes is in the absence of a reliable solder. Various formulae have been used and some of them are said to have given satisfaction, but the general opinion seems to be that soldering aluminum is impracticable. However, a new solder is mentioned in Science and Industry and is here given:

Take of aluminum and zinc in any of the following proportions: 8 parts aluminum to 92 parts zinc; 12 aluminum to 88 zinc; 15 aluminum to 85 zinc; 20 aluminum to 80 zinc. Melt the aluminum; add the zinc slowly; finally, add some fat and stir with an iron rod, and cast. For a flux, use 3 pints of copaiba balsam, and 1 pint of Venice turpentine to which a few drops of lemon juice have been added. Dip the point of the soldering iron into the flux. The solder is claimed to be effective and lasting and has been recommended by those who have used it.

Syrup and Sugar Makers' Supplies



Write for prices.

Wm. Brummeler & Sons,

Manufacturers of
TINWARE AND
SHEET METAL
GOODS.

249-263 S. Ionia St.,
Grand Rapids, 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.

Getting the People

Criticisms of Advertisements and Their Shortcomings.

There are a great many journals, advertising and otherwise, which devote considerable space to the criticism of advertising, but to my knowledge this is the only one in which the advertising column is absolutely fair and unbiased in its opinions.

It is easy enough for an advertising specialist to find fault with other people's advertisements—especially if he has a motive for doing so. If the advertisements are written by competitors, he naturally delights in the opportunity of belittling their efforts. If the advertisements are prepared by concerns whose business he desires to secure, he is glad of the opportunity of showing off his own superior cleverness. So that, in nine-tenths of the advertising columns that come under my eye, the question of advertising is subordinated to the booming of "O. St. Clair Browne," or whoever the critic may be.

In this paper, it is different. This column is not intended to advertise me or to run down my competitors. It is conducted solely and simply in the interests of better advertising for the local retailer. It is as much a source of reliable information as the carefully prepared reviews of the markets which appear in each issue.

I have gone into this subject thus far because I want every one of my readers to understand that this column is open to all—that all advertisements that are submitted will be criticised freely and fearlessly, but entirely on their merits, and that no one will be criticised with a view to adding to my own personal glory.

I would like to receive more specimens for review—the supply has been rather small the last few weeks.

* * *

H. J. Slade, of Wayland, sends in an advertisement for criticism. The illustration is rather crude and the display is poor. The body of the advertisement is, however, well-worded—crisp, terse and to the point. Mr. Slade has the happy faculty of saying a good deal in small space. I should suggest resetting the advertisement after this style—the wording I can not see a chance to improve:

Poultry?

Don't let them fool you on the price.

See SLADE before you sell.

He buys every day in the week

--and gives full weight.

Seeds for farm and garden by the quart, bushel or ounce.
Oil meal always on hand.

H. J. Slade
At Railroad

S. Maudlin & Co., of Bridgman, send in a circular, which is so good in every way that I should like to reproduce it in full. The wording is admir-

able, and the display and presswork are, without exception, the best I have seen anywhere. Space only admits of the reproduction of a small portion, but

Store Talks

Business is good at the Big Store. We hope to see you often during 1900. We aim to please you just the same whether you buy 5c worth or \$5 worth.

Prices have and are advancing on nearly all lines. We have a great many goods in stock that we are selling for less money than we can buy them for to-day.

Try a package of S. M. & Co. Pure as Gold Soda at 4c and save 4c.

You use a good many packages of yeast during the year. Remember, we save you one cent on every package you buy of us.

Rex Lamp Chimney, packed in nice carton and sold for 5c and 10c, is the best and cheapest chimney on the market. We have others at 5c and 8c, but Rex is cheapest in the end.

That fancy Rice at 5c a pound, 7 pounds for a quarter, is a great bargain. You never saw a better one for the money.

We are selling a great many Fox Crackers now days at 5c a pound. That's a cent more than other brands, but our customers say they are worth it.

Note our special price on Muslin and Calico. The ladies will want to do their sewing before the busy season begins. This not only saves you money but enables you to do your sewing while you have time.

We have no heavy city rents, taxes or light bills to pay. No delivery wagons to pay for, and our other expenses are less than they are in the cities. We know from experience about what lines of goods are wanted in this section and do not have to carry a lot of fancy goods at a loss. These facts, together with the large amount of business that we do, enable us to make very close prices.

that will suffice to show its general excellence. My hearty congratulations, Messrs. Maudlin! Let the good work go on!

W. S. Hamburger.

Preparations For a Bath.

From the Cincinnati Inquirer.

Billy Drach, the traveling man, tells of a hotel experience in the interior of Arkansas that is looked upon by his friends with suspicion. He had arrived at a small settlement, and at once repaired to the Eagle House, which was situated on the outskirts of the town on the bank of a small stream.

After a dinner of side meat and corn bread Billy lighted a cigar, and the proprietor said:

"Stranger, is that anything we 'uns kin do foh yo' all?"

Thinking to confound his host, Drach answered:

"Well, yes; come to think of it, I'd like to have a bath."

The proprietor let his feet drop from the railing upon which he had hoisted them, disappeared in the house, and returned in a moment with a huge tin cupful of soft soap, a rough towel and a pick and shovel, which he offered Drach.

"What's the pick and shovel for?" asked Drach.

"Waal, stranger," answered the landlord, "th' wath's low, and yo' all 'll hev to dam up th' creek."

Changes in Terms.

Eastern Pennsylvania manufacturers have determined on selling terms for stoves and ranges which are a compromise between those formerly in force and the terms now prevailing in the West. Ninety days will be given, with 5 per cent. for cash in thirty days and 2 per cent. for sixty days. The only forward dating allowed will be in July and August, when one-half of the goods will be billed as of September 1 and the other half October 1.

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.

Hardware Price Current

Augurs and Bits

Snell's..... 25
Jennings' genuine..... 60
Jennings' imitation..... 50

Axes

First Quality, S. B. Bronze..... 7 00
First Quality, D. B. Bronze..... 11 50
First Quality, S. B. S. Steel..... 7 75
First Quality, D. B. Steel..... 13 00

Barrows

Railroad..... 16 50
Garden..... net 30 00

Bolts

Stove..... 50
Carriage, new list..... 45
Flow..... 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

1/4 in. 5-16 in. 3/8 in. 1/2 in.
Com..... 8 c. 7 1/2 c. 6 c. 5 c.
BB..... 9 1/2 7 3/4 6 3/4 6 1/2
BBB..... 9 1/2 8 3/4 7 1/2 7 3/4

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..... dis 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, List 12 13 14 15 16.
Discount, 70

Gas Pipe

Black..... 40&10
Galvanized..... 50&10

Gauges

Stanley Rule and Level Co.'s..... 60&10

Glass

Single Strength, by box..... dis 85&10
Double Strength, by box..... dis 85&10
By the Light..... dis 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

Adze Eye..... 60
..... \$17 00..dis

Metals—Zinc

600 pound casks..... 7 1/2
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 1/4c per pound extra.

Planes

Ohio Tool Co.'s, fancy..... 50
Sciota Bench..... 60
Sandusky Tool Co.'s, fancy..... 60
Bench, first quality..... 50

Nails

Advance over base, on both Steel and Wire.
Steel nails, base..... 3 50
Wire nails, base..... 3 65
Base
20 to 60 advance..... 05
10 to 16 advance..... 10
8 advance..... 20
6 advance..... 30
4 advance..... 30
3 advance..... 45
2 advance..... 70
Fine 3 advance..... 15
Casing 10 advance..... 25
Casing 8 advance..... 25
Casing 6 advance..... 25
Finish 10 advance..... 25
Finish 8 advance..... 35
Finish 6 advance..... 45
Barrel 1/2 advance..... 55

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
20x28 IX, 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

com. smooth. com.
Nos. 10 to 14..... \$3 20 \$3 00
Nos. 15 to 17..... 3 20 3 00
Nos. 18 to 21..... 3 30 3 20
Nos. 22 to 24..... 3 40 3 30
Nos. 25 to 26..... 3 50 3 40
No. 27..... 3 60 3 50
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, } per pound.. 10
14x56 IX, for No. 9 Boilers, }

Traps

Steel, Game..... 75
Oneida Community, Newhouse's..... 40&10
Oneida Community, Hawley & Norton's..... 65&16
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

COUPON BOOKS

SUPERCEDE
BOOK-KEEPING
DISPUTED ACCOUNTS
BAD DEBTS

ACCURACY
ASSURE PROFIT
CONTENTMENT

We make four grades of books in the different denominations.

CIRCULARS ON INQUIRY
SAMPLES

TRADESMAN COMPANY.

GRAND RAPIDS, MICH.

Annual Address of Ex-President Stevens to the M. K. of G.

Once again, in the providence of Almighty God, we are called to meet in annual convention, this being the eleventh convocation of the Michigan Knights of the Grip, and it is our purpose to review the record of the past year, to enjoy the delightful social intercourse, always so eagerly anticipated from year to year, to partake of the unbounded hospitality of our brethren of Bay City, and to legislate for the upbuilding and perpetuity of our organization. At the outset, therefore, permit me to express to you the gratitude of my heart for the honor you bestowed upon me one year ago in elevating me to the high and honorable position of President of the Michigan Knights of the Grip—an honor that has been fully appreciated and for which I offer again my sincere thanks; also to the Secretary, Treasurer and Board of Directors, who have at all times, and under all circumstances, shown me the greatest respect and have in so many ways manifested their esteem. The Michigan Knights of the Grip are to be most heartily congratulated upon having had such a capable, conservative and faithful Board of Directors, the superior of which I believe does not represent any organization in Michigan to-day. That we have disagreed at times goes without saying, but to my recollection not one harsh or unkind word has found utterance from any member of the Board during the entire year, each member having shown due respect for the others. The utmost harmony has invariably prevailed and it is an honor of which any man may be justly proud to have been a member of the Board of 1899. It is not my purpose in this address to assume any of the prerogatives of our efficient Secretary or Treasurer, so far as strictly accurate statistics are concerned, for they are carefully embodied in their reports, which have been examined and approved by your Financial Committee. There have been held during the year the regular number of Board meetings, as prescribed by the constitution, except that of Nov. 25, which was adjourned from the September meeting in order that amendments to the constitution might be presented thirty days prior to the annual convention. I would recommend that at as early a date as possible the constitution be amended so as to provide for a regular meeting of the Board somewhere near the thirty days prior to the annual convention. The meetings of the Board have been held during the year 1899 in Jackson, Owosso, Detroit, Lansing and Grand Rapids—in each instance upon invitation of the Director living in said city. The average cost of these meetings has been \$41.77.

That no very important legislation is to be reported this year is, perhaps, owing to the fact that the Northern interchangeable mileage ticket is so universally regarded with favor that we have been satisfied to rest a while before asking for further favors. You are to be congratulated upon the fact that our organization is to-day in as good condition as ever in its history, the present members in good standing being the reliable ones. There have been admitted during the year—new members, a few of these, however, being some who had dropped out and came back upon application as new members. This is just, because said parties had no claim under the beneficiary clause of the constitution during the interim. And here let me say, brother Knights, that it seems incredible to think that any could be so careless as to forget the very small amount necessary to keep alive a membership in the organization at so trifling a cost. At nearly every Board meeting we have listened to the lamentations of bereaved ones, and have had to stifle our emotions and steel our hearts to the pleadings of those suffering in their bereavement still more because an assessment was overlooked or not paid and the value of what might have been the widow's and the orphan's comfort had to be withheld because of simple neglect. Let me urge upon you, therefore, to see to it that your beneficiaries are pro-

tected after your strong arm is no longer able to do for them. I sincerely hope that the amendment relating to the more prompt adjustment of proofs of death and payment of claims will meet with your approval. We come before you to-day with every claim adjusted and every death claim ordered paid.

This is the record, brother Knights, and it is truly a record of which we may be justly proud, that we have been able to afford comfort and substantial assistance in the hour of need to the beneficiaries of our deceased brothers, most of whom we knew personally and whose genial faces we shall miss from the road. Last February it was my privilege to attend the last services in memory of Brother A. C. Wetzel, who one short year ago seconded my nomination in the convention at Saginaw, and who was called suddenly to lay down his grip and go to his long rest. Surely the thought of the uncertainty of life should stimulate us to renewed effort to add to the membership of the Knights of the Grip, thus insuring its perpetuity. Remember, brothers, all depends upon your efforts and mine. We have no paid agents, nor can we have. Will you not resolve to secure some friend for membership the coming year? If each member would do this it means a doubled membership and cheaper indemnity cost.

At the last annual meeting, a fund was placed at the disposal of the Committee on Employment and Relief to provide relief for brothers in distress, the amount not to exceed \$15 in any individual case. Brother Starbuck wrote me early in the year, stating that a brother out of employment thought that he had a possible chance to secure a position with a Toledo house and thought that if he could go there he might be more likely to secure the position than by correspondence, and asked that transportation be furnished him to Toledo from his house in Saginaw. Brother Starbuck asked if relief of the kind desired could be furnished. I answered, "No," that I understood the fund to be for the relief of the sick or destitute, as provided by the constitution, and not for traveling expenses in search of an uncertainty, and referred the case to the brethren of Saginaw, if favorably considered by them, that the attention of the chairman of the Railroad Committee be called to the case.

On Oct. 9 I received a most cordial invitation from Post K to attend the Kalamazoo Street Fair on Traveling Men's Day, Oct. 17, when it was expected that President McKinley would be present. A very pressing engagement made it appear impossible for me to accept, and I wrote Post K to that effect on the 16th. Director Thorn telegraphed me from Kalamazoo that the Knights were very much disappointed and that I must come, if possible. I finally secured a substitute for my business engagement and wired Brother Thorn that I would be there. On my arrival at Kalamazoo I was met by a delegation of nearly a hundred Knights of the Grip, headed by ex-President John A. Hoffman and a brass band, who received me with all the honors that could be bestowed upon the President of the United States and escorted me to the Burdick House and right royally entertained me, providing a carriage for me when we met and welcomed the President of the United States. It was a great day for the Knights of the Grip, and for Kalamazoo in particular, having two Presidents within her borders, William McKinley and myself! Still she survived and will long remember the five hundred traveling men who formed the escort for the President. I wish to thank them all for the courtesy shown me on that memorable occasion. I shall never forget it.

I have one other recommendation to submit for your careful consideration—that steps be taken looking toward the creation of a reserve fund, which will afford relief from making an extra assessment when an unusual number of losses occur. All fraternal organizations recognize the necessity of this and I trust that the subject may receive your favorable consideration.

And now, Sir Knights, the record of the year will be presented to you for your approval or otherwise. Of one thing we are certain: We have done our best and have exercised our best judgment. More than that no man can do, and we lay down the gavel to-day with the full consciousness of having performed our full duty, as we saw and understood it. Once again do I adjure you to be faithful to our organization. It has accomplished more than any travelers' organization ever did, and when you look at your mileage ticket and use it, remember that what it saves you in money, time and annoyance is more than the cost of your membership each year. Ask your fellows to join us, gather them in. In union there is strength. Be loyal, be faithful.

And at last when we turn from this earthly abode

And have finished up our last trip,
Mine Host of the Inn at the end of the road
Will welcome the Knights of the Grip.

Predicts the Law Will Prove a Boomerang.

Chicago, Feb. 6.—The new Michigan law, providing for the bonding of solicitors, is most unfair and I doubt if any attention will be paid to it, except by a few merchants who will fight it in the courts. The law will prove a detriment to fruit growers, and it will quickly become a dead letter. I will have nothing to do with it one way or the other, and I expect to handle just as much Michigan fruit the coming season as I have ever handled.

Most of the merchants take the stand that the Michigan fruit must come to Chicago, as this is the best and most direct market for it. If the Michigan people insist on the enforcement of this law we can merely withdraw our solicitors and the fruit will come to us just the same. It has been the practice of many firms to send agents into the Michigan fruit regions to solicit consignments of fruit, and these firms are asked to put up a bond of \$5,000. If any Michigan shipper is dissatisfied with his returns, all he will have to do is to make complaint and bring suit against the bonds.

The Chicago commission man must then go to Michigan to defend the suit and the chances are that the profits would soon disappear in the costs piled up in the Michigan courts. We are willing to have fruit inspectors, but they should be appointed to inspect the fruit at the shipping points and not after its arrival in Chicago. This talk of increasing commissions from 10 to 15 per cent., in retaliation against the Michigan fruit growers, is news to me, and I do not take any stock in it. The plan is not practical and would not accomplish anything. Henry W. Love.

E. E. Hewitt has purchased a half interest in the fruit and produce business of C. N. Rapp & Co. and will take up his residence in this city and devote his entire time to the expansion of the business.

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 FIRST-CLASS BUSINESS IN a thriving, flourishing village of 1,500 inhabitants, located on the Chicago & Grand Trunk Railway, 13 miles from competitors of importance. A good building, containing a saw mill, planing mill, cider mill, two turning lathes and jig saw, all complete. Machinery in first-class condition and runs the year round; all lumber contracts made for this year at best prices and lots of timber already bought. A first-class opportunity to put in an electric light plant to light the town. Best of reasons for selling above and correspondence solicited. Address all letters to A. B. Hoyt, Bellevue, Eaton Co., Mich. 207

FOR SALE—ON ACCOUNT OF THE DEATH of the proprietor, I am instructed by the court to dispose of the Foote gear stock and fixtures, inventorying about \$4,000. The store has a good trade and is paying well. Charles Bennett, Administrator, Charlotte, Mich. 206

TO EXCHANGE—TWO 40 ACRE FARMS IN the Fruit Belt of Oceana county for a clean stock of dry goods and groceries. Address Box 333, Saranac, Mich. 208

FOR SALE—WELL-ESTABLISHED RETAIL lumber and fuel business in a live town. Stock inventories about \$4,000. Wm. Sebright & Co., Otsego, Mich. 204

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 AT A BARGAIN—\$2,000 STOCK in 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 1899. 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, involving about \$5,000; good town Southern Michigan; low rent; good reasons for selling. Address M. A. C., care Michigan Tradesman. 198

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 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

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. 189

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

BRYSON 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—60 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

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—REGISTERED PHARMACIST, one who understands work in a general store preferred. State age, experience and salary expected. Address No. 209, care Michigan Tradesman. 209

WANTED—HUSTLING GROCERY SALESMAN in every city to send name and address; profitable side line. A1, care Grocery World, 306 Chestnut St., Philadelphia, Pa. 205

WANTED—POSITION AS REGISTERED pharmacist. Have had twenty years' experience in drug business; married; 40 years of age; out of employment on account of fire destroying building and stock. Address No. 203, care Michigan Tradesman. 203

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

EXPERIENCED DRUGGIST WANTS SIT- uation. Address No. 178, care Michigan Tradesman. 178

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's, 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.

Going East. Leave			Arrive		
Saginaw, Detroit & N. Y.	+ 6:50am	+ 9:55pm			
Detroit and East	+ 10:16am	+ 5:07pm			
Saginaw, Detroit & East	+ 3:27pm	+ 12:50pm			
Buffalo & New York Limited	*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			
*Daily. +Except Sunday.					
C. A. JUSTIN, C. P. & T. A., Morton House.					
Nov. 19, 1899.					

GRAND Rapids & Indiana Railway

December 17, 1899.

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

Southern Division

			Going			From		
Kalamazoo, Ft. Wayne Cln.	+ 7:10am	+ 9:45pm						
Kalamazoo and Ft. Wayne	+ 2:00pm	+ 2:00pm						
Kalamazoo, Ft. Wayne Cln.	* 7:00pm	* 6:45am						
Kalamazoo and Vicksburg	* 11:30pm	* 9:10am						
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	+ 8 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

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you have in mind assume form; let it tell your business story as only a good booklet can tell it. We write, design and print booklets that have individuality, snap and vigor. Ask for samples and terms.

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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.

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President, M. W. TANNER; Secretary, E. H. McPHERSON; Treasurer, R. A. HERR.

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. C. WHIPPLE; Secretary, G. T. CAMPBELL; Treasurer, W. E. COLLINS.

Pt. Huron Merchant and Manufacturers' Association

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Alpena Business Men's Association

President, F. W. GILCHRIST; Secretary, C. L. PARTRIDGE.

St. Johns Business Men's Association

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80 double pages, registers 2,880 invoices	\$2 00
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Grand Rapids, Mich.

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Painters' Supplies
and Window
Shades

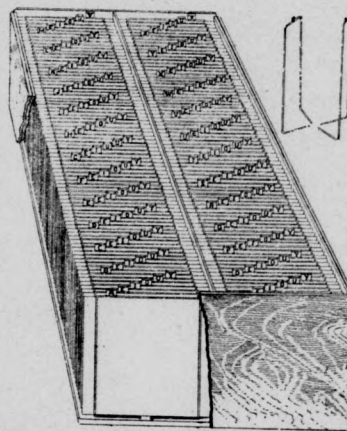
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