

Pretty Opalescent Novelties

Just the Thing for Special Sale Days

Opalescent Novelty Assortment

Contains half dozen each of the twelve articles shown in the illustration, in three assorted colorings; six dozen in the package at

\$6.00

No charge for the package

Brighten up your stock.

These quick selling money makers
will do the business.



Colors: Flint, Blue and Canary Opalescent.
DIMENSIONS

Candlesticks, height.....	6½ inches.
Vases, height.....	6½ inches.
Vases, height.....	6½ inches.
Vases, height.....	5 inches.
Celery Holders, height.....	6½ inches.
Card Receivers, diameter.....	6½ inches.
Rose Bowls, diameter.....	4 inches.
Bon Bons, length.....	5 inches.

Excellent for
PREMIUMS AND SOUVENIRS
and they will sell readily at
10, 15 and 25 cents

Opalescent Card-Tray Assortment

Contains six dozen assorted, two
shapes and three colorings, for

\$6.00

No charge for the package

We sell to
dealers only

Burley & Torrell

42-44 Lake Street,
Chicago.

We Know What Smokers Want===

Are Smokers ourselves. That's how we came to put

Royal Tiger 10c, Tigerettes 5c

on the market. Were looking for something extra good for our own
smokes, had the best factories in the country make up cigars for us,
finally settled on our choice and were so well pleased with them that
we decided to have them put up under our own brands; that's why
they're so popular. Good enough for anybody.

A little better than anything else on the market for the same money.

PHELPS, BRACE & CO., Detroit

Largest Cigar Dealers in the Middle West.

F. E. BUSHMAN, Manager.

Jenness & McCurdy

Importers and Jobbers of

China Crockery

Fancy Goods

Glassware Lamps

Johnson Bros. celebrated Porcelain Century Pattern, decorated and plain, the best on the market. It leads them all.

Dinner and Tea Sets in many designs. All new.

See our samples before placing spring orders. Write for list and prices. We will please you.

71-75 Jefferson Avenue, Detroit, Michigan

MICA AXLE GREASE

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

**ILLUMINATING AND
LUBRICATING OILS**

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

HIGHEST PRICE PAID FOR EMPTY CARBON AND GASOLINE BARRELS

STANDARD OIL CO.

Walsh-DeRoo Milling Co.,

Holland, Michigan

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

WALSH-DEROO MILLING CO.

One of Our Many Assortments of Bright Sellers

Oriental No. 42 Gold roc Assortment, 1 doz. each

2 in. Rose Bowls	Bar Tumblers	Goblets
D Salts and Peppers N T	4½ in. Comports	Custards
C Salts and Peppers P T	4½ in. Square Nappies	5 in. handled Nappies
Wine Glasses	Individual Creams	6 in. Plates
Claret Glasses	Individual Sugars	5 in. Olives
Champagne Tumblers	Tooth Picks	4½ in. round Nappies
Table Tumblers	Egg Glasses	Admiral No. 2 7 in. Gold Vase
	21 dozen, 85 cents per dozen.....	\$18.70

Hall & Hadden,

18 Houseman Building,

Grand Rapids, Mich.

MICHIGAN TRADESMAN

Volume XVII.

GRAND RAPIDS, WEDNESDAY, FEBRUARY 21, 1900.

Number 857

KOLB & SON are the oldest and most reliable wholesale clothing manufacturers in Rochester, N. Y. Originators of the three-button cut-away frock—no better fitting garments, guaranteed reasonable in price. Mail orders receive prompt attention.

Write our representative, WILLIAM CONNOR, Box 346, Marshall, Mich., to call on you or meet him at Sweet's Hotel, Grand Rapids, March 5 to 12 inclusive. Customers' expenses paid.

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

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

Why not increase your Coffee trade?
A. I. C. HIGH GRADE COFFEES
will do it. Write us for terms.
Our prices will interest you.
AMERICAN IMPORTING CO.,
21-23 RIVER ST., CHICAGO, ILL.

Commercial Credit Co. Ltd.
Prompt Credit Advances
Collections and Commercial
Litigation
WIDDICOMB BLDG.
GRAND RAPIDS, MICH.

419 Widdicomb Bld., Grand Rapids.
Detroit office, 817 Hammond Bld.
Associate offices and attorneys in every county in the United States and Canada.
Refer to State Bank of Michigan and Michigan Tradesman.

Michigan Fire and Marine Insurance Co.
Organized 1881.
Detroit, Michigan.

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

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

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

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 - Business Wants.

Sensible Suggestions to Working Women.

The world of business is a school, but one in which the workers are paid for the novitiate work they do. Your employer is a far more rigid task master than your teacher.

It is of the greatest importance that you should be able to distinguish your abilities from what may be called your tastes or inclinations. The latter are pleasanter to follow but not always profitable.

It is necessary to establish health on a pedestal as a vengeful little god who must be placated, and regard the care of him as an essential but impersonal matter. If you have not health you can not work; if you can not work then others suffer.

Another kernel of advice is to be businesslike. There is a conviction among men that women are generally unpunctual and irresponsible. It takes a long period of virtuous conduct before a dog outgrows a bad name. Solely because we are women we have got to excel in being businesslike, that we may mend a reputation which was acquired during the days when Adam did the delving and Eve was permitted the luxury of simply being a woman with womanly duties.

Business may be congenial, but it is not taken up for fun except in cases too uncommon to count, and those who become paid workers must put away all thoughts of sex and realize that in a contract value received relates to both parties, whether labor is for sale or merchandise. One of the most important principles of business is promptness, another energy, another ambition and another an undying zeal that is willing to sacrifice the lighter things of life and to expend all time and strength upon work.

"What comes of my social position?" ask those who have not had their fill of accustomed gayeties. The question settles itself by changing of taste. One who has lived on good steak no longer cares to feed on meringues, although they may be valued as a dessert.

Caste is not lost by earnest employment; the world of society is not cruel enough to turn a woman off because she

has taken up a serious and obvious duty; but she on her part needs her time and strength for her work, and so there comes divergence of interest and a separation from all save the choicest friends. But the compensation lies in this—that the pleasures of labor are keener than those of indolence and the lives of workers are full and rich past comprehension by the uninitiated.

The Grain Market.

Wheat is rather dull, as reports are very contradictory as regards the various positions of that article. Both sides, the longs and shorts, argue for either lower or higher values, which causes the outside dealers to take a waiting mood and see what the future would bring forth. As we are nearing spring we will soon see what damage the fly and weather have done. If the predictions of the farmers are true the winter wheat crop will be as short as last season, which would be a sad calamity in the winter wheat belt. The visible made about as much of a decrease as last week. The world's visible also decreased about one and a half million bushels. Our visible would show a greater decrease if it were not for the free movement from country elevators in Minnesota and the Dakotas to escape paying taxes, which made receipts in the Northwest larger than anticipated. This, of course, will have an end soon, when the true situation will assert itself. Cash wheat is extremely strong, owing to its scarcity. We do not look for much change, so far as the quantity is concerned, until next harvest.

Corn, owing to the easy feeling in wheat, is also rather tame. Prices have gone off a trifle. Were it not for the general apathy in trading, prices would be enhanced considerable.

The same can be said of oats. Nothing is doing, so prices remain the same.

There is nothing new in rye, which is slow sale. The sellers are asking fully as much as before, but the buyers are rather slow to accept. It will require more exports to raise the market.

Beans have also suffered a decline of 5c and \$2 is the asking price.

The flour trade has been good. The mills have all made fair runs during the entire week. Mill feed is still in good demand and prices are held up firm.

Receipts during the week were as follows: wheat, 53 cars; corn, 11 cars; oats, 13 cars; flour, 1 car; hay, 1 car; straw, 1 car.

Millers are paying 68c.

C. G. A. Voigt.

Port Huron Business Men Touch Elbows.

The second annual banquet of the Merchants and Manufacturers' Association of Port Huron, which was held last Wednesday evening, was largely attended and proved to be one of the most enjoyable events ever held in the Tunnel City. Speeches pertinent to the occasion were made by about a dozen gentlemen, interspersed with music and other entertaining features.

Swinging on a cemetery gate is a dead open-and-shut game.

Man the Prize Conundrum.

"Man," said the woman of experience to the debutante, "is the prize conundrum that women spend their lives trying to guess. He is made up of as many caprices as a vaudeville show, and as many contrasts as a department store, but upon getting the right answer to the riddle will depend much of your comfort and pleasure. He is our greatest blessing, and the source of nine-tenths of our woe, and both of us are happiest when he is kissing away the tears he has made us shed. He is as brave as a lion in the face of actual danger, but he thinks himself dying if he has a sick headache and keeps a doctor and three nurses on the jump, trying to alleviate his groans. He has discovered all the new countries of the world, but he can't find a pocket handkerchief if it isn't the top thing in the drawer. He will face the enemy on the battlefield, but he makes his wife discharge the cook and speak to the wash lady. He can boss an army of employees, but he can't manage his own baby. He will heroically endure to be martyred for the sake of an opinion, but he hasn't the courage to wear a last year's style straw hat. In his dealings with women he is even more paradoxical. He is woman's most relentless critic and satirist, yet he never loves her so well as when she justifies all his gibes. He prides himself upon being governed by his reason and judgment, yet in the most important affair of his life he throws reason to the winds and marries a girl because her eyes are blue and her cheeks rosy. The qualities he admires in a sweetheart he objects to in a wife. He chooses a girl because she is a butterfly, and feels ill-used because she isn't a useful domestic grub. He will cheerfully work himself into nervous prostration for his family, but he considers it an imposition to have to bring up a bucket of coal. He trusts his wife with his name and his honor, but not with his pocket-book. At 16 he falls in love with a woman old enough to be his mother and it flatters him to be addressed as 'old man,' and talked to as a man of the world. At 60 only debutantes are young enough for his taste, and he likes to be treated as if he were a boy. He complains of the matrimonial noose, yet he is never happy except when his neck is in the halter. He derides a woman's logic, but adopts her conclusions. He bemoans the senselessness of her dress, but he admires her most when she wears the most frills and furbelows. In his general dealings with woman he calls her an angel and treats her like she was an idiot. He admires, in theory, an intellectual goddess, but he marries the roly-poly little woman girl who weeps at the right moment on the second button of his waistcoat. He can be as strong as a hero, as patient as a saint, as wise as a seer, and at the same time get into the most abominable tantrum because dinner is five minutes late. No woman ever really understand a man, any more than a man ever really understands a woman. That's what makes us of personal interest to each other. The guessing is the fun of the game."

Tradesman Coupons Save Trouble. Save Money. Save Time.

Dry Goods

The Dry Goods Market.

Staple Cottons—This department of the market shows no change in prices or in the general tone, even although there has been somewhat more business transacted. This was expected for the past week, and there is not expected to be much change for another week. The local business has been of an average volume. In four-yard brown goods there has been some business transacted at prices a trifle below open quotations for forward deliveries. During the last two or three days, however, this has been to some extent checked. There are enough enquiries to show that if sellers were a little easier to deal with in other directions, there would be a good amount of business coming forward at once. Brown drills are another line showing signs of

pelled to. Gingham is strong and the market is bare of ready supplies.

Knit Goods—The advance in the price of knit goods is very beneficial to the consumer, as well as to the manufacturer and retailer, because the manufacturers with few exceptions are enabled to maintain the higher standard in the materials used in the manufacture of their goods. This is especially so in the higher class of goods, where the substitution of an inferior material is more easily detected. One manufacturer of fashioned underwear makes the following statement: "Any one of my customers is at liberty to search the market for better grades of silk than I employ in making up my fashioned underwear, and if successful in finding a better grade, I shall buy the same, use it in the manufacture of my underwear, and not charge the customer a cent more

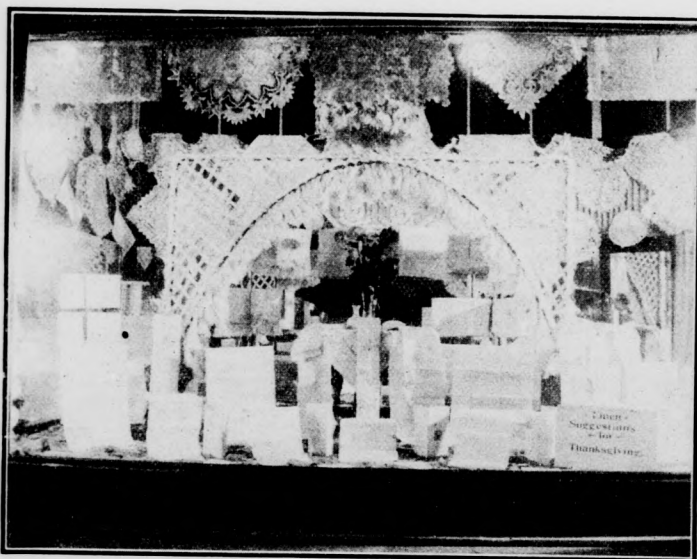
stated, new terms went into effect Jan. 1. Some offer old terms where payments are anticipated before the dating named. The manufacturers can not view it in the same light as the retailers, for they have been forced, through long years of depression and low prices for goods, to make the best terms possible. Now the conditions have changed and the manufacturer knows that if ever he is to obtain "live and let live" prices as well as terms for his goods he must insist on more favorable conditions now, and while this at present only applies to $\frac{3}{4}$ goods, the ingrain manufacturers should receive the same benefits. The manufacturers are all filling orders, many of them working overtime. They report the outlook favorable to a very successful spring business.

A man gets very little solid pleasure from hugging a delusion.

Corl, Knott & Co.

First Spring Opening Pattern Hats, Feb. 27, 28, Mar. 1 and 2.

20 & 22 N. Division St.,
Grand Rapids, Mich.



An eye-arresting window, an illustration from which our readers will doubtless gain a good many valuable suggestions is that of a linen exhibit, which was executed by Wade Cadman, decorator for D. M. Christian, Owosso. Mr. Cadman arranged the display as a Thanksgiving exhibit of linens, but as it is one of those schemes which is germane to almost any season, and as linens play a very important part in the window decorating plans for the winter months, we take occasion to reproduce the photograph now. The decorator has tastefully combined table linens with the more decorative pieces which are used for home beautifying, and, judging from the photograph, the display was one of those dignified showings which could not help to have impressed the average passerby with the worthiness of the fabrics handled by this store's linen department.

weakness and it would not take much to make them favor the buyers. This and one or two other points show the extreme sensitiveness of the market. If quotations for raw cotton show growing strength, these lines will immediately harden, but if, on the other hand, raw cotton recedes, cotton goods will follow immediately, all except those lines well sold ahead. Bleached cottons show no change, and the amount of business for the week was better than last. Cotton flannels and blankets are strongly situated and well sold ahead. Denims are among the firmest lines. They are scarce, and the tendency is upward. Ticks, checks, etc., are firm, and the supply is behind the demand.

Prints and Gingham—There is quite an improvement to be seen in the number of orders coming to hand for various printed fabrics and the outlook is most encouraging. Manufacturers criticize sharply the conditions which exist in the jobbing houses with printed calicoes. The jobbers are selling at prices lower than the present quotations in first hands. This will hold business back, for the jobbers under the circumstances will not place more orders until com-

than he is now paying for the goods. This statement is made as a guarantee of the fact that I believe that I use the best quality of silk that is produced in the market, and satisfied customers are the result." While there is a certain amount of advertising in this statement, nevertheless it shows that the tendency among manufacturers is to keep their goods up to their usual standard of excellence.

Carpets—The retailers are now quite busy cutting up carpets. Some of them have cleaned up old stocks at greatly reduced figures, much below what new goods could be offered for to-day. The latter are also receiving more attention. The principal complaint from retailers to-day is the reduced discount and shortening of dating. They complain of the fact that all $\frac{3}{4}$ goods on which they were formerly allowed 4 per cent. discount, if payments were made in ten days from April 1 dating, have since January 1 been changed to $3\frac{1}{2}$ per cent. off ten days from March 1 dating, 3 per cent. off thirty days, 2 per cent. off sixty days, or four months net. This holds where orders were not placed in the fall for March 1 dating, and as

DRY GOODS



NEW SPRING DRESS GOODS

WE HAVE THEM TO SELL—YOU WANT THEM TO SELL. THEY ARE GOOD VALUES AND WILL DRAW YOU TRADE AS THEY ARE PRETTY EFFECTS IN SERGES, CASHMERES, SILKS AND PLAIDS, RANGING IN WIDTHS FROM TWENTY-EIGHT INCHES TO FIFTY-FIVE INCHES, IN PRICES FROM 8 CENTS TO 50 CENTS THE YARD.

P. STEKETEE & SONS,
WHOLESALE DRY GOODS AND NOTIONS,
GRAND RAPIDS, MICH.



Michigan Suspenders

Unexcelled in workmanship and durability. Every pair guaranteed. Write us and our agent will call on you.

Michigan Suspenders Company,
Plainwell, Mich.

A Big Sock



display and some of the best values in Ladies', Misses' and Children's hose that have ever been offered is one of the really good parts of our spring line. The fact is, we believe there is more good profit in this line for the dealer than in any other and for this reason give it especial attention. Buy now—delay means a loss to you.
Prices 45 cents to \$3.00 per dozen.

Voigt, Herpolsheimer & Co.,

Wholesale Dry Goods,

Grand Rapids, Mich.

Getting the People

Gradual Improvement in Hannah & Lay's Advertising.

Merritt B. Holley, who manages the advertising of the Hannah & Lay Mercantile Co., at Traverse City, writes me as follows:

Enclosed you will find some of our latest advertisements. Will you kindly look them over and give them a fair and frank criticism such as they deserve. I am trying to improve the tone, under the most excellent advice that you are giving in the Tradesman from week to week. I take that page and file it away for reference, and the good advice helps me wonderfully.

Mr. Holley sends in a very creditable collection of advertisements, and they all show great improvement over anything I have previously seen from his pen. My space admits of the reproduction of only one of them, but this can be taken as a fair representative of the general excellence they show. Mr. Holley's advertising has grown more thoroughly practical as his experience has increased. He is paying more attention to the question of dollars and cents and less to the construction of odd

Mr. Holley has sent in and I trust that his progress will be as marked in the coming year as it has been in the past six months.

I am in receipt of a clever advertisement from Saginaw in the shape of an

Anti-Profanity Plasters.

A customer confessed to us Saturday that Schirmer's Magic Corn Plasters had cured him of swearing. Of course we knew how it was. The plasters had gotten at the root of the matter—killed his corns, and so removed one great cause of profanity.

So far, mighty good! Who will be the next? We say to you that Schirmer's Magic Corn Plasters will remove corns in 24 to 48 hours; that they are convenient to use, cause no pain if directions are carefully followed, and cost but a trivial 10-cent piece for a package containing enough to kill a dozen corns.

We are so enthusiastic about them that we agree to deliver them by mail or messenger to any part of the city. Send a dime or stamps by mail if you can't call.

We ask you to remember what a good prescription department we have. It's complete. Two competent registered pharmacists to attend to your wants.

Schirmer's Drug Store,

Saginaw, Mich.

Established 1883.

announcement by Schirmer's drug store—one that should lay the foundation for excellent results along the line of the article advertised. The heading is striking enough to attract attention to the

Advertising Catch Phrases Gleaned From Everywhere.

These please.
A trade tonic.
Our trade event.
Weather resisters.
One will convince.
A chorus of praise.
A season of saving.
A forecast of spring.
Never a better value.
The time for buying.
Your wants satisfied.
Please you, of course.
Price not the criterion.
You'll save and profit.
A saving worth having.
Long life to your dollar.
What they mean to you.
See others and see these.
A thought for the future.
Every day a bargain day.
Get them while they last.
The one you'll appreciate.
A price at which you save.
The verdict of our patrons.
Little things at little prices.
Early styles for early spring.
Our thoughts for your needs.
A store full of attractiveness.
A long value at a short price.
Rich values for a dull season.
A saving and how to enjoy it.
A cold day but a warm value.
You've a want we can satisfy.
A new way to fill an old want.
We do this to get your interest.
It's all said—23c for any of 'em.
You can't make a mistake here.
Get one if you want a good one.
No chance to get the worst of it.
Think of these and act promptly.
Others are good—here's the best.
Winter weights at old-time prices.
Making prices that make goods sell.
A stock that blossoms with beauty.
We make prices that make business.
Early to buy means a pleasing start.
When you want the best come here.
Our promises and what they mean.
Every-day needs at every-day prices.
Full measure at half-measure prices.
We build reputation by giving values.
How we watch out for your interests.
Provide for to-morrow by buying to-day.

Makes business and gives satisfaction.

Elegance combined with low pricedness.

A reliable remedy for shortness of cash.
New season goods at an old season price.

Your ideas, and how we please them.
Our inducements and what they mean.
Winter weather but we show spring goods.

Properly clothed means perfect health.
A limited supply, but an unlimited quality.

Always ready with something attractive.

You'll know how good when you see them.

Goods that speak for themselves—see them.

You save yourself if you let us save your money.

A big advance in quality—a little advance in price.

Not too late for comfort—just right for economy.

When you think of true economy, these are the natural things to buy.

He Learned Wisdom.

James Pyle, who died in New York recently, was one of the pioneers of modern business methods and spent millions of dollars in advertising. He did not think much of advertising at first, however. Horace Greeley, of the New York Tribune, who knew him, tried for a long time to get Mr. Pyle's advertisement, and finally said to him: "Here is the Tribune rate card. Use whatever space you want for one year. If you find that at the end of that time it pays, pay for the space you have taken. If you find it does not pay, pay nothing." Of course the space was paid for.

Aluminum Money

Will Increase Your Business.



Cheap and Effective.

Send for samples and prices.

C. H. HANSON,

44 S. Clark St., Chicago, Ill.

Half
of
Your
Life
Is
Spent
in
Your
Office

Then why not have a pleasant one? Why not have all the conveniences possible? Many people are judged by their office surroundings. The best is none too good—remember that. Ever stop to see how we can fit you out?

LINOLEUM is needed for the floor. We have all widths—yard, yard and a half and two yards square; sell for 25c to \$1.50 the square yard. We'll take the measure and lay it for you.

REVOLVING CHAIRS—great big elegant easy chairs any style you want. Solid oak with high carved back or with low back upholstered in leather, or the plain wood—prices all the way from \$4.50, \$5.25, \$6.50 to \$11.

ROLL TOP DESK—nothing like having a good convenient desk with "a place for everything and everything in its place." Sell these from \$12.75 to \$180. Have a nice line of flat top desks from \$4.50 up.

DESK SUPPLIES—all the "little things" that are so necessary in the daily desk work. Pens 10c a doz.; Holders 1c, 5c, 10c; Erasers 1c, 5c, 10c; Wood Rulers 5c; Rubber Rulers 30c to 40c; Balls of Pins 10c; all sizes rubber bands, mullage and white paste.

INK AND INK STANDS—all sizes of ink stands from 15c in glass to the patent styles at 75c. Nothing so annoying as poor ink—we carry the best makes: Arnold's, Diamond, Sanford, Stafford, Thomas. Best quality of Red Ink in 10c bottles.

BLANK BOOKS—the most needed—a big assortment—the large sized Ledgers and Journals in the best of binding. Miniature blank books from 25c up; order books and counter books from 5c up; memos. at 5c, 10c, up to 50c; vest memos. 5c up; desk pads 10c.

LETTER BOOKS and letter presses, keep a copy of every letter written—save you many dollars in a year's time. Letter books from \$1 up; one of the finest presses at \$6; blotters, oil boards and carbon paper.

HANNAH & LAY MERCANTILE COMPANY

phrases, and the advertiser who does this shows that he is arriving at a true conception of the purpose of advertising. The style of display used in all of Mr. Holley's advertising shows that the claim I made some time ago was founded upon fact: "That anyone could get the best possible kind of display from the local newspaper no matter how small the facilities of the office might be." Mr. Holley uses but two styles of type in most of his advertisements, with the result that they present a clean, attractive appearance that could not be attained by the use of a dozen or more different styles. It is often difficult to get the local compositor out of the old-fashioned rut in which he has learned to use as many phases of display type as possible. I have been there myself in this city, and I know what hard work it is, but the mere matter of display affects so much the appearance of an advertisement that it will pay every advertiser to make the effort. While display is not everything in advertising, it is the point which strikes the reader first, and first impressions are usually the strongest and the most enduring. I have nothing but praise for the advertising that

body of the advertisement and the reading matter is worded so well as to leave a permanent impression that Schirmer's Magic Corn Plasters are a good thing. The idea of delivering them by messenger or by mail is a clever one, for it goes to show that the manufacturers are enthusiastic enough and progressive enough to take the trouble to sell a 10 cent article. An advertising druggist who advertises as well as Mr. Schirmer is so rare that it is refreshing to come across an announcement like the one reproduced herewith.

W. S. Hamburger.

Opposed to Innovations.

For some time the younger members of the Quaker congregation in Plainfield, N. J., have wished to introduce steam heat, electric lights and other modern comforts in their meeting house, and recently brought the matter up in meeting. After an earnest debate on it the congregation decided to continue with the old-fashioned boxwood stove and oil lamps, as they have done since 1777. Plainfield is evidently not a good town for the stove business.

A bad memory is one that retains all the bad things, according to its cultivation by a bad man with a bad mind.

VII
XII
VI

3 Times
a Day,
at Work
or Play,
You need a
Jinjer
Wayfer

Around the State

Movements of Merchants.

Hudson—James Deems, tinner, has sold out to R. W. Armstrong.

Romeo—P. F. Heenen has purchased the general stock of M. P. Owen.

Standish—E. M. Ward has purchased the harness stock of Fred F. Dow.

Clio—Bernard Runyan has purchased the grocery stock of Sanford Hunt.

Lawton—F. N. Langdon & Son have opened a grocery store at this place.

Vassar—J. L. Selling & Co. have sold their clothing stock to Chas. A. Lewis.

Detroit—Butler & Stalker succeed E. I. Butler in the tea and coffee business.

Fairgrove—Burrough & Wise have purchased the bicycle business of C. C. Hoff.

Holland—D. J. Sluyter has added a line of clothing to his furnishing goods stock.

Breckenridge—A. J. Marks has purchased the general stock of James Redmond.

Allegan—J. A. Wiley will shortly re-engage in the meat business at this place.

Durand—M. C. Terry has sold his clothing stock at Coleman to F. A. Slater.

Posen—E. A. Hall has sold his dry goods and grocery stock to Vincent D. Vincent.

Kalamazoo—Oliver Bros. have purchased the grocery stock of Harvey Woodard.

Charlesworth—Rufus Rose has sold his stock of general merchandise to F. A. Westgate.

Cass City—J. H. Striffler & Co. continue the implement business of Striffler & Wallace.

Pentwater—Mrs. Mary Bunnell will open millinery parlors at this place about March 15.

Manchester—Robinson & Koebbe, dealers in clothing, will dissolve partnership March 1.

Milan—Alderman Bros. continue the meat, grocery and produce business of Allen & Alderman.

Saginaw—D. Y. Stewart & Co. are succeeded by the Stewart-Leesch Co. in the grocery business.

Harbor Beach—Chas. E. Pettit has purchased a store building and removed his drug stock therein.

Ovid—Chas. H. Misner has purchased the interest of his partner in the meat firm of Misner & Losey.

Union City—Whitney & Taylor succeed Whitney & Burroughs in the grocery and bakery business.

Homer—Frank W. Hill, dealer in clothing and men's furnishing goods, has sold out to Buck & Robards.

Springport—Miss Lou Rull and Miss Ella Mack have purchased the dry goods and millinery stock of Mrs. L. R. Canfield.

Charlotte—Geo. Bracket has purchased the shoe stock of Parmelee Bros., at Lansing, and will add same to his stock at this place.

Owosso—Frank C. Kneeland, of St. Louis, has opened a book store here. He will put in a stock of from 9,000 to 10,000 volumes.

Stanton—Mrs. E. F. Tidd has sold her millinery stock to Mrs. G. F. Potter, of Grand Rapids, who will open the store about March 1.

Hudson—The fifty creditors of Whitebeck Bros., whose claims aggregate about \$3,100, will probably receive about 20 cents on the dollar.

South Arm—Charles Brabant has purchased the general stock of the South Arm Lumber Co. and will continue the business at the same location.

Hart—Louis Platt has purchased a half interest in the shoe business of his employer, L. P. Hyde. The new firm will be known as Hyde & Platt.

Ypsilanti—Henry S. Platt, A. I. Sullivan and G. Cook have purchased the clothing stock belonging to the late A. L. Noble and removed the same to this place.

St. Louis—Chas. Van Denberg, of Saginaw, will shortly open a drug store at this place in the building formerly occupied by the clothing stock of L. Lenhoff.

Calumet—The Tamarack Co-operative Association has declared its ninth annual dividend—10 per cent. on the goods purchased at the store and 8 per cent. on the capital stock.

Elsie—H. W. Tuttle has purchased the grocery stock of Lusk & Co. and the meat market of Sheldon Bros. Mr. Lusk has removed to Chilson, where he will engage in business.

Allegan—J. C. & J. G. Stein have exchanged their stock of dry goods and store building at Gobleville for the fruit farm of O. B. Griffith, located a short distance north of Fennville.

Dowagiac—T. Cullinane, who formerly succeeded T. Henwood in the shoe business at this place, and who is recently from South Bend, has re-engaged in the shoe business at this place.

Allegan—The sale of the Guard, Fairfield & Co. milling property to C. L. Harvey, of Ula, which was announced about a week ago, was not consummated, owing to a hitch in the proceedings.

Sault Ste. Marie—Thos. J. Graham's grocery store has been closed by the foreclosure of a chattel mortgage running to P. C. Keliher. Mr. Graham expects to be able to resume business again shortly.

Edmore—Frank Dreese has sold his brick store building to R. M. Miller, who will occupy the same with his dry goods and clothing stock. Mr. Dreese will remove his dry goods and clothing stock to Cedar Springs.

Owosso—The Owosso Cold Storage Co. has been organized with a capital stock of \$25,000. The incorporators are E. F. Dudley, Anna L. Dudley, W. H. Avery, A. D. Whipple and H. S. Hadsall, all of this city.

Albion—The Austin & Smith hardware stock, owned by Henry D. Smith and the estate of Chas. F. Austin, has been purchased by Stephen A. Welling, of Detroit, and Geo. P. Griffin, of Mason. The firm name will be Welling & Griffin.

Owosso—F. E. Mosely, the West Side grocer and butcher, has taken a partner in the person of Frank Russell. The market will be located in an addition in the rear of the building and the front of the store will be devoted to the grocery department.

Benton Harbor—The clothing and furniture firm of Enders & Young has been reorganized under the style of the Enders & Young Co., it having taken a number of its employees into the business. The capital stock has been increased to \$50,000.

Menominee—Ludwig H. Larson, of Marinette, has purchased the stock of the Pauli Mercantile Co. and will continue the business at the same location. He will dispose of the crockery stock and continue the clothing and dry goods business exclusively.

Sault Ste. Marie—John A. Gowan contemplates opening a hardware store in this city soon, but as yet his plans are not fully matured. Mr. Gowan was a stockholder in the Chippewa Hardware Co. and thoroughly understands every branch of the business.

Muskegon—A. O. Lemire and William and H. A. Franke have engaged in the hat, cap and men's furnishing goods business at 105 West Western avenue under the style of A. O. Lemire & Co. The store building will be remodeled and fitted with cases of Mr. Lemire's manufacture.

Traverse City—H. W. Beecher has consolidated his book, stationery and wall paper stock with the drug stock of F. C. Thompson and the two have formed a copartnership with Arthur S. Hobart, of Big Rapids. The new firm will be known as Hobart, Beecher & Thompson.

Saginaw—James Stewart recently disposed of his interest in the James Stewart Co., Ltd., after which the other members of the company decided to dissolve the company and enter into voluntary liquidation, and elected A. T. Bliss, James B. Peter and Alexander Drysdale a liquidating committee.

Charlotte—J. E. Pennington and E. Clyde Harmon have purchased the shoe stock of Goodspeed Bros. and will continue the business under the style of Harmon & Pennington. Mr. Harmon will have charge of the business and Mr. Pennington will continue as traveling representative for the Pope Company.

Elk Rapids—W. J. Mills has sold his drug stock to Frank and Henry A. Mix, who will continue the business under the style of Mix Bros. Frank Mix is a registered pharmacist and graduate of the Chicago College of Pharmacy and Henry A. Mix has for some time past been engaged in the lumbering business at Manistique.

Laurium—Zephram Ethier, who recently purchased the corner lots at the junction of Fourth and Hecla streets, has decided to erect a large building thereon as soon as the weather will permit. The building will be three stories high, the ground floor being used for business purposes and the two upper stories laid out for flats.

Lansing—A. M. Donsereaux has merged his business into a stock company under the style of the Donsereaux Clothing and Grocery Co., with a paid in capital of \$20,000. His associates in the company are David E. Brackett and Geo. Monroe. The former will manage the clothing department, while the latter will manage the grocery department.

Sault Ste. Marie—Branigan & Brook are located in their new quarters on Ashmun street. The front portion of the store is fitted as a grocery and is in charge of C. J. Brook, the junior partner. At the rear of the store, separated by a glass partition, is the Central meat market, which has been removed from its location across the street. This department is in charge of Al. Branigan.

Ithaca—J. B. & F. M. Scott have formed a copartnership and purchased the furniture stock and undertaking business of F. P. Merrell. J. B. Scott, who will assume the active management of the business, has been for six years employed in the Ithaca Savings Bank. His father, F. M. Scott, will continue with the Lemon & Wheeler Company in the capacity of traveling representative. He formerly conducted a successful boot and shoe business at this place.

Manufacturing Matters.

Medina—C. C. Colvin has sold his cheese factory to Warren Farnsworth.

Crisp—The Crisp Creamery Co. has declared a dividend of 10 per cent. from the profits of 1899.

Overisel—At the annual meeting of the Overisel Creamery Co., a dividend of 17 per cent. was declared.

Tower—G. E. Kuchle has purchased the interest of his partner in the stove, heading and lumber business of Street-er & Kuchle.

South Ottawa—The South Ottawa Cheese Co. declared a dividend of 18 per cent. at a recent meeting of the stockholders.

Owosso—Francis Korff, of Eureka, is negotiating with Owosso gentlemen to engage in the manufacture of his new acetylene gas generator.

Kalamazoo—The American Broom Co., which was recently organized in this city, will shortly erect a factory building and greatly increase its output.

Charlotte—Henry Levy has purchased the interest of his late brother, Emanuel Levy, in the clothing firm of Greenman & Levy. The firm name will remain as formerly.

Boyne City—Follmer & Stowe have purchased the saw and shingle mill of Kemp Bros. and will operate same in connection with their tract of cedar timber in the valley between Boyne City and Boyne Falls.

Kalamazoo—The partnership between J. B. Lehman and Louis Isenberg in the shoe business has been dissolved, the latter succeeding. Mr. Lehman has associated himself with a company manufacturing suspenders.

Hillsdale—Seth H. Smith has applied for a patent on a veneered barrel heading and has associated himself with his three brothers—A. P. Smith, of Bellevue, Ohio; Nelson Smith, of Traverse City, and Abel S. Smith, of this place—under the style of S. H. Smith & Bros., and will soon begin the manufacture of barrel hoops and veneered headings.

One Way to Curtail Fake Advertising.

Ypsilanti, Feb. 20—At the last meeting of the Ypsilanti Business Men's Association, the following officers were elected for the ensuing year:

President—O. E. Ainsworth.
Vice-President—G. M. Gaudy.
Secretary—Guy E. Davis.
Treasurer—W. H. Sweet.
Executive Committee—D. L. Davis, D. L. Quirk, Jr.

Attorney—D. C. Griffin.
The annual dues of members for the ensuing year were remitted by vote of the Association. The Association passed a resolution recommending the appointment of a night watchman to remain on the street all night. The two night watchmen for the year past, Charles Caine and Andrew Gibson, on account of their faithful and entirely satisfactory work during the year, were each voted a present of \$15.

It was also voted that the Secretary furnish each member with a list of all those who have paid for the support of the night watchmen and for sprinkling.

Another matter to which the Association directed its attention was fake advertising. Under the rules of the Association no member is to go into any of the foreign advertising schemes which are properly designated "fake" advertising without the approval of the Executive Committee. When such schemes are presented to members they dispose of the solicitors by referring them to the Committee which has the matter in charge. The solicitor is told that he can see the Executive Committee, and if his project meets the approval of that Committee, then it will not be necessary to explain it to individual members, and vice versa. By this means, much money is saved to the members.

Grand Rapids Gossip

The Grocery Market.

Sugars—The raw sugar market is somewhat weaker and prices have declined 1-16c, making the price of 96 deg. test centrifugals now 4 7-16c. Stocks of raws foot up 152,700 tons, compared with 105,000 the corresponding period last year. New York holds over one-half of these stocks, with Boston next. Arrivals of raws are expected to be small the coming week. Advices from Cuba report that the grinding of cane has been interfered with by rains in some sections. The demand for refined is fair, with prices unchanged. During the month of January there was received at the nine beet sugar factories of Michigan 35,395 tons of beets, from which 7,431,108 pounds of sugar was manufactured. Up to February 1 an aggregate of 30,106,113 pounds of sugar was manufactured.

Canned Goods—While nothing has occurred in the trade to attract any particular attention of late, it is certain that there has been a steady consuming demand, which has reduced stocks and left the trade in such a position that increasing business will cause increased prices and put the market in a better position than it has been in for years. There was a distinct improvement in the future canned goods market during the week and the volume of sales was larger than for any preceding week during the season. The bulk of the buying was limited to tomatoes, corn and peas, with tomatoes in the lead, but there were fairly liberal sales of all varieties. Corn is unchanged in price, but there is more demand and trade is upon a somewhat better basis. Spot supplies are low and trade is more or less restricted in consequence. Futures sell about as they have heretofore. It is thought that there will be an improvement in the situation now that the packers have met and know what is being done in all parts of the country. It is known that some canners in both New York and Maine are practically sold out; at least, they have sold what they consider their probable output. It is stated that Maryland corn will be of much higher grade this year than in the past, for the reason that the packers have been unable to compete with some of the other states and have demanded that growers improve the quality of production and much better results are expected. Spot tomatoes are quiet. No very large sales are made and everything is held firmly up to quotations. Future tomatoes are steady at previous prices and some sales are in progress most of the time. There is increased activity in peas, particularly the cheaper grades, and the supply will be exhausted in a short time at the present rate of buying. Prices are held firm at quotations and holders are more inclined to advance prices than they are to shade them. The entire supply will be cleaned up long before the new crop is ready for distribution. The situation increases the firmness in futures and there is heavy buying in this line. Small fruits are quiet, with prices unchanged. Baltimore quotations are about steady, but the market is weak and the movement is not active. Distributors buy in small lots only and trade is limited to the requirements of actual consumption. Pineapples are unchanged, but the supply is small and all stocks are firmly held. Packers are beginning to arrange for the coming season, but so far no opening prices

have been made. There is only a small quantity left in any position and holders are not anxious to dispose of them, except at full prices. Other lines are unchanged and business is limited to comparatively small orders. Holders are firm in their views, and buyers take only what they are compelled by circumstances to take to supply the wants of their customers.

Dried Fruits—While trade, as a whole, is no better than it has been for some weeks, there is a better feeling in some lines and holders appear to be somewhat firmer in their views. No quotable advances are noted as yet, but the probability is that an improvement in some varieties will occur before very long. Conditions are more favorable and early changes are expected. Prunes are selling readily in small lots and trade is on a more stable basis, although no quotable change in price has occurred. Exporters are said to be showing more interest, without increasing their orders. The quantity left in first hands is problematical, but is believed to be comparatively small. Some express the opinion that the entire supply will be cleaned up before the new crop comes in. All sizes are firmly held, as they have been for the past month or more, although the preference is for small sizes still. There are plenty of excellent quality large sizes to be had, but they are not wanted, and frequently go begging for customers. There has been considerable call for 100-110 prunes, but the supply of that size is not large and holders are not particularly anxious to dispose of what they have. Raisins are quiet. All supplies in first hands are firmly held up to quotations and the tendency is upward. Seeders have been looking over the field with a view of securing such supplies as are needed, but are reported to have been disappointed to find stocks so low and so firmly held. Trade is on a firm basis and stocks work out from second hands with moderate firmness, although in small lots. The feeling in the trade is one of confidence and there are indications that everything available will be exhausted long before the new crop is ready to harvest. Peaches are unchanged, but the buying season is approaching and the trade anticipate active movement. The general conditions are quite satisfactory and all supplies are held up to quotations, with confidence that buyers will have to pay the prices asked. The supply in first hands is known to be closely controlled and holders are said to be in position to exact the last fraction in making sales. It is believed by many that the demand will be sufficient to carry out everything available at the high prices; they therefore do not shade prices at all. Apricots are steady, but trade is largely of a retail character and confined to such orders as are needed to cover present consumptive requirements. Prices are high and held stiff because of scarcity. There is some improvement in the demand for currants and a fair business has been done during the past week. There is no change in price, but the market is firm. Dates are unchanged, but are moving moderately well under fairly strong demand. Figs are quiet, but there is some demand, chiefly for small lots. The evaporated apple market does not seem to improve as rapidly as was expected a few weeks ago. While there is no quotable change in prices there is some improvement in demand and, as stocks are getting cleaned up in the country, there is some prospect of

an advance in the near future.

Rice—There has been an exceptionally good trade in rice during the past week. Prices have remained unchanged, but are firm, with an upward tendency. Stocks of the good grades are light and holders do not seem particularly anxious to dispose of their stocks, as they anticipate higher prices later.

Tea—A fair business was done in teas. Prices are held steady for all grades, with enquiries chiefly for the low and medium grades.

Molasses—Molasses is unchanged in price, but the market is steady. Buyers continue to confine themselves to purchases to meet regular requirements, paying full values.

Fish—Advices from Gloucester report a continued scarcity of codfish. Stocks, in view of the approaching season of improved demand, are firmly held at quotations.

Nuts—The spring trade in nuts, which begins about this time, is lacking so far this year and the market shows few indications of approaching activity. Supplies on hand are not burdensome, but are ample to satisfy all requirements and keep the business in a fairly healthful condition. Trade is limited to small orders, but there are some additional enquiries for a few lines, which may be the beginning of the spring demand. European stocks of walnuts are reported very low and what are left are held firmly up to reported prices. Almonds attract little attention at about former prices. There is only a light demand for most varieties. Jordan shelled are comparatively scarce, and prices have been advanced a little.

Hides, Pelts, Furs, Tallow and Wool.

Hides are on the down grade and all kinds are easier in value. Every tanner gives them a kick. They realize that there is not a hide more on account of the high price, and now, as the quality is poor, they use it to lower prices. The last offerings show a shade lower and light sales.

Pelts are slow sale at any increase of price and are left in dealers' hands at any price above former quotations. While the grade is better, there are but few at best.

Furs are scarce in Northern Michigan and prices are good on account of a brisk demand.

The tallow market is strong on account of London advices that all offerings were taken. This demand has been looked for so long that dealers were discouraged and sold out. The advance in freight rates has also forced up the foreign market, in order to secure supplies.

Wool is dragging and is slow of sale. Prices, while not quotably less, can not readily be obtained. It is claimed that the price is off from 2@3c per pound. The indications are that if sales are effected of any magnitude they will be made at a less price, although holders are firm in their views and hang on, thinking the advance will come later.

Wm. T. Hess.

Henry J. Vinkemulder has sold his grocery stock to Robert Shoemaker and Wm. Taylor, who will continue the business at the same location under the style of Shoemaker & Taylor. The sale of his retail stock will enable Mr. Vinkemulder to devote his entire attention to his wholesale fruit and produce business.

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

The Produce Market.

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

Bananas—Are firm, with prices remaining the same. There are more in the market, but the quality is better and there is an increased demand.

Cabbage—75@90c per doz. California, \$4@4.50 per crate.

Carrots—\$1 per 3 bushel bbl.

Celery—25c per doz. bunches for home grown. California stock commands 60@90c per doz.

Cranberries—Jerseys have advanced to \$8.50@9 per bbl.

Butter—Factory creamery is easy at 25c. The next turn in the market will probably be downward. Receipts of dairy grades are liberal and the quality shows a great improvement. Dealers meet no difficulty in securing 18@20c for choice to fancy roll stock.

Dressed Poultry—The market is strong and active on chickens and ducks, but turkeys are easy and in plentiful supply. Chickens command 10@11c. Fowls are in demand at 9@10c. Ducks command 11@12c. Geese find a market on the basis of 9@10c. Turkeys are in good demand at 11c for No. 2 and 12c for No. 1.

Eggs—Receipts are heavy, but none too large to meet the consumptive demands of the market. The price hovers around 13c, at which figure stock moves promptly.

Game—Rabbits and squirrels are in fair demand at 75c@\$1 per doz.

Honey—Dark is in moderate demand at 13c. White is practically out of the market.

Lemons—Are firmer and prices have advanced 25@30c per box. The demand has increased slightly during the past few days and the excellence of the goods now coming in has caused this advance. The quality of the fruit is so unusually good that there is little difference between the price of the varying sizes.

Live Poultry—Squabs still fetch \$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. Butter-nuts and walnuts are in small demand at 60c per bu.

Onions—Home grown command 50c. Parsnips—\$1.35 per 3 bu. bbl.

Potatoes—The market is a little weaker than a week ago and prices are a little easier in consequence.

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.

Frank N. Barrett, the veteran editor of the American Grocer, New York, was in town a couple of days last week, accompanied by Mrs. Barrett. This was the first time they had visited Grand Rapids since 1893 and both improved the opportunity to renew old acquaintances and shake hands with old friends. They spent a half day at the retail salesroom of the Berkey & Gay Furniture Co., after which Mr. Barrett lunched at the Peninsular Club with representatives of the wholesale and retail grocery trade who had been invited to meet him and who were charmed by his modest manner and the quiet and unostentatious way in which he expressed himself.

McDuff & Co. are sending out letters to the trade, soliciting shipments of butter and eggs. The firm is composed of Wm. McDuff and Geo. Krause, each of whom claim to have \$200 in cash. The office of the firm is located in a residence at 110 North Division street. The Tradesman advises the trade to use due caution in dealing with the firm, as it carries no bank account and has not been established long enough to enable the observer to form a conclusion as to the intentions and experience of the young men composing the firm.

Woman's World

Troubles Which Result from Meddling with Other's Affairs.

The other day a cultured woman of rather sentimental tendencies asked me what I thought was the greatest art in the world.

"The art of letting other people alone," I answered, and then I said, "and it's the least understood."

She stared, then smiled, as if she thought I intended to be funny, but I was never more dead in earnest in my life. I have suffered, you have suffered, the whole world has groaned under a martyrdom at the hands of those who would not let us alone, but who insisted on regulating our lives according to their own notions and without the slightest regard for any prejudices we might have in the opposite direction.

I am loath to confess it, but these well-meaning persecutors are generally women. Men are so busy trying to make both ends meet in their own business that they have scant leisure to meddle in the affairs of their neighbors. A shoe merchant may do business for twenty years next door to an insurance agent without attempting to show him how to write out a policy or conduct his office. A woman, on the other hand, can never see anybody do anything differently from the way she does it without burning with a frantic desire to correct them and set them right. If Mrs. A's own children wear flannel she can no more help worrying over the B. children having on cotton than she can help breathing. Every woman in her heart believes that she is the only human being who possesses the real secret of economy, the true religion, and an infallible gift for managing, and being so perfectly convinced of the correctness of her point of view, it seems to her actually criminal to let you alone and permit you to do your own way instead of hers.

As a matter of fact the passion for reforming things is inherent in the sex and we can't help it. We were born that way. In its violent and insane form it makes dear, sweet, refined, angelic girls throw themselves away on disgusting, drunken brutes whom they marry, expecting to reform them and lift them out of the gutter into respectability. No woman escapes the fascination of the idea entirely, and the very first thing a girl thinks of after she gets engaged is what a perfectly delightful time she is going to have reforming her husband just as soon as she gets him. Sometimes it's his politics and religion that she means to have him change, sometimes it's merely the shape of his collar or the cut of his hair, but she's always bent on reforming something. If there could be a perfect man he would have to live and die a bachelor. There isn't a woman living whom he would interest, because there would be nothing to change about him.

Men seldom suffer from this peculiar mania. When a man first falls in love with a girl he thinks that everything about her is absolutely perfect, and by the time he gets over that to a degree and gets a sober second view of her, he is too wise to undertake the job. He has found out that there is nothing mutual in a woman's idea of reform, and that she most emphatically objects to the process being tried on her, and he lets it alone. Women seldom learn that, and so we are continually treated to the spectacle of women who have waged an

unsuccessful war against their husbands' smoking for twenty years and who are still hammering away at the same reform, instead of letting them smoke in peace. It is doubtful if tobacco is harmful. Certainly it can't be as bad morally, physically or mentally as a perpetual argument on the subject. Only fancy what we should think of a man who was forever harping on the injurious effects of chocolate creams or nibbling between meals or ice cream soda! Our own especial vices are the only ones that never need reforming.

There isn't much doubt that the great domestic problem is going to be solved when women make up their minds to let their husbands alone a little more—to take them as they are, faults and virtues included, and indissolubly mixed. Many a man must have sighed for single blessedness when he found out that his wife had apparently married him to correct his pronunciation and his table manners and to interfere with all his old ways and habits. A young benedict was telling me not long ago a funny story about his experience along this line. "When we were first married," he said, "Mary began to develop her reform ideas. First thing of, course, she began on my smoking. 'Why, I didn't know you objected to smoking,' I said. 'You never used to. In fact, you used to say you liked a good cigar.' 'Well, I didn't object,' she replied, 'but I didn't feel responsible for you then.' Then she remembered two or three of my other pet weaknesses that she thought it her duty to police, and I began to get scared. Finally I said: 'Look here, my dear, I see you are right, and it's our duty to climb up to a high level and stay there, but I don't feel equal to going by myself. What is sauce for the—I mean if it's your duty to help me, it's equally my duty to assist you, and I don't intend to shirk it. So I will mention a few little faults of yours that must be given up. Of course, I have noticed them before, but I should never have spoken of them if you hadn't set me the example.' She winced, but I went on: 'Now,' I said, 'there's high-heeled shoes—' 'Why, I thought you said I had the prettiest foot in—' she began in dismay. 'So I did,' I returned, 'but this is no time for pampering vanity. We must give up all such weaknesses now. Then there's corsets, you must discard them.' 'What!' she cried, 'and go about with a waist like a washwoman's! Not if I know it.' 'They must go,' I continued firmly, 'and frizzes.' 'And look like a fright!' she exclaimed. 'Do away with them all,' I went on sternly. 'You start the reform procession and I will follow.' Well, that ended it, and she has let me alone ever since about my faults. She wasn't so keen about reforms when there was a prospect of having to join in the game herself."

The virtue of letting alone is equally applicable to children. What modern children suffer from is altogether too much attention. We are so afraid that they will hurt themselves that we keep them padded up in cotton wool as long as we can and thus deprive them of the great lessons experience teaches, and finally, when they will bear coddling and leading strings no longer, and they do make a break for liberty, we sit down and bemoan their lack of filial reverence and gratitude. Every mother starts out with a delusion that her children are simply like so much blanc mange that she can mold into any sort of curlicues she pleases. Her ideal of a per-

fectly satisfactory family is one where the mother picks out the husbands for the girls when they get grown and selects the professions for the boys, and places them into them whether they are misfits or not, as if that kind of wishy-washy people ever amounted to anything in the world. Our theory of doing the best we can for our children is always to be doing something. We never think that the very highest best—if one may use the phrase—is to let them alone, and let them find out for themselves what they are and what they want to be. It is a piece of monstrous vanity, anyway, to want one's children to be just like one's self.

The art of letting alone never seems so admirable and so unattainable as when we deplore its absence in our associates. Nothing else is so fatal a barrier to friendship. It is not possible to be on terms of any sort of intimacy with one woman in a hundred without her trying to more or less supervise your entire affairs. It isn't enough for a woman to be satisfied with her own superlative dressmaker and infallible doctor. She is miserable until she foists them on every one of her friends, and then when she falls out with those paragons she expects you to change with her. All sorts of reasons have been given for the scar-

city of friendship between women. The real explanation is right here in a nutshell. Just as soon as your neighbor gets beyond the call-on-your-day state she simply can't stand by, hands-off, and see you manage your children and husband in your own way. "Do you let your Bobby eat chicken salad and fried oysters?" she demands in an awful voice. "My children were raised on health foods until they were 6 years old," or she asks in tones that simply reek with disapprobation if your husband isn't very often late for dinner, and then adds, "I always insist on promptness at meals." Of course, you feel like telling her that it isn't any of her business, but you don't. You just let her go, because no friendship is worth buying at the price of your liberty to do as you please, unvexed by anybody's criticism.

This inability of women to let another person alone also affords the explanation of why women are so loath to take another woman into their homes. Not long ago I was discussing the case of a gentlewoman who was in sore need of a home. She was gentle, refined, cultured, but with no knowledge of any business by which she could make a living. "I should think," I said, "that such a woman would be a perfect god-

Our Annual Announcement to Michigan Tradesman Readers

Fox and Climax Bicycles



REAR VIEW, MODEL #15—The only view ever seen by the riders of other wheels.

Our 1900 line consists of 10 different models, the most complete and handsomest line of cycles ever manufactured in Michigan, ranging in price from \$30 to \$50. Chainless \$65. Our \$30 line are substantially made business bicycles, guaranteed for any kind of usage. All essential parts made of best material. Our higher priced lines represent the handsomest and best bicycles which money and skilled labor can produce.

Write now for agency

and we will send you catalogues, descriptions and full particulars concerning agency. If our line of wheels was not represented in your locality last year write at once for our new patents. Makes ours the easiest selling line on the market.

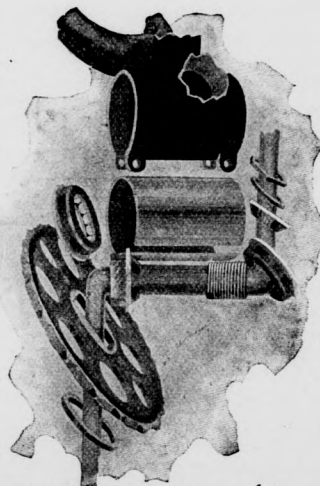
Our New Crank Hanger

as shown in cut is the greatest improvement in bicycle construction in recent years. So simple it cannot be put together wrong. A lady can adjust her own wheel. So simple a child can take it apart. You who have spent half a day cleaning the bearings of your wheel will appreciate this hanger, which can be taken apart, cleaned and put together in two to five minutes. Sell one in a locality and they will have no other.

A gentleman seeing this wheel at our office last year sent his son 76 miles across country to get one. His son had an old style wheel which took him all day to clean.

Saves Time, Patience and Repairman's Bills.

Write for special prices to introduce if there is no agency in your city.



Simplicity itself. Can be cleaned in 2 min.

HOLMES CYCLE CO., Lansing, Mich.

Cut this out. This advertisement will not appear again.

send to any mother, especially a woman who went out much in society and who had little children she was unwilling to leave entirely to the care of servants. "So she would," exclaimed my friend, "if she could only be induced to let other people alone, but she couldn't be in any one's house, to save her life, two hours without wanting to reconstruct it. Once she paid me a visit, and at dinner she almost had a fit because we had wine on the table. She raised a perfect storm every time we went to the theater because she happened to disapprove of that. She lectured my husband about belonging to clubs and the children about reading what she called trash and kept everything in a perfect ferment by doing what she considered her duty. I never was so glad of anything in my life as when I saw her depart. Nobody on earth would live with her if they could help it." And there it is, and there are millions like her.

It sounds like a joke, but it's the sober truth that a woman has to reach the very highest pinnacle of unselfishness and generosity before she is willing to let others do their own way, and be happy after their own taste, instead of hers, but how charming and delightful, how perfect and incomparable she is in every relation of life when she does master the art of letting others alone.

Dorothy Dix.

The White Woman's Burden.

One of the things that would be intensely amusing, if it were not also tragic, is the terrible tyranny of tradition that demands that every woman shall be beautiful. Of course we all know from the outset that such a thing is impossible and that it is the very height of absurdity to expect it. Nature settled all that when she bestowed a certain kind of hair, eyes, complexion and features upon us, and we ought to accept her decision as final, but we don't. We have been taught to believe that to tamely submit to being homely merely because we were born that way is a giving in to defeat that is little less than cowardly, so those of us who are plain of face wage a war against the inevitable from the cradle to the grave. It is not too much to say that the white woman's burden may be summed up in her efforts at how to be beautiful, although ugly.

In all sober truth, when one realizes the stress that we place upon a woman's looks we are amazed at the extent to which we are dominated by a mere idea. Poets and romancers have set the pace for us. No woman, in a novel, inspires a deathless passion except a creature who is radiantly beautiful. When a man goes off to do great deeds and dare great dangers for a woman's sake, we know at once that the description is going to say that "Gwendolin drew her slight, svelte figure up to its queenly height and looked at him with the tears drowning her purple eyes, with their long, dark, curling lashes, while her golden hair shone like a nimbus about her perfectly-shaped head, and a soft blush dyed her cheek, where the lily mingled with the rose." And, more's the pity, we feel that things are just as they should be, and that nobody could expect a man to do anything in particular for a dumpy little woman with a snub nose and carrotty hair, no matter what sort of a soul she might have.

Of course it wouldn't greatly matter about this devotion to beauty in the abstract. Paper heroines had just as well be good-looking as not—it all comes in

the price—but it is aggravating when it is demanded of real people. Announce that you are going to have a young lady come to visit you, and the first question asked you is: "Is she pretty?" No one apparently cares to know whether she is intelligent or talented or entertaining or charming. Enquire what sort of person is Miss A.? The answer invariably starts out with a description of her looks.

Is a woman seeking for work? Even then it will profit her more to have a peachy complexion than ability to do the thing she proposes to do. The whole world has a natural, spontaneous desire to help along beauty in distress. When a thing is held up continually before one as the most desirable thing in life it is perfectly natural that one should make a frantic effort to obtain it, hence the money women waste on complexion specialists and beauty doctors, and the weary massaging and cold creaming and frizzing and grace-producing exercising that makes life a burden to so many of us, and that is so futile. Really, after all, it is love's labor lost. One ends by looking as one did at the beginning, and one might just as well have indulged in the luxury of being as ugly as she was born.

A curious side light is thrown on this subject, moreover, that seems to indicate that our demand for beauty in woman is merely an ideal and does not really affect our practical actions. The women we admire most and who are the most popular in society are seldom even pretty, and even men who most strenuously insist on beauty in the abstract do not display any overwhelming desire to marry it, which is, of course, a comfort to the ugly woman. More than that, it might suggest to us that it is high time to look at things sensibly and to quit worrying ourselves in trying to effect impossible changes in our looks. There are other things besides beauty.

Cora Stowell.

Morphine in Miners' Outfits.

From the Washington Evening Star.

"When I was in the Northwest during last October," said a gentleman with some money invested in mines, "I employed a prospector to go out into the mountains looking for properties which had been recommended to me. One day he was to have gone from our camp over into a very rough and rocky district, but when evening came he reported that he hadn't made the trip.

"Why not?" I enquired.

"Because I didn't have my morphine with me," he responded in a very matter-of-fact manner.

"Morphine?" said I, in astonishment. "What has that got to do with it? You are not a morphine fiend, are you?"

"Not as much of a one as you are a tenderfoot," he laughed, and proceeded to inform me that every prospector who knew his business always carried with him enough morphine to kill a man easily, and that he did so in order to end himself quickly in case of an accident which would disable him far away from assistance. There were many instances of prospectors falling over cliffs and crippling themselves, or breaking a leg in a hole among the rocks, or rendering themselves helpless in some other way, and death was sure to follow by starvation or freezing, or in some sections by being devoured by wolves, or other wild animals. In order to prevent such a horrible death as any of these the prospector simplified matters by always carrying a little packet of morphine, which not only quieted the pain of the hurt he had sustained, but put him to sleep pleasantly to wake no more on earth. It struck me at first as uncanny, not to say wicked, but I got over that feeling after a narrow escape or two, and I carried my little tin box just like a veteran would."

FLANK MOVEMENT.

Trading Stamp Companies Beaten at Their Own Game.

From the Topeka Merchants' Journal.

This week the trading-stamp companies in Topeka have run up against a hard proposition. J. S. Sproat, proprietor of the largest cash grocery in Topeka, put a flaming advertisement in the newspapers this week offering to exchange groceries for premium stamps. The following is the advertisement as it appeared:

WANTED

All day Friday the Blue and Green PREMIUM STAMPS

In exchange for GROCERIES

At our well-known Spot Cash Prices.

The Premium Stamp in Topeka will soon be a thing of the past. Be quick and cash your stamps on hand. We will pay 25 cents (in trade) per hundred for stamps all day Friday. We prefer to buy Premium Stamps of Topeka people rather than pay our good money to the stamp companies, who take every dollar they get out of town. To-morrow we will pay for your Premium Stamps more than we have to pay the stamp concerns.

A LADY

Said: "I took forty pages of stamps (2,000 in all) to the stamp store the other day and received a vase which my husband says is worth 40 cents."

To-morrow she could have bought \$5 worth of Groceries of us with her 2,000 stamps. There is just one condition: The stamps must be loose and in good condition.

You can buy 20 cents' worth, or \$20 worth—just as you like. But the stamps must be loose and in good condition.

200 Premium Stamps to-morrow will buy a pound can of Dr. Price's Baking Powder and 3 cakes of Yeast Foam.

400 Premium Stamps to-morrow will buy this bill: 5 lbs. Granulated Sugar, 25c; 6 lbs. Rice, 25c; 1/2 lb. can Price's Baking Powder, 20c; 1 pk. Potatoes, 10c; 2 cans 3-lb. Tomatoes, 15c; 2 sacks Salt, 5c. Total Value, \$1.

No guessing at the values of gilded Clocks, "Decorated" China or "Cut" Glass.

Bring in your Premium Stamps and exchange them for Groceries at Known Prices.

We will continue as heretofore to give Premium Stamps with all Cash Purchases.

STAR GROCERY

J. S. Sproat.

Premium Stamps, both Blue and Green, buy Groceries here to-morrow.

New Customers as welcome to-morrow as old ones.

This move on the part of Mr. Sproat will undoubtedly create consternation in the camp of the trading stamp men. The premium stamp has heretofore been used as an advertising scheme by many Topeka merchants, but now the fact that their customers can take the stamps and go to another store and buy goods with them will take away all the virtue there is in the little stickers as an advertising method. Mr. Sproat's move is a bold one and one which may possibly cost him several hundred dollars, but he can well afford to spend the money, for he will get plenty of advertis-

ing and will undoubtedly succeed in drawing a large number of new customers to his store. Mr. Sproat says that he has been buying trading stamps for from \$150 to \$200 per month for several months, having been forced into giving stamps by other merchants using them. He now proposes to buy his stamps from the people who have obtained them from other merchants as premiums, paying them exactly what he is asked by the stamp companies.

The Merchants' Journal believes that this move will come nearer solving the premium stamp question than anything which has yet been brought forward as a remedy for the evil. Grocers who have been giving stamps will not take much pleasure in seeing their customers take the stamps they have handed out to the store of a competitor for redemption. They will be forced, as a plain business proposition, to redeem the stamps themselves in goods; and then consumers who are asking for stamps will see through the whole thing."

Keep Your Temper.

Be good-tempered. It pays, in every way; it pays, if you are an employer; it pays, if you are an employee; it is profitable in every walk of life. And this is taking the most selfish view. You owe it to others to be good-natured; you owe it to your own manhood, to your own self-respect. In making others comfortable, you are making things agreeable for yourself; you are gaining and keeping good-will, which may be of value and help to you hereafter; you are accumulating a capital of popularity and good report, which may be used to advantage, perhaps, in a critical time. Good temper is a great factor in success.

DON'T BUY AN AWNING until you get our prices.



CHAS. A. COYE,
11 P. arl Street, Grand Rapids, Mich.
Send for prices.

Do not miss

the pleasure of eating good pan-cakes made from

Pure Buckwheat Flour

Manufactured by

J. H. Prout & Co.,
HOWARD CITY, MICH.

Feed and Millstuffs in car lots. Write for prices.

H. M. Reynolds & Son,

Manufacturers of

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

Grand Rapids, Mich.

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

ESTABLISHED 1868

Detroit, Mich.

Foot 1st St.



Devoted to the Best Interests of Business Men

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

TRADESMAN COMPANY

One Dollar a Year, Payable in Advance.

Advertising Rates on Application.

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - FEBRUARY 21, 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 Feb. 14, 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 seventeenth day of February, 1900.

Henry B. Fairchild,

Notary Public in and for Kent County, Mich.

A COMMERCIAL FORERUNNER.

The treaty of peace between the United States and Spain was hardly announced when Chicago added Spanish to the list of languages in the public schools of that city. The increased commercial relations between Cuba and the United States should be looked after and nothing would be surer to make those relations valuable than for the young American to be on speaking terms with his Cuban neighbor.

The announcement was received with lifted eyebrows. How trade with Cuba was to be benefited by setting the children of Chicago to studying the tongue of the Cuban was not apparent. Such an acquisition is not to be attained in a few weeks under the most favorable circumstances by those most gifted in the learning of language and, admitting that as a possibility after a year even of such study, would the boy at that age be sent to Cuba to practice in the interests of trade his newly acquired accomplishment? If not the city of Chicago has made a mistake; if so then the rest of the country is in error.

It is, in the first place, a fact that a practical use of a living language can not, under existing conditions, be learned in the American schoolroom. Everything is against it. The classes are large and this precludes the possibility of individual instruction. If the language taught be the teacher's native tongue the chances are strongly against efficient teaching, it being a generally admitted fact that only an American knows how to teach American children. The instruction is limited to forty-five minutes a day, the pupil between recitations rarely hearing spoken the language he is supposed to be learning. With these facts it is submitted that not many pupils—it is doubtful if one does—will learn to talk Spanish in the Chicago schools fluently enough to warrant the expectation of making it of any practical use in Cuba.

German, in the public schools, affirms the same fact. With the hope of transplanting a bit of the old fatherland to this country and of perpetuating it, the German population had the study of German introduced into the schools. The American, entertaining the fond hope that his children were to learn to speak it, did not object; but it is doubtful if a dozen children can be found, the country over, not of German parentage, who can speak German and who have acquired the ability to do that in the public schools of this country. As one of the necessary studies for college preparation it should have its place in the secondary schools, but with any other end in view it is time and money thrown away and never should have been introduced into the lower grades. And that, it is safe to say, will be the fate of the study of Spanish in Chicago.

Again, the conditions in Cuba call for, not the study of Spanish by the people of the United States, but the study of English by the Cubans. The rule of Spain in that island ended when peace was declared; and then ended, also, the supremacy of the Spanish tongue. It will gradually give way to English as the other languages are giving way to it. With this country's trade, rapidly increasing, will come to the Cuban a greater need of the language of our country. That need is already felt—it is already expressed—and active measures already have been adopted to remove this bar to the intercourse between the two peoples.

One of the most encouraging features existing to-day in Cuba under American supervision is the progress made by the public schools. At first there were strong objections to the American methods of education; but these same opponents are now asking that more English be taught in the schools. If this be granted, and the knowledge of the English language becomes general, the future of the island will brighten as it never has before; and with that English speech will follow a train of blessings which will surpland the evils suffered so long and be the foundation of a form of government which will ensure safety and progress and liberty, three elements of civilization which Cuba never has known.

Another fact has been ruthlessly placed by the hands of science in the realm of fancy: The inside of the earth is not a liquid any more. On account of the enormous pressure the earth at the center is harder, if anything, than the crust is. Thus another doll is found to be stuffed with sawdust!

The Reed City Clarion is making a determined fight against the parcels post bill and is entitled to the gratitude of the trade for the energetic manner in which it is undertaking to arouse the merchants of Osceola county to the peril which awaits them in case the bill should become a law.

The fat in the frying pan can get little comfort from that in the fire; and yet the United States, with a debt of something over \$900,000,000, is inclined to look with complacency upon England's indebtedness, amounting to \$2,000,000,000. So runs the world.

Have you written your Congressman and Senator, requesting them to record a negative vote against the parcels post bill when it comes up in Congress? If not, you have failed to do your duty, both to yourself and your neighbors in trade.

GENERAL TRADE REVIEW.

While there has seemed to be a feeling of uncertainty as to maintenance of prices on the supposition that the summit of values has been passed in many lines, the week has developed additional elements of strength in nearly every quarter. There have been a number of reports from the great iron and steel corporations indicating unexpected profits and values and showing that there has never been a time when these great industries were so prosperous and when they made so liberal returns both to investors and wage earners.

The general strength of the situation has forced values in the stocks slowly upward in spite of dulness in trading and strong professional bear movement. A number of important non-dividend stocks have been placed in the paying list, including such industrials as the common stock of the Federal Steel Company 5 per cent. and in transportation several important railways are put into the paying list.

The fact that general business is larger than ever known at this season of the year upsets the calculations of the prophets of reaction. With general industries prospering as never before, railway earnings breaking all records and with foreign trade running heavily in our favor there is little on which to base the croakings of pessimism.

The iron industry showed a slight decline in prices during the closing two months of last year, but so far in 1900 prices have been maintained in nearly all finished products, while there is a slight decline, about 1.4 per cent. in pig iron. This decline is in anticipation of the starting of several large furnaces which must eventually increase the output at the expense of continuing the scarcity which has so long prevailed in the raw material.

The recent heavy snow storms which have prevailed over an unusually large portion of the country have been of value in stimulating the trade in heavy woollens and other winter wear. There was an increase in the activity of the wool trade on the same account, but not enough to affect prices, which seem to have passed the limit for the season. Cotton is still booming, having reached 8½ cents, and activity is without precedent, especially in Southern factories. There is better feeling in the boot and shoe trades on account of the decline in hides, which has amounted to 4 or 5 per cent. in the Chicago market. Shipments from the East have continued larger than in any other year.

THE EASTERN QUESTION.

Although there is no direct evidence that the powers of continental Europe contemplate taking advantage of Great Britain's preoccupation in South Africa, several moves recently made by Russia have caused no little uneasiness in England. There is no disguising the fact that Great Britain is thoroughly isolated in Europe, as far as sympathy and actual help go, but it is equally certain that none of the continental powers have yet seen fit to allow their dislike and animosity to go the length of open hostility.

As France will be preoccupied with the great exposition for the next year, it is not likely that she will pick a quarrel with anybody until that enterprise is brought to a successful conclusion. Germany hopes to profit by England's course in South Africa and, in any case, will not be ready for an aggressive movement until the large navy Emperor

William is solicitous about is secured. Austria and Italy are in no position at all to pick a quarrel with England, while Russia would scarcely attack the British unless assured of France's help, something not to be counted on during the exposition year.

Notwithstanding these facts, however, Russia has been making certain military moves that are disquieting and can not be regarded with indifference by Great Britain, even although no immediate outbreak of hostilities is involved in them. Thus, for instance, we hear of Russia's successful diplomacy in Persia, promising an outlet on the Persian Gulf. Again it is announced that 50,000 Russian troops are to be gathered at Port Arthur. And again it is rumored that a Russian force has been rendezvoused within easy striking distance of Herat, the capital of Afghanistan.

All these movements, while not necessarily implying hostilities, undoubtedly form part of a fixed plan, having for its ultimate aim the possession of Afghanistan and Persia and the firm establishing of Russian power in China. All such movements are directly inimical to Great Britain; therefore the anxiety felt in London is not without good cause, even although no immediate danger of hostilities is involved.

A new feature has been added to the course of study at the State Normal and Industrial College at Greensborough, N. C. It is a dairy farm. The college owns 160 acres of fine farming land and stocked it with 50 head of fine Jersey cows. These are to be milked by the college girls. It is hoped that the dairy will not only be self-supporting, but will bring money to the college from the butter made by the student-maidens. The butter will have the college stamp on it, and orders for the butter have begun to come in already.

Paris has lately given to the world her method of fixing responsibility. A building collapsed and killed eight workmen. The disaster was found to be due to the fact that the building was improperly planned and constructed and the courts have sentenced the architect and masonry contractor to eight months' imprisonment and two other contractors to two months. All four were compelled to join in paying an indemnity to the relatives of the victims. It is easy to conclude that a similar misfortune will not soon again occur in the French capital.

The world's output of block tin is about 77,000 tons a year. Cornwall, England, furnishes about 6 per cent. of this; the British Straits Settlements, 60 per cent. and the Dutch East Indies about 20 per cent. Forty years ago the Cornish mines produced half the world's production of tin and they controlled the market; but now the mines of the Far East are the controlling factor.

The Swiss government has revoked a former decision and gives general authorization for the importation of American dried fruits. The importation of fresh fruits is also authorized on condition that they are examined at Basle and found to be exempt from parasites.

Samuel Gompers has been doing missionary work in Cuba, and, as a result, fourteen thousand men are out on strike in Havana. It seems there are not enough idlers in the land that is to be taught American progress and industry.

A BILLION DOLLAR COUNTRY.

The statement has more than once been made that the United States is a billion dollar country. As time goes by and the financial condition of the United States becomes more generally known there seems to be more fact than fancy in this statement and a conviction that there is "much reasoning in the saying." The country has outgrown the garments of its childhood. It takes more cloth for a suit of clothes and, with the increased financial ability which comes to a responsible manhood, there is the natural tendency to purchase a finer quality as well as a larger quantity of goods.

With this as a key to the situation, it is well enough to look over the books of the country and see just how the accounts stand: From authentic sources it is found that the foreign commerce of this country in 1899 amounted to \$2,074,345,242 and that the total money in circulation on February 1 was \$2,003,149,355. The amount of money in the savings banks is \$2,230,366,954. The total resources of all banks in the United States are \$5,196,177,381, and the December clearing house returns of all cities outside of New York are \$3,102,896,144, and those of the City of New York \$5,348,285,867. There are other returns which might be quoted, but these amounts are enough to show that the country has grown rapidly, that its expenses have increased and that these have amounted to billions of dollars. As an actual fact this is a billion dollar country.

With these astounding figures comes the assurance that the National fortune has been amassed; and it remains to be seen what the disposition of it shall be. Is the nation to repeat the disgusting history of the "new rich" and make itself offensive by a lavish and uncalled-for display of a full pocketbook and an empty head? Will the billion dollar country plod on in the even tenor of its way remaining the simple, unpretending, well-to-do nation that it has been up to this day, industriously earning more than it spends and caring little for the pomp of courts and the pride of kings? With abundant means at command, will it do what it can to bring back the Golden Age? It was the first nation to lead mankind from the shadow of princely power; to challenge the pretended right of kingship; to grapple with it, to wrest the right to rule from the hand that had maliciously abused it; to write "Upharsin" with the glowing finger of fate upon the castle wall and on the throne of monarchy itself; to breathe into the soul of oppressed and suffering manhood the spirit of individual liberty, and to nerve the heart and the arm of that manhood to make that liberty its unquestioned own. With this for its struggling past, its future can be easily foretold. That youth and that early manhood is not to be cursed by a billion dollar Treasury. The wealth so won is not to be turned from its legitimate uses. Manhood, unshackled, by its means is to enter upon a higher and a wider career of usefulness. That manhood, uplifted, uplifts the nation and the nation, breaking away from the traditional selfishness of crowns, enters upon its mission of universal enfranchisement and enlightenment. Already its plans are commensurate in extent and usefulness to its enormous wealth. It has staid the merciless hand of Spain descending upon long-suffering Cuba. It has freed the Philippines from the cruelty of the Middle Ages. It has commanded Nic-

aragua to swing open her rocky gates to the oceans clamoring to pass through. It is planning to join Alaska and the Philippines to Western Civilization by cable lines and Hawaii is to be a ganglion of San Francisco, throbbled and thrilled by the electric nerve which binds those islands to the far off continent.

This is the work of a billion dollar country and this is the only country which can carry on successfully the billion dollar work of the world. That this work will be done, and well done, there need be no fear. It has been placed in capable hands. The hands and the brain and the heart that control them, alive to the far-reaching interests and influences involved, will so labor for the universal good that, when it is done, more than ever will the world wonder, and more than ever will the truth come home that the United States is a billion dollar country and that on that stupendous scale she is doing, and will do, the work which her willing hands have found.

The overhauling of vessels by the British navy does not realize encouraging results. Uncle Sam's flour is going right on to its destined port and the seizure of the German vessel has been disposed of with a respectful "Pardon me." Of course the war of 1812 has nothing to do with this question, but it does suggest the thought that another century may find Great Britain more careful than she is now to keep her hands off other nations' navies, no matter how great the seeming provocation.

It begins to be evident that the good as well as the bad is catching. England lately bought a lot of American locomotives, found them all right—as everybody knew she must—and has been priding herself on her shrewdness. Now France has caught the same infection and has decided to place orders for railway engines in this country. An excellent market for United States machinery of all kinds already exists in France and with this for a center the sale of such merchandise is full of promise.

Nobody ever heard of a Jewish beggar, or of a Jew suffering for anything which charity can relieve. When, then, it is stated that in Chicago all Jewish charities are to be placed under the control and management of one organization, with a central committee which will receive and distribute every dollar of funds raised among the Jewish people, it is barely possible that the rest of the charitable world may find something in the statement which may be turned to practical account.

The grand summing up of foreign commerce of the United States for 1899 is more than \$2,000,000,000. The exports were \$1,275,486,641, the imports \$799,834,620, giving a balance in our favor of \$475,652,021. With such returns no demagogues are needed to inform "the masses" of the prosperity of the country.

Building operations are reported from all parts of the country. During last year the total was \$229,900,000 for twenty-one cities, an increase over '98 of \$66,000,000. Fifteen cities have gains varying from 20 to 74 per cent.

There are about one thousand co-operative dairies in Denmark and butter to the amount of 27,000,000 pounds is exported annually.

OVERWHELMING DISAPPOINTMENT.

For some unaccountable reason Europe long ago made up her mind that America, and especially that part of it occupied by the United States, is, and by right and reason ought to be, her agricultural supply farm. With Europe's acknowledged superiority in manufactures and the arts, the result of centuries of training and patient, plodding workmanship, it was a natural inference that she should go on with her hard-earned leadership and leave the simpler toils of life to ruder hands. That had been her experience. Her hands once fitted naturally to the plow, the hoe and the spade. The raising of sheep and kine was her acknowledged birthright and this she turned to such practical account that the leading continent became that through the tireless and exhaustless energy of her thought-directed fingers. The way had been long and rocky; but it had led to success. Woods had been cut down, brambles had been cleared, swamps had been reclaimed, in a word, the earth had been wrested from savagery and been forced to yield her increase to the physical needs of man. That done, thought took an upward step and fashioned into beauty the earth's increase. She still spun and wove, but deftness crept into her fingers and the harsh and coarse gave place to the soft and fine. She still delved and hoed, but the spade and the hoe were no longer clumsy and, bent into pleasing forms, made the work done by them no less pleasing and healthful and far more profitable. The results of her handcraft followed the rumors that preceded them to other lands and when the demand warranted the outlay she wrested from the woods their timber, made it into ships and, taking advantage of the willing winds, scattered her goods broadcast over the world. So the Netherlands sprang into industrial life. So Germany became a worthy competitor. So the woosack climbed into the seat of the lord chancellor of England.

It had, however, taken fourteen centuries to do this work and Europe had had the advantage, if it were an advantage, of Asiatic training and culture. History always repeats itself and America would plod through the same painful experiences to the same grand results during the same lagging centuries of time. With progress in the arts and sciences, the world was passing from the general to the particular and more and more, even in national life, the specialist is called for. So Europe would be given up to do the world's best thinking and skillful doing and America would take the place Nature had fixed for her as the world's farmer and feeder. That thought in the mind of Europe soon crystallized into fact and, once crystallization takes place, there can be no change. With the bread and butter question thus settled, the rest was easy and Europe had only to give herself wholly up to the grander career marked out for her.

In reasoning herself to this conclusion two important elements were not taken into account: the civic conditions of the world at the two periods and the genius of the American people. If Europe began her work where Asia left off America had only to follow her example, and did, taking her existence from Europe and developing that existence in the traditionless environment of a new hemisphere. Both were offshoots, but with what a difference—the one a scion of Attila, "the scourge of God," before European civilization began, the other a

child born under gentler influences, with manhood as a birthmark ineffaceably stamped upon him. There was a difference, too, of stock. The old Roman life died of degeneracy, with just vitality enough left to give life to the new offspring. America sprang from a parentage as vigorous, mentally and physically, as Minerva's. When, then, this new life began its work brain and brawn, from the beginning, worked together; and the advance has been swift and sure. They seized the winds and the streams and set them to work. They grappled with steam and, harnessing it to cart and car, made it the pack-horse of mankind. They coaxed the lightning from the clouds to become first the letter carrier and then the general workman of its taskmasters; and, with these helpers to do his bidding, the American has been able to do the work of a decade in a day. So his limitless acres are pouring into the earth's granaries uncounted harvests of wheat and corn, thus realizing the hope of Europe as an agricultural nation; but, with that work done, the same keen brain and eager hand have entered into the higher fields of effort and are reaping there the richest returns. England, the first manufacturer, is first no longer. Germany, once hopeful of outstripping her English rival, finds herself third where she expected to be first. In every department where European thought and skill were supposed to be insuperable the American stands first, or so nearly as to make the attainment a mere question of time.

The fact is this country is an overwhelming disappointment to entire Europe. She had looked at it and labeled it as "the country of the hayseed"—the Yankee farmer to furnish the rest of the earth with potatoes and garden truck. From here were to come to her the cotton and the wool for her spindles and her looms. Her workshops were to make our machines. She was to build our ships and carry our goods. In her mind we were agricultural; and she was determined to keep us so, forgetful, as it has been said, of the progress the world has made and of the genius of the American people. We have committed the unpardonable offense of setting up our own workshops and, with our superior machines and workmanship, of crowding her goods out of the market, whether that market be in the wilds of Africa, the steppes of Russia, in China or, what is more to the point, in the trade centers of her own territory. We are, in fact, an overwhelming disappointment, the one and the only word which, in the present condition of things, expresses the exact idea.

The Samoan treaty has been ratified. Now let American trade follow the flag to that distant island and go into business under the shadow of it. Trading is better than quarreling and fighting any day and a favorable commercial balance is much pleasanter to look upon than a soldiers' burying-ground. Here's for the Samoan trade!

The total amount of gold produced in this country in 1899 was \$72,483,055, an increase of almost half a million dollars over that of 1898. Colorado takes the lead, with California second, South Dakota third and Alaska fourth. Cape Nome furnished \$3,000,000 and the placers on the American Yukon \$2,000,000.

If an American girl marries a count, she must expect to support him in the way he has been accustomed to live.

Clerks' Corner.

The Secret of the Clerk's Well-kept Appearance.

Brinsmade looked at him from head to foot.

"We don't exactly need an extra man, but if you want to be a fifth wheel for a while we'll give you \$3 a week. Will that do?"

"It will if there's anything the fifth wheel can do to earn the money. I could do up bundles until something better came along. Is there a chance for that?"

The manager laughed. If there was one thing that he insisted on it was that nothing but a comely package should leave the establishment, and at the young man's remark he fancied what the package would be like; but, yielding to the desire for a little innocent amusement, he took the young fellow to the package department.

"Rogers," he said to the boy whose hands were deftly wrapping goods, "show this young man how you do that. He has come to work and we want to make the most of him. See that he is properly instructed."

Rogers, not at all liking to be interrupted in his work, waited until Brinsmade "got out the way." "There ain't no showing about it," he said, "all you've got to do is to make a good-looking bundle and not be all day about it. Take that last lot and see what you can do. Don't be in too much of a hurry—you'll get along better if you're not. The old man'll be down on you like a thousand of brick if you make a muss of it; and I'll tell you right now that the chances are he's watching you. There's your place and there are your goods—go ahead."

Rogers, with something of the spirit of the manager, kept watch out of the corner of his eye. Like a flash the cloth was whisked into the brown paper, which seemed to understand that there was to be no fooling about it, the package assumed the firm and even respectability which belongs to upper-class bundling; and, when the string fastened the whole without a mark of clumsiness about it and the package was tossed in front of the teacher, that individual with, "You're no jay!" made more room for the fellow that needed no teaching in that line and a feeling of respect sprang up for him.

Brinsmade at a distance saw and wondered. He came nearer to get a better look at the surprise. He saw with delight that Rogers held second place and that the new fellow would get the first chance at promotion. If that was the kind of fellow he had on hand the quicker he went ahead the better. "Good looking fellow," he thought as he took him all in. A heavy shade of tan told of a summer in the sun, but it took nothing from the hat-protected forehead, white as milk, broad and not too high. The eyes, black and keen, displayed an ability to see at a glance what was to be seen, and the teeth, which at that minute were helping on the smile at Rogers' astonishment, were white and even and clean. The face was round and pleasing. The head, covered with shining black hair, but parted in the middle, was well placed upon the manly shoulders and the general outline of the boy was that of an Apollo—or of a well-built healthy young fellow of the United States, as the reader may choose. He wore a collar too large for him and a discouraged-looking necktie and the fit

of his coat made Rogers laugh to himself—until he found himself beaten. Take him as he found him, Brinsmade was satisfied and walked away.

Later in the day when work was not so pressing the manager strayed around there again. He found both boys busy in rearranging "the coop" and "fixing things." That was a good sign, "having things shipshape" being a hobby with the general manager and one he mounted the minute a new man came into the store. He was now even more interested. He felt as if he wanted to know the youngster and took out the memorandum book where he had written his name. "Nelson Dane," he read. "Well, if there's anything in names there's the right sort of a chap behind that one. I'll watch."

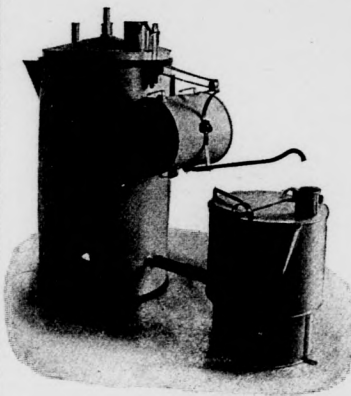
He did, and felt paid. He made opportunities and found out by improving them that the boy was bright and smart because he had to be—he was born so. His home training had made him satisfied with what he had done only when it was his best. He had had good training in doing up goods in the village store, but he felt the place too small and had come to the city because he wanted to get more, for which he expected to work harder.

That last did the business for both boy and man; on the boy's side because it was evident that he wasn't on the lookout for "soft snaps;" on the man's side because he was always on the lookout for just that sort of boy.

At the end of the first week there was a vacancy at the linings counter—Dane filled it. Rogers looked daggers and said things that wouldn't look well in print, but for all that the new boy had the place and he proceeded to fill it to the eminent satisfaction of the manager. Dick Somebody had been there time out of mind and, finding that he would stay there for the rest of his life, concluded to quit. Linings counters are not generally considered especially desirable or responsible places, but one wouldn't have thought so had he seen Nelson Dane after he got behind that counter. What is the use of a fellow's trying to sell goods if he doesn't know what he has to offer? Brinsmade thought he'd give him a week. At the end of the first day he went to the linings counter and found he couldn't feaze him. At the end of the second day by rearrangement it had the appearance of a new department. The dust was gone, the goods looked new, and whether on shelf or counter they had a freshness about them which made every blessed woman who went by—and that meant all of 'em—want to touch them, and they did. Never in that establishment had it been looked upon as an art to sell linings. It was a necessity and was only a matter of so many yards and measuring them off, but not now. One would have thought that the fate of empire hung on the choice of a lining. It was easy to account for, Brinsmade thought, when a girl was the purchaser, for Dane was handsome and that eye of his and the unconscious—was it unconscious, confound him!—way he used it was enough to set any girl's heart a flutter; but, when mothers and grandmothers halted between two opinions and turned their gray heads this way and that way while he held up the goods, the manager simply gave it up and laughed softly to himself.

He early concluded, however, that it was a pity to waste that kind of talent on dress linings and, more for the sake of seeing the fun go on than from any

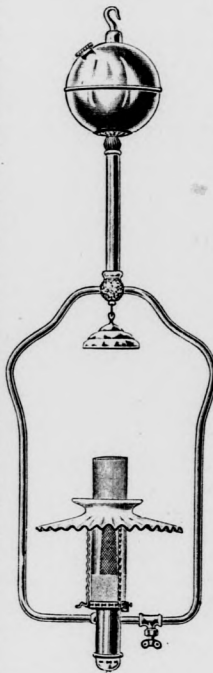
The Cline Acetylene Gas Machine



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



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

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.

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.

expectation of an increased amount of sales, he put the new boy at the silk counter when one of the clerks there was sick. Brinsmade was on the watch and when the day's work was over he walked into the office with a satisfied face that was well worth looking at.

"I'll tell you what, gentleman," he broke out with, "that Dane's a corker! I put him at the silk counter to-day to see what he could do and he hasn't lost a customer! I never saw anything like it. The way he approached those women was—I don't know what. Had they been queens with crowns on he couldn't have shown more deference and yet there was a manliness about it which kept it from even a hint of the servile. Why, goodness gracious! there was that old hen, Mrs. Kempworthy, the terror of the whole store, who went off with a black silk in her hands. Think of that! There hasn't been such a day at the silk counter since I've been here and I don't see any better way than to keep the fellow there. He's earned his salary several times over to-day and I've a notion to keep him at it and pay him what he's worth. Are you willing I should try it?"

There was no objection and Dane's salary-increase began with his first day at the silk counter.

The confidence was not misplaced. His sales had the usual ups and downs, but at the end of the month Dane always stood ahead and was looked upon as the best salesman in the store.

With the increase of salary it was soon noticed that Nelson Dane was making some great changes in his personal appearance. Brinsmade's practiced eye marked it first and the owner thereof reflected upon it. "Now, then, I wonder if that bright fellow is going to make a fool of himself. Is it going to be the same old story of too much money and spending it too freely? It won't if I can help it and when I see that he's reaching dudedom I'll stop it. He doesn't seem to be silly enough for that and he sha'n't be if a word from me will prevent it." So the manager, his heart interested in the brightest boy he had ever come in contact with, kept both eyes wide open.

He looked at the new suit and commended it. There was handsome material and there was style. It was money well spent if that sort of suit were not indulged in too often. One fact pleasing to notice was the extreme neatness and appropriateness, with not a hint of the loud anywhere. From hair cut to the shapely shoe it was handsome and not showy and the intelligent face simply confirmed the idea, gentleman, which the rest suggested.

So far so good; but it seemed to Brinsmade that there was a care for certain incidentals which bordered on the overnice. The daily shave was all right—he wished the rest of the clerks would follow closely that worthy example. It was plain that the whisk broom did good service every morning in Dane's apartment, but the hair was always just so long and the black mustache had always the same length and the same curl and every morning, as sure as Dane came into the store, those trousers showed that they had been pressed, and if those shoes ever got dirty they had to have a through-going cleaning and Nelson Dane's hands never indicated any acquaintance with any such work as that. It was all well enough, however, except the mustache and the crease in the trousers. That indicated the incipient dude, and a dude he wouldn't have in the store. A clerk had

no business to spend his money in that way, unless he was willing to be always a clerk, and that sort of man he didn't want anything to do with.

"I'll ride up with you in the car, if you don't mind, Dane," said Brinsmade that night. "I've something I want to say to you."

"You'll have to walk, Mr. Brinsmade; I can't afford car fare. I wouldn't like to have you think I'm stingy, but a nickel saved is good as a nickel earned, and I save mine that way."

So they walked, and the manager at once opened fire.

"I've a little fault to find with you, Dane. You're getting a little too dudsish. You part your hair in the middle and you look too bandboxy. Your hat and your gloves are always new. Your hair shows the barber's work too often and your trousers show daily contact with the tailor's goose. I like to see you neat and careful of yourself, but you are spending your money foolishly and too much of it and I want you, for your own good, to stop it."

He didn't go on. X-rays never did better work than Nelson Dane's sharp eyes for an instant. Then, convinced that Brinsmade meant only kindness, he said with a laugh, "I think, Mr. Brinsmade, I must tell you how I do it, you can judge better, then, whether I can afford it: My hair parts naturally in the middle and won't stay parted anywhere else. I brush my hat when I take it off and am generally careful not to sit down on it. I find that I can easily keep my gloves clean with a preparation I paid twenty-five cents for, if I don't wait until they get too dirty. I've only one hat—but a good one—and one pair of gloves and I expect to wear them a year. Jim Jackson rooms across the hall from me and we barber each other every Sunday morning. That saves twenty-five cents, and I put by a quarter every time I save it. Then I shave myself. When I had my suit made I had two pairs of trousers from the same piece. They will last twice as long and cost proportionately less. I found that the tailor would charge a dollar a month for pressing and I couldn't afford that, so when I take my trousers off at night I just smooth them out nicely and put them between the mattresses. Then I sleep on them and leave them there until the next night, when the second pair takes their place. So you see I do my own pressing and that's how it happens that they are fresh every morning. That saves a dollar a month and that dollar goes every month into the savings bank. That's all there is to it, Mr. Brinsmade. My father always told me to buy the best because it will make up better and last longer, if I take care of it, and I find he's right. My suit cost \$10 more than Williamson's, but I had the two pair of trousers and a good tailor, and it is going to last twice as long as his and look better because it is better. So I guess, take it altogether, I can afford to keep right on with the fresh crease in my trousers every day—don't you?"

"Why—er—yes. Say! Dane! if you won't tell anybody what I said to you about this I'll buy your next hat, and it shall be a good one."

It was a bargain; but Brinsmade thought it too good to keep, even if it was against him, and told me. I'm going to add, on my own account, that not only will Nelson Dane have the new hat, "and a good one," but just as surely as the sun rises, when he gets ready for it and wants to, that boy's going to be a member of the firm for which he is now selling silk.

Richard Malcolm Strong.

Crockery and Glassware

AKRON STONEWARE.

Butters	
1/2 gal., per doz.	45
1 to 6 gal., per gal.	5 1/2
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.	6
Churn Dashers, per doz.	84

Milkpans	
1/2 gal. flat or rd. bot., per doz.	45
1 gal. flat or rd. bot., each	5 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.	50
3/4 gal., per doz.	40
1 to 5 gal., per gal.	6

Tomato Jugs	
1/2 gal., per doz.	50
1 gal., each	6
Corks for 1/2 gal., per doz.	20
Corks for 1 gal., per doz.	30

Preserve Jars and Covers	
1/2 gal., stone cover, per doz.	75
1 gal., stone cover, per doz.	1 00

Sealing Wax	
5 lbs. in package, per lb.	2

FRUIT JARS	
Pints.	4 50
Quarts.	4 75
Half Gallons.	6 50
Covers.	2 00
Rubbers.	25

LAMP BURNERS	
No. 0 Sun.	35
No. 1 Sun.	45
No. 2 Sun.	65
No. 3 Sun.	1 00
Tubular.	45
Security, No. 1.	60
Security, No. 2.	80
Nutmeg.	50

LAMP CHIMNEYS—Seconds	
No. 0 Sun.	Per box of 6 doz. 1 45
No. 1 Sun.	1 54
No. 2 Sun.	2 25

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 75
No. 1 Sun, crimp top, wrapped & lab.	3 75
No. 3 Sun, crimp top, wrapped & lab.	3 95

CHIMNEYS—Pearl Top	
No. 1 Sun, wrapped and labeled.	3 70
No. 2 Sun, wrapped and labeled.	4 70
No. 1 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 (65 doz.)	3 50
No. 2 Lime (70 doz.)	4 00
No. 2 Flint (80 doz.)	4 70

Electric	
No. 2 Lime (70 doz.)	4 00
No. 2 Flint (80 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 00
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 25
5 gal. galv. iron with faucet, per doz.	5 50
5 gal. Tiltng 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.	9 95
5 gal. Home Rule.	11 28
5 gal. Pirate King.	9 50

LANTERNS	
No. 0 Tubular, side lift.	5 25
No. 1 B Tubular.	7 50
No. 13 Tubular, dash.	7 50
No. 1 Tubular, glass fountain.	7 50
No. 12 Tubular, side lamp.	14 00
No. 3 Street lamp, each.	3 75

LANTERN GLOBES	
No. 0 Tub., cases 1 doz. each, box, 10c.	45
No. 0 Tub., cases 2 doz. each, box, 15c.	45
No. 0 Tub., bbls 5 doz. each, per bbl.	2 00
No. 0 Tub., bull's eye, cases 1 doz. each	1 25

Name a Guaranty of Excellence

Ten years ago Ceresota was an uncoined word. Now more than twenty-five thousand sacks of flour under this brand are used every day. It goes to every important flour market of the world. It is used by more than a million families. It is the standard bread flour of the world, and so recognized by competitors as well as consumers. It is as near absolute uniformity as flour can be made, for we have every manufacturing facility that money can buy, ingenuity suggest and experience approve. Ceresota on a sack of flour means the same as the government stamp on a coin. It guarantees the fineness and weight and makes it redeemable in gold. Some things must be seen to be appreciated, but Ceresota must be baked. It would be hard to select the best flour by reading the advertisements. Strong statement is a specialty with most advertisers; but you may safely rely upon the opinion of consumers. Buy enough Ceresota for your customers to try and if it suits them buy more.

**Olney & Judson
Grocer Company,**

Western Michigan Distributors,
Grand Rapids, Mich.

The Northwestern Consolidated
Milling Company, Minneapolis.

Shoes and Leather

Unjust Concessions Demanded by Those Who Return Goods.

A great deal has been said and written of late in regard to what is termed the "return goods evil," and manufacturers and wholesalers who have suffered at the hands of unscrupulous dealers have been instrumental in perfecting an organization for their protection. Like all stories, there are two sides to this one. That there are unscrupulous dealers who do not hesitate to take advantage of the wholesaler whenever the opportunity offers them there is no denying, but there are others, and the number of dishonest manufacturers and wholesalers are as great as the retailers in proportion to the number engaged. Human nature is the same the world over and crops out in all walks of life from preaching to pugilism, and sharp practice is not confined to the ranks of the retailers by any means.

* * *

It is almost impossible for a manufacturer to send out goods which all open up just as nice as the samples and dealers should not expect it. A reasonable allowance must be made. We have dealt with some houses a number of years, using in that time many thousands of pairs of shoes, and never had any complaints to make. Some houses have a reputation of sending out better goods than their samples and there are others who ship out goods that are so unlike the samples from which they were purchased that the dealer can not recognize them. The editor of a shoe trade paper who recently toured Europe wrote several articles on this subject to the effect that certain Eastern manufacturers had given the export shoe business a black eye by shipping shoes so inferior to the samples shown that the foreign factor was compelled to dispose of them at a loss.

* * *

Not long ago one of our customers, who is a well-to-do farmer, brought to us a pair of boots, one of which had been badly burned, and said: "Here are those boots I gave you \$4 for less than six weeks ago and the leather is rotten." We showed him they had been burned, but he insisted he had never been near the fire with them as he always changed his boots for slippers before entering the house. We offered to abide by the decision of any of our competitors or any shoemaker in the city as to whether the leather had been burned or not. He said in case they were burned it was before he got them and suggested we return them to the manufacturer and get a new pair for them as another dealer had done for a neighbor of his. We of course refused to make any concession and he left in high dudgeon, saying he would never spend another cent at our store and would see that his neighbors didn't. A short time after that one of his neighbors visited the store and in the course of conversation asked if Jones had complained about the leather in his boots being rotten. We replied that he had. "Well," said the neighbor, "he was helping me scald hogs and spilled a lot of boiling water on them. I told him at the time I was afraid he burned his boots, but he said he guessed not." It wasn't very long before Jones was back buying goods as though nothing had ever happened. He is still a good customer and the burned boot episode has never been referred to by either of us.

* * *

The following conversation was recently overheard between a salesman and a party who had returned a pair of shoes which he claimed were worthless. He said he had hardly worn them at all notwithstanding the fact that they gave every evidence of rough usage. The heels were worn off almost to the counters and the inner soles were almost entirely gone. The salesman looked them over critically and then asked, "Whom do you suspect?" "I don't know what you mean," said the owner of the shoes. "Why," answered the salesman, "you said you hadn't worn them and it is very evident some one has, and he hasn't been very particular about how he used them either. Now I would advise you to lock your wardrobe at night for some one else is surely wearing your shoes." The complainant saw the point; the salesman made a slight reduction on another pair and the matter was amicably adjusted.

* * *

You will occasionally find a retailer who does business in a weak way, and thinks to curry favors with his customers by making unjust allowances and charging it up to the manufacturer. This is a fatal error on his part, for even rogues respect an honest man who knows his rights and is not afraid to stand up for them, and the dealer who allows himself to be imposed upon is bringing down upon his head no end of trouble and loss of business. As all dealers of experience know, it is something remarkable how people who are apparently honest and conscientious in other things will deliberately lie about the wear of a pair of shoes. Nine out of ten persons who burn a shoe will never acknowledge it. The leather may be burned so hard and crisp that it can be picked off in chips, but they solemnly assert they haven't been within ten feet of a stove or any other place to have been burned. These people must be dealt with kindly but firmly. Once the merchant gives in he is lost. The first thing he knows he has drifted into giving concessions here and there until it amounts to such a sum that he does not feel like standing it all himself and invites the manufacturer to chip in.—Shoe and Leather Gazette.

Curious Shoe Trust.

From the Philadelphia Record.

Doylestown has four odd characters who pool their issues in buying shoes. They all have the same sized feet, and each regards this fact in the nature of a libel perpetrated upon him by the other three. Every year each one of the quartet chips in \$18, and the fund of \$72 is expended for shoes. Buying them in such quantities, there is naturally a reduction in price. One would think that there would be an equal division of the shoes; but that isn't their little game. The shoes are owned collectively, share and share alike, and when not being worn they are kept in a closet in the express office, which is the general lounging place of the quartet. If one man wants to wear new shoes, he goes to the express office and puts them on. If he wants to change off to a pair that has already been broken in he does so. If he wears russets in the daytime and wants to wear patent leathers in the evening he goes to the express office and makes the change. They have been doing this for several years, and claim they wouldn't wear shoes in any other way.

With 49,000,000 people of India now affected by the famine and with the enormous amount of wheat and corn harvested in the United States, it does seem as if more ingenuity ought to be expended in bringing together these remote extremes.

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.

Boston
and
Bay
State
Com-
binations.

Knit or Felt Boots with
Duck or Gum Perfections.

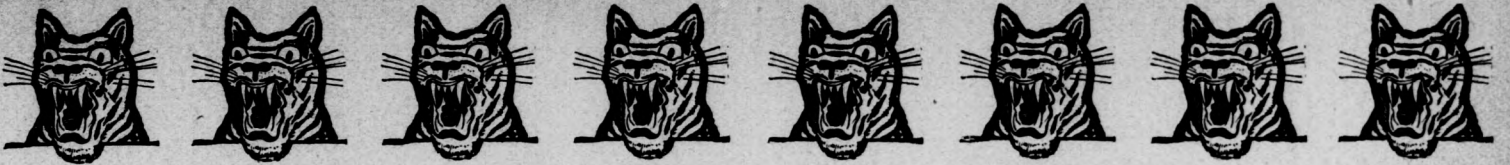
Our stock is complete. Send us your orders and they will have prompt attention.

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

Agents Boston Rubber Shoe Company.

HEROLD BERTSCH SHOE CO.,

MAKERS OF SHOES,
GRAND RAPIDS, MICH.



PHELPS, BRACE & CO.'S
Royal Tiger
10c.



Tigerettes

5c.

"A SMOKER'S SMOKE."



NOTICE!—Detach This Sheet and Preserve for Future Use.

PASTE IT IN YOUR HAT.

PHELPS, BRACE & CO., DETROIT, MICH.

The Largest Cigar Dealers in the Middle West.

WHOLESALE PRICE LIST OF CIGARS.

IMPORTED CLEAR HAVANA CIGARS.

Carolinas		
Regalia Perfectos	25	185.00
Majors		100.00
Bock & Co.'s		
Panatellos	100	130.00
Henry Clay		
Conchas Especial Extras	50	102.00
Nuevo Mundo		
Regalia Deliciosos	50	98.00
Manuel Garcia		
Selectos	50	97.00

NOTE—The prices given above are quoted subject to change. No two shipments of cigars being alike in weight the prices necessarily fluctuate.

KEY WEST CIGARS.

(A. B. Ballard & Co., Tampa, Florida.)		
Princesa Louisa		
Invincibles	25	175.00
Perfecto Grande	25	120.00
Perfecto Chicos	25	105.00
Rothschilds	50	100.00
Bouquets Extra	25	90.00
Diplomaticos	25	85.00
Puritano Finos	50	80.00
Londres Finos	100	75.00
Panatellos	50	75.00
Principes	25	70.00
Regalia del Principes	50	65.00
Conchas Finos	50	60.00
Selectos	50	55.00
Key West Superior	100	40.00
(Seidenberg & Co., Key West, Fla.)		
La Rosa Espanola		
Belmont	25	120.00
Magnifico	50	100.00
Rothschilds Extra	50	90.00
Puritinos	50	75.00
Conchas Especial	50	60.00

CLEAR HAVANA.

(T. J. Dunn & Co.)		
Zenda Bouquet		
Conchas	50	\$60.00
Panatellos	50	70.00
Puritano Finos	50	70.00
Medium Perfectos	25	85.00
(Bernard Stahl & Co.)		
Padrona		
Jockey Club	50	65.00
Puritano Finos	50	75.00
Rothschilds	50	75.00

(Lagora-Fee Co.)		
Lagora		
Puritano Chicos (2 bundles)	50	\$68.00
Puritano Especial	100	68.00
Puritano Regalia (13 top)	50	68.00
Puritano Cans	50	70.00
Puritano Wood	50 and 100	70.00
SEED AND HAVANA.		

Royal Tiger

Bouquet	50	55.00
Concha Especiales	50	55.00
Rothschilds	50	68.00
Perfectos	50	70.00
Invincibles	25	80.00
American Inventors		
Bouquet	50	55.00
Conchas Especial	50	60.00
Deliciosos	50	60.00
Deliciosos	25	65.00
Puritinos	50	65.00
Perfectos	50	70.00
Invincible	25	85.00
(The Hilson Co.)		
Hoffman House Bouquet		
Conchas Espcl.	50	55.00
Eurekas, banded	50	62.00
Jockey Club	100	65.00
Olympias, 3 in foil	50	65.00
Victorias, fancy tin box	25	65.00
Perfectos, banded	50	70.00
Rothschilds	50	70.00
Vicente Portuondo		
Conchas, banded	50	50.00
Puritinos	50	55.00
Bouquet, banded	25	60.00
Londres Grande, 1 bundle	100	65.00
Perfectos	25	70.00
(Celestino Costello & Co.)		
Barrister		
Conchas	50	55.00
Esquisitos	50	55.00
Puritano Finos	50	60.00
Rothschilds	50	68.00
Perfectos	25	70.00

(Lagora-Fee Co.)		
Lagora		
Conchas	50	55.00
Exquisite	50	55.00
Lagora-Fee	50	70.00
Perfectos	50	70.00

(T. J. Dunn & Co.)		
Robert Mantell		
Regalia Chico	50	\$55.00
Invincible Extra	50	70.00
(Maurice Sanborn, Key West.)		
Pond Lily		
Conchas Especiales	50	50.00
Magnificos	50	55.00

MISCELLANEOUS.

Capitol		
UNION LABEL	50	55.00
Crawford		
Seniors—UNION LABEL	50	55.00
Carmencita		
Concha Especiales	50	55.00
Banners		
Concha Especiales	50	55.00
Royal Banners		
Loose	50	70.00
Hemmers		
Concha Especiales	50	55.00
Big	50	70.00

HIGH GRADE DOMESTIC.

Tigerettes		
Majestics	50	35.00
Regulars	50	35.00
Tampas	100	35.00
(Ruhe Bros.)		
Crown Five	50	35.00
Captain Corker	50	35.00
Club Five	50	35.00
Cuban Hand Made	50	35.00
Generals	50	35.00
Little Peggy	50	35.00
Knight Pythias	50	35.00
Mr. Thomas	50	35.00
Signal Five	50	35.00
Silver Cross	50	35.00
Crawford		
Juniors—UNION LABEL	50	35.00
Vicente Portuondo		
Chicos, banded	50	35.00
Londres Chico, 1 bundle	100	35.00
Opera Reina, 1 bundle	100	35.00
Panatellos, 2 bundles	100	35.00
Petite, 2 bundles	100	35.00
Sublima	50	35.00
Veguero	50	35.00

Little Barrister	50	\$35.00
Artie	50	35.00
New York Life	50	35.00
Lillian Russell		
Puritano	50	35.00
Aristocrat	50	35.00
La Flor de Dunn	50	35.00
Gloria	50	35.00
White Beauty	50	35.00
La Flor Cubana	50	35.00
Hoffmanettes Junior	50	35.00
Hoffmanettes	50 and 100	35.00
Robert Emmett		
Tin box with lock	50	35.00
Jolly Tar		
Exquisite	50	35.00
Conchas	50	35.00
Red Rooster		
Exquisite	50	35.00
Conchas	50	35.00
Hemmers' Champion	50	35.00
S. C. W.		
Less than 500		33.00
500 or over		32.00
1000 or over		31.00
Temple of Commerce		
Large, UNION LABEL	50	35.00
Small, " "	50	35.00
Prime		
Union Label	50	35.00
Fontello		
Perfectos	50	35.00
Puritano Finos	50	34.00
Reina Especiales	50	33.00
Detroit Free Press	50	33.00

DOMESTIC CIGARS.

Paradise, 2 bundles	100	30.00
Counsellor, UNION LABEL	50	30.00
New Wonder	50	28.00
Royal Club, 1 bundle	50	28.00
Great Five	50	28.00
Lady Fly	50	25.00
The Verdict	50	25.00
First Pick	100	25.00
Pink of Perfection	100	23.00
Little Havanas	100	20.00
Lucke's Rolled Cigar	50	18.00
" "	100	17.50
O. K.	50	16.00
Our Leader (Sweepers)	100	15.00
Key West Choice	50	15.00

Cuban Star	50	\$15.00
Countess	50	15.00
Village Belle	50	12.00
Happy Days	50	12.00

LITTLE CIGARS, CIGARETTES AND CHEROOTS.

Uncle Sam Cheroots	250	15.00
Silver 5s (Cheroots)	100	15.00
Old Mexico, pap. c'rt'n, 5 for 10c	250	15.00
Early York, Cher't, foil 5 for 10c	100	15.00
Cuban Dainties	100	12.50
Old Virginia Cheroots, 5c pkg.	250	12.50
Key West Havana Cher'ts, tin cans	100	12.00
New Rival, large size,	100	12.00
Hoffman House Magnums	100	12.00
Blue Points (Stogies)	100	10.00
It's a Smoke (Stogies)	100	10.00
Ideal (Tobies)	100	10.00
Monopole, Casino, 20 in package with Gold Tips, in cartons	500	9.00
Monopole, Cairo, 10 in package, with mouthpiece, in carton	500	7.50
Between the Acts	500	8.50
Little Hoffman House, 10 in pap. cartons	250	7.50
Lucke's Rolls	100	7.50
New Rival, Little Havana Cigars 10 in tin box, 250 in carton, (UNION LABEL)		7.50
New Light	250	7.50
Benedicts	100	7.50
Sweet Caporal Little Cigars	500	4.00
Sweet Caporal Cigarettes 10s	500	4.00
Fairest Wheel, New Pattern		10.00
Globe Cash Register		25.00
L. A. W. Bicycle Slot Machine		12.00
Electric Cigar Lighter		
Figure 2, Style A		7.00
Royal Tiger Electric Cigar Lighter and Clipper,		7.50

NOTE—We sell fifteen hundred \$35 cigars for \$50; three thousand at \$33 or five thousand at \$32 or if sold at regular prices, give one hundred extra (of the same brand) gratis with fifteen hundred cigars, 250 with 3000 cigars or 500 with 5000 cigars.
The above free cigars also apply to all cigars (except stogies, cheroots, cigarettes and similar goods) ranging in price from \$15 to \$35 per thousand, and may be assorted in as many different brands as the customer desires.
These discounts or free goods do not apply to parties having show cases or similar articles on lease.

THESE TERMS DO NOT APPLY TO BROWN BROS.' BRANDS.

GOTHAM GOSSIP.

News From the Metropolis—Index to the Market.
Special Correspondence.

New York, Feb. 17.—The coffee market here is hardly as active as a week ago. Advices from Europe were of a weaker character and, while Brazil remained firm all the week, the supplies there were reported rather larger than usual, so that altogether the condition is not quite as bright as a week ago. Rio No. 7 closes at 8½¢@8¼¢, jobbers quite generally insisting on the outside figure. There has been quite a lot of speculation during the week on the Exchange, but at a lower range than last week. In store and afloat the aggregate amount of coffee is 1,300,375 bags, against 1,388,326 bags at the same time last year. Mild grades of coffees are meeting with less attention, both from jobbers and roasters. The supply, however, is rather moderate and holders refuse to make any concessions. Prices are firm, with Good Cucuta worth 11¢. East India coffees are firm and higher. Padang Interior fetches 23½¢@25¢ in an invoice way; Mochas, 17¢@19½¢.

The sugar market has remained practically unchanged day after day and there is little to call for comment. List prices seem to be adhered to generally, although a Philadelphia refinery is said to be selling at 5 points less. Raws are quiet, but steady.

The tea market is steady, but there is very little doing except the everyday business. Dealers are not disposed to make concessions and quotations are well sustained. Not much doing in an invoice way.

Stocks of medium grades of rice are in fair supply, but the very low grades and head are not so much in evidence. The market is very quiet, buyers seemingly being disposed to let things drift along as they are for awhile and take only enough to meet the everyday call. Prices for both foreign and domestic are practically unchanged.

Pepper shows a little advance again and closes firm. Singapore, 12½¢@12¼¢. Cloves are well held at 8½¢@8¼¢ for Zanzibar. Other spices are also very firm and the market generally is in good shape.

Grocery grades of molasses have been in very light request, most of the orders being to sort up broken stocks. If the call has been light, the supply is in the same condition and, as a result, we have a fairly firm market. Good to prime centrifugal has a wide range—say from 20¢@35¢ or even 37½¢. Open kettle, 44¢@55¢. Syrups are in rather light supply at practically unchanged quotations. The demand is light.

Take the most careful observation of the canned goods situation possible and it will be hard to find a place where there is anything going on more than the most ordinary business. Brokers tell us that it is "between hay and grass." They are not expecting any trade and so are not disappointed. Futures are absolutely motionless and quotations on spot goods are practically unchanged. The market is firm, however, and if there has been no advance there is certainly no weakness, and within a week or so we shall see a good amount of business going forward in all probability.

Lemons and oranges have sold with a fair degree of freedom, but the market for the former all the season has been rather upset. California seems able to supply the demand from the West and, as time goes on, the products of the Golden State will encroach more and more into the territory heretofore occupied by the Sicily fruit. Sicily lemons are worth, as to size and condition of fruit, from \$2.10¢@2.60. Oranges, California, are worth \$2.45¢@3.90, the latter, of course, for fancy fruit. Fancy Floridas, \$4¢@5 per box for brights and \$3¢@4 for russets. Bananas are firmer and about 5¢@10¢ higher per bunch for firsts.

The dried fruit market is quiet and yet matters might be worse. Orders for small lots have been frequent and prices generally are very well maintained. California fruits are meeting with better request every day and evaporated apples

are doing well, especially the sort packed in cartons.

The butter market has been fairly active and, while quotations are not any higher than last week, there is a firmer feeling and, as arrivals are not likely to be very large for several weeks, it is likely we shall have a firm basis for trade for some little time. For best Western creamery 25c is still the quotation, with thirds to firsts from 21¢@24¢. Western imitation creamery, 17¢@22¢, possibly a fraction more for really desirable stock. Western factory from 17¢ through every fraction to 19¢ for best grades. Roll butter is quiet within the range of 17¢@19¢.

There is a firmer feeling in cheese and the call is more active, both from exporters and home dealers. Exporters are said to have offered 12½¢ for large size full cream without securing any amount. The quotations for such cheese range from 12½¢@13¢. From this the range is down to 10¢@11¢ for part skims.

Receipts of eggs are light and the market is strong and improving every hour. How much of the improvement is due to speculation it is hard to say, but there is certainly a firm feeling all through the market. Fresh Western goods are worth from 14½¢@15¢.

It has been rather a quiet week in the bean market for all sorts of beans. But the feeling is firm and quotations have not declined, unless the rate for pea beans be an exception, as these are a little lower, Michigan in bags being worth \$2.12½¢.

There is some activity in the call for maple syrup and sugar, the former being quotable at 10¢@12¢ per lb, and syrup at 75¢@85¢.

Apples are firm within the range of \$2.50¢@3.50 per bbl., as to variety. Cranberries are strong. The supply is very moderate and prices are well held. Jersey berries, per bbl., \$7¢@8.25; Cape Cod, \$7.50¢@8.50.

Ruining the Stomach by Eating Too Fast.

"I tell you," said a West Side merchant who is a crank on the subject of mastication, "the trouble with the people of the United States is that they eat too fast. Unless there is a reformation in the matter of eating, the next generation will be a race of dyspeptics. There will be enough irritable cranks in the country to almost if not entirely upset the Government. Look at the Englishman. He doesn't eat any more on the average than the American, but it takes him twice as long to finish the job. The average American will load a mass of stuff into his stomach and let it do all the work which should be done with his teeth and salivary glands. When he is young and hearty he doesn't seem to mind it much, but when he strikes middle life he finds that things don't taste like they used to. A lot of things that he used to eat and enjoy he can't eat at all, and he comes to imagine that when a man begins to age his appetite naturally fails. Or else he commences to grumble at the cook, imagines that his wife can't cook like his mother used to, and then trouble commences in the family. He is to blame for the whole thing himself. The cooking is all right, but he, like a fool, has ruined his digestion and his poor wife or the cook has to take the blame. A man ought to be as hearty at 50 as he was at 25. He ought to enjoy a meal as well at 60 as he ever did. If he had made a practice of taking at least forty minutes to eat a meal, instead of cramming it down in about ten minutes, as the average American does, he would live twenty years longer and he wouldn't be such a blamed nuisance to himself and his friends. He wouldn't go about growling and grumbling at the groceryman and the butcher and all the people who sell him things to eat, and quarreling with his wife because his stomach is out of order. He would act like a Christian and a white man ought to act."



Nathan T. Draper, aged 110 years, was born in New London, Conn., Sept. 6, 1790. His grandfather was killed in the Battle of Bunker Hill. His father served under General Shay in the Battle of Bunker Hill. He resides with his relatives at 146 Seventh street, Grand Rapids. He does not look like a man over 80 years of age and has the full use of all his faculties except his sight, which is failing. The signature affixed to the following statement was written without the aid of spectacles. In the course of a recent interview Mr. Draper remarked:
"I heard George Washington make a speech in Washington when I was a little boy. I have had twelve children, seven boys and five girls. I had six sons in the late war, one of whom was killed. All the others have since died. I have been a constant smoker all my life and have smoked a great many different kinds and qualities of cigars, but have never found any as good as the S. C. W."

Nathan T. Draper

Did You Know



5 cent cigars are the best?

Ask Us

to ship you a sample order.
And of course you will also want some

Improved
Hand "W. H. B." Made
10c, 3 for 25c.

The Bradley Cigar Co.
Greenville, Mich.

FLEISCHMANN & CO.

SPECIAL OFFER:

An Opportunity to Procure the Best Cook Book Published.



THE REVISED PRESIDENTIAL COOK BOOK Containing 1400 tested recipes, information on carving, how to cook for the sick, hints on dinner giving, table etiquette, etc. It has 448 pages, is 8"x6" inches in size, and contains numerous illustrations. By sending

FLEISCHMANN & CO.,
419 Plum Street, Cincinnati, Ohio,
10 two-cent postage stamps and 25 of our Yellow Labels, one of which is attached to each cake of our Compressed Yeast, this splendid publication will be forwarded to your address by return mail free of all charges.

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The Grand Rapids Paper Box Co.

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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.

Four Kinds of Coupon Books

are manufactured by us and all sold on the same basis, irrespective of size, shape or denomination. Free samples on application.

TRADESMAN COMPANY, Grand Rapids, Mich.

The Buffalo Market

Accurate Index of the Principal Staples Handled.

Beans—Demand continues active and supply only equal. Sellers are firm in their views.

Butter—Market shows some weakness on all grades of creamery, although the demand is better than expected. Buyers are expecting a decline and are working in as small a way as possible. Dairy is scarce and wanted. Rolls are in good request and firm; few really fancy arriving and would probably exceed quotations. Creamery, Western extras, 25c; creamery, Western extras, firsts, 23@24c; creamery, State and Pennsylvania extra, 21½c; creamery, State and Pennsylvania extra, choice, 22½@23c; creamery, State and Pennsylvania extra, fair to good, 20@21c; creamery, imitations, 16@18c; creamery, ladies, 15@16c; dairy, extra State, 22@23c; dairy, Western extra, 21@22c; dairy, choice, 20@21c; dairy, fair to good, 16@18c; dairy, common, 15@16c; crock butter, fancy, 21@22c; crock butter, fair to good, 15@18c; rolls, fancy, 18@19c; rolls, fair to good, 16@17c.

Cheese—Quiet and only steady. Offerings fair of fancy full cream; common scarce. Full cream, small, fancy, 12½@13c; fair to choice, 11@12c; skims and partly skims, 10@11c.

Eggs—Market unsettled and lower after our last report, but ruled strongly toward the close of the week and 14c was generally obtained for strictly fresh, with storage best at 10@11c, inside price bid. Prospects are steady under present weather conditions, 15c being the market to-day. Newlaid, fancy (nearby), 15c; Western and Southern, strictly fresh, 14½@15c; cold storage, fancy, 11@12c; cold storage, good to choice, 8@10c; No. 2, 5@7c.

Dressed Poultry—Receipts of turkeys were liberal, considering the light demand, and the market was weak. Chickens, especially fancy, scarce and in good request. Fowls firm, light receipts and all sold readily. Few ducks and only a fair enquiry. Geese are dull. Turkeys, fancy, small, 12c; turkeys, large, young, 10@11c; turkeys, good to choice, 10@11c; turkeys, thin and coarse, 9c; turkeys, Old Tom, 8½@9c; turkeys, poor order, 8@9c; Capons, large, fancy, 14@15c; Capons, medium, fancy, 13@14c; Capons, small and slips, 12@12½c; chickens, choice to fancy, 11@12c; chickens, fair to good, 9@10c; chicks and fowls, mixed, fancy, 10@11c; broilers, 14@15c; fowls, choice to fancy, 10@10½c; fowl, poor to good, 8@9c; old roosters, 7@8c; ducks, choice to fancy, 13@14c; ducks, poor to good, 11@12c; geese, fancy, 9@10c; geese, fair to good, 8@9c.

Live Poultry—Another active demand for chickens and fowl and the market is strong. Turkeys and ducks scarce, and but little enquiry for the former.

Turkeys, choice to fancy, 10@11c; chickens, fancy, 10@10½c; chickens, fancy, fair to good, 9@10c; chickens and fowl, mixed, 9@10c; broilers, 13@15c; fowl, fancy, 9½@10c; fowl, poor to good, 8@9c; ducks, fancy, per pair, 80c@81c; ducks, small and medium, 65@75c; ducks, old, 9@10c; geese, each, 65@80c; pigeons, per pair, 20@25c.

Apples—Stronger on improved demand and a good clearance of No. 2 and lower grades. January trade was enormous, and it is figured that if shipments the next two weeks of this month show up in proportion, stocks here will be wiped out. At all events holders are not worrying over the situation.

Potatoes—The present cold snap has held back receipts and prices have steadily advanced. Stocks of fancy are exceedingly light and firmly held at 60c from store in a small way. We believe it will take a few weeks to change present conditions.

Sweet Potatoes—Easier; quote light trade.

Potatoes, No. 1 Rural and white stars, 57@58c; No. 1 Hebrons and other red, 56@57c; fair to good of all kinds, 52@55c; Bermuda, per bbl., \$6@7; Jersey, per bbl., D. H., \$2.75@3; small and medium, per bbl., \$1.50@1.75.

Onions—Only steady for ordinary stock, but fancy sound show a firmer tendency.

Onions, yellow, fancy, 42@45c; yellow, fair to good, 38@40c; red, fancy, 45c; white, 50@60c; green, per dozen bunches, 8@12c; Bermuda, \$2.35@2.50; Havana, \$2.15@2.25; Spanish, per crate, \$1.50@1.75.

Vegetables—Cabbage is firmer. Lettuce is in heavy supply from all points and weak. Squash, weak. Spinach in good demand. Tomatoes firm for fancy; others neglected. New beans dull and weak. Horseradish higher.

Pipe Line for Sugar Juices.

Pipe lines for gas, water, steam and oil long ago demonstrated some of the attractive possibilities of the pipe line method of fluid transportation and made it familiar to all, with evidences of it abounding in every-day life. And yet one is impressed with a tinge of novelty in a recently circulated newspaper waif which tells of a 25-mile pipe line for conveying sugar-house syrup. At Springfield, Utah, it appears, there is a plant for slicing sugar beets and extracting the sugar-laden juice by diffusion, and this, with its impurities, is then "piped" to a beet-sugar factory at Lehi, there to be treated and refined by the usual processes. Enquiring further, however, it is learned that the same system of piping sugar juices has been in vogue in France and Germany for a number of years, and in the latter country, too, pipe lines have been used in potteries to carry much-thinned clay paste from one department to another.

Cleaning Enamelled Saucepans.

Wash them thoroughly inside and out with hot soda and water, and if, as is usually the case, any hard substance adheres to the interior scrub the latter with a brush made especially for the purpose. This brush should have a long handle, and should be fitted at the end and up one side with a number of short hard bristles. After the brush has been used rinse the pan well in clean water and dry it thoroughly. The brush should be rinsed in hot soda and water and hung up to dry. We need scarcely say that the saucepan lids should be as well washed and dried as the pans themselves. If anything has been burned in the pans, before washing them boil some soda and water in them, and then rub them inside with sand nearly dry, until quite clean.

The time has gone by when a commission house can get along without advertising. Houses conducting their business in the old way will have to come to modern methods if they are to hold their own with the up-to-date houses that advertise.

D. Boosing

General
Commission Merchant

SPECIALTIES

Butter Eggs
Poultry Beans

Ruling prices on the Buffalo market Monday, Feb. 19:

Roll Butter	17	@20 c
Tub Butter	17	@20 c
Fowls, dressed	10	@10½c
Chickens	10½	@12 c
Geese	11	@12 c
Ducks	12	@13 c
Turkeys	9	@11 c

If our market is satisfactory, ship.

Correspondence solicited.

154 Michigan Street,
Buffalo, New York.

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.

ESTABLISHED 1876.

CHAS. RICHARDSON

GENERAL
COMMISSION MERCHANT

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.
Quotations on our market furnished promptly upon application.

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.

MACKEY & WILLIAMS,

Dealers in

BUTTER, EGGS, CHEESE, POULTRY, ETC.
62 W. MARKET & 125 MICHIGAN STS.
BUFFALO, N. Y.

We want Dairy Butter both packed and in rolls. Fancy stock 18@20c. Fancy Creamery good demand. Fresh Eggs steady. Poultry firm, excellent demand.

REFERENCES: The City National Bank, Buffalo; Berlin Heights Banking Co., Berlin Heights, Ohio; National Shoe & Leather Bank, New York; Dun & Co. and Bradstreet Agencies.

Members of Produce Exchange. Established 1887. Long Distance Phone Seneca 1081.

Four Kinds of Coupon Books

are manufactured by us and all sold on the same basis, irrespective of size, shape or denomination. Free samples on application.

TRADESMAN COMPANY, Grand Rapids, Mich.

Fruits and Produce.

Observations by a Gotham Egg Man.

While the refrigerator and lined eggs shipped to Europe this season have been sent out at a basis of price which means a heavy loss to the original holders, the movement has been sufficient to afford considerable relief to our heavily overstocked markets, and has undoubtedly exercised a favorable influence upon the local trade, preventing as low a wind up as would otherwise have occurred. For several years past there have been occasional shipments of States eggs to Great Britain, some of which have been profitable and some decidedly unprofitable, but never before has there been so liberal a movement as during the past four or five weeks. Since the first of January over 25,000 cases, chiefly of refrigerator eggs but including a number of lined, have left New York for British and Continental ports, chiefly the former. The conditions which have led to this movement have, however, been exceptional: in Europe the winter has been unusually cold while here it has been remarkably mild; there prices have ruled above the average, with lightly stocked markets, while here we have had unusual quantities of held stock and relatively low values. It is possible that with our great egg producing capacity there may be occasional opportunities for the profitable exportation of eggs to Great Britain, but it does not seem likely that these will arise with any regularity. If they should, however, a special style of case would be desirable as the light cases in use here are far too flimsy to stand the handling given in ocean transportation.

* * *

There has lately been a very marked improvement in the quality of the fresh gathered eggs arriving in this market. Many of the shipments from central and southerly sections of the West, and from the South also, are now practically all new laid and differences in quality, in such cases, arise chiefly from differences in size, cleanness and style of packing. In this respect there is, however, room for much improvement, and there are still occasional lots arriving as fresh which show more or less serious mixture with stale, shrunken stock. A receiver who handles many Southern eggs called me in the other day to look at a line of Texas eggs which he had just received; they were very unattractive in general appearance and about one-third of them were "shakers;" 13c was the best price obtainable at a time when prime Southern were easily salable at 15c at mark and the lot was well sold at that, as at least 10 doz., to the case had no intrinsic value above about 10 or 12c and the actual loss would reach 5 dozen.

The receipts of fresh eggs in the New York market have lately been largely in excess of the consumptive demand. Whenever this condition occurs at this season of year the natural course of prices is downward and the declining tendency is checked only by speculative operations. When shippers notice a change in weather conditions which they consider likely to materially reduce supplies they frequently step in to prevent the natural decline by ordering their goods off the market; this is often done to such an extent as to force a recovery in prices at the expense of a large accumulation of eggs in receivers' hands at a nominal price above their selling value. The same considerations which cause shippers to limit their goods often result in some speculative bidding here, and generally induce dealers to buy more stock than their current needs require. These conditions very often result in an unnatural stimulation of price, which can be sustained and made healthy only by a full realization of the expectations upon which the speculation was based. But in a majority of instances these expectations are not realized. A change of weather quickly

changes the speculative disposition, surplus is ordered sold, and the sale is found to be impossible. The same considerations which induce an offering of the surplus induce buyers to hold off—which they are enabled to do by reason of previous purchases beyond needs—the bubble of speculative advance is pricked and prices fall back immediately. My observation is that those who sell freely each day during these temporary and speculative advances make the best average. It is generally possible to sell at each upward step while if stock is held for the "top notch" the general offering often causes a material reaction before any important quantity can be moved.—New York Produce Review.

Why Commission Merchants Dislike the Bonding Law.

Benton Harbor, Feb. 17.—If it is true that after the commission men withdraw their solicitors the fruit will go to them just the same, only more so, can any person tell why those gentlemen have not long ago voluntarily dispensed with their useless solicitors and given the fruit grower the benefit of that 3 per cent.?

The commission men ought to be able to offer other reasons for hiring lawyers to fight this law than that the law, if enforced, will result in the ruin of Michigan hotel-keepers and livery-men and will increase the shipments of fruit to Chicago, and will relieve the commission men of the burden of sending solicitors after the fruit and thereby save to themselves the 3 per cent. which they have been in the habit of paying their solicitors, and will, in reality, be a good thing for the commission men.

There is not and has not been any occasion for friction between the honest fruit grower and the honest commission merchant. They understand and appreciate each other.

Undoubtedly this new law was not enacted without good reason. It is not intended to embarrass nor in any way injure any man. But, like many other laws, it has for its object the regulation of those who require regulation, and this class are the only ones who could be expected to raise objections to the law.

The law in question requires of the commission man "the faithful performance of the trust reposed in him as commission man or broker, and to pay over all moneys to the proper parties coming into his hands by virtue of his agency or trusteeship, by virtue of his receiving the goods and produce aforesaid which shall justly belong to any person."

"Every such commission broker man shall be liable upon his bond for all moneys received by him from the sale of such goods and produce, and for the faithful performance of his duties in the premises."

Only that and nothing more. The only object of the law is to protect the grower against "crooked" solicitors and "crooked" commission men.

It is true that some of the more reckless among the commission men have threatened to "retaliate" by charging 15 per cent. commission, saying they can not afford to do business for 10 per cent. But in what predicament does this claim, or rather admission, place these gentlemen? Business men never do what they can not do. If it were true that they can not do a legitimate, honest business on a 10 per cent. commission, how are we to avoid the inference that during all these years they have been pretending to handle our fruit for 10 per cent. commission they have, in reality, been doing business on a commission of 10 per cent., which the shippers have known about and agreed to, plus an indefinite amount of appropriation, which the shippers have not known about and have not agreed to? I do not make this charge, but only say that their pretense that they can not do business for 10 per cent. carries this inference with it.

Of all the men objecting to this law, not one has a suggestion to offer as to how the fruit growers may protect themselves against dishonest commission men other than through some such law as this.

A. J. Knisely.



Highest Market Prices Paid. Regular Shipments Solicited.
98 South Division Street, Grand Rapids, Mich.

BEANS

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

MOSELEY BROS.

26-28-30-32 OTTAWA ST., GRAND RAPIDS
Seeds, Beans, Potatoes, Onions, Apples.

Beans 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.

TRY IT! IT'S GOOD.

QUALITY GUARANTEED.

Made from selected Apple, Grand Rapids and Pure Sp. es.

"V. BRAND C."

MICHIGAN APPLE BUTTER

VALLEY CITY SYRUP COMPANY
GRAND RAPIDS, MICH.

SEE QUOTATIONS IN PRICE CURRENT.

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.

The Meat Market

Instruct Your Customers How To Cook Hams.

When about to boil a ham, care must be taken after it has been trimmed and the bone removed that it be put to soak in a large pan filled with cold water, the length of time it should remain in soak depending partly on its degree of moisture, partly whether it be new or well seasoned. If the ham readily yields to the pressure of the hand it is new, and for such as these a few hours will suffice; but should they be well seasoned, they should be soaked at least twenty-four hours. Foreign hams require to be soaked much longer, varying from two to four days and nights. Be sure to change the water once every twelve hours in winter and twice during that time in summer. It is necessary to be particular in scraping off the slimy surface from the ham previous to replacing it in the fresh water to finish soaking. After it has been trimmed and soaked, boil it for one hour, then scrape and wash in clean cold water; place it in a braizing pan with two carrots, two onions, a head of celery, two blades of mace, and four cloves, moisten with sufficient common broth to float the ham and set it on the stove to braize very gently for about four hours. To obtain tenderness and mellowness, so essential in a well-cooked ham, it must never be allowed to boil, but merely simmer very gently by a slow fire. This rule applies also to all salted or cured meats, particularly corned or smoked beef tongues. When the ham is done, draw the pan in which it has braized away from the fire and set it to cool in the open air, allowing the ham to remain in the braize. By this means it will retain all its moisture, for when the ham is taken out of the braize as soon as done and put on a dish to cool, all its richness exudes from it. The ham having been partially cooled in its braize, it should be taken out and placed in a pan with some of its own stock, and about three-quarters of an hour before dinner put in the oven or on a slow fire. When warmed through place on a baking dish in the oven to dry the surface. Now put it on a dish and garnish with well-dressed spinach, placed around it in tablespoonfuls, shaped like so many eggs. Pour some sauce around the base and to add to its appearance put a ruffle of bright colored paper on the bone and serve. After your customer has cooked a ham like that once, every friend she has in the world will hear all about it, and you won't be able to keep up to your ham orders, and can sell at a better profit than before; because there is nothing so delicious in the world as a ham well cooked. This is only one of several ways, each just as simple and effective.

They Look Forward to Sunday Now.

Less than 7 per cent. of the butcher shops in Chicago, it is estimated, are now open Sundays, a condition more favorable than the clerks and dealers had hoped for when their fight for better working hours and Sunday rest began about six weeks ago. It was thought at the time that if 90 per cent. of the dealers could be induced to close one day in seven the limit of success would be reached. "For twelve years," says one of the Sunday closing force, "I have been in business, and outside of our annual picnic or days when I have been too ill to work, I have stood behind my block. It got so that time was hardly given me for my meals, for like other dealers I became avaricious and, led by cut-throat competition, sought to make

as much money as my neighbors. It was only when this fight for Sunday closing was taken up that I realized how much of a slave I was. It didn't take me long to figure that the little extra money I might make by seven-day drudgery wasn't worth what it cost, so January 14 I closed my doors for the first time. You can not appreciate how much more contented and better satisfied I am, now that I have a whole day to myself every week. Why, I look forward to it as the youngster does to vacation time. I wouldn't go back to the old conditions if all the stores in town reopened Sundays, and there are hundreds of others who would express a similar verdict."

Trying to Inaugurate an Era of Cattle Raising.

Timothy L. Miller, formerly of Illinois and now of Florida, who has been interested all his long life in the breeding of cattle, is trying to inaugurate an era of cattle-raising in the South, which may be a formidable rival of the West. He says that the climate, water, and feed of Florida are capable of producing the finest quality of beef. The feed on which the breeders are said to base their claims and future hopes is cassava. It is a luxuriant, many-branched shrub, which is produced to the extent of six tons per acre, and is said to be cheap, nutritious feed for cattle, hogs and horses. Mr. Miller says that between the Chattahoochee River and Pensacola there are 500,000,000 acres of land which may become the finest cattle-ranges in the world, and that these acres, stocked with Hereford cattle to their capacity to furnish feed, would be equal to 500,000,000 acres in Illinois. The climate is such as to require no shelter, so that cattle may run the year around. The experiments so far made show that the beeves are finished to the top of the market. Cassava brings them to this condition. Such feed is used two months in winter, and the rest of the year the stock feeds on native grass.

Plea for Plenty of Light.

Correspondence Butchers' Advocate.

If there is anything some butchers are behind the times on, it is lighting up markets. It's a sad sight to pass a market, especially on a street where there is lots of traffic, and see a window full of nice cuts of beef, mutton and poultry, and see one or two little lights burning in the window, giving it the appearance of an undertaker's shop.

Butchers would do well to look at some of the clothing stores, dry goods stores and other retail stores on some of the avenues and see how brightly they are lighted up. It may cost a trifle more, but look at what it brings a man in the end. If there is anything people like to see, it is a well lighted-up store. I hope butchers will take this little piece of advice and profit by it.

The High Price of Veal Calves.

From the Drovers' Journal.

The advance of the calf market to the highest point on record places the value of these young critters far above their natural level. Calves are \$1@1.50 higher than a year ago, while matured cattle of all kinds are selling in practically the same notch. Scarcity of good veal calves is responsible for this flight of prices, and the scarcity in turn is due partly to the fact that the supply of breeding cows in the dairy sections has been greatly reduced during the past year, and that farmers have made an effort to retain as many calves at home as possible to grow into beef. It would not seem reasonable to have current prices hold up long, yet the available marketable supply of calves is small.

Chinese Partnership Dissolution.

This is the way the almond-eyed Celestial advertises a dissolution of partnership: "Chin Sing has bought out Li Look of Wah Lung & Co., Chinese grocers at No. 8 Burrill street. All money coming to Li Look as his share will be paid at 12 o'clock Monday, Jan. 29. After that time he will have nothing to do with the firm."

WANTED

Butter, Eggs, Poultry and Country Produce.

W. B. STOPPARD & CO.
COMMISSION MERCHANTS

Prices by wire on request.

SYRACUSE, N. Y.

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.

WANTED

We are always in the market for Fresh

BUTTER AND EGGS

36 Market Street.

R. HIRT, JR., Detroit, Mich.

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.

..OYSTERS..

IN CANS AND BULK.

F. J. DETTENTHALER, Grand Rapids, 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.

Business Helps

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

Northrop, Robertson & Carrier,

Lansing, Michigan.

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.

Gripsack Brigade.

Eaton Rapids Journal: Herbert Knapp started out on his maiden trip as a traveling man last Monday morning. He is representing the Dodge & Corey cigar factory.

O. F. Jackson, who has traveled several years for the Saginaw Hardware Co., has engaged to travel for Foster, Stevens & Co., covering the trade of Northern and Eastern Michigan. Mr. Jackson has resided at Ithaca for several years, but will remove his family to this city as soon as spring opens.

Traverse City Herald: C. F. Williams, lately of Chicago, has been placed on the road for Straub Bros. & Amiotte of this city, taking the territory south of here, while Mr. Amiotte continues to see to the trade north of the city. Mr. Williams has had much experience as a traveling man, having recently been employed by the tea and coffee house of H. C. Fisher.

George Gane, Michigan representative for the Washburn, Crosby Co., finds it necessary for him to live nearer the center of the territory and will accordingly remove his family from Traverse City to Grand Rapids as soon as spring opens. Mr. Gane owns a handsome residence in the City-by-the-Bay, but says he will meet with no difficulty in finding a purchaser because his home is thoroughly modern and is located in an excellent residence district.

It is understood that David C. Smith and E. E. Wooley have formulated plans for the reorganization of a Prevaricators' Club and that they will apply for a charter which will enable them to issue licenses to such members of the fraternity as they think are entitled to special recognition by reason of their proficiency in handling the truth in an elastic manner. It is reported that Hub Baker and Bert Peck are both bent on obtaining the first license issued by the new organization.

Boot and Shoe Recorder: Traveling men who visit the retail trade at Western and Southern points are putting in a good deal of time in arranging samples and preparing for their trips another season. Before March 1 the advance guard of shoe salesmen will take their departure with fall samples. It is needless to say that prices will be higher all along the line. The boys will give their customers to understand that they must either pay more for next season's goods or consent to take a good deal less value for the same money.

Jack Harvey (Burnham, Stoepel & Co.) does not attend the Presbyterian church at Grand Haven as frequently as he did formerly. The explanation he gives of this lapse is that it is impossible for him to attend that church without being sandbagged by his good friend and fellow traveler, Louis J. Koster, who happens to be a trustee of the

church and passes the contribution plate. Mr. Koster invariably makes a perceptible pause at Mr. Harvey's pew, gently inclines his head with an impressively murmured, "Come, Jack!" accompanied with a significant glance of those black eyes of his, and "Jack" is held up to the tune of a round dollar every time. Then with a low, "Thank you, Jack," he moves unconcernedly down the aisle. Inasmuch as Mr. Harvey pays his pew rent in advance, man fashion, it would seem to a casual observer a little hard that he should be thus victimized by a brother traveler simply because that brother happens to be in a position to shake the contribution box.

The Boys Behind the Counter.

Pentwater—The Sands & Maxwell Lumber Co. has engaged F. F. Ward, of Kalamazoo, to take charge of their dry goods department, succeeding Mr. Edwards.

Howard City—Joseph Taylor and Don Denton, who were identified with the grocery store of Alex. Denton for several years, will retain their former positions with the new firm of Crittenden & Co.

Beiding—Glenn Pope, who has been in charge of the People's shoe store, has taken a position with A. & D. Friedman, the clothiers.

Otsego—Earl Mansfield is clerking in E. A. Dunwell's drug store.

Port Huron—The retail clerks have merged their local organization into a union, electing Fred W. Woods President and Timothy O'Brien Financial and Recording Secretary.

Sault Ste. Marie—Under the reorganization of the Chippewa Hardware Co., C. W. Given, of the old company, has been retained as accountant, and Clement Sylvester and Harry Stratton also remain in the store. Forrest Robbins, formerly with P. M. Church, is an addition to the force.

Big Rapids—Verne Hobart is now in charge of the Hobart Mercantile Co., owing to the removal of his father to Traverse City to take charge of the book and stationery department of the new house of Hobart, Beecher & Thompson. O. S. Percy succeeds Chas. Sowers as assistant clerk in the same establishment.

Ionia—Fred Cutler, Jr., has introduced into Thomas A. Carten's store a system of daily reports, showing sales in each of the twenty departments by each clerk in the store. These daily reports are condensed on books specially made for the purpose. The purchases are similarly classified and condensed. This shows the exact cost on any day of the goods remaining in any department, and the exact daily work of each clerk. It simplifies the work of inventory and shows the amount of business, with the profits and losses, in each day or week and in each separate department. The blanks and books seem admirably designed for the purpose, and were prepared by Mr. Cutler, partly from large city department stores, and adapted to the special requirements of the Carten store.

Men are every day declining to be candidates for the Vice-Presidency. Those who want the job are not asked to run.

Cotton at nine cents leads to the belief that calico will be expensive enough to be fashionable for women's wear some day.

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held Tuesday evening, Feb. 20, President Dyk presided.

Orville Rickert, grocer at 119 Plainfield avenue, applied for membership in the Association and was accepted.

The following communication was received from the Secretary of the Jackson Retail Grocers' Association and accepted and placed on file:

At a special meeting of this Association, held Feb. 16, it was decided to issue a schedule of prices on the following articles: Granulated sugar, White Russian, Lenox, Jackson and Queen Anne soaps, lard, Lion, Arbuckle and XXXX coffees, Water White, Eocene and Palacine oils, gasoline, patent, half patent and standard flour. These articles were listed and the lists were mailed to-day, to take effect Feb. 20. We are not trying to raise prices, but hope to make them steady and uniform.

The matter of employing an attorney with whom the members of the Association may consult on matters involving legal questions was referred to a committee composed of M. H. Barber, J. Geo. Lehman and L. John Witters.

The following communication was received from C. C. Shay, city salesman for the Worden Grocer Co.:

Knowing that for some time past it has been the desire of your Association to secure some means whereby the current expenses of the organization might be more easily met, I would be pleased to present to a committee a proposition which, if adopted, will secure a permanent and substantial income. I trust you may make arrangements whereby I may meet said committee in the near future.

The matter was discussed at some length and referred to the Executive Committee.

A communication was received from the National Pure Food and Drug Congress asking the Association to cast the weight of its influence in favor of the food bills now before Congress, and the Secretary was instructed to write Congressman Smith and both of the United States Senators, requesting them to give the measure the benefit of their influence and affirmative votes.

The oil question was then taken up, on the report of the Secretary that Scofield, Shurmer & Teagle were circulating a petition among the grocers of the city, having for its object the raising of the price of Palacine oil from 13 to 14 cents per gallon. In the discussion which ensued, it appeared that this firm had entered into an agreement with the Retail Grocers' Association by which the Committee on Trade Interests was authorized to establish the price of oil at retail. This has been done for some months past and, inasmuch as Scofield, Shurmer & Teagle have given no notice of their desire to terminate the agreement, it was very generally conceded that in circulating a petition in violation of that agreement they were antagonizing the Association and committing an act for which they should be properly reprimanded. On motion, the action of Scofield, Shurmer & Teagle in circulating the petition above referred to was disapproved.

The President asked F. W. Fuller to prepare a paper on the pure food laws of the State for presentation at the next meeting, which he agreed to do.

The special Committee on Typewriter was instructed to purchase a Blickensdorfer machine on the best terms possible.

Homer Klap introduced the following resolutions, which were unanimously adopted:

Whereas—The extortionate charges and arbitrary attitude of the Bell Telephone Co. rendered it necessary for the citizens of Grand Rapids to engage in the telephone business on their own account; and

Whereas—The service furnished by the local company is entirely satisfactory and 40 per cent. below the rates charged by the Bell Co. prior to the advent of the independent company; and

Whereas—The attitude of the Bell Co. has been antagonistic to the retail gro-

cery trade by reason of its action in putting in hundreds of free phones in residences and then inducing grocers to put in paid phones to accommodate the phone business which did not materialize; and

Whereas—The Bell Co. has had no settled policy except the injury of the independent company and the annoyance of the patrons of the local enterprise, thus arraying itself against the best interests of the city and making it an object of detestation by every patriotic citizen; therefore

Resolved—That we extend to the Citizens Telephone Co. our hearty thanks for the heroic manner in which it has withstood the assaults of an alien corporation which has resorted to desperate measures to accomplish its ends, and congratulate it on the victories it has achieved in spite of the underhanded methods and guerrilla warfare of the Bell Co.

Resolved—That we welcome the day when the Bell Co. is compelled to retire from the field which it has too long disgraced by its presence, and stand ready to enter into any alliance which will serve to hasten the time when one telephone system will prevail in all parts of the city.

There being no further business, the meeting adjourned.

Looks Like a Case of False Pretenses.

C. N. Addison, the Grand Haven dry goods dealer, favors the Tradesman with one of the most ingenious appeals to the generosity of the people which it has been the good fortune of the Tradesman to run across. The letter purports to come from the Ten Girl Company, 823 Schiller building, Chicago, and at the top of the circular appears a halftone plate, showing the picture of ten very ordinary-looking girls, who are supposed to be the members of the concern. It expressly states that the girls are not objects of charity, but are obliged to make their own living and, in line with this programme, ask the recipient of the letter to send them 30 cents for a dozen gold-plated handy pins. Mr. Addison writes that these pins can be purchased at wholesale for 80 cents a gross, so that there is a very comfortable profit in selling them at the rate of \$3.60 a gross. Resort to the mercantile agencies discloses the fact that the Ten Girl Company is a myth and that all connection with the ten young ladies ends when the picture is printed on the stationery. The room given as the headquarters of the Ten Girl Company is one of the rooms occupied by the Bicycle Gum Co., and the woman in charge of the business declines to give any information as to the ownership of the Ten Girl Company, the identity of those connected with it or the capital employed.

Kruger once cut an obstreperous molar from his head, and now it is reported that Mrs. Kruger cuts the President's hair with a pair of sheep shears, and yet there are some people who vainly imagine that the Boers are not heroic!

When an army is cut off from telegraphic communication, it is easy to imagine it has won a great victory. When it is cut off from its base of supplies, it is easy to guess it is hungry.

With the Samoan treaty ratified and the United States in possession of the Island of Tutuila, it is to be hoped that no more trouble will be reported from that quarter.

Bread cast upon the waters will return again—if the water does not freeze too quickly and stay ice too long.

Frick is not giving away public libraries; but he wants some of Carnegie's millions.

Drugs==Chemicals

Michigan State Board of Pharmacy

	Term expires
GEO. GUNDRUM, Ionia	Dec. 31, 1900
L. E. REYNOLDS, St. Joseph	Dec. 31, 1901
HENRY HELM, 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 HELM, 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.

Punishment for Substitution.

It is gratifying to note that those druggists who, unfortunately, still persist in practicing the fraud of "substitution" are being punished by the courts. This is an offense for which there is absolutely no excuse. While a druggist is unqualifiedly permitted to draw the attention of his customers to his own, or some other particular preparation, and may use every legitimate means to dispose of any particular preparation which he believes has merit, the practice of some druggists of urging customers to accept a substitute for an article that has been particularly called for is reprehensible.

But this not the worst side of the substitution problem. If a physician prescribes a preparation of a certain manufacturer and distinctly specifies it, even although it be a preparation of the pharmacopeia, the druggist who will substitute his own or some other manufacturer's preparation is guilty of a peculiarly insidious and contemptible form of crime.

If a physician wishes the preparation of a particular manufacturer used, he does so, it must be assumed, because he is familiar with its therapeutic value, and knows what results to expect from its administration. If another preparation is used instead, the druggist not only deceives the physician and defrauds the manufacturer, but the act may bring disastrous consequences to the patient. It is not sufficient that the druggist believes his preparation to be equal or superior to the one specified; the physician's judgment, not the druggist's, must be relied upon. Now that some of those druggists, and their number, we believe, is comparatively few, who are willing to sacrifice honesty for convenience, or pecuniary gain, have been taught a lesson by the law, it is to be hoped that the practice will find no further lodgment in pharmacies pretending to be honest and respectable.—Western Druggist.

Is Water a Mineral?

Prof. Loomis says: If one were to ask his friends what mineral we are most familiar with and most commonly used as food, the answers would probably be both varied and amusing. Salt would, I fancy, first suggest itself to many, and to those whose training in physiology and hygiene has not been neglected, no doubt the claims of lime, and iron, and carbon, which in one form or another we use with food to build up bone and brawn, would be amply urged. But, after all, it is water, for water is a mineral—a fused mineral. You will find it described as such along with quartz and topaz and the diamonds in books on mineralogy, or in treatises on stones.

We usually think of minerals as solid

things, such as metals and rocks and jewels and various chemical salts, but when we consider the matter a little we see that all these things if melted by strong heat are minerals still, only they are now in a fluid instead of a solid state. The difference between these minerals and water is that water gets fluid at a lower temperature than they do, and, like quicksilver, stays melted at ordinary living heat. But in those old ice ages which, one after another, have swept now over the Northern and now over the Southern hemisphere, bringing ruin and desolation, the natural and common condition of water was that of a solid—ice—as it largely is to-day out-of-doors in winter when not kept fused by the stored-up heat of the soil and rocks, or melted by the sun.—Popular Science News.

An Imitation Wine for Inebriety.

Prof. Slikbille says an imitation wine can be made which drunkards will drink while being weaned of their cravings for alcohol. The idea is that they must have some sort of substitute liquor, and one that reminds them of the intoxicants they are to abandon. Such a one is made in the following manner: white sugar, brown sugar, hulled barley, coriander seeds, hops, extract of violets, elder flowers, vinegar and water in the proportion of 2¼ pounds of the first to an equal part of the second, half as much of the third, 465 grains troy of the fourth, an equal amount of the fifth, 387½ grains troy of the sixth, 1¼ pints of the seventh, and a trifle under 11 gallons of the eighth. These are all put into a suitable cask with a square hole at the bung 4 to 5 inches wide, the ingredients being thoroughly mixed in a cask with a paddle before the water is added, and the sugar being put in first of all. After eight days of infusion the mixture is strained into bottles and strongly corked. Four days after it is ready for use. To the moderate drinker it suggests nothing very agreeable, but the mixture is said to look like white wine and taste much like champagne. The man who has sworn off drinks it with relish and no harm follows. The cost of the mixture is less than 2 cents a quart.

Methyllic Tincture of Iodine.

Apropos of the use of methyl alcohol in the preparation of the tincture of iodine, Prof. Scoville observes that several writers have recommended that this preparation be made with wood alcohol, and a number of pharmacists have tried it. The iodine dissolves more quickly in this medium and all appears well. But when the ordinary cheap grades of wood alcohol are employed, the tincture develops a very penetrating odor and becomes so irritant as to make it unsalable. This does not appear when the purified alcohol is used. Samples prepared from purified methyl and ethyl alcohols which have stood a year and a half show no marked change in either case, and can not be distinguished except by the odor.

Cobalt Fly Paper.

Quassia chips, 150 parts.
Cobalt chloride, 10 parts.
Tartrate antimony, 2 parts.
Tincture pepper, 80 parts.
Water, 400 parts.

Boil the chips in the water until the volume of the latter is reduced one-half, strain, and add the other ingredients. The tincture of pepper is that made from the long red garden pepper, and should be strong (1:4). Saturate common unsized paper with the liquid and dry in the ordinary way. The paper is used moist.

The Drug Market.

Opium—Is dull and weak and is notably lower.

Morphine—Is unchanged.

Quinine—Is in a very firm position by reason of the late advances for foreign and the advance of 2c by Powers & Weightman on the 17th. Higher prices are looked for this week.

Acetanilid—Has declined, on account of strong competition among manufacturers.

Carbolic Acid—It is believed that the English government will soon permit export shipments for medicinal purposes, which will relieve the situation.

Citric Acid—Has been again advanced by manufacturers 3c per pound and, as crude material is scarce abroad, still higher prices are looked for.

Castor Oil—Is very firm at the advance noted last week.

Cocaine—On account of lower prices abroad, has declined 75c per ounce.

Cuttle Bone—Is very firm and has been advanced.

Menthol—Is in better supply and lower.

Essential Oils—Anise is tending higher. Cloves are firm at the recent advance.

Gum Camphor—Has been advanced 1c per pound by the manufacturers, with a higher tendency, and as the Japanese government is holding the crude it is difficult for refiners to get shipments.

Extempore Preparation of Bottled Effervescent Drinks.

To put up quickly and without the slightest trouble any carbonated drink where the carbonic acid is derived from the decomposition of sodium or potassium carbonate or bicarbonate with citric or tartaric acid, prepare your drink, add the acid ingredient, and let it dissolve. Then into one or more large capsules, as may be necessary, pack your alkaline ingredient, drop it or them into the bottle, cork, and tie down. You can perform the corking and tying comparatively at your leisure, before the capsule dissolves and allows the carbonate to get in its work.

Poultry Restorative Tonic.

Sulphate iron, 5 ozs.
Dilute sulphuric acid, 2½ ozs.
Caramel, 1½ ozs.
Water to 1 gal.

Dissolve the sulphate of iron in one-half gallon of water to which the acid has been added. Mix the caramel with the rest of the water, and add to the iron solution. Allow to stand over night, and decant from any sediment.

This is an excellent tonic for chickens during the moulting period and in the winter season. A teaspoonful of it is to be mixed with two quarts of water and the mixture put in the fowls' drinking troughs. It should be renewed three times a week on alternate mornings.

An Expectorant Mixture.

Apomorph. hydrochlorate, 2 grs.
Dilute hydrochloric acid, 20 ms.
Simple syrup, 2 ozs.
Distilled water, 6 ozs.

For an adult, one, two or three teaspoonfuls of this mixture may be taken every two or four hours, or a small coffee-spoonful may be given to a child, equally frequently. The idea is to give enough to cause the expectorant effect without nausea and vomiting.

Celery Tonic Bitters.

(1) Orange peel, 8 ozs.
Coriander seed, 1 oz.
Gentian, ¼ oz.
Ginger, 1 oz.
Celery seed, 4 ozs.
Alcohol, 2 gals.
Water, 3 gals.
Syrup, ½ gal.

Reduce the crude drugs to a coarse

powder, and macerate for three days in a portion of the alcohol and water. Percolate with the remainder of the alcohol and water, and run enough water through the percolator until 5 gallons of the percolate are obtained. Filter and add the syrup.

(2) Gentian, 4 ozs.
Peruvian bark, 2 ozs.
Roman chamomile flowers, 1 oz.
Quassia, ½ oz.
Celery seed, 2 ozs.
Orange peel, ½ oz.
Dilute alcohol, 1 gal.

Reduce the crude drugs to a coarse powder. Add the alcohol, and macerate for seven days. Express and filter.

(3) Cinchona bark, 4 ozs.
Coca leaves, 4 ozs.
Caraway seed, 4 ozs.
Celery seed, 8 ozs.
Gentian root, 2 ozs.
Orange peel, 12 ozs.
Water, 3¼ gals.
Syrup, ½ gal.
Alcohol, q. s.

Percolate the crude ground drugs with 1¾ gallons alcohol and water. Add the simple syrup and enough diluted alcohol to make the crude product measure 7½ gallons.

Cough Mixture for Adults.

Spt. chloroformi, ½ dr.
Acid, phosphoric, dil., 1 oz.
Tr. senegae, 1 oz.
Vin ipecacuanhae, 1 oz.
Liquor cocci, 1 oz.
Tr. camphorae co., 2 ozs.
Syrup, mori, 3 ozs.
Syrup scillae, 8 ozs.
Glycerini, 8 ozs.

Mix. After standing for a few days decant from the sediment into 4 oz. round-shouldered white-flint bottles. Label: One teaspoonful to be sipped slowly three or four times a day, or when the cough is very troublesome.

Liniment for Rheumatism.

According to Dunglison a good application for rheumatism is made by mixing the following:

Tincture camphor, 1 oz.
Tincture opium, 1 oz.
Spirit ammonia, 1 oz.
Olive oil, 2 ozs.

Young men who go out on a lark sometimes come home in a police wagon.

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FLAVORING EXTRACTS AND DRUGGISTS' SUNDRIES

GROCERY PRICE CURRENT.

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

APPLE BUTTER	
V. C. Brand in tin cans	
2 doz 2 1/2 lb cans	3 90
1 doz 5 lb cans	3 70
1/2 doz 10 lb cans	3 35
AXLE GREASE	
Aurora	6 00
Castor Oil	7 00
Diamond	4 25
Frazer's	9 00
IXL Golden, tin boxes	9 00



Mica, tin boxes	75	9 00
Paragon	55	6 00
BAKING POWDER		
Absolute		
1/2 lb. cans doz	45	
1/2 lb. cans doz	85	
1 lb. cans doz	1 50	
Ame		
1/2 lb. cans 3 doz	45	
1/2 lb. cans 3 doz	75	
1 lb. cans 1 doz	1 00	
Bulk	10	
Arctic		
6 oz. Eng. Tumblers	85	
El Purity		
1/2 lb. cans per doz	75	
1/2 lb. cans per doz	1 20	
1 lb. cans per doz	2 00	
Home		
1/2 lb. cans, 4 doz. case	35	
1/2 lb. cans, 4 doz. case	55	
1 lb. cans, 2 doz. case	90	

JAXON

1/2 lb. cans, 4 doz. case	45
1/2 lb. cans, 4 doz. case	85
1 lb. cans, 2 doz. case	1 60
Jersey Cream	
1 lb. cans, per doz	2 00
9 oz. cans, per doz	1 25
6 oz. cans, per doz	85
Peerless	
1 lb. cans	85
Queen Flake	
3 oz., 6 doz. case	2 70
6 oz., 4 doz. case	3 20
9 oz., 4 doz. case	4 80
1 lb., 2 doz. case	4 00
5 lb., 1 doz. case	9 00

BATH BRICK

American	70
English	80

BLUING CONDENSED PEARL BLUING

Small 3 doz.	40
Large, 2 doz.	75
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	95
Fancy Whisk	1 25
Warehouse	3 75

CANDLES	
Electric Light, ss	12
Electric Light, 16s	12 1/2
Paraffine, 6s	11 1/2
Paraffine, 12s	12 1/2
Wicking	20

CANNED GOODS

Apples	
3 lb. Standards	90
Gallons, standards	2 65
Beans	
Baked	75 @ 1 30
Red Kidney	75 @ 85
String	80
Wax	85

Blackberries	
Standards	75

Blueberries	
Standards	85

Cherries	
Red Standards	85
White	1 15

Clams	
Little Neck, 1 lb.	1 10

Corn	
Fair	75
Good	85
Fancy	95

Hominy	
Standard	85

Lobster	
Star, 1/2 lb.	1 85
Star, 1 lb.	3 10
Picnic Tails	2 25

Mackerel	
Mustard, 1 lb.	1 75
Mustard, 2 lb.	2 80
Soused, 1 lb.	1 75
Soused, 2 lb.	2 80
Tomato, 1 lb.	1 75
Tomato, 2 lb.	2 80

Mushrooms	
Hotels	18 @ 20
Buttons	22 @ 25

Oysters	
Cove, 1 lb.	90
Cove, 2 lb.	1 55

Peaches	
Pie	1 65 @ 2 00
Yellow	

Pears	
Standard	70
Fancy	80

Pears	
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, 1/2 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, 1/2 pints	1 25

CHEESE	
Ame	@ 14
Amboy	@ 14
Elsie	@ 15
Emblem	@ 14
Gem	@ 14 1/2
Gold Medal	@ 13 1/2
Ideal	@ 14
Jersey	@ 14
Riverside	@ 14
Brick	@ 12
Edam	@ 70
Leiden	@ 70
Limbarger	@ 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.	85

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	

CONDENSED MILK	
Gail Borden Eagle	4 doz in case. 6 75
Crown	6 25
Daisy	6 25
Champion	4 50
Magnolia	4 25
Challenge	4 00
Dime	3 35

COUPON BOOKS	
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

Phelps, Brace & Co.'s Brands.	
Royal Tigers	55 @ 80 00
Royal Tigerettes	35
Vicente Portuondo	35 @ 70 00
Ruhe Bros. Co.	25 @ 70 00
Hilton Co.	35 @ 110 00
T. J. Dunn & Co.	35 @ 70 00
McCoy & Co.	35 @ 70 00
The Collins Cigar Co.	10 @ 35 00
Brown Bros.	15 @ 70 00
Bernard Stahl Co.	35 @ 90 00
Banner Cigar Co.	10 @ 35 00
Seidenberg & Co.	55 @ 125 00
Fulton Cigar Co.	10 @ 35 00
A. B. Ballard & Co.	35 @ 175 00
E. M. Schwarz & Co.	35 @ 110 00
San Telmo	35 @ 70 00
Havana Cigar Co.	18 @ 35 00
C. Costello & Co.	35 @ 70 00
LaGora-Fee Co.	35 @ 70 00
S. J. Davis & Co.	35 @ 185 00
Hene & Co.	35 @ 90 00
Benedict & Co.	7 50 @ 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	
A-I-C-HIGH GRADE COFFEES	

Special Combination	
French Breakfast	25
Lenox	35
Vienna	35
Private Estate	38
Supreme	40
Less 3 3/4 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	
Imitation	22
Arabian	28

PACKAGE COFFEE.	
Below are given New York prices on package coffees, to which the wholesale dealer adds the local freight from New York to buyers shipping point, giving buyer credit on the invoice for the amount of freight he pays from the market in which he purchases to his shipping point. These prices are further subject to manufacturer's regular rebate.	

Arbuckle	
Jersey	12 00
McLaughlin's XXXX	12 00

Extract	
Valley City 1/2 gross	75
Felix 1/2 gross	1 15
Hummel's foil 1/2 gross	85
Hummel's tin 1/2 gross	1 43

COCOA SHELLS	
20 lb. bags	2 1/2
Less quantity	3
Pound packages	4

CONDENSED MILK	
4 doz in case.	
Gail Borden Eagle	6 75
Crown	6 25
Daisy	6 25
Champion	4 50
Magnolia	4 25
Challenge	4 00
Dime	3 35

COUPON BOOKS	
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

Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customer receives specially printed cover without extra charge.	
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Coupon Pass Books	
Can be made to represent any denomination from \$10 down:	
50 books	1 50
100 books	2 50
500 books	11 50
1,000 books	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

CREAM TARTAR	
5 and 10 lb. wooden boxes	30
Bulk in sacks	29

DRIED FRUITS—Domestic	
Apples	
Sundried	@ 6 1/2
Evaporated, 50 lb. boxes	7 @ 7 1/2

California Fruits	
Apricots	@ 15
Blackberries	@ 10
Nectarines	@ 11
Pears	7 1/2
Pitted Cherries	7 1/2
Prunelles	7 1/2
Raspberries	7 1/2

California Prunes	
100-120 25 lb. boxes	@ 4
90-100 25 lb. boxes	@ 4 1/2
80-90 25 lb. boxes	@ 5
70-80 25 lb. boxes	@ 5 1/2
60-70 25 lb. boxes	@ 6
50-60 25 lb. boxes	@ 6 1/2
40-50 25 lb. boxes	@ 7
30-40 25 lb. boxes	@ 8
1/2 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	7 1/2
Loose Muscatels 3 Crown	8 1/2
Loose Muscatels 4 Crown	8 1/2
L. M., Seeded, choice	10
L. M., Seeded, fancy	10 1/2

DRIED FRUITS—Foreign	
Citron	
Leghorn	11
Corsican	12

Currants	
Patras, cases	6 1/2
Cleaned, bulk	6 1/2
Cleaned, packages	7 1/2

Peel	
Citron American 19 lb. bx.	13
Lemon American 10 lb. bx.	10 1/2
Orange American 10 lb. bx.	10 1/2

Herring	
Holland white hoops, bbl.	10 50
Holland white hoops, keg.	5 75
Holland white hoop, keg.	7 75
Holland white hoop, mehs.	85
Norwegian	
Round 100 lbs.	3 60
Round 40 lbs.	1 75
Scaled	15 1/2
Bloaters	1 50

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 45
No. 1 8 lbs.	1 20
No. 2 100 lbs.	10 50
No. 2 40 lbs.	4 50
No. 2 10 lbs.	1 15
No. 2 8 lbs.	1 00

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

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

SAUERKRAUT	
Barrels	5 00
Half barrels	2 75

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	10
Poppy	5
Rape	4 1/2
Cattle Bone	15

SNUFF	
Scotch, in bladders	37
Maccaboy, in jars	35
French Rappee, in jars	43

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

JAS. S. KIRK & CO.'S BRANDS	
American Family, wrp'd.	2 65
Dome	2 75
Cabinet	2 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 1/2 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

Seouring	
Sapolio, kitchen, 3 doz.	2 40
Sapolio, 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	13
Cloves, Zanzibar	15
Mace	55
Nutmegs, 75-80	55
Nutmegs, 105-10	45
Nutmegs, 115-20	40
Pepper, Singapore, black	23
Pepper, Singapore, white	23
Pepper, shot	16

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

STOVE POLISH	
Enameline	

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. 1/2 gallon cans	3 15
2 doz. 1/2 gallon cans	1 55
2 doz. 1/4 gallon cans	1 00

Pure Cane	
Fair	16
Good	20
Choice	25

STARCH	
Barrels	17
Half bbls	19
1 doz. 1/2 gallon cans	3 15
2 doz. 1/2 gallon cans	1 55
2 doz. 1/4 gallon cans	1 00



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

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

Diamond	
64 10c packages	5 00
128 5c packages	5 00
30 10c and 64 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

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

Domino	5 45
Cut Loaf	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 25
Coarse Granulated	5 35
Extra Fine Granulated	5 35
Conf. Granulated	5 45
2 lb. cartons Fine Gran.	5 30
2 lb. bags Fine Gran.	5 30
5 lb. cartons Fine Gran.	5 30
5 lb. bags Fine Gran.	5 30
Mould A	5 45
Diamond A	5 20
Confectioner's A	5 60
No. 1, Columbia A	4 85
No. 2, Windsor A	4 85
No. 3, Ridgewood A	4 85
No. 4, Phoenix A	4 80
No. 5, Empire A	4 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

TABLE SAUCES	
LEA & PERRIN'S SAUCE	

The Original and Genuine Worcestershire.	
--	--

Lea & Perrin's, large	3 75
Lea & Perrin's, small	2 50
Halford, large	3 75
Halford, small	2 25
Salad Dressing, large	4 55
Salad Dressing, small	2 75

VINEGAR	
Malt White Wine, 40 grain	7 1/2
Malt White Wine, 80 grain	11
Pure Cider, Red Star	12
Pure Cider, Robinson	12
Pure Cider, Silver	11

WASHING POWDER	
Rub-No-More, 100 12 oz.	3 50

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

WOODENWARE	
Baskets	

Bushels	1
Bushels, wide band	1 10
Market	30
Willow Clothes, large	7 00
Willow Clothes, medium	6 50
Willow Clothes, small	5 50

Butter Plates	
No. 1 Oval, 250 in crate	1 80
No. 2 Oval, 250 in crate	2 00
No. 3 Oval, 250 in crate	2 20
No. 5 Oval, 250 in crate	2 60

Clothes Pins	
Boxes, gross boxes	50

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

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

Tubs	
20-inch, Standard, No. 1	7 00
18-inch, Standard, No. 2	6 00
16-inch, Standard, No. 3	5 00
20-inch, Dowell, No. 1	3 25
18-inch, Dowell, No. 2	5 25
16-inch, Dowell, No. 3	4 25
No. 1 Fibre	7 95
No. 2 Fibre	7 95
No. 3 Fibre	7 20

Wash Boards	
Bronze Globe	2 50
Dewey	1 75
Double Acme	2 75
Single Acme	2 25
Double Peerless	3 00
Single Peerless	2 50
Northern Queen	3 00
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 75
17 in. Butter	2 50
19 in. Butter	3 00
Assorted 15-19	1 75
Assorted 15-19	2 50

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

Provisions	
Barreled Pork	

Mess	@11 00
Back	@12 75
Clear back	@12 50
Short cut	@12 00
Pig	@15 00
Bean	@10 00
Family	@12 25

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

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

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

Sausages	
Bologna	5 1/2
Siver	6
Frankfort	7 1/2
Pork	7 1/2
Blood	6 1/2
Tongue	9
Headcheese	6 00

Beef	
Extra Mess	10 00
Boneless	11 50
Rump	11 50

Pigs Feet	
Kits, 15 lbs.	80
1/4 bbls., 40 lbs.	1 50
1/2 bbls., 80 lbs.	2 75

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

Casings	
Pork	20
Beef middles	10
Sheep	60

Butterine	
Rolls, dairy	13 1/2
Solid, dairy	13
Rolls, creamery	13
Solid, creamery	18 1/2

Canned Meats	
Corned beef, 2 lb.	2 70
Corned beef, 1 lb.	19 50
Roast beef, 2 lb.	2 70
Potted ham, 1/2	55
Potted ham, 1/4	55
Deviled ham, 1/2	55
Deviled ham, 1/4	55
Potted tongue, 1/2	55
Potted tongue, 1/4	55

Oils	
Barrels	

Eocene	@13 1/2
Perfection	@12
XXX W. W. Mich. Idit	@12
W. W. Michigan	@11 1/2
Diamond White	@11
D. S. Gas	@12 1/2
Deo. Santha	@12 1/2
Cylinder	29
Engine	@23 1/2
Black, winter	@10 1/2

Grains and Feedstuffs	
Wheat	

Winter Wheat Flour	
Local Brands	

Patents	4 20
Second Patent	3 70
Straight	3 50
Clear	3 00
Graham	3 50
Buckwheat	6 00
Rye	3 25

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

Ball-Barnhart-Putman's Brand	
Diamond 1/2s.	3 50
Diamond 1/4s.	3 50
Diamond 1/8s.	3 50

Worden Grocer Co.'s Brand	
Quaker 1/2s.	3 60
Quaker 1/4s.	3 60
Quaker 1/8s.	3 60

Spring Wheat Flour	
Clark-Jewell-Wells Co.'s Brand	

Pillsbury's Best 1/2s.	4 25
Pillsbury's Best 1/4s.	4 15
Pillsbury's Best 1/8s.	4 05
Pillsbury's Best 1/4s paper.	4 05
Pillsbury's Best 1/8s paper.	4 05

Spring Wheat Flour	
Clark-Jewell-Wells Co.'s Brand	
Pillsbury's Best $\frac{1}{8}$ s.....	4 2
Pillsbury's Best $\frac{1}{8}$ s.....	4 1

Hardware

How To Increase the Volume of Your Business.

To increase your business, you must sell more goods. How many merchants are contented to drift along, taking only the business that comes to them, without making an effort to increase their trade? The merchant who would increase his business should everlastingly study the needs of the public, keeping himself well informed in regard to all the new and practical articles being introduced in the market; also keeping in view any novelties which will prove good sellers while they are new to the trade.

He must advertise and display these in a judicious manner in order to find purchasers for them; for many articles in the hardware line can be sold to people that take a fancy to them, who would otherwise get along very well without them. There are luxuries in our line as well as in others and less money in staple goods; but here good judgment should be exercised in buying; small sample lots should first be procured to see how they will take with the trade. Should they prove poor sellers they can more easily be closed out and with very little loss.

Keep a varied and good assortment; don't let a customer leave your store with unsupplied wants—if you can help it. To be able to supply almost everything in demand will materially assist in increasing your business. It is possible to do this without filling your store with dead stock and you can not sell goods unless you have them. You can close out unsalable goods by special sales in a way that may be advantageous.

Keep your store attractive, so that your customers will want to come again—people are not afraid to enter a nice looking store provided the right kind of a man is in it.

Employ good salesmen and see that each customer is pleased as he goes out. A good salesman will earn his salary for himself and a dividend for his employer; he is worth more to you than four poor clerks at four times their salary. He will materially assist in increasing your business.

A good way to increase the cash receipts is to educate the trade to a better class of goods. Push and advertise good goods; quality is remembered long after price is forgotten and people are proud possessors of things worth having. Selling good goods gives a man a good business reputation and helps to establish a high class trade. While there will always be a demand for a cheap grade of goods, they are usually unsatisfactory and competition on them is keen. They pay a smaller percentage of profit, and cost a greater percentage to handle, unless the volume of sales is large. Is the merchant benefited by selling the cheapest grades of goods? The customer usually condemns them after he has bought them and frequently returns them in an unsalable condition, with a demand that they be exchanged or the money refunded. The manufacturer disdains to take them back, having sold them on the strength of a low price. The dealer must either take the stuff back and stand the loss or lose a customer.

How many "cheap stores" have established a permanent and profitable business in your own town? Yet you must not discard cheap grades of goods en-

tirely, else you might get the reputation of being a high-priced man. To prevent the possibility of getting a reputation for high prices, keep a well assorted stock of "cheap goods" in the background and sell them cheaper than the cheapest when necessary, relying on the better grades for a reasonable profit. A merchant should always first offer the best of any article called for and should that prove too expensive, then show the next best and so on down, until he reaches the level of the customer's purse. This course will often result in the sale of a better article than the purchaser originally intended. There are exceptions, as when the customer knows just what he wants and asks for it, in which case if you are busy it is better not to detain him, but to give him what he asks for.

Another very important assistant in increasing your business is good advertising. Your local papers are, perhaps, the best medium through which to reach the trade; engage a good space and change your advertisements regularly. I shall not attempt to tell you how to advertise, as the trade papers are filled with good suggestions regarding it. I know it pays, and the better the advertising, the better it pays.

There is much more which might be said upon the subject, but a whole sermon on selling goods may be found in these few words, "Practice the Golden Rule in your business dealings with others." If you do this and have a good location, proper ability, sufficient capital and a good character, you can not fail to increase your business.

H. F. Schlegelmilch.

Oil on Files.

All files when they leave the manufactory are covered with oil to prevent them from rusting. While this is not objectionable for many uses to which the file is put, there are cases where the oil should be thoroughly removed, as when the file is to be used for finishing large cast iron surfaces of a glassy nature. The principal difficulty in such work is to make the file "bite" or keep sufficiently under the surface to prevent glazing. If the oil is not removed the action not only hardens or burnishes the surface of the work, but dulls the extreme points of the file teeth, thus working against the desired end in both directions.

Oil may, however, be used to good advantage on new files which are put immediately to work upon narrow fibrous metals of harder nature. In such cases it is not uncommon among good workmen to fill the teeth with mixed oil and chalk.

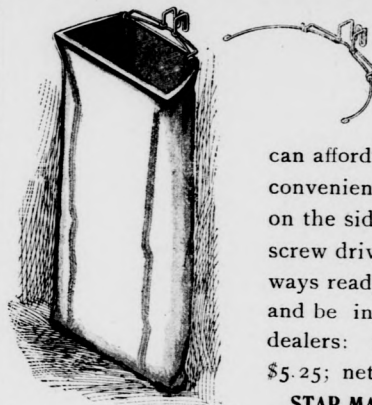
Oil is also useful on fine files in the finishing of wrought iron or steel, as by its use the teeth will not penetrate to the same degree and the disposition to "pin" and scratch the work is materially less than when the file is used dry.

Cheap Method of Hardening Steel.

A company has been organized with Thomas A. Edison at its head to treat steel by a new process and it is claimed that the product will have greater strength and elasticity than that imparted by either the Harvey or the Krupp process. In a recent interview Mr. Edison said:

"I have spent more time on this invention than any other. Actual experiments that have been carried on in most of the large iron plants of the country show that the tensile strength of iron and steel has been greatly increased by our system. We raise the standard of steel above its original state by adding to its tensile strength about 5 per cent., and to its elastic limit 30 per cent. and decrease the expansion some 15 per cent., as shown by the physical tests made by the Bethlehem Iron Company on steel we treated for it."

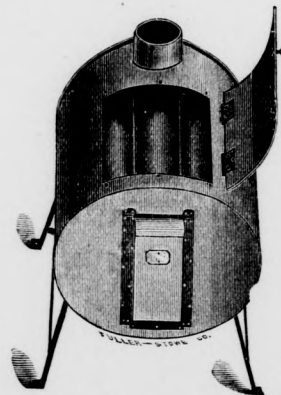
Hardware Merchants, Attention!



Never before has there been such a demand for a cheap bag holder and at the price the "Morton" is sold at no farmer can afford to be without one or two. Most convenient and desirable holder made. Hooks on the side of bin or on a common nail or screw driven in a post or side of wall. Always ready. Thousands in use. Order now and be in on the ground floor. Prices to dealers: 1 doz., \$2; 2 doz., \$3.75; 3 doz., \$5.25; net cash. Retail at 40 cents each.

STAR MANUFACTURING CO., Kalamazoo, Mich.

CAR STOVES



All complete with Pipe, Elbow and Collar only
\$2.50 EACH
Best made stove for the purpose on the market.

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

**We
are
Right
Here**

Where we can be reached by telephone, letter, or you can see us personally should there be anything wrong with any

HARNESS

you buy of us. Every set is our own make—we guarantee them, and you can guarantee them to your customers.

Write for New Price List.

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.

PRINTING FOR HARDWARE DEALERS Tradesman Company
Grand Rapids.

Stories Told by a Hardware Salesman.

In 1867, when I "made" Northern Iowa by team, I used to go to many very small towns. At some of them I was the only hardware man, making the town; the boys in the store would say on my arrival, "Hello, here's the hardware man." I remember of striking a certain town on a holiday (they had a church holiday there in those days about once a week, and sometimes oftener). When I reached there, I saw that my customer's store was crowded like an auction room in olden times. I could see my customer in the rear end of the store, but couldn't get to him; couldn't squeeze through the jabbering and jostling women in the store, who were doing more visiting than buying. I concluded, however, to rush matters all I could, so I walked the whole length of the store on the counters, and getting at the buyer, told him I must see him and get through before dinner. I said, "Some of your customers are quite noisy." "Yes," he said, "some of them they buy for five cents goods, and they make for ten dollars noise."

Well, I got out my catalogue and order book and took down what he had on his want book, and turning over my catalogue, I came to wringers. He said: "For what is dot?" I said: "For wringing the water out of clothes." He said, pointing out of the window: "Dot's the onliest kind of wringers da haf here." I looked out and saw three or four women standing in the creek wringing, with their hands, some clothes they were washing in the creek. I hadn't any wringers of that kind. Next we came to stove polish and shoe blacking. He ordered one dozen stove polish and said: "Shoe blacking; vot ish dot?" I replied: "To black your shoes." He said, throwing up one hand and shrugging his shoulders: "Och! I plack twice my shoes in seventeen years." I turned over my catalogue and came to carriage bolts. "How much you throw off on de polts?" "The discount from the list," I said, "is 80 per cent." He replied, "No, dot voodent pay. I pay in Dubuque for 70 per cent. und dot 10 per cent. dot makes de freight." Further on we came to hoes. He thought he might need some hoes. "Send me a quarter of a dozen." "Socket or shank," said I. "Oh, mix dem," said he. Smiling to myself I said, "Two shank and one socket, or two socket and one shank?" He looked perplexed for awhile, and after thinking it all over, decided that he had better not take any at all. After that I didn't suggest any options.

"Was everything all right on the last order?" said I. "No. I ordered one gross canopies (a small piece of tin for putting on end of wash basin handles, etc.), and they sent me a gross of can openers. The other time I ordered one hundred bolts $1\frac{1}{2} \times \frac{1}{4}$ and they sent me $1\frac{1}{4} \times \frac{1}{2}$; dey voodent go in Spillville, und I sented them back." I had to make everything all right with him before leaving.

At another little town I sold a bill to an old Englishman—an old bachelor—old Benny Hustler they called him. He gave me an order for about \$90 worth of goods, and when I had figured up amount of same, he drew an old stocking from out of a closet and paid me in advance for the goods. While I was figuring up amount of order, he drew out a little tin pan from under his work bench and set it with its contents on the stove to warm it up. It looked like something for greasing boots; but later I

saw him dip some bread in it and begin eating it. Turning to me he said: "Ira (their man Owland) hover the way says 'es going to run me hout of business inside of one year; now, Ira, hit honly costs me 15 cents a day to live now, and if necessary I can live on 10, and at that rate hive got enough money on and now to keep me ninety years; you can never run me hout.'"

Several years later I was making some small towns in Southern Wisconsin. I was carrying two trunks and three or four grips that trip. At the store where I expected to show my samples they had a new clerk who had a good deal to say. The store was small and crowded with goods, and it was about all the drayman could do to get my trunks inside the door; just as he had gotten inside, along came the new clerk. I was walking in carrying three satchels and a small telescope. He looked at the baggage and then at me, and going to Mr. M— said: "For heaven's sake, who is moving in here now? That feller with his packs looks like the traveling brass-band man that I saw down to Coney Island last summer."

In 1875, or about, I was calling on the jobbing trade—representing an Eastern firm—I was in the office of a hardware jobber at St. Paul; there were three or four other travelers ahead of me awaiting an audience with the buyer. I took my place intending to await my turn—was standing nearest the door—when in bounced a young man with a sample of some kind of flour sifter in his hands. I learned later that he was from Boston and that this was his first trip and that he had come to St. Paul direct from Boston and was arranging to work all the jobbing points on his way home. This was his first call. He walked up to me, held the sifter out in his hand and said: "It is not the duty of a traveling salesman to inform a buyer what is a salable article. I have here—" Hold on," says I, "you are talking to the wrong man. I am not the buyer; I'm trying to get a chance to sell Mr. H. some sifters myself." "Excuse me!" he said, in a loud voice, and deliberately walked to Mr. H. (the old gentleman) and began: "Is this Mr. H.?" "Yes, sir." He then elevated his sample sifter and began: "It is not the duty of a traveling salesman to inform a buyer what is a salable article"—"Hold on," says Mr. H., "you will have to see my son, who does the buying." (Mr. H. pointed over to his son.) Nothing daunted, the kid salesman strode over to the buyer and started in: "It is not the duty of a traveling salesman"—but on looking around and seeing the grin on five or six faces present he at last realized that he'd better come in later. He had a patent sifter to show and a patent speech to make, which he seemed to think would do the whole business everywhere. Henry S. Gay.

Advised to Can Fruits.

The Northwest Fruit Growers' Association met at Tacoma recently and heard a report from the traffic committee which showed the Association had failed in its attempts to secure lower rates from the railroads. The officials all advised the growers to can fruits rather than attempt to ship green fruits to Eastern markets.

Improved Methods.

"We took milk of the same milkman for ten years."

"Why did you change?"

"We found out the new man had a filter attached to his pump."

Hardware Price Current

Augurs and Bits			
Snell's	60		
Jennings' genuine	25		
Jennings' imitation	50		
Axes			
First Quality, S. B. Bronze	7 00		
First Quality, D. B. Bronze	11 50		
First Quality, S. B. S. Steel	7 75		
First Quality, D. B. Steel	13 00		
Barrows			
Railroad	16 50		
Garden	30 00		
Bolts			
Stove	50		
Carriage, new list	45		
Plow	50		
Buckets			
Well, plain	\$4 00		
Butts, Cast			
Cast Loose Pin, figured	65		
Wrought Narrow	60		
Cartridges			
Rim Fire	40&10		
Central Fire	20		
Chain			
Com.	8 c.	7 c.	6 c.
BB	9	7½	6½
BBB	9½	8¼	7¼
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 Sinks	65		
Elbows			
Com. 4 piece, 6 in., per doz.	net 65		
Conjugated, per doz.	1 25		
Adjustable	40&10		
Expansive Bits			
Clark's small, \$18; large, \$26	30&10		
Ives' 1, \$18; 2, \$24; 3, \$30	25		
Files—New List			
New American	70&10		
Nicholson's	70		
Heller's Horse Rasps	60&10		
Galvanized Iron			
Nos. 16 to 20; 22 and 24; 25 and 26; 27.	28		
List 12 13 14 15 16.	17		
Discount, 70			
Gas Pipe			
Black	40&10		
Galvanized	50&10		
Gauges			
Stanley Rule and Level Co.'s	60&10		
Glass			
Single Strength, by box	dis 85&5		
Double Strength, by box	dis 85&10		
By the Light	dis 85		
Hammers			
Maydole & Co.'s, new list	dis 33½		
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	3½ c rates		
Knobs—New List			
Door, mineral, jap. trimmings	85		
Door, porcelain, jap. trimmings	1 00		
Lanterns			
Regular 6 Tubular, Doz.	5 25		
Warren, Galvanized Fount.	6 00		
Levels			
Stanley Rule and Level Co.'s	dis 70		
Mattocks			
Adze Eye	\$17 00. dis 60		
Metals—Zinc			
600 pound casks	7½		
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 ½ c per pound extra.			
Planes			
Ohio Tool Co.'s, fancy	50		
Sciota Bench	50		
Sandusky Tool Co.'s, fancy	50		
Bench, first quality	50		

Nails

Advance over base, on both Steel and Wire.

Steel nails, base	050
Wire nails, base	3 65
20 to 60 advance	Base 3
10 to 16 advance	3 10
8 advance	20
6 advance	30
4 advance	45
3 advance	70
2 advance	15
Fine 3 advance	25
Casing 10 advance	35
Casing 8 advance	25
Casing 6 advance	35
Finish 10 advance	45
Finish 8 advance	85
Finish 6 advance	
Barrel ¾ advance	

Rivets

Iron and Tinned	50
Copper Rivets and Burs	45

Roofing Plates

14x20 IC, Charcoal, Dean	6 50
14x20 IX, Charcoal, Dean	7 50
20x28 IC, Charcoal, Dean	13 00
14x20 IC, Charcoal, Alloway Grade	5 50
14x20 IX, Charcoal, Alloway Grade	6 50
20x28 IC, Charcoal, Alloway Grade	11 00
20x28 IX, Charcoal, Alloway Grade	13 00

Ropes

Sisal, ½ inch and larger	11½
Manilla	17

Sand Paper

List acct. 19, '86	dis 50
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Sash Weights

Solid Eyes, per ton	25 00
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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 and Buck	1 85

Shovels and Spades

First Grade, Doz.	8 60
Second Grade, Doz.	8 10

Solder

½&½	20
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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
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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—Alloway 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&10
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, Nickeled	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.

QUEER CATTLE.

Porter House Steak From Nose to Tail.
Written for the Tradesman.

The hardware merchant sat at his desk as I entered the store and there was an ugly look on his face. To say the least, he did not seem to me to be in an approachable mood, so I took a seat by the stove and waited.

I could hear him muttering to himself and growling like an enraged bear as he ran his pencil up and down long columns of figures, and I observed that the clerks dodged every time they came near the desk—dodged and turned to me with a sly wink.

Presently he threw the pad he had been figuring on at the cat, which sat purring and looking surprised and grieved on an office chair, and came and stood by the stove. After rattling the keys in his pocket for a time and poking at the ruddy coal fire until it glowed again, he broke out:

"I've got a son 10 years old whose chief ambition at the present time is to become a highway robber. I've argued and reasoned with him, mentally and physically, for a long time without making much of an impression on him, if I except physical impressions made in the woodshed after sunset, in the dark of the moon, and now I'm going to adopt a different course. I'm going to compromise the matter with him."

The merchant's face was so grave and stern, and there was so little show of humor coupled with the extravagant statement, that I could not help laughing heartily.

"Compromises are sometimes necessary," I said, "but I hardly see what thing you can offer this youth in exchange for a black horse, a lonely road on a dark night, a wide hat, a mask and a gun. If he's anything like some boys I know of—mind you, I don't say they are my boys!—you can't buy him off with a toy bank and a foreign missionary collection."

"Oh, that's all right," was the reply. "I've got it all studied out. I'm going to make him a butcher and set him up in the meat market business just as soon as he gets old enough."

"The meat market business!" I repeated, in amazement. "What has the selling of beef and pork and all that sort of thing got to do with a thirst for highway robbery?"

"It's a kindred employment," said the merchant, gravely. "The two trades can be worked interchangeably. The highway robber would make a first-class meat clerk, and the average meat clerk could give the old-time highway robber cards and spades and beat him out at his own game. Have you bought any meat lately?"

I replied that I bought meat nearly every day when at home.

"Then you ought to know something about what I am suggesting," was the reply. "Ever go in and ask for a couple of pounds of nice thick round? Eh? If you have you've seen the robber behind the counter cut it an inch thick at the bone and muscle section and about the thickness of a postage stamp where the good meat is supposed to be. You've seen him weigh half a pound of hand with a pound and a half of meat and charge you for two pounds without delivering the half pound of hand. I watched one do it the other day and asked him why he didn't deliver the rest of the meat. Well, sir, he pretended not to understand me, and, although I had just paid for half a pound

of his hand, he put it in his pocket and walked off to wait on another customer—probably to sell that hand over again."

The clerks were gathering about, with sly grins on their faces, and the merchant warned to his subject.

"I ordered a neck piece not long ago, to aid in the composition of mince meat, and told the robber who waited on me that I wanted the best. I don't kick on price, mind you, but I want what I order and pay for. He said he'd send me a piece that would make pies fit for a plumber or a United States senator, and I went home thinking I had at last struck a market man with a conscience; but my dream was soon over. The meat was mostly bone and my wife insisted that she had never been taught how to make bone pie. I got an axe and chopped the meat up just as it lay and told her to make a big pie of it, bone and all."

The clerks began to back away.

A fleshy, red-faced man who had been buying nails at the front end of the store walked back to the vicinity of the stove and stood leaning against the counter, his hands in his pockets and an amused look on his good-natured face.

"Yes, sir," continued the merchant; "and my wife did it. Then I carried that pie to the butcher. If I'd been as big as Samson I'd made him eat it, bone and all. He wanted to know what I wanted done with the pie, and I said I wanted to leave it in the window on exhibition, just to show what sort of mince meat careful attention to business on the part of the butcher would produce. They've called him 'old bones' ever since, and I begin to think he doesn't like it, for the last mince beef he sent up to my place my wife tried out for suet before she learned the difference. I'm going up there to-night and order a horn steak, just to see if I can really get what I buy. Why, sir, when I made a slight kick the other day on the quantity of bone on a porter house steak the ruffian swore up and down that the proportion of bone and meat was rather in favor of the meat."

The red-faced man drew nearer and I could see him chuckling softly to himself.

"When I got home," continued the merchant, "I cut out the bone and weighed it apart from the meat. According to my figures, made honestly and without prejudice, I then discovered that if what the butcher said about the proportion was true he had been cutting up an ox that would have made its owner rich as a museum freak. If he was bone and meat in the exact proportion that my piece of him was, he must have been bone clear back to within two inches and three-quarters of the roots of his tail. What do you think of that, sir? Must have fed him on plaster of Paris and Portland cement to keep him in proper condition. If I could buy cattle like that by the hundred I'd start a button factory—would, for a fact—or you might grind him up and use him for fertilizer."

"They've found a new kind of cattle now," said the red-faced man, "and they're going to use 'em exclusively. There isn't a bone in a carload of 'em and they're porter house steak from the nose back to the tail. They're constructed of alternate streaks of fat and lean and the meat is so juicy that it ruins a critter to bruise the skin when alive. The juice all runs out. There ain't any liver or lights or inwards

whatever, so there is no waste and the meat can be sold for three cents a pound and the butcher get rich."

The hardware merchant began to snort and move away.

"I've been thinking of investing in these cattle," continued the red-faced man, "only I haven't got the right sort of a place to keep 'em in. Being without bones, you see, they crawl out through any old place and escape. Man down the country bought one and it crawled out through a knot-hole in the barn, coming out all right on the other side, looking like a bologna sausage. This was a cow and the milk was in one series of links and the butter and cheese in another. I don't think the farmer put the critter together again, but just brought her into town as she was. He'd been feeding her clover hay, and the meat smelled like honey and a swarm of bees followed him into town and—"

The merchant gave a shout of laughter and made for the back door, the red-faced man in full pursuit.

"That's a queer combination," I said, turning to the clerks, "who is that fat man? Crazy, eh?"

"Not much," was the reply. "He's the man our boss buys his meat of. Got even, didn't he? They're both kickers."

And I went away without an order.

Alfred B. Tozer.

A man is safe in asking a young woman to share his lot with him when she knows he has money to build on it.

The valentined maiden must steel her heart to prevent some man from stealing it.

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 WELL-ESTABLISHED MILLINERY BUSINESS. Stock worth about \$1,000. Reason for selling, a desire to retire from business. Mrs. A. W. Nicholson, Newberry, Mich. 221

FOR SALE—GOOD \$2,000 DRUG STOCK, doing good business; well located in city of 25,000. Good opportunity for right party. Address 220, care Michigan Tradesman. 220

SPLENDID OPPORTUNITY TO BUY OUT good business—good clean stock dry goods, notions, men's furnishings and shoes; well established trade; best location in town of 3,000; best farming country in Central Michigan. Will sell store fixtures with stock. Address 219, care Michigan Tradesman. 219

FOR SALE—FOUR MILLION FEET VIRGIN hardwood and hemlock timber, all in a bunch, four miles from railroad, one mile from river. Price, \$6,000. Address No. 222, care Michigan Tradesman. 222

FOR SALE—FIVE THOUSAND TONS ST. Louis white lead, laid down at your station, freight prepaid, at five cents per pound; also gas and gasoline mantles, burners, chimneys, shades, by-passes, mica goods, etc. Write for quotations. Fifty sales people wanted at once. Glovers' Wholesale Merchandise Co., Grand Rapids, Mich. 225

WANTED—HARDWARE STOCK, \$1,500 TO \$2,000 in town of 1,500 to 2,500 inhabitants; doing good business. Address No. 223, care Michigan Tradesman. 223

FOR SALE—ESTABLISHED JEWELRY store in best town in Michigan; good farming and lumbering; store and fixtures, \$500; reason for selling, poor health. Address box 12, Central Lake, Mich. 216

GRAND LOCATION FOR HARNESS BUSINESS, fortified by 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, I. H., care Michigan Tradesman. 211

FOR SALE OR EXCHANGE—FOR A HARD- ware stock. Will pay difference if any. Jewelry stock, material, tools and fixtures invoice \$1,200. Located in good town in Northern Michigan; county seat; population 1,500; no competition. Address D. G., care Michigan Tradesman. 214

FOR SALE—STOCK OF DRY GOODS AND clothing; country town; best farming country; opposition light; good business; \$1,000 cash sales; connected with arch doors to grocery and shoe store; grocery store gives due bills to the amount of \$75 per month in dry goods; store in good location; rent, taxes and insurance cheap. Snap for good man. Requires about \$4,000 cash. Address No. 213, care Michigan Tradesman. 213

CASH WILL GET ONE OF THE BEST bargains in a hardware stock in the State. Investigation as to location and reason for selling solicited. Address A. S., care Michigan Tradesman. 212

WANTED—PARTNER. LARGE BRICK store, 44x125 feet, \$7,000 stock hardware, furniture and bicycles. City 35,000, Central Michigan. Address H., care Michigan Tradesman. 211

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—ON ACCOUNT OF THE DEATH of the proprietor, I am instructed by the court to dispose of the Foote drug stock and fixtures, inventorying about \$7,000. The store has a good trade and is paying well. Charles Bennett, Administrator, Charlotte, Mich. 206

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—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—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, \$800 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. 150

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. Toward 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. Stow, 900 N. Prospect street, Grand Rapids. 983

MISCELLANEOUS.

WANTED—EXPERIENCED CEDAR OPER- ator to take charge of shingle and tie mill and lumber tract of cedar timber. Excellent opening for right man—one who would take an interest in the business preferred. Timber can be floated to mill, which has outlet by both water and rail. Address No. 224, care Michigan Tradesman. 224

WANTED—A FIRST-CLASS SALESMAN for grocers' specialties, canned goods, etc. Send references and full particulars to Dunkley Celery & Preserving Co., Kalamazoo, Mich. 210

WANTED—POSITION AS SALESMAN IN wholesale or retail store. Seventeen years experience in general store. Address No. 216, care Michigan Tradesman. 216

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. A. I., 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

Travelers' Time Tables.

Pere Marquette Railroad

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

Traverse City, Charlevoix and Petoskey.

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

Trains arrive from north at 2:40pm, and at 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 Rapids & Indiana Railway December 17, 1899.

Northern Division.		
Going North	From North	
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 South	From South	
Kalamazoo, Ft. Wayne Cin.	+ 7:10am	+ 9:45pm
Kalamazoo and Ft. Wayne.	+ 2:00pm	+ 2:00pm
Kalamazoo, Ft. Wayne Cin.	+ 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	*11 30pm
Ar. Chicago.	2 30pm	8 45pm
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
Ar. Muskegon.	9 00am	2 50pm
Sunday train leaves Grand Rapids 7:00pm; arrives Muskegon at 10:40am. Returning leaves Muskegon 5:30pm; arrives Grand Rapids, 6:50pm.		

GOING EAST.		
Lv. Muskegon.	+8 10am	+12 15pm
Ar. Grand Rapids.	9 30am	1 30pm
+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 06pm	
Lv. Manistee.	8 40am	3 55pm
Ar. Grand Rapids.	2 40pm	10 00pm

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6 Quires, 480 pages.	4 00

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

Tradesman Company
Grand Rapids, Mich.

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President, C. E. WALKER, Bay City; Vice-President, J. H. HOPKINS, Ypsilanti; Secretary, E. A. STOWE, Grand Rapids; Treasurer, J. F. TATMAN, Clare.

Grand Rapids Retail Grocers' Association

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Before Buying Elsewhere
MOSELEY AND SHELBY

No. 25 TOWER BLK. GRAND RAPIDS

Take a Receipt for Everything

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

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GRAND RAPIDS, MICHIGAN.

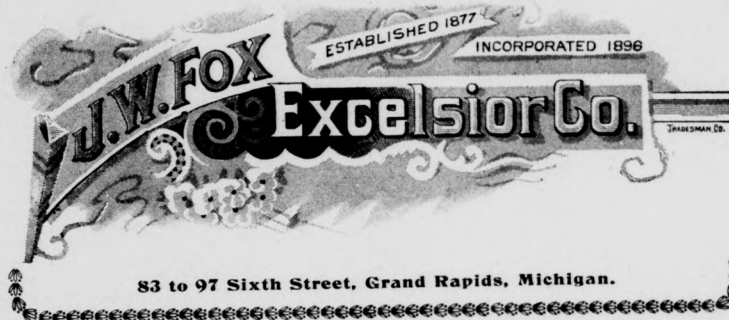
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Residence property at 24 Kellogg street, near corner Union street. Will sell on long time at low rate of interest. Large lot, with barn. House equipped with water, gas and all modern improvements.

E. A. Stowe,
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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



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It pays any dealer to have the reputation of keeping pure goods. It pays any dealer to keep the SEYMOUR CRACKER.

There's a large and growing section of the public who will have the best, and with whom the matter of a cent or so a pound makes no impression. It's not how cheap with them; it's how good.

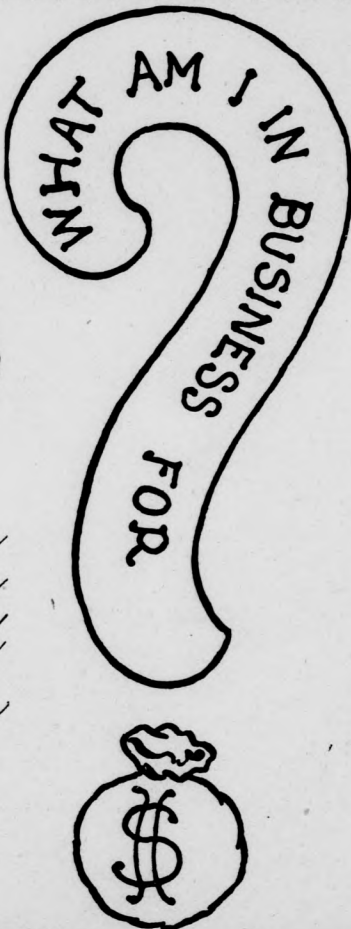
For this class of people the SEYMOUR CRACKER is made.

Discriminating housewives recognize its superior flavor, purity, deliciousness, and will have it.

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Put Money Weight Scales in your store and see if your profits won't increase.

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