MICHIGAN TRADESMAN

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Volume XVII. GRAND RAPIDS, WEDNESDAY, FEBRUARY 28, 1900. Number 858

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	5½ 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.

Royal Tiger, 10c. Tigerettes, 5c.

The popularity of Royal Tiger and Tigerettes is simply **AMAZING**.
Dealers in other brands stand back dazed.
Can't understand how a cigar on the market only six weeks can be so **POPULAR.**
One word explains the whole situation, **QUALITY.**
Have YOU got 'em? The other fellow has.

PHELPS, BRACE & CO., Detroit

F. E. BUSHMAN, Manager. **Largest Cigar Dealers in Middle West.**

There Is Money In It

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.

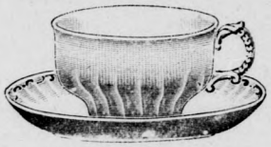
If you, Mr. Dealer, want the trade of particular people, keep the SEYMOUR CRACKER. Made by

National Biscuit Company

Grand Rapids, Mich.

The Majestic of Dinner Shapes

Superior Semi-Porcelain. Have you seen it?
If not, let us send you a sample lot of six sets.



2 100 Piece Dinner Sets, plain print	$5 81 each
2 100 Piece Dinner Sets, filled in with gold lines	7 66 each
2 100 Piece Dinner Sets, richly traced in gold	8 17 each

All in the latest decorations, guaranteed not to craze. We will send Illustrated Sheet showing shapes.

18 Houseman Building
Grand Rapids, Mich.

HALL & HADDEN.

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.

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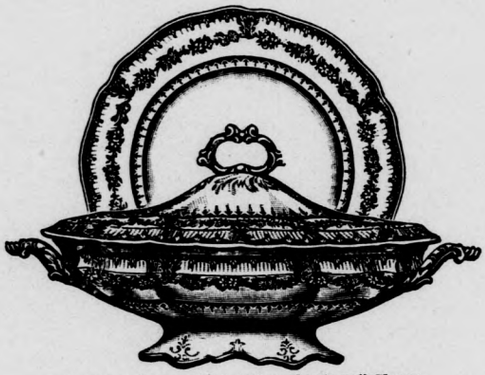

Johnson Bros.' P. G. "New Century" Shape.

Glassware, Fancy Goods

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 Ave., Detroit, Michigan

MICHIGAN TRADESMAN

Volume XVII. GRAND RAPIDS, WEDNESDAY, FEBRUARY 28, 1900. Number 858

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.

We Advertise

your business free! We satisfy your customers! We increase your coffee trade! Write us and we will tell you how we do it.

A. I. C. Coffee Co.,

21 and 23 River Street, Chicago.

Commercial Credit Co. Ltd.

Private Credit Advice 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.

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Tradesman Coupons Save Trouble. Save Money. Save Time.

IMPORTANT FEATURES.

Page.
2. Dry Goods.
3. Cleveland Convention.
4. Around the State.
5. Grand Rapids Gossip. The Produce Market.
6. Woman's World.
7. Pleasures of the Imagination.
8. Editorial.
9. Editorial.
10. Clerks' Corner.
11. Crockery and Glassware Quotations.
12. Shoes and Leather.
13. Gotham Gossip.
14. Egg Grades in New York.
15. Meat Cutters' Association.
16. The Meat Market.
17. Commercial Travelers.
18. Drugs and Chemicals.
19. Drug Price Current.
20. Grocery Price Current.
21. Grocery Price Current.
22. Hardware.
23. How Olives Are Marketed. Hardware Price Current.
24. Getting the People. Business Wants.

THIRTEEN MILLIONS.

Largest Deposits Ever Recorded by Grand Rapids Banks.

The bank statements published last week, showing the condition of the local banks on Feb. 13, were of more than usual interest as demonstrating anew the increased activity in business and the greater prosperity of the city. Under the Federal laws the National banks are required to make five statements annually, while the State banks receive but four calls. The State banks were passed this time, but they came forward with their statements, just the same, and this makes possible the comparisons with former reports, with only the two trust companies missing to render the exhibit complete. The consolidated statement of the five National and four State banks shows that the National banks have loans and discounts of $7,344,270.93 and the State banks, $2,834,986.44, making a total of $10,179,257.37. This is the highest total ever reached in the banking history of Grand Rapids. It is $344,936.37 more than the statement of Dec. 2, '99, $1,459,073.70 more than on Feb. 4, '99, $2,119,107.81 more than Feb. 19, '98, and compared with ten years ago—the report of May 17, 1890—it shows an increase of $3,178,247.22. All the banks but one have shared in the increase, as compared with one year ago.

Under the heading of stocks, bonds and mortgages, the National banks have $337,756.66 and the State banks $2,309,441.29, a total of $2,647,197.95. This is a decrease of $118,310.19, as compared with Dec. 2, $122,566.11 less than a year ago and $416,910.60 more than two years ago. The National banks have cleared up $118,000 of this class of securities, as compared with a year ago, while the State banks have dropped off about $4,000. Of the individual State banks the Peoples has added an even $100,000 to its line, the Grand Rapids has added about $40,000, while the Kent and State have reduced their holdings.

The National banks hold $448,300 Governments and have $199,400 circulation outstanding. Since the report of Dec. 2 the Fourth National has acquired $108,150 and the Old National has parted with $55,000.

Since December 2, the Nationals have reduced their real estate holdings $21,370 and the States have cut off $1,457.

The total cash resources are $168,327.41 less than in the December statement and $125,290.78 less than a year ago. It shows the smallest balance of inactive funds the banks have had in years; it is doubtful, in fact, if ever such a showing was offered. As compared with the total deposits the proportion inactive is less than 25 per cent.

The surplus and undivided profits accounts aggregate $738,557.24, as follows: Nationals, $556,548.59; States, $182,008.65.

This shows an increase of $66,259.63 compared with one year ago, and $63,374.65 in two years. Four of the National banks show increases, as compared with a year ago, and three of the State banks. The Kent Savings makes the largest proportionate increase—approximately $24,000—while the Old National is $39,000 better off.

The commercial deposits aggregate $3,999,512.99. This is an increase of $331,720.85 since Dec. 2, '99, of $178,714.15 compared with one year ago and of $708,516.35 with two years ago. As compared with other dates, the statements of September 7 and April 5 of last year showed commercial deposits exceeding $4,000,000, but not since Sept. 30, 1892, did the commercials reach such a figure. On that date the total was $4,196,922.86.

The certificates and savings aggregate $7,754,557.84. This is an increase of $272,154.52 since Dec. 2, $855,675.05 since Feb. 4, '99, and $1,481,436.77 since Feb. 18, '98. Ten years ago, on May 17, 1890, the certificates and savings aggregated $3,314,705.99. In the decade this item has more than doubled. Since one year ago the State banks' savings accounts alone have increased $771,000 and in two years they have increased $1,250,000. These increases are in the straight savings chiefly and indicate pretty strongly that the laboring classes have been receiving wages that warrant laying up a surplus against the proverbial rainy day.

The bank deposits aggregate $1,181,408.08 and this has not changed materially in the last two years. Ten years ago the amount carried here by the banks was but $387,545.52. Grand Rapids has become more of a money center in the decade.

The total deposits are $13,137,813.23. This is an increase of $627,375.41 since Dec. 2, $1,122,661.36 since Feb. 4, '99, and $2,108,819.04 since Feb. 18, '98. This is without exception the highest total ever attained by the banks in this city. It is more than double the total of ten years ago.

If the bank statements are to be relied upon as an index to business, and they furnish a pretty accurate guide, the outlook for the year is exceedingly bright, and the fact that this is a campaign year will produce scarce a ripple.

HINT FROM THE CARSHOP.

The Illinois Central Railroad Company is looking out for the future interests of that road. It has been studying the signs of the times and has just built the largest locomotive in the world. It is a twelve-wheeled affair and is about a ton heavier than the heaviest engine heretofore built. It is intended to haul trainloads of 2,000 tons between Carbondale, Illinois, and Fulton, Kentucky. It is the evident purpose of the company, in building these huge engines, to develop export traffic north and south with an outlet at New Orleans, thus avoiding the climb over the Alleghanies, and perhaps the disagreeable differences and indifferences at New York. The general direction of the Illinois Central Railroad is at right angles with the roads running east and west; and this big hint from the carshops may suggest to New York that the lessening trade of the West will follow more and more the downhill tendency of water and merchandise to seek a level.

That the leading seaport of the East will take this hint and make the most of it, there is no reasonable doubt. If Canada's move on the commercial chessboard brought about the recommendation of $60,000,000 for the improvement of the Erie Canal from the farseeing Governor of the commonwealth of New York it is probable that the monster engine, pulling its tremendous load down the Mississippi Valley, may suggest some tremendous possibilities to the same thoughtful brain. The Canadian canal is not so portentous to the commercial interests of New York as a canal from the Lakes to the Gulf and railroads running north and south between the same termini when amply furnished with monster engines may have much to do in turning the line of transportation in the same direction.

With these agents now at work, there is no knowing what the end will be. The waterway across the Isthmus is now only a question of time. Join the Gulf and the Lakes with canal and railroad car, finish the Nicaraguan Canal, and more than ever will the slopes of the Alleghanies be avoided and oftener than ever will the traffic of the Valley of the Mississippi pour its copious streams of abundance into the Gulf of Mexico, thence to find its way to all parts of the world. The western slopes of the Rockies will look to the Pacific for a natural and easy outlet to foreign markets and New York will continue to care for the reduced and limited business confined to that narrow tract of country between the Alleghanies and the Atlantic coast. The scepter of American commerce, once centered in New York, is there no longer. Lighted by the Star of Empire, it has taken its way westward; and, while the $60,000,000 improvement may hinder somewhat the westward journey, the big engine in Illinois, and the mates to follow it, will counteract the hindrance and strengthen the conviction, long entertained, of the utter impossibility of restoring a lost opportunity even when the City of New York shall undertake the task.

Dry Goods

The Dry Goods Market.

Staple Cottons—The week's business in staple cottons has been larger than for two or three weeks past, both for future contracts and spot business. Everything that is in sight for immediate or near-by delivery is snapped up, and enquiries are frequent for futures. Bids for distant deliveries at present prices have been made, but sellers are very reserved, and do not care to bind themselves for too distant a date. Prices are very firm, and the market, generally, is against buyers in brown sheetings. Drills are quiet, but very steady. The demand for export has been such as to make the market very strong on drills and sheetings, and occasionally quiet advances are made. Bleached goods are very well situated, and prices steady. Some advances have been made in Eastern denims, ¼@½c a yard, and also certain lines of cheviots show advances of ¼c.

Prints and Ginghams—There has been a strong demand for napped goods of all grades, both in printed and woven patterns. The manufacturers have bought heavily and the jobbing demand has been excellent. Everything that is at all pleasing has been bought up liberally, and many lines are well under contract. Some of them are reported as considerably oversold, even at this early stage. Prices have been advanced since the opening, and still show tendencies toward a higher level. Staple prints are in a good and steady request at regular quotations, with a moderate call for fancies. Ginghams in both staple and dress styles are scarce and very firm.

Knit Goods—Most of the sellers of knit goods for the fall have closed their books, and have retired from the market for the present. They have kept a certain amount of goods on hand, so as to be able to supply their best and old customers with duplicates. A great many mills have only just completed delivering their last fall's goods. So far the cancellations have been a great deal less than last year, but threats are heard by impatient jobbers that they will have to cancel their orders unless deliveries are more prompt. There is very little activity at the present time in the heavyweight lines. The preliminary fall season is practically over, and until buyers commence to place their duplicate orders for the fall things will remain very quiet.

Shirts—A great many stores are displaying colored shirts for the spring, among them some very pretty patterns. There will be very few stripes running across. A large majority of the patterns consist of medium sized stripes running up and down on a light background. Sometimes there is a small figure of a darker color running through. A good colored shirt, the colors of which will not fade, can be obtained ready made for $1.50. The best collar to wear with a colored shirt is the high, all around turndown. The tie usually worn is either a long and rather narrow four-in-hand, or a medium sized butterfly bow. De Joinvilles with small knots also have a smart appearance.

Dress Goods—There is undoubtedly more interest to be found in the dress goods situation than in almost any other part of the textile business at the present writing. Fancy goods are about to open, although it is true that some of them have been shown for a week or two, and some orders have been booked. A good business has been in progress in plain dress goods for several weeks, but fancy goods are what seem to tell the story to the trade, and there is where all eyes are turned to-day. This fancy goods business, however, is really not of the same importance as that of plain goods, as there is considerably less sold, and the profits are apt to be less on fancies, yet they are the barometers of the trade. Looking the situation over, however, we can only find every confidence of strength for fall dress goods. The season for plain goods has been a quick one, and there is no question but what the fancy end will be taken care of in very short order. In regard to the present situation in plain goods, the demand up to the present time has been unusually good, and a large part of the production of the mills is now under contract. Practically everything in the way of plain goods has been chosen, and very few things at all desirable have been neglected. There is some inclination to believe that the fall season will run largely to plain goods; nevertheless we believe that fancies will have their full share of attention, and will in no way be slighted. In regard to the fancies that will be shown, and those that are already before the buyers, it is noticeable that very modest effects are expected to secure the bulk of business. Plain colors with the patterns shown in the weave mixtures, bright checks, etc., are prominent in the samples.

Carpets—The demand for all grades of carpets continues very good and manufacturers are well employed. The principal difficulty has been in making deliveries fast enough to satisfy their customers. The retailers who have been cutting up a large amount of goods find stocks, which, when ordered early in the season, were considered large enough to cover all requirements for this season, are now nearly exhausted and duplicates in much larger proportion will be the result. The cut order stores report a large increase in demand as compared with the corresponding season last year. It is a very favorable time for the manufacturers to demand full values for their goods if they ever expect to obtain advances. Supply and demand are the controlling factors under present conditions, and unless the manufacturers improve the present favorable opportunity, it is believed they will later find that they have made a mistake. No manufacturer need fear that he will not obtain all the orders for carpets he can fill. Much depends, of course, upon unanimity of action at the opening of next season. For the first time in several years the manufacturer has found the demand so large that he is unable to fill it. The spinners have endeavored to accommodate their customers this past year to the full limit of their ability and will hereafter hold for a price for their yarn which will give them a living profit, as all kinds of materials have advanced.

Lace Curtains—American manufacturers of this line of goods have made rapid strides since the Dingley bill went into effect. Having received encouragement, they experimented with finer grades formerly manufactured entirely abroad. Some importers, who formerly operated small plants in America, have increased their capacity more than double to meet the requirements.

Observe system and order in all you do and undertake.

Shirts That Fit

A great many makers of shirts seem to pay very little attention to the fit, but have profit alone in view. We make the fit a principal part of our line, always paying a little more to have such goods. Our assortment for the spring trade is the best we have ever shown. We bought liberally while prices were low. You get the benefit.

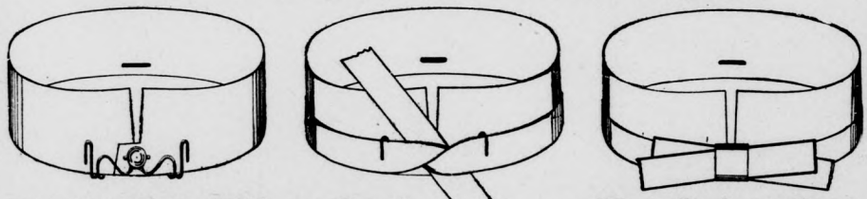
Voigt, Herpolsheimer & Co.,
Wholesale Dry Goods,
Grand Rapids, Mich.

Michigan Suspender

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

Michigan Suspender Company,
Plainwell, Mich.

THE CORBIN TIE FASTENER.



18k Roll Plate, Will not Corode. **Worn Back or Front.**

To adjust the Fastener, slip it down over the button. Springing the loops under lower edge of the collar as in cut No. 1. Then draw the tie around the neck bringing the upper edges under the hooks, and tie as in No. 2. When tied, the holder will be entirely out of sight as in No. 3, giving the tie a tidy appearance. Can be worn with any kind of a standing collar. For Ladies and Gentlemen.

DON'T LOOK WOOZY, WEAR A CORBIN FASTENER.

Remember we give special prices to Agents. Write for full particulars. Terms cash with order: goods sent C. O. D. only when express charges are advanced. Agents wanted. Sample sent post paid for 10 cents.

C. B. CORBIN, Patentee and Sole Manufacturer.
GRAND RAPIDS, MICH.

P. STEKETEE & SONS, Agents, Wholesale Dry Goods and Notions, Grand Rapids, Michigan.

CLEVELAND CONVENTION.

Summary of the Work Accomplished by the Meeting.*

The third annual convention of the National Retail Grocers' Association has passed into history. As you are all aware it was convened at Cleveland, Ohio, Jan. 16 last and was in session for the two days following.

No one had gone to the length of predicting what would or could be done at a national convention of grocers, as all previous attempts of a similar kind had been almost total failures and so many of the trade papers of the United States, if not actually hostile to the idea, were at least lukewarm in their support and in some few cases practically ignored the call for the convention. In spite of opposition and want of interest from so many of those who should have been most concerned in the success of the enterprise, I am glad to be able to assure you that the convention was a complete success and the work done at Cleveland will affect the grocery trade for good for all time to come.

So many full and complete reports have been published by the various grocery journals throughout the country (to some one or more of which you should all be subscribers) that all of you must be more or less familiar with the work done by the convention, so I will confine myself chiefly to my own impressions. The most remarkable feature of the representation there to my mind was the great distances traveled by the delegates, and the large number of states represented at a meeting which, although well advertised, still was in continuation of the work of an association for years considered dead. One grocery journal commenting on this feature remarked that the delegates came from the Golden Gate to Hell Gate, and this was literally true, the venerable Wm. Gray, President of the Brooklyn Association, representing the Eastern extreme and Col. Stulz, of San Francisco, the Far West. Colorado, Kansas, Georgia, Minnesota, South Dakota, Iowa, Missouri and the Virginias were all represented, as well as the nearby states.

The next idea to strike the thoughtful observer was the evident earnestness of the officers and delegates. They had convened to work for the advancement of their craft and it was apparent from the start that no time was to be spent in vain. Every man had a clear idea of what action he desired taken and was not particular as to method, so long as the right result was obtained. I do not mean by this that the convention was conducted loosely or indecorously, but that each man strove to push the work along as promptly as possible and where speeches were made, they were directly to the point, concise, plain and brief. This was made particularly clear when some of the most able speakers in the country, seeing the great amount of work to be done, and the evident anxiety of the delegates to hurry it along, instead of taking up the time of the convention, gave a brief synopsis of their addresses, and sent the paper to the Secretary to be printed with the record of the convention.

Another remarkable feature of the convention was the small amount of friction aroused in the discussion of the many questions arising for debate. Almost the only argument that aroused any feeling was in regard to the proposed 10 cent tax on oleomargarine and this to my mind only goes to show the necessity of uniform food laws throughout the country. Delegates from the Eastern States were bitterly opposed to the recognition of oleomargarine as a legitimate article of trade by the grocers, while the West and Middle West were as strongly in favor of the article. It was noticeable that all delegates from states where the sale of oleomargarine was not strictly governed by the state laws complained not only that the product sold was inferior quality, but was also in too many cases substituted for genuine butter. On the other hand, all states with pure food laws controlling the sale of butterine argued in its favor, claiming it to be a wholesome article of food and a necessity for the workingman, who could not afford the exorbitant price of butter in the winter. The whole argument conclusively showed that where the product was strictly controlled by law the quality was good and it was sold on its merits alone, but where there was no state law or where the laws were negligently enforced, the quality sold was poor or it too often masqueraded under the name of butter.

A national pure food law was heartily indorsed by the convention and strong resolutions were passed urging the adoption of laws now pending in the House and Senate. At the present time we have some states with efficient food laws, some with very poor ones and many with none at all. A manufacturer in Illinois can prepare impure or adulterated goods, label them as the pure article, ship them into Michigan and distribute them through the jobbers, and our food inspectors have no jurisdiction over them until they find them offered for sale on the shelves of the retail grocer. The result is that the retail grocer is held liable for impurities he thought did not exist and maybe fined for adulterations of which he has no control or knowledge. Under a national food law ational inspectors could open the original packages whenever found and trace the fault back to the manufacturer, against whom the action would lie, instead of the innocent retailer. This law could cover only the District of Columbia and the territories, as regards the retailing of food stuffs, but it would give the national Government control of the interstate traffic in all articles intended for human food, and by the states bringing their various laws into conformity with the national law, it would completely cover the ground and relieve the retail grocer from the dread he must suffer every time he offers for sale goods that are manufactured or packed in another state.

The iniquitous parcels post bill received a heavy scoring at the hands of the convention. Most of you have read the bill, but its full enormity does not break upon your vision all at once. It dawns upon you slowly but overwhelmingly as you contemplate its audacious purpose. With the postal department of the Government showing a deficit of several millions a year under the present adjustment of postage rates, what would it be when the department would have to carry parcels of sixty pounds weight from Maine to California for forty cents and, in addition, cart the package from the sender's home to the postoffice and again from the postoffice to the receiver's home? The equipment necessary to carry on the work of the postoffice department would be so enormously increased and so unwieldy that it is hard to imagine its successful operation. The projectors of the measure are hiding behind the farmers of the West, but their handiwork reveals their identity. I have no fear that the measure will pass in its present form, but it possesses apparent germs of good that will appeal strongly to a large part of the rural population, especially in the West, and with the backing it has from the enormous business of the catalogue houses throughout the country, it may be so amended that its devilish purpose may be sufficiently concealed to allow its passage. Should this measure ever become a law, it will be a deathblow to all rural business, and the smiling villages that dot our plains and crown our hills will vanish as the mists before the sun. See to it that no stone is left unturned to bury this measure beyond hope of resurrection.

I would like to continue this report so as to make it a reasonably close report of the whole convention, but I can see that this is impossible. Every delegate went to Cleveland to work and every minute of every session was filled with something of interest, so if I were to tell you all that you would be interested in hearing, this meeting would have to be continued for the rest of this week.

It would not be just to the Cleveland grocers to dismiss this report without saying something of the magnificent entertainment they furnished the visiting grocers. Such hospitality has never been excelled and I doubt if we of Michigan can, with all our resources and good intentions, equal it next January, when we will have to entertain the convention in Detroit.

All through the convention the watch word was organize, organize, and the lesson of the convention is organize. Local associations, state associations, and the national association—each has its work to perform and no link in the chain can be broken without loss to the whole system. The work before us is to so organize our city that we can point to Bay City with the pride the Cleveland grocer exhibits when he says his city is the best organized in the United States.

Just a word or two about the new officers of the National Association of Grocers and I will close. You could not meet Mr. Hanson, of Minneapolis, the new President, without being impressed with the force of the man's character. He has his own State so well organized that country stores and small villages watch for the rulings of the associations and govern themselves accordingly. Such staple articles as flour, sugar, oil, package coffee, etc., are all sold by card price and in the city of Duluth I am told there are twenty-two leading staples listed on the card. Association work has there become so systematized and has proven so beneficial in its results that no one thinks of breaking its rules and, in consequence, Mr. Hanson reports the grocery trade remarkably prosperous in Minnesota and the mercantile agencies report only $2,600 failures in this line of business for the two large cities of St. Paul and Minneapolis during the last two years. This is a truly marvelous report, but is strictly true and shows what can be done by harmony and organization in the grocery business.

W. E. Godfrey, of Cleveland, Ohio, the new Secretary, is also a pastmaster in the art of organization. He it was who brought the Cleveland grocers together after years of disastrous price cutting, prize schemes and other unbusinesslike and costly methods and organized them into a protective association second to none in this country. When he assumed the management of the Ohio Merchant it was practically defunct, but his energy, fearlessness and ability have placed it in the front rank of American trade journals.

Robert Mitchell Floyd, of Boston, the Treasurer, is too well known and too firmly fixed in the hearts of American grocers for me to add one word to his reputation or one atom to the esteem in which he is held. He, at the request of ex-President Scherer, attended the convention of the International Association at London, England, at an expense of some $700, which he cheerfully bore from his private funds. He is also Treasurer of the International Association. Colonel Floyd is a gentleman of polished manners, scholarly attainments, keen wit and business ability, and one of the brightest memories I retain of the Cleveland convention is the privilege I enjoyed of forming even so slight an acquaintance with him as was possible during the few intervals of this busy meeting.

Officered by such men as these, the National Association of Retail Grocers must be a complete success and before the next convention meets in Detroit it will be heard from. Watch for the stand it takes in the Pure Food and Drug Congress, shortly to convene in Washington; see what effect it will have in the present session of Congress in laws affecting our business. Read the trade papers carefully for the next year and all the years to come and you will see the great and continual necessity of such an organization and how wisely and effectively it will exert its influence and power for the good of the grocery business of the United States.

*Report of E. C. Little to the Bay Cities Retail Grocers' Association.

Simple and Satisfactory.

Employer—Miss Jimms, have you any rules for punctuation in your typewriter work?

Miss Jimms—Yes, sir, of course; every time I stop to get my breath I put in a comma, and always at the bottom of the page I make a period.

HATS

Caps and Gloves

Spring and Summer Styles at **Cut Rates** to Cash Buyers

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

Less 2 per cent.

Wholesale only.
Call or send for samples.

Walter Buhl & Co.,
Detroit, Mich.

Corl, Knott & Co.

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

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

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

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

Aluminum Money
Will Increase Your Business.

GOOD FOR 10 IN MERCHANDISE.

THE LIVINGSTON COAL COMPANY, LIVINGSTON, KY.

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

Around the State

Movements of Merchants.

Jackson—Wm. Mason, merchant tailor, has discontinued business.

Jasper—M. E. Saulsbury has removed his harness stock to Morenci.

Imlay City—Titus & Co. succeed Axford & Titus in general trade.

Coldwater—The H. Bridge shoe stock is in the hands of his creditors.

Litchfield—Shattuck & Co. succeed R. J. Shattuck in the furniture business.

Ypsilanti—E. B. Dolson will close out his grocery stock and retire from trade.

Central Lake—Mrs. C. L. Harris has sold her millinery stock to Mrs. J. B. Zeran.

Kalamazoo—H. J. H. Babcock has purchased the drug stock of C. Perry Sayles.

Belding—F. T. Lincoln will shortly open a woman's furnishing goods store at this place.

Coleman—J. T. Swigart & Co. succeed Robert M. Swigart in the implement business.

St. Johns—Ward & Holton continue the grocery and crockery business of Wells & Holton.

Houghton—L. Miller announces his intention of expanding his business into a department store.

Clare—W. A. Russell, proprietor of the Racket, has purchased the Cyclone stock of M. R. Lee.

Fairgrove—Hayward & Jameson continue the general merchandise business of John W. Hayward.

Union City—Herbert Burroughs has sold his interest in the grocery business to his partner, E. W. Taylor.

Traverse City—E. S. Jones has sold his confectionery stock to A. H. Miller and is closing out his grocery stock.

Yale—Thos. Wharton continues the grain, hay, coal and implement business of Wharton & Holden in his own name.

Springport—Eugene Dodd, of the firm of E. A. & W. O. Dodd, has sold his interest in the grocery stock to his brother.

Bellaire—L. G. Van Liew has purchased the interest of his partner, Wm. P. Vivian, in the grocery firm of Van Liew & Vivian.

Holland—Albert Kamferbeek and John Karssen have formed a copartnership and engaged in the wall paper, paint and oil business.

Houghton—V. V. Tuckey, of Milford, has engaged in the men's clothing and furnishing goods business in the Shelden-Calverly block.

Traverse City—Mrs. L. D. Wickham has leased the store building at 404 Union street and will occupy same with her millinery stock.

St. Charles—Clements & Waddle is the name of the firm which succeeds Arthur Clements in the confectionery and tobacco business.

South Haven—W. J. Viall has purchased the dry goods stock of E. J. Lockwood and will remove it to the location of his grocery stock.

East Jordan—C. H. Whittington, furniture dealer at this place, has purchased a site on Main street and will erect a building thereon in the early spring.

South Haven — The South Haven Grocery Co. has leased a store building and will open a new stock about March 1. The business will be conducted by H. E. Christena, who came here recently from Indianapolis, Ind.

Ypsilanti—Harlow D. Wells has sold his interest in the grocery firm of Wells & Fisk to B. W. Ferguson and the firm name will hereafter be known as Fisk & Ferguson.

Grand Ledge—J. H. Walsh has sold his agricultural implement, coal and wood business to Mr. Audre and purchased the grain business of J. M. Burtsch & Co.

Sunfield—O. W. Canouts, of Palo, has leased the new brick store building at this place and put in a stock of furniture. He will also engage in the undertaking business.

Jackson—M. O. Dewey, who recently withdrew from the firm of Hanson & Dewey, has purchased an interest in the wholesale hay and grain business of M. B. Dewey & Co.

Belding—Willis Spencer and Mrs. G. B. Fish have purchased the meat market of Donahue & White. Mrs. Fish will look after the orders and Mr. Donahue will manipulate the cleaver.

Blissfield—Otto Tasgold and George Rothfuss, who have been employed in the dry goods store of Leonardson Bros. & Co., have taken an interest in the business and will hereafter be identified with the firm.

Kalamazoo—Lehman and Isenberg, who have heretofore conducted business as copartners under the style of the Bell Shoe Co., have dissolved partnership. Mr. Isenberg will continue the business in his own name.

Holland—R. A. Kanters, who has been associated with his brother, G. A. Kanters, for the past nine years in the hardware business, will open an exclusive grocery store March 15 in the building now occupied by the bazaar stock of A. May.

Lawton—A. Hathaway & Son have sold their lumber yard to L. Stoker & Co. The senior member of the firm will have charge of the lumber business, while his son, Charles, will have the management of the furniture and undertaking business.

Kalamazoo—Allen & McGregor have sold their grocery stock to the newly-organized Co-operative Grocery Co., which has moved it to the place on the northeast corner of Main and Rose streets. Delano Allen will manage the new store and have charge of the business.

Tecumseh—R. R. George & Co. is the style of the new firm which has recently purchased the grocery stock of Wm. Mobbs. Mr. George is a practical groceryman from Coldwater and G. B. Dunlap, the other member of the firm, is at present conducting the grocery business at Ypsilanti.

Detroit—C. C. McDonald, formerly with the J. L. Hudson Co., and for the past few years a resident of San Francisco, is organizing a stock company for the operation of a retail clothing house in Detroit. The new company will open for business about April 1, and will occupy the quarters formerly used by C. H. Michell.

Niles—City Attorney Edward Bacon has instituted suit to recover a license of $100 from a transient boot and shoe firm. The case is returnable next Monday, when it will be heard before a local justice. Both parties to this affair are firm in their determination to fight it out in the courts. The case will be of great interest to all Michigan cities of the fourth class, inasmuch as the questioned right of such cities to impose a heavy license on transient traders will be decided. This case will raise a distinction between a tax and a license. The Supreme Court has already decided that a tax can not be successfully opposed.

Sault Ste. Marie—Hugh J. Ramsey has purchased from P. C. Keliher the stock of groceries of the T. J. Graham Grocery Co. and intends opening for business in the stand formerly occupied by Mr. Graham about March 1. Mr. Ramsey has associated with himself John Mosher, of Manistique, and the firm name will be H. J. Ramsey & Co. The interior of the store is being renovated and improved for the new occupants. New shelving and cases will be installed and the interior repainted and repapered. Mr. Ramsey, the senior member of the firm, has been connected with the grocery store of Alex. McIntosh, of this city, for years and understands every detail of the business. Mr. Mosher is also an experienced groceryman.

Fife Lake—One of the Chicago steel range peddlers at present operating around Fife Lake got a scare the other day which will probably remain in his memory for some time to come. He had talked one farmer into giving his note for $72 for one of the ranges, and then left. The farmer's son had protested to the old man about doing what he did, but his protests were of no avail. Consequently the son laid for the agent with a Winchester, and when he appeared, demanded the note. The agent refused to give it up, and started to run, when the other opened fire and sent a stream of bullets down the road after the flying figure. The agent was a good runner and none of the bullets struck him, but it is safe to say he will never again show himself around these diggings.

Detroit—Walter J. Gould announced his retirement from the wholesale grocery business Tuesday, on which date Clarence Gould, his son, was elected President of W. J. Gould & Co., which office the senior Gould has held since the organization of the present corporation in 1880. Mr. Gould has been a leading wholesale grocer in Detroit for thirty-six years. He was born in England about 70 years ago, came to Detroit in 1835, and sailed for some years between Detroit and Buffalo as assistant steward on the Michigan Central steamer Mayflower. Then for eight years he clerked for Capt. E. B. Ward, and March 5, 1864, he engaged in the wholesale grocery business, the firm being Gould & Fellers. In '73 he bought Fellers out, and in 1880 the present corporation was organized. Mr. Gould was confined to his bed several months last year by illness, and is not yet fully recovered. He will leave about March 10 for a voyage to the Bermudas and intends to take a long rest.

Manufacturing Matters.

Ludington—F. C. Ewing succeeds Ewing & Rowe in the mop manufacturing business.

Hart—W. C. Bennett succeeds W. C. Bennett & Co. in the planing mill and furniture business.

Bear Lake—Henry M. Cosier and John H. Werle have formed a copartnership to erect and operate a grist mill.

Ypsilanti—The Whitcomb Bicycle Works, not incorporated, succeeds Clark A. Whitcomb in the manufacture of bicycles.

Saginaw—The Saginaw Cornice Co. has leased a building at the corner of Ames and Hamilton streets and will occupy it the first of the month. The company has been reorganized and will adopt a new name.

Kalamazoo—T. J. McHugh continues the planing mill business formerly conducted under the style of Everett, McHugh & Co.

Woodland—Chas. E. Rowlader has leased the grist mill of C. S. Burton, with the option of purchasing at any time during two years. He will also deal in grain and lumber.

Jackson—John W. Miner has taken possession of the plant of the Avery Manufacturing Co., under his chattel mortgage, the consideration of which is $1,112. There is another mortgage on the property of $2,000, held by the Smith & Winchester Hardware Co.

Vernon—The Chapin Cheese Co. will begin operations at its new factory here about April 1. Over 250 cows have been promised within a radius of a few miles of Vernon, and the outlook is considered good. The machinery will be installed by March 15.

Northville—The American Shade Roller Co. has been incorporated, with a capital stock of $30,000, to engage in the manufacture of shade cloth. The incorporators are F. R. Beal and E. Armitage, both of Northville, and F. D. Eatherly and J. E. Jacklin, both of Detroit.

Centerville—The Michigan Central Knitting Mills are in the hands of a receiver and W. I. Ashley has been appointed to act in that capacity. The mills were erected in the early seventies at a cost of between $80,000 and $100,000. For some months operations have been suspended.

Alma—The Alma Sugar Co. and the Central Michigan Beet Growers' Association have finally agreed to the following terms for next season: The company is to pay $4.50 per ton for beets testing 12 per cent. sugar and 33⅓ cents per ton, more or less, for beets containing a greater or less amount of sugar, in accordance with act 48, the laws of 1897. The company will unload free of charge carload lots delivered at their sheds and will pay 30 cents per ton of the expense of freight of such carloads. The per cent. of sugar in beets shall be fixed at 92 per cent. of the price tests.

Detroit—Members of the Merchants and Manufacturers' Exchange are waiting anxiously for the Supreme Court's decision in regard to their suit against the American Express Co. It has been several months since the court took the matter under advisement, and when that body adjourned two weeks ago it was confidently expected that the decision would be given yesterday. It will now probably be given March 5.

Proud of Their Patriotism.

From the Ann Arbor Times.

A new scheme is being introduced into this city by O'Brien & Co., of Detroit. A gentleman who claims to represent that firm has arranged to visit Ann Arbor on stated days and make the rounds of boarding houses and other places to solicit the sale of groceries, wet and dry. The goods are shipped to George Craig, the liveryman, and delivered by him to the customers.

Ann Arbor people who patronize a scheme of that character should be proud of their patriotism. The foreign concern pays no taxes in this city. Every dollar sent to it is just so much taken from the legitimate channels of trade, and is thus an injury to the city in general. Ann Arbor has a lot of enterprising merchants. They are worthy the support of the city. Give them your trade.

The truly gifted and learned man is seldom vain of his gifts or acquirements. But he whose natural parts are but feeble, and whose achievements are but slight, is often eaten up with the most inordinate vanity.

Grand Rapids Gossip

The Produce Market.

Apples—Greenings are about exhausted, but Baldwins, Spys and Jonathans are still in market, although the price has advanced 50c per bbl. during the past week, sales now being made on the basis of $4@4.50 per bbl.

Bagas—$1.25 per 3 bu. bbl.

Beans—The market is steady, hovering around $2 per bu. for city picked stock. Detroit speculators, who have been holding at $1.97, advanced their quotations Tuesday to $2 flat. Local dealers believe that the price has maintained a high range the longest this season of any time since the war.

Beets—$1.25 per 3 bu. bbl.

Butter—Factory creamery has declined to 24c and is slow sale at that. Receipts of dairy grades are liberal, choice rolls commanding 18@20c.

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

Carrots—$1 per 3 bushel bbl.

Celery—California stock commands 60@90c per doz. Home grown stock is practically exhausted.

Cranberries—Jerseys have advanced to $9@9.50 per bbl.

Dressed Poultry—Turkeys are in plentiful supply, but all other lines of poultry are scarce, so that local dealers are compelled to draw on other markets for a portion of their supplies. Chickens command 10@11c. Fowls are in active demand at 9@10c. Ducks are eagerly taken at 11@12c. Geese find a market on the basis of 9@10c. Turkeys are in good demand at 9c for No. 2 and 11c for No. 1.

Eggs—Receipts are smaller, due to the stormy weather, in consequence of which the price has advanced to 14c.

Game—Squirrels command $1.20 per doz. Rabbits are active at $1 per doz.

Honey—Dark is in moderate demand at 13c. Amber is in fair demand at 14c. White is practically out of the market.

Hot House Stock—Grand Rapids forcing lettuce, 15c per lb. Onions, 25c per doz. Parsley, 35c per doz. Pieplant, 9c per lb. Radishes, 35c per doz.

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 have declined to $1 for large and $1.25 for small. Butternuts 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 weaker and lower than a year ago, local buyers throughout the State having reduced their paying prices to 25@28c. Eastern markets are fairly well supplied and the annual slump may not be far off.

Sweet Potatoes—Kiln dried Jerseys have declined to $4 per bbl.

Tomatoes—Southern stock commands 50c per 6 lb. basket.

Turnips—$1 per bbl.

The Elwood Paper Co. Deals Closed Up.

The Elwood Paper Co. matter is a closed book, so far as Grand Rapids and nearby towns are concerned, all of the accounts having been compromised by the debtors on terms entirely satisfactory to them. Isaac Levy, proprietor of the Elwood Paper Co., arrived in the city last Thursday and immediately came to the Tradesman office and enquired on what terms the accounts could be adjusted. He was informed that they could probably be compromised by accepting a price for the bags which would be satisfactory to the merchants who had purchased the goods, and he thereupon repaired to the office of Hatch & Wilson, who had been retained by a number of the local and outside merchants to defend them in case actions were brought against them, and effected an adjustment which was afterwards carried out by him personally with each dealer to whom his representative had sold goods. Those who were charged 7½ cents for bags were permitted to settle for them on the basis of 6 cents per pound. Those who had been charged 6½ cents settled on the basis of 5½ cents der pound. In some cases still further discounts were made, and the suits brought against local dealers have since been dismissed and peace reigns.

In justice to Mr. Levy, the Tradesman deems it only fair to state that he has a rating by the mercantile agencies of $10,000 to $20,000. The Elwood Paper Co., under which style he does business, is not rated, nor is Isaac Levi, in which name one or more of the suits against Grand Rapids grocers were brought. The Tradesman is glad to make this statement, in justice to Mr. Levi, who has certainly made ample amends for the indiscretion and misrepresentation of his traveling representative.

Local Banking Notes.

The Fourth National Bank has introduced a savings department, where deposits will be accepted in sums of $1 and upwards, interest at 3 per cent. and with regular savings bank pass books issued. The Fifth National has had such a department almost since its organization and it has had the effect of materially swelling its deposits. As to the Fourth's purpose in making this departure it is stated at the bank that it is as an experiment, pure and simple, and that it will be continued if it works satisfactorily. In banking circles, however, the move has given rise to considerable gossip and some conjecture. One theory is that it is intended as a means of saving the war tax. The Bank has $616,392.21 on deposit in certificates. The tax on these certificates, which the Bank and not the depositors must pay, is at the rate of 2 cents on each $100 or fraction thereof. Regular savings deposits in pass books are not taxed. If the bank can divert even $100,000 of its certificates into the pass book system, it can pay an extra clerk a comfortable salary and still be ahead.

* * *

The State Bank has passed the million dollar mark, with its totals aggregating $1,041,469.56. Its total deposits have reached $854,177.72, which is a gain of more than 25 per cent. since a year ago, and of better than 50 per cent. in two years.

* * *

Political honors are in pursuit of the local bankers. Daniel McCoy, President of the State Bank, is booked for the solid backing of his own county for State Treasurer, and George P. Wanty, director in the Fourth National, has very flattering endorsements for the appointment to succeed Judge Henry F. Severens on the United States district court bench.

* * *

Anton G. Hodenpyl, of the Michigan Trust Company, has gone to New York to attend a meeting of the executive committee of the Trust Company section of the American Bankers' Association. He is chairman of the committee. The purpose of the meeting is to arrange the program for the summer convention.

Meat Cutters in Line.

The "butcher boys" of the city now have an organization, known as the Grand Rapids Meat Cutters' Association, which holds regular meetings twice a month. The officers of the organization are as follows:

President—Edward Schumann.
Vice-President—Chas. Burkley.
Secretary—John Fisher.
Treasurer—Chas. Nagel.
Sergeant-at-Arms—Chris. Mohrhard.

The Grocery Market.

Sugars—Raws are dull, with few sales at 4⅜c for 96 deg. test centrifugals, a decline of 1-16c. Refined sugars are dull and weak. While there is no change in list prices, one is expected daily, as all refiners are shading hards five points and softs ten points.

Canned Goods—Spot canned goods are unchanged. There is a somewhat increased demand for both corn and tomatoes, but at no advance in price. The most desirable lots of both have been picked up and the selections now to be had from first hands are not of the best quality. There is an enquiry for a 10c grade of spot peas, but there are none to be had. The buying of futures is light, as most buyers have made their purchases and a great many of the packers have sold all that they care to. Spot salmon is in a very strong position. In the face of a pack of over 3,000,000 cases in 1899—an increase of over 700,000 cases as compared with 1898—spot stocks of almost all grades are entirely out of first hands, with what few that are left held at an advance of from 10c on the low grades to 25c on the best grades over the opening prices. This large increase in consumption is partially accounted for by the large amount that is used by both the British and American governments through their commissary departments. With 350,000 men in the field, a ration of salmon twice a week means a consumption of 15,000 cases a week from this source alone. The American Government has recently doubled the salmon ration for our troops.

Dried Fruits—The demand for the staples in this line is increasing. Good raisins are firmly held and there are but a few cars of the best grades left on the coast. Prunes are moving out well, but with no change in prices. There have been large sales made on the coast of dried peaches for both the Philippines and Alaska. As a consequence, stocks are firmly held, with an advance on some grades of about ¼c. There is an increased demand for evaporated apples, with sundried practically out of the market. It is expected that exporters will now take large quantities of evaporated at present prices, as there is not much of a chance for prices to decline further. A very little demand from this quarter would result in higher prices, as there is a very firm feeling among holders. Apricots are in limited supply and very firmly held.

Fish—On account of the approach of the Lenten season, there is an increased demand for all grades of fish. Stocks of all kinds are not heavy and an advance in some grades would not be surprising.

Nuts—The demand is light and prices on some grades are being shaded. Heavier receipts and lighter shipments have caused a decline of ⅛c in peanuts at producing points.

The Grain Market.

Wheat has been very irregular during the week. Receipts in the Northwest have been larger than were anticipated, owing to the forced shipments from interior elevators to escape the tax levy. However, exports kept pace, so the visible only showed a small increase of 225,000 bushels. While the Bears brought every point possible to depress prices, they did not succeed, as the wheat market for futures as well as cash is identically the same as one week ago, viz., 66¼c for May option. This means No. 2 Northern. Far different is it for red winter, which is held firm at 71¾c, while No. 1 white is 72¾c for cash. Wagon receipts have been somewhat better, owing to good sleighing, but nothing towards what they should be, and we think that when the sleighing breaks up wagon deliveries will be of a very diminutive character again, as the present small movement will absorb about all that is left in farmers' granaries.

Corn has followed the drift of wheat, owing to the large amount used for feeding stock. Elevator holdings have made only a small increase. Prices are the same as the previous week, around 36c per bushel. The present outlook is still for better prices, as our exports are very much larger than last year and the Argentine corn crop, owing to dry hot weather, is about a complete failure.

Oats seem to be wanted, but prices have not been enhanced. Prices are remarkably firm and all offerings are picked up. The low prices that were predicted failed to materialize.

Beans have been somewhat slow and were quoted about 2c off. However, the closing price to-day was again $2 per bushel.

Flour has kept steady at going prices. Local as well as domestic demand has been good. The same can not be said for export demand. The enquiry was hardly up to expectation and bids were below value. There seems to be no let-up in demand for mill feed. The mills are all behind on orders. Sales could be increased to three times the volume if the mills had a supply.

Receipts have been very ordinary, as shown by the following: 37 cars of wheat, 20 cars of corn, 6 cars of oats, 2 cars of hay.

Millers are paying 68c for wheat.

C. G. A. Voigt.

Hides, Pelts, Furs, Tallow and Wool.

Hides of all grades have materially declined, while lightweights suffered most. Heavy have declined 1c per pound, against 1½c on light. All grades seem to have struck a level, with no accumulations and a fair demand.

Pelts are but nominal, with few offered to the trade.

Furs hold up well in value and the demand is good. Collections in Northern Michigan are extremely small.

Tallow is steady, with a demand for all offerings.

Wool cuts no figure in Michigan. The Eastern market is slow and light sale, while holders are strong at old prices. Manufacturers are well supplied and are using large quantities of wool and are running full time with large forces. The new clip bids fair to command good prices.

Wm. T. Hess.

Philip Graham has sold his grocery stock at 477 South Division street to Arthur H. Cone, formerly engaged in the grocery business at 691 Cherry street under the style of Cone & Co., and Albert G. Avery, for many years engaged in general trade at Shelby. The retirement of Mr. Graham from the retail grocery trade of the city is an event which links the past and the present, Mr. Graham being one of the oldest representatives of the retail grocery trade in the city.

Edward Whalen, grocer at 69 Ellsworth avenue, has sold his stock to Edward Farrel, of Ada, who will continue the business at the same location.

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

Woman's World

Educational Opportunity Afforded by the Mirror.

Once upon a time a friend of mine—a man—was going to be married. He was going to marry a very good girl. She was one of those good girls who are perfectly certain they are always exactly right about everything and who make you think how comfortable and pleasant a cheerful sinner is to live with. Tom thought she was an angel. During the days of courtship he used to listen to her homilies on his shortcomings on his knees, but I could foresee a time when he would grow tired of always being the one in the wrong and I felt sorry for him. So when the happy occasion arrived I sent the girl a wedding present of a big silver framed mirror and on the blank space, where the monogram was intended to go, I had this legend engraved: "When you feel inclined to blame some one for the mistakes and failures of life, look first on me. So shall I reflect nothing but happiness and peace in the household."

Of course, it didn't do any good. Giving advice to a bride is like firing blank cartridges in the air. You amuse yourself and don't hit her. But I still think that I pointed out to her the easiest and shortest route to happiness. Forbearance is the real secret of harmonious living. There is nothing to which we are so tender and which we excuse so readily as our own faults. If we waited to mend our own fences before we assailed our neighbors' hedges, there would be no breaches to patch up.

The mirror has always been esteemed the minister of vanity. It is in reality our greatest educational opportunity. If we criticised no woman's appearance until our looking-glass gave us conclusive evidence that our own skirts didn't hike up in the front and drag down in the back; if we derided no woman's walk until a glimpse of our own reflection assured us we didn't move with the gait of a goat; if we forebore from remarks on another woman's shiftless management of her house until we had kept the same cook six months hand-running, what a world of Christian charity it would be, my sisters!

Of course, I know quite well that, being human, we are none of us ever going to do such an unpleasant thing as take anything home to ourselves. We are going on to the end of the chapter blaming everybody and everything except our immaculate selves for everything that goes wrong, but suppose, for an instant, that we did. Suppose that when we feel inclined to scold Tom for his extravagance—and it does look actually sinful to see a man burning up good money in smoke, when you remember that for the price of a box of cigars you can buy a real cloisonne vase that you actually need for the upper left hand corner of the corner cupboard—suppose before you spoke you took a glance in your mirror. What would you see? Speaking for myself, my sisters, I blush to say I see the reflection of a woman who can start down town to buy a flannel undershirt and come home with a gauze fan that was marked down to 79 cents and a bunch of artificial flowers she wouldn't be caught dead in. If only the woman who had no bargains for which she had never found any use laying up on her closet shelves; if only the woman who had never spent her money on cutglass, when she needed a dishpan, lectured her husband on the subject of economy, my word, but wouldn't it be as quiet as a Quaker meeting?

We all know that servants are one of the inscrutable instruments of providence for continually reminding us that all happiness is transitory and that any morning we may have to get up and get the breakfast. We can't understand for the life of us why a cook should have as many caprices and as unsettled a temper as a prima donna or why she always has a fatal perversity about letting the roast burn when there's company, and, above all, it is an unfathomable mystery how a housemaid can make up beds for twenty years and never learn how to tuck a sheet in so it will stay at the bottom. But before we blame the ladies below stairs too much, let us look at the one above. Do you see the image of one who understands her own business so well she knows how to instruct another in it? Do you see one whose temper is so fully under control it fits her to govern her subordinates? Or do you see a woman who calls her irritability nerves and who is so ignorant that she is at the mercy of every hireling? After all, if your servants lack judgment, system, management, how much intelligence do you expect to hire for $3 per week? If your servants had as much knowledge and ability as you ought to have, and as you expect them to have, they wouldn't be in anybody's kitchen at that price. The trouble is that we expect a cordon bleu at a scullery maid's wages and we grumble because we don't get it. Don't you really think now, that the mistress being as unreasonable as the maid is at the bottom of the servant question, and that if you were thoroughly capable of managing your end of the business there wouldn't be so many hitches in hers?

Then there's gossip. Isn't it the funniest thing on earth how we disapprove of it in theory and practice it in private? "So shocking," we say, with a self-righteous shudder, "the way some people talk about their neighbors. Really, it's gotten so that a reputation that can stand a sesaon of pink teas and church fairs has to be made out of armor plate." But—come now, be honest—is there a single mother's daughter of us who can look her mirror squarely in the face and not stand before it self-convicted? Not of gossiping, that's so vulgar, don't you know, but of "telling things." Sometimes I think that we who make such protestations of not gossiping are about the meanest and most dangerous of the lot. A recognized scandalmonger is like a thief who has served a term in the penitentiary. Every one locks up their valuables when she is about. It is always the one whom you never suspected—the trusted servant or friend—who robs you. Those who really do the harm—who blast reputations and break up homes—are those of us who get our heads together and say, "Now, mind, I don't vouch for a word of this, and for heaven's sake don't say I told you, but—"and then we launch out on the full tide of slander.

Another thing that should appeal to our sense of humor, if not our consciences, is the highly moral attitude we take towards other people's follies when we are guilty of just the same things. When we hear that the Newriches have moved up town and given a ball at which they cut every single one of their old friends who knew them in the days when old Newrich kept a corner grocery and Mrs. Newrich used to

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tend the counter in his absence, who so virtuous as we? What scathing commentaries we can make about people toadying and flunkeying to the rich! But is it quite by chance that Mrs. Bullion's card is always conspicuously on the top of our own card receiver? Is it accident that we leave the invitation to Mrs. Society's swell reception, with her coat of arms topmost, where it will be seen by every caller? Could anything, short of total paralysis of the tongue, prevent us from dragging the name of our distinguished relative, Major General Fightem—although he is a forty-seventh cousin—into the conversation at every turn, although we never mention little Sally Salesgirl, who is our dead sister's only girl? Ah, madame, if we shot at no other one's folly until we had first brought down our own, the arrows of our satire would molder in their quiver.

Sometimes we let ourselves grow sour and discontented and disgruntled. We feel unappreciated. We have no friends. People may be civil enough, but we are outside of their affection, and no heart bids us come in and warm ourselves at its fire. We say bitter things about the selfishness of the world. We mock at friendship and deride the fickleness of love. Suppose you look at yourself to see what you have done to deserve love before you complain of not having it. If you see there a woman whose tongue is like a two-edged sword in the hands of a ruthless savage, who cuts and slashes heedless of whom she may wound—if you see a woman to whom a witticism is dearer than a friend—what right have you to expect to be liked? If you see a woman who has put innumerable petty tyrannies on her husband, who has scolded and complained, and who has never done anything to make herself attractive or agreeable, don't you think she is pretty nervy to pose as a martyr because he seeks elsewhere the pleasure he doesn't find at home? If you shut yourself up in your own interests, what earthly reason have you to complain because people let you alone? Nobody goes about prying open clam shells unless there is at least a hint of something worth having inside.

To one who looks at it rightly the fact that life is but a mirror that gives us back our own reflection is full of consolation. Every woman knows how that is. She sees a daily miracle take place before her dressing table, in which "a rag and a bone, and a hank of hair" is changed into whatever looking apparition fashion demands. May we not hope that she will carry the lesson thus learned a little farther and think it just as much worth while to straighten out the tangles of her temper as the tangles in her hair and as important to add the fragrance of gracious deeds to her life as it is to make her garments sweet with extract of violets? Sure it is that the world gives us back our own. If we give it nothing but frowns and selfishness and rudeness, we see our own unloveliness reflected in dislike on every face, but if we give it smiles and love and cheer, it comes back to us in sunshine that makes the days glad and beautiful. If you don't believe it, try the experiment and see for yourself.

Dorothy Dix.

True friendship increases as life's end approaches, just as the shadows lengthen every degree the sun declines toward its setting.

Never fail to keep your appointments or be punctual to the minute.

Pleasures of the Imagination.

It is generally considered that the imagination should have no part in the every day affairs of life. No people are held in greater contempt by practical folks than the visionaries given to building castles in Spain, and the name of the dreamer has ever been a hissing and a reproach in the land. Our ideal of the individual best fitted to cope with the difficult problems of existence is the man or woman of the Gradgrind type, who never let their fancy wander away from cold, hard, undisputable facts.

Undoubtedly the dreamer often deserves the strictures cast upon him. There are those who waste time and opportunity following some fancy as wild and improbable as the pipe vision of an opium fiend, but on the other hand it has been the dreamers—the visionaries—derided by their neighbors who have done the great things of life. Every unknown and unaccomplished thing has been, at some time, contemptuously branded as a dream, and yet the dreams of one age have become the realities of the next. Columbus thinking of a Western world, Franklin with his kite, Morse talking of sending messages over a wire, all were called dreamers. Far-eyed boys watching a sunset cloud, or listening to the wind in the treetops, or lying hidden in the heather on a moor side, have been reproached by their angered parents for being dreamers, but when they told their dreams in pictures or books or music the whole world stood still to listen.

Of course, to most of us who are commonplace, and of the earth earthy, no such visions are granted, but even we would be poor enough if we were robbed of our dreams. Theirs was the illumined star of inspiration. Ours a feeble, flickering candle flame, but none the less all would be darkness in our souls were it extinguished. Watch the face of a mother as she bends above her baby's cradle. Is there anything in all the radiant future—honor, glory, riches, fame—that she does not compass in the horoscope her dreams cast for him? What cruelty could be so great as that which would show him to her as he is—as he is to be—the least important fact in a world of fact? Not one of us but who have smiled a thousand times at what seemed to us the foolish infatuation of other parents, who see swans in their ugly ducklings of children, and yet the most fortunate of us may thank heaven for hanging the rosy curtain of our dreams between us and our own.

It is not alone in this, either, that we may realize the pleasures of the imagination. To all of us there must come times of sorrow and anxiety and disappointment. To dwell on them is the way madness lies. Happy are we then if we can escape from our prison-house of care, and fly to our castle in Spain, as to a city of refuge. There the sunshine always lies across the terrace, and sweet birds sing, and the friends we love come and go. It is hope, when it takes its longest flight into the future and creates the world we desire instead of the world that is, but even so, we are not wholly desolate so long as we can gild the clouds that darken to-day with the dreams of a better to-morrow. Nor are we inconsolable because so many of our dreams never come true. We may never reach the goal to which we aspired, we may never write the books or paint the picture or sing the song of which we dreamed when we thought the long, long thoughts of youth, but every thought that reached upward lifted us, and we are nearer God for all our dreams.

Cora Stowell.

Has Abandoned King Credit for King Cash.

James Berry, the Lake City general dealer, announces his change of a credit to a cash basis in the following circular letter to his customers:

We have arrived at this determination because we believe it will be to the advantage of our customers as well as to ourselves. It is a well-known fact that no matter how careful a man is about giving credit there will be more or less that he will be unable to collect. This fact must be taken into account when the selling price is fixed. A higher price must be charged than would be necessary if all goods were paid for. Thus the person who pays for his goods must also make up for the one who does not, or else the merchant must suffer.

The merchant doing a credit business has a constant source of anxiety, annoyance and loss. He trusts out his goods and when the time comes to pay for them he has neither goods nor money, and he walks the floor while the other fellow, who has used the goods and did not pay for them, sleeps as soundly as if there never was a pay day.

He also finds that he loses many customers by trusting them. They deal with him right along until some day he trusts them and then they avoid that store, or as soon as they are asked to pay their account they go elsewhere to trade. Then there is the extra expense of book-keeping and collection. All of which makes the credit business very undesirable.

Of course, it is general because men think they can make more money by it. They will charge enough more to make up for the loss—or think they will. But too often they make a mistake and find when too late that "To trust is to Bust." Ask the majority of those who fail what was the cause and they will answer, "I trusted."

In view of these facts, and many others, we have decided that after March 1 we will do a cash business. This, we believe, will be better for us in that it saves us from worry and loss from poor accounts and better for you in that you buy your goods at greatly reduced prices. It will even pay you to borrow money in order to buy your goods at the prices we will make.

It has always been our purpose to buy the best goods that the market affords. We avoid the cheap shoddy class. We aim to please our customers and to give them satisfaction. We shall endeavor to maintain this reputation and keep up the standard as to quality; at the same time we shall go through our entire stock and mark it down. We assure you that we will make every effort possible to merit a continuance of your patronage by giving you the best goods for the lowest prices. Our stock will be larger and more varied than ever and we promise you a saving of a nice per cent. on all you buy.

New Silk Mill Proposed.

The extension of the silk industry of America is vigorously going on. Last year sixty-two new manufacturing concerns were established in this country, employing 2,760 looms, and more projects are under way. One of the most successful silk manufacturing concerns represented in this country is seeking a site for the establishment of a modern plant for the manufacture of broad silks. Westward the star of silk Empire seems disposed to extend its dominion, and it will find no more likely city in the western field than Springfield, Ohio, whose citizens are talking of establishing a silk mill. That prosperous place is already one of the greatest manufacturing cities of its size on this continent.

They Never Try.

Johnny—Papa, if a man wouldn't tell a lie, now, like George Washington did, would he be a great man like Washington was?

Papa—I don't know, my son. I don't think any of them ever tried.

NOTICE TO CONTRACTORS.

Sealed bids, addressed to the undersigned, will be received up to noon, March 12, 1900, for furnishing all material and constructing and completing, by the 12th day of June, 1900, a four story business brick building, about 50 by 100 feet, in Petoskey, Mich. Plans and specifications can be seen at the office of R. C. Ames, at Petoskey. All bids must be accompanied by a certified check of five per cent. of bid as evidence of good faith. Successful bidders will be required to enter into satisfactory bond for faithful performance of contract. The right is reserved to accept or reject any or all bids.

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - FEBRUARY 28, 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. 21, 1900, and saw the edition mailed in the usual manner. And further deponent saith not. John DeBoer.

Sworn and subscribed before me, a notary public in and for said county, this twenty-fourth day of February, 1900.
Henry B. Fairchild,
Notary Public in and for Kent County, Mich.

THE NATIONAL MADNESS.

A disease worse than the bubonic plague, which has found a footing at Honolulu, has the people of this country in its direful grasp. When it began and how long it has been raging can not be determined; but so prevalent has it become that high and low, rich and poor, country and town alike, are affected by it and are showing unmistakable signs of its deadly touch. The industries of the world are blighted by it and not a muscle or sinew in any workshop, wherever located, is wholly free from the pestilence—the determination to get rich without work.

The prevalence of the plague shows the general debility of the masses and, owing to this, the readiness with which the dreadful disease was taken by them. In this condition the standard of value changed. The old New England idea of a day's work from sun to sun and the persistent accumulation of money earned at a dollar a day was displaced by the startling fact that less agitation of the muscle and more of the brain led to more satisfactory financial results. In the early history of the country the standard of value was trained brain power, determined by the New England college, and the farm-boy of that period who by a few years of want and suffering came home after four years of both with his diploma in his hand was at once admitted into the charmed circle of the Four Hundred with no other passport. His place in life was fixed and whether he grew fat or seedy in his post-academic career the college had sealed him as her own and he enjoyed his hardearned honors.

The Rebellion changed all that. Men with no diploma, who would not have one if they could, and who laughed at it and at what was behind it, "went in for the dollar," and got it. Shoddy came to the front—on the battlefield, where brave men died from the shoddy-made uniforms they wore, and at home, where coarse, clumsy hands, bedizened with unaccustomed diamonds, proclaimed their grossness with every sparkle of the glittering gems. The dollar claimed precedence everywhere and culture, fearful of contact and contamination, gave place to pretense, that pompously and publicly declared that "Money makes the mare go" and tried to buy with that something-for-nothing money the mental ability their brainless children lacked. With culture displaced by money, the tide of the common began its flow. High tide has not yet been reached, and wider and wider with the rising of the waters spreads the growing desire of getting rich without work. So Wall Street flourishes. So every gambling place is crowded. So trade sells the worthless for the best and risks a promised competency by the sneakiest kind of cheating that deception has so far realized.

It has been said that this refusal to work has become a National madness. It has. Labor himself, double fisted and brawny, has refused the all-day work. From sun to sun is no longer to be thought of and ten hours now receive the same pay as the oldtime sixteen, with a grumbling on the part of the workman that it is over eight. The oldtime farm-hand in haytime did his heaviest work when the dew was on the grass and with vigorous and tireless arm he cut with wide swaths into windrows the stoutest herd's grass and timothy. The scythe now hangs on the apple tree, unused, and the click of the machine has taken the place of the swish of the singing steel. Men no longer mow or spread or rake or load or gather hay into barns, yet their Heavenly Father feedeth them and the farmer pays them three dollars a day for half the amount of work his father paid the same money for a generation ago. In the rising generation the boy is on the lookout for "soft places" and "soft snaps" and the one inducement now that keeps a boy in school is not that he may be more of an American citizen, but that he may "get into some business where he won't have to do anything." The National madness has become deep-seated and it is a matter of some concern where it is to end.

It never will end so long as the bank account continues to be the standard of respectable citizenship. The pocketbook never did create brains and common sense and it never will. The boy brought up with the idea that he will do anything rather than earn his own living by his own exertions is the father of the man whom the world owes a living and who will get that living in any way except working for it. Such training has but one end, ruin. The intermediate stages are idleness, shiftlessness and crime.

When this condition of things has existed long enough and the mind resumes its oldtime sway over matter the present order of things will be reversed. A fool will be a fool, although his money be unlimited, and he will take his place in the world where his talents—or the lack of them—put him. The National madness will run its course. Reason will regain its throne. A sound body will be ruled by a sane mind and both will again come into the inheritance of which the National madness has for a time deprived them.

The men who design fashion plates for women have the advantage of dressmakers. They make the women fit the dresses.

IMMORALITY IN ART.

The bringing of a criminal prosecution in New York City against Miss Nethersole and some members of her dramatic company, on the charge that they offended against the laws protecting public decency, by playing a dramatization of Alphonse Daudet's story, "Sapho," will result in the failure of the prosecution and in advertising, more widely than ever, the actress and her playing.

It can scarcely be disputed that "Sapho" is one of the most immoral of modern novels. It delineates in detail the most depraved conditions of human society and barely stops short of describing acts that should be reserved for the strictest privacy. The play, as it appears on the stage, is in every respect as immoral in all that it teaches as is the book from which it is drawn, and the effect of placing the scenes of the most depraved and lawless human relations before the young and unsophisticated can only be as injurious as possible.

Nevertheless, immoral narratives are not necessarily indecent and obscene, and in most states a prosecution based on a charge that indecent and obscene exhibitions are made in public renditions of "Sapho" must fail. It is not by a public prosecution that such a play should be driven from the stage, but by a popular verdict declaring that the people who regulate social manners and taste, not to say morals, will not tolerate it, and they enforce their verdict by refusing to visit or in any way to encourage such exhibitions.

If the people who lead society and are looked up to for opinions on such a subject had pronounced against the stage presentation of the immoralities that are the special theme of "Sapho," it would have been such a complete financial failure that the managers would at once have dropped such an unprofitable concern. But just the contrary was the fact. Everywhere, with perhaps a few exceptions, "Sapho" received the stamp of the approval of the highest society, and that gained for it an almost universal favor and patronage.

The extraordinary financial success of a play of that class will bring out a vast crop of vice and moral filth upon the stage of the next season, and the worst schools of the French novelists will be fully exploited, since they know better than others how to dress up human depravity without making it too revoltingly repulsive.

If the character of the modern stage is degenerating, it is the fault of the playgoers themselves. The managers only seek to please their patrons. They will never try to force on them something that is emphatically rejected and condemned. The barometer by which the public taste in dramatics is measured is the receipts at the box office. There the standard is erected, and those who set it up and establish it are the people who patronize the plays. The decay of public taste in art is the forerunner of the decay of public morals. A demand for immorality in art argues a corresponding decline in the morals of the people.

If there is to be any remedy for the state of affairs referred to above, it must be found in purer taste and higher moral tone among the people themselves. Literature, the stage and pictorial art will follow public morals up or down, as the public verdict may demand. All is in the hands of the people themselves. The persons who write their literature and provide their amusements are only too ready and desirous to obey the popular will in literature and art. People who are themselves pure and honest are not likely to be pleased, and can not be instructed by narrations of human depravity and degrading vice.

GENERAL TRADE REVIEW.

The week has been one of almost universally favorable conditions for higher prices in stock values, but the buying public has kept somewhat aloof on account of suspicion caused by tricky stock manipulation and by predictions of another money stringency and by the usual conservatism attending the advancing presidential year. Prominent among the favorable factors of the situation is the unprecedented volume of earnings of the railways of the country, which are now breaking all records. Naturally this feature of the situation makes holders of such securities very slow about selling, which, while tending to enhance values, also operates to keep the market quiet. Buying is, however, beginning to develop, both in this country and abroad, and must soon be felt in increasing demand.

The great department industry which is now most nearly to be classed as booming is that of textiles. The advance in cotton has now reached a point exceeding 9 cents, breaking all records for that staple for many years. Naturally this fact would be expected to check buying and discourage production of fabrics, but as yet this is not perceptible, demand in all quarters continuing without diminution.

While many transactions in the iron trade show that the summit of prices has been passed in many lines by the natural conditions, those controlled by combinations are held at the highest. This condition is supported by a demand exceeding any ever known; but in predicting the future it must be remembered that the increase of productive capacity has been enormous and is now exceeding the demand. The combinations in iron and steel hold prices of rails, tin plates, structural shapes, wire and wire nails at the highest points yet reached. The rail mills are crowded with orders far ahead and some others have their possible output for the whole year covered; but in other branches, where new works, or part of the older, have not such business secured, yielding in prices is not prevented by compacts.

Wheat reached 77½c in New York last week, but closed Saturday at 74⅜c, having lost more than half its rise since early in January. Exports are gaining, from both coasts; in three weeks they have been 10,397,276 bushels, flour included, against 12,079,630 last year, making 121,000,000 bushels for the crop year, against 161,000,000 to the same date last year. The outgo of corn continues marvelous, in three weeks 9,837,419 bushels, against 8,297,524 last year, and for the crop year to date about 143,000,000 bushels, against 108,000,000 last year.

Among the misfit people always in evidence are those who are too proud to be poor, and those who are too vulgar to be rich.

When the office is seeking the man, it will find no difficulty in finding the man who is always nominating himself.

A dollar saved is as good as a dollar earned; but it must be earned first.

A nobody in this world is no better than a ghost.

THE FLUCTUATIONS OF TRADE.

An uneasy, feverish market is the bane of the tradesman. There is nothing for him to stand on. Calculation takes to itself wings and flies away and, bewildered, he can only wait until the excitement is over and at the earliest possible moment get his bearings and trim his sails anew to the changed conditions.

An instance has recently appeared in St. Louis. For a short time the slipper business assumed an intense activity. Stock rose and fell with a speed unparalleled in the history of the trade. The manipulator of the movement was too much interested in it to offer explanations and too eager for the outcome and the victims, helpless, although far from passive, had only to protest and endure and pray that utter annihilation might not be their fate.

The immediate cause, common enough once, does often now appear in modern trade centers and its appearance in St. Louis can be doubtlessly traced to the baneful influence of the drainage canal, too much of which was appropriated as a beverage by the disturber of the leather market. Aside from that influence, centering solely upon that line of trade, the incident serves as a striking illustration of the fact, which the Tradesman is constantly declaring, that the merchant, no matter what department he represents, will be found to enter largely into all matters of public and private concern and will be often the one man in the community who by the means at his disposal will soonest locate the seat of the difficulty and promptly proceed upon the line of action the surest to remove that difficulty.

The incident in question is purely domestic. Three young women of German extraction, mindful of the tendency of the young man's fancy in the spring and unmindful of the paternal dictum excluding them from the youthful and time-honored privileges of the front gate, gathered at that portal in the gloaming with their best young men. Crazed by the purified extract of Chicago furnished by the costly canal, the father of the frauleins appeared, sent the young men home, hustled the "maidens fair to see" into the house and proceeded to practice there those prerogatives which parentage alone is supposed to possess. Rushing in his excitement to extremes, he took his slipper from his foot and instantly, without a word of warning, like a thunderbolt from a cloudless sky, the flurry burst upon the St. Louis leather market. The result following instantly this sudden rise and fall of leather beggars all description. Black Friday in comparison sinks into insignificance. Heavily invested parties, unable to endure in silence the rapid variations of the indicator, at every sudden fall shrieked forth their agony until the scene of that stock exchange became the interesting center of that usually quiet neighborhood.

When the excitement was over and in the quiet of the police office an investigation was made, it was ascertained that the flurry was due to the exercise of the inalienable right of a father to exact even from budding womanhood that obedience which is often necessary in every well-regulated family. The judge recognized this fact and in dismissing the case took occasion to bring out the idea that if American paternity should closely follow this German example, and do so often, not only would society in this country be benefited to-day, but the manners and morals, and so the social life of the century we are soon to enter upon, would be greatly improved and elevated. There is much reasoning in his sayings; and if the delivered opinion should be only a straw showing the way the wind blows, it is the duty of the Tradesman to call attention to that straw and to suggest to the manufacturer of the slipper of the future, after reminding him of the responsibility vested in him, that he furnish the market with an article that will meet satisfactorily the increasing requirements of the family.

Secretary Hay is urging on Congress the necessity of providing throughout our diplomatic service American attaches who are familiar with the language of the country to which they are accredited. The Secretary of State has begun with Turkey as an example, and has asked Congress to authorize the employment of a second secretary of the legation at the court of the Sultan who shall be an American student of the language of the country.

Alphonse Karr's once famous epigram: "I poison the grocer; result, the guillotine; the grocer poisons me; result, a fine of 10 francs"—has been outgrown, for, besides paying his 10 francs, the grocer in France now has to post in two places in his shop large placards announcing the fact that he has been convicted of food adulteration.

Numerous queer people associate themselves together for various purposes; but it does not seem possible to establish a general amalgamated confederation of miscellaneous cranks under one head center.

A medico-philosopher up in York State recommends the memorizing of poetry as a cure for nervousness. This must certainly be one instance of where the medicine is worse than the disease.

Any sort of stupid man will get along brilliantly enough at a dinner if he is fortunate enough to be seated next to a clever woman. All he has to do is to eat and listen.

James Payn has written a book called "The Backwater of Life." It is death to business when it backs up and prevents the mill wheel from turning.

When men learn to do unto others as they would have others do unto them horse trading will have become one of the lost arts.

A poor man who can keep body and soul together can do more than doctors do who lose their patients.

Within the past ten years elephants have decreased in price from an average of $10,000 to $2,000.

The wishbone is naturally a bone of contention. It must be divided to show who gets his wish.

The man who stays up all night carousing gets anything but an appetite for breakfast.

A will may hold if it does not have as much money to dispose of as is necessary to break it.

A married woman is not her husband's better-half when she tries to be the whole thing.

Carnegie has said he wishes to die a poor man. Frick is trying to help him to his wish.

MEN FOR THE NAVY.

The Navy Department is making earnest efforts to increase the enlisted force of the navy, which is somewhat below the full limit allowed by law. Since the close of the war with Spain, recruits, particularly of the able seamen class, have not been as numerous as could be wished, and steps have been taken to meet this difficulty by making special provision for the enlistment of landsmen and their training on vessels specially detailed for the purpose. A landsman is the term applied to recruits on board ship who have had little or no previous training at sea. They belong to the seaman branch, however, as distinct from the artificer branch and other enlisted men connected with the domestic economy of the ship, so to speak.

More men are needed in the navy to properly man the new ships and maintain in active cruising trim the many ships that are now required to properly protect our new possessions. That service in the navy is not over popular with the average young American is a practical fact that must be got over either by making the service more attractive to him or by shortening the term of enlistment.

It is not merely in enlisted men, however, that the navy is weak. The service is woefully short of officers—so short, in fact, that few of the ships in commission have a proper complement of commissioned officers, and it is difficult to give officers the shore duty to which they are entitled. A very large increase in the commissioned ranks is essential to bring the navy up to its proper standard. It is useless to speak of an increase in the number of cadets at Annapolis as a cure for the condition now existing, as at least four years, and, under existing laws, six years, must elapse before cadets can be commissioned. To supply a similar want of officers, the British navy adopted the expedient of commissioning a number of officers taken from the merchant marine and Naval Reserve, as it is known in Great Britain. Such officers, while in every respect on a par with all other officers, are carried on a separate roll from the other officers who enter the service in the regular way. It is to be feared, however, that our naval service is too unalterably wedded to old perjudices to adopt any such method, although the experience of the British and other foreign navies has proven it to be entirely practicable.

THE FAMINE IN INDIA.

There is a serious famine in India, caused by drought. When the food crops fail, there is necessarily great distress, for the masses of the people are poor and are unable to purchase high-priced food. The famine in India was officially declared by Lord Curzon, the Viceroy, three months ago. At that time 30,000,000 people were involved and only 400,000 persons were on the relief lists. At present 59,000,000 people are affected, of whom 22,000,000 are in British territory and 37,000,000 in the native states. There are now about 3,200,000 people on the relief lists, and the cost of relief work to the end of March will not be less than $13,000,000. The rains will not come until July, if they come then. Between now and then, in spite of all the authorities can do, there will be an immense mortality, especially among children and old people.

Agriculture, which furnishes the world's food, is extremely backward in India, only the rudest methods being in use. United States Consul Fee, at Bombay, reports to the State Department at Washington that the ancient plow, costing perhaps 50 or 75 cents, pulled by oxen, is used. Few implements are employed. The mamooties—a kind of a mattock, more like a carpenter's adze, with a wider blade—are universally used for all manner of work in the ground. Natives will not use the wheelbarrow or the shovel. Women carry dirt, mortar, brick and, in fact, everything in baskets on their heads. They are, as a general thing, too poor to buy improved agricultural implements, but they are opposed to all innovations.

The population of India is about four times that of the United States, while the latter has about double the area of the former. As the masses of the people are employed in agricultural pursuits, it is obvious that those parts of India capable of cultivation must be divided into small farms. Each man rents, generally but a few acres. There are, of course, occasional large plantations run by a rich man or rajah, but these are exceptional. But not even the proprietors of the great plantations will introduce improved machinery on account of the unwillingness of the people to use it.

The famines only occur when there has been a failure of the rains, and it is proposed that the British government and the native Indian princes shall bore artesian wells over extensive districts to save the people from the effects of periodical droughts. It will probably be a wise proceeding.

THE IDEAL AMERICAN.

There is no personality in the galaxy of great statesmen and soldiers that grace the early days of the Republic which appeals stronger to the American mind than that of the General whose perseverance, skill and indomitable pluck finally compelled the recognition of the country's independence after years of struggle, which to weaker souls frequently seemed utterly hopeless. And yet it is difficult to say whether it is the military renown of Washington or his able statesmanship in guiding the new Republic through the dangers which encompassed it during the period of organization after the war of independence that commands the greater admiration.

While the greatness of Washington grows steadily in men's estimation with the passage of time, it is with youthful Americans that his memory is held in the highest veneration. To them Washington is the typical American, the ideal patriot, the soul of integrity and of honor. Unassociated with sectionalism, with party or with any of the factional differences which now divide men politically, Washington is the ideal which our American youth of the present age venerate. It is a selection eminently proper and fitting, and wise educators encourage it in the schools by devoting Washington's birthday to special exercises and ceremonies in honor of the "'Father of His Country."

It is wonderfully easy to be polite and agreeable to people you like and who like you.

Strangely enough, the tone of politics is lowered when vulgar leaders shout too loud.

The man who sings his own praise can have no chorus unless he is an emperor.

Clerks' Corner.

All Is Fair in Love, War and Trade.

The only reason to be given for the dull trade at Will Rogers' counter was the fact that it wasn't "silk counter day." Nobody can tell where the notion came from, but there is just as much a day when silks go off like hot cakes as there is a day for white goods. Nobody asks why and it would do no good if he did—there is no satisfactory answer. So after Rogers had opened up his goods and prepared his counter he leaned against the lower shelf behind him and amused himself watching the other fellows "hump" just as he would be doing to-morrow or the day after when the white goods were having an "off day" in trade. Pretty soon he saw a young handsomely-dressed woman caroming from one counter to another, making considerable bother at one counter and then sauntering along to the next, without even pretending that she wanted to buy. He liked that. It was honest and above board and as he watched her zigzaging her way to his counter—he could see she was a first-class, silk-lined woman—he vowed to himself that that woman should buy a dress pattern of him that day if he had to sacrifice a leg.

As she came nearer—Rogers was near-sighted—he saw that she was one of the Four Hundred of the town. He concluded that she didn't want any dress; that she had no notion of buying one there anyway; that she was simply wandering around until the friend she was evidently waiting for should put in an appearance. The young fellow looked her over and made up his mind that she was going to have a new silk party dress within an hour or he would know the reason why. Given a tall, graceful, well-formed woman of thirty, with chestnut hair and lovely brown eyes and she ought to have a—well, what in the dickens ought she to have? Not black, although she'd be just swell with the trimmings she'd be sure to put on. How would you look, my lady, in a sea-green, or we'll say a sort of a wood-green? No, the dress you're going to come out in at the Mardi Gras ball is a rich pearl gray satin. Now, then, "Will you walk into my parlor, said the spider to the fly?"

With the words of the old song on his lips, the clerk began to take down sundry pieces of elegant goods, unroll enough to see the effect of falling folds, and by the time the magnificent fly with the chestnut hair and the brown eyes approached his counter Rogers was absorbed in the fall of some pale sea-green which he held skillfully in one hand while he was craning his neck as far from the goods as Nature had furnished him with length of arm. The result seemed to please him and he put the piece of satin at one side and turned again to his shelves. This time a faint purple was taken down; but on turning again to the counter he, of course, saw his intended customer, Mrs. Judge Cameron, and with the easy grace for which Mr. Rogers was noted he asked what he might show her.

"Nothing, not even a sample. I am simply waiting for a friend and will watch you take down your goods—if I may?"

"Certainly, certainly; nothing would please me more. I am trying to find a suitable evening dress for a lady," here Rogers took from his pocket a letter, which he opened and pretended to read, "'above the average height, with brown hair and fine dark eyes. Send me the richest piece of goods you have in the store, only if it does not suit her I want the privilege of returning it.' These are splendid goods; but I am at a loss which to send, so much depends upon the wearer. Here is this purple now. There are some ladies of the complexion whom that satin would make regal and there are others it would make look like a cook. This light green would be just the thing under some circumstances—and yet I doubt whether I had better send it."

He put the two pieces together as if that might help him.

"Better not do that. Put one by itself and the other by itself. There! that is much better. I should think if you had a piece of pearl gray it would come nearer what she might want. That, just now, is the thing and if she has brown hair and eyes I believe that is what she would like."

"I have just such a piece, but there's a lady on Capital Hill who was looking at it yesterday and I have every reason to believe that she will take it. She was much pleased with it and I inferred from what she said that there is to be some function—a wedding, I believe—within a few weeks that most of the leading ladies are to attend. I didn't exactly say that I would put it by for her, but I am convinced that she expects me to do so. It does no harm to be looking out for regular customers, you know; often it leads to a sale."

"Yes. You don't happen to know the lady, do you?"

"Oh, yes; she is Mrs. Walter Savage, up on Grant avenue. It's just her style and she will look magnificent in it. I believe I shall venture to send the pale purple to this mail-order customer. It's one of our handsomest pieces and some of her friends will want it if she doesn't—that often happens."

"Why don't you send her the pearl gray?"

"Well, because, as I said, I am sure—or quite sure—that this Mrs. Savage wants it. We like to please our city customers when we can; besides, if she doesn't want it, it is a piece of goods that will be sure to please some others I have in mind."

There was a lull in the conversation and Rogers unrolled piece after piece of every tint of green and purple and some other shades; but with all his arranging and rearranging he invariably went back to the first two pieces of that color and finally put aside all but those.

"Why not take down some pearl gray and see how it compares? Perhaps, after all, that would be the best to send," remarked the artless Mrs. Cameron.

"I'll do so, but I don't intend to send it. You see, I happen to know that Mrs. Savage is quite determined not to be outdone on this grand occasion, whatever it is, and she is of the opinion that this piece of goods is not only the finest but the most beautiful that ever has been brought into the city. There! you can see for yourself that she is right about it. The color, that particular tone, pearl gray, is something less than marvelous. Just the thing for her style of beauty. Oh, she'll take it. It is an unusually large pattern and a woman of Mrs. Savage's height can wear a longer train than most women effectively. Let me unfold more of it, that you can see just how it is going to look. Just see that fall of fold! I honestly think it is the handsomest piece of satin I ever handled."

Not hearing any response, the salesman looked at the lady, to find her wholly absorbed in the satin he was skillfully holding up for her admiration. One daintily gloved hand was resting upon her purse and her middle finger was nervously tapping the counter.

"You say the pattern is an unusually large one?"

"Yes. I suppose for the very reason that Mrs. Savage gave—a long train."

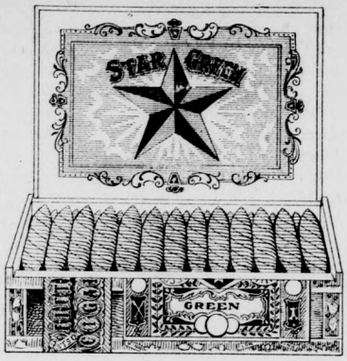
"Did she say positively that she would take it?"

"No, I can't say that; but—"

"Then she couldn't blame you if you were to sell it, could she?"

"Why, I think she would be very much disappointed to find that I had sold it."

"I can't understand why she should, as long as she didn't say out and out that she would take it—especially as you have a chance to dispose of it."



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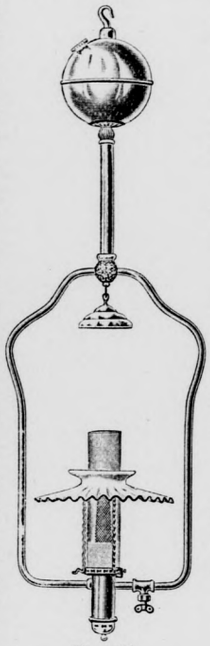

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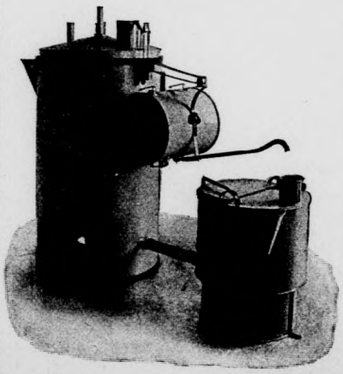

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Alexander Furnace & Mfg. Co.,
Lansing, Mich.

"Well, you see, I haven't really another chance to sell it. I am quite sure that the customer out of town would take it; but still, you know, it might come back. So I rather wait for Mrs. Savage, and I will send the other customer the purple. It's only a question of time and both will be satisfied."

In the meantime, as if he were satisfying his own sense of the beautiful in looking at the lovely fabric, Rogers arranged and rearranged the satin so that the light would fall where the best effects would be observed and then with a satisfied, "Well, it's a beautiful thing; and when the lady trails it over the carpet she'll have the satisfaction of knowing that all the other ladies will stand No. 2."

"I believe, as long as Mrs. Savage didn't say that she would have that gown, that I will. It is certainly a beautiful piece of goods. The size of the pattern is in its favor, too, and, more than all that, I want it. I can't stop to see to the linings and the rest now. Please send it to my house this afternoon; Mrs. Judge Cameron, 1301 Grant avenue."

Rogers was starting to say something about the customer's having a gown to be proud of when with a hurried "Good morning!" she turned abruptly away and rushed towards an incoming lady with, "My dear Mrs. Savage! I began to fear that something serious was detaining you. I was really on the point of going without you. We really must make all haste, for—"

He heard no more. He cared nothing for hearing that. He had sold the dress pattern, as he vowed he would. He hadn't told any lies about it. He hadn't made any misrepresentations and, while he did make up a little as he went along in reading the letter, she hadn't said then that she wanted the goods. "All is fair in love and war—and in trade, by jingo!" But he would have failed if the lady hadn't wanted to outshine and outdo her friend. Oh, these women, these women! Nobody ever knows how to take them; and if it were not for their little jealousies how much trade would be lost to the world!

Richard Malcolm Strong.

Good Men Never So Scarce As at Present.

The great Santa Fee Railroad system has a new general manager; his name is Henry U. Mudge, and the story of his rise is one that interests every boy in America who has to make his own way in the world, for it shows what possibilities there are for those who can "Carry a message to Garcia," as the rise of many another man has shown before.

When Mr. Mudge was but sixteen years old, his father went to Kansas and took up a claim near Sterling in that State. At that time the Santa Fe was pushing its track westward and young Mudge secured a job as water boy to a gang of track layers. When work was stopped for the winter, the young water-carrier returned to Sterling and made a deal with the station agent there to do chores around the depot if the agent would teach him telegraphy. After but three months' practice at brass pounding, the lad was proficient enough to be appointed extra operator. Continuing in that line of work for three months, he took a six months' course as brakeman, another six months' as train baggageman, and before reaching the age of twenty-one became a conductor. Following this he was successively roadmaster, trainmaster, assistant division superintendent, division superintendent, general superintendent of the entire system, and now he has been made general manager of one of the greatest lines of railway in America. All this has been accomplished since the year 1872.

This is a simple and common story in the history of railroading in this country, and yet it is a story which is always of interest to the young men of the nation, for the record of such a career is an inspiration to effort—a lesson not likely to be lost upon those who have no capital except a stout and honest heart, a resolute will and a dauntless spirit. The world is full of such opportunities as those accorded to the young water-carrier of the Santa Fe, and it is for the lads who are growing up about us to grasp those opportunities and hang on like grim death. The rewards are sure to come—not always in the form of managment of great railway lines, but there are prizes in other fields that need tilling by good, industrious, painstaking and zealous men and boys.

The lesson contained in this simple story is merely that one must do the first thing that his hands find to do, whether it be carrying water, selling newspapers, blacking boots, driving a dray or sweeping a floor. The boy who sweeps a floor in first-class shape is certain to catch the eye of his employer sooner or later, and nothing can keep him from promotion, except himself. Good men were never so scarce as they are right at this minute. The man who can be depended upon everywhere and all the time is never long out of a job, and when an employer finds such a man he is counted a jewel above price in all the various places in the world where work is to be done. The lad who can carry water without loitering and spilling more than he brings into camp is worth his weight in gold to men who are thirsty.

Let us hope that the lesson contained in the career of the new general manager of the Santa Fe will put new courage in the heart of some boy who is just now thinking that he is not getting along fast enough and that he is not appreciated. He may not be getting many bouquets from his employer, but the lad who does his duty is always appreciated, and he is sure to rise.

Patience then, lads, and buckle down to the job in hand, even although the work be hard and unpleasant and the pay small. There is a big burst of sunshine just over the divide.—Los Angeles Times.

Buying a Baby Carriage.

"I'm sorry," said the salesman to the youthful married pair,
"That all our baby carriages are sold
Except that single sample in the window over there,
Which almost is too lovely to be rolled."

They bought the pretty carriage, and they tucked the baby in;
The husband proudly pushed it on the street
And everyone who met them had to turn around and grin,
Although the baby certainly was sweet.

"O, what can be the matter?" said the blushing better-half,
"You'd better give the carriage, John, to me
And walk ahead to notice why the people at us laugh."
The husband did, but nothing could he see.

"Then, darling, you may wheel it while I take myself a glance—
For men in such emergencies are blind."
And with a mother's dignity she trotted in advance
And nervously cast furtive looks behind.

Her face, as red as roses, her discovery betrayed;
The salesman's head she wanted there to break,
For on the baby carriage he had left a sign displayed
That boldly read: "None better! Our Own Make!"

Otto B. Schott.

Make no haste to be rich, remembering that small and steady gains give competency, with tranquility of mind.

Crockery and Glassware

AKRON STONEWARE.	
Butters	
½ gal., per doz	45
1 to 6 gal., per gal	5½
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	
½ gal. flat or rd. bot., per doz	45
1 gal. flat or rd. bot., each	5½
Fine Glazed Milkpans	
½ gal. flat or rd. bot., per doz	60
1 gal. flat or rd. bot., each	5½
Stewpans	
½ gal. fireproof, bail, per doz	85
1 gal. fireproof, bail, per doz	1 10
Jugs	
½ gal., per doz	50
¾ gal. per doz	40
1 to 5 gal., per gal	6
Tomato Jugs	
½ gal., per doz	50
1 gal., each	6
Corks for ½ gal., per doz	20
Corks for 1 gal., per doz	30
Preserve Jars and Covers	
½ 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	Per box of 6 doz.
No. 0 Sun	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. 2 Hinge, wrapped and labeled	4 88
No. 2 Sun, "Small Bulb," for Globe Lamps	80
La Bastie	
No. 1 Sun, plain bulb, per doz	90
No. 2 Sun, plain bulb, per doz	1 15
No. 1 Crimp, per doz	1 35
No. 2 Crimp, per doz	1 60
Rochester	
No. 1 Lime (65c doz)	3 50
No. 2 Lime (70c doz)	4 00
No. 2 Flint (80c doz)	4 70
Electric	
No. 2 Lime (70c doz)	4 00
No. 2 Flint (80c doz)	4 40
OIL CANS	
1 gal. tin cans with spout, per doz	1 40
1 gal. galv. iron with spout, per doz	1 75
2 gal. galv. iron with spout, per doz	3 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. Tilting cans	7 25
5 gal. galv. iron Nacefas	9 00
Pump Cans	
5 gal. Rapid steady stream	8 50
5 gal. Eureka, non-overflow	10 50
3 gal. Home Rule	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

Josh Billings Said

"Those who expect to fale in an enterprise generally du fale." Some merchants think that CERESOTA FLOUR is only for the rich and that it is too expensive for common people to use. They fail to sell CERESOTA because they are afraid to try. Experience shows that those who must economize are the largest users of CERESOTA. The increasing demand in all manufacturing centers shows that the bread winners are the bread eaters. They realize the importance of good bread. The dinner pail man knows the goodness of CERESOTA bread. **It does not dry out.** Any grocer can sell CERESOTA who thinks he can.

Olney & Judson Grocer Company,

Western Michigan Distributors, Grand Rapids, Mich.

The Northwestern Consolidated Milling Company, Minneapolis.

Shoes and Leather

Some of the Trials which Beset the Manufacturer.

I first commenced manufacturing shoes in the spring of 1870, thirty years ago; I am not going to tell you about my early struggles to get on my feet, for in that particular I must disappoint the reader. Unlike the average shoe manufacturer, I had plenty of money and a good backing. I was worth $50,000; this I inherited from my grandfather, while at that time my father was worth nearly a quarter of a million, and as I happened to be the only son—I had one sister—it was pretty clear sailing for me, from a financial standpoint. I was 28 years old, had a good, fair business education, and I am conceited enough to admit I was possessed of good, ordinary common sense. What more could you ask to make a successful shoe manufacturer? As my tale is not going to be one of failure or disaster, for I was reasonably successful, and as I am still manufacturing, I am sure my $50,000 has increased, and I am in possession of a good reputation among the trade.

I suppose one reason why I am still in the business is that in my early days, from 1870 to 1885, there was not so much to aggravate and upset a manufacturer as there has been since. Those were palmy days to the last half. They were the days when manufacturing was profitable, and there was some inducement for a man to invest his capital. The year 1885 brought several strikes, which were followed by the labor agitations, and the outcome was the organization of the shoe workers. This was as hard for the workmen themselves as it was for the manufacturers, for they became slaves to a lot of bosses and walking delegates, who have profited from their downfall. I had a strike in my factory, just as I had closed my orders for the spring and summer trade of 1886. This was occasioned by a demand for increased pay, or the adoption of a new price list; instead of presenting this to me before I had made my contracts for a whole season's business, the men, under advice of the union, allowed me to take my orders, which they knew I would be obliged to fill, and then asked me for an advance. This, I refused, and the result was, my factory was closed down for six weeks. I lost over $15,000 by this proceeding.

About this time, there was a sort of revolution going on in the manufacture of shoes. The Goodyear machines were entering the market, and the royalty on the McKay machines was passing into history. Other machines of an improved character were placed on the market, and it cost me nearly $10,000 the next year for the outfit I put in.

My salesmen began about this time to complain of the competition they were having from poorly made shoes, and a good use of artificial material, such as leatherboard, wood, cardboard, etc., as a substitute for the real thing. The method of handling such competition was not so well known then as at the present time, so I had to join the haggard and worried throng with others.

There were few decided changes in styles, until about 1890, when they commenced at such a rate that it was almost impossible to tell what the next season would bring forth. The cost of changing lasts, patterns, etc., was so great that it actually wiped out one-half the annual profits I had been making. Of course, included in this, was the dead stock, or retired styles left on hand, which could not help but amount to considerable in a year's time.

Next came the panic of 1893 when, after a most successful series of years, and notably that of 1892, business was almost paralyzed. This was a year which showed a great loss to shoe manufacturers, as well as '94, '95 and '96. Ninety-seven showed a little improvement, '98 still more and with '99 a vast improvement for the better, yet the losses of '93, '94 and '95 were so great that they practically ate up the profit that was made in '95, '96 and '97. In 1899 came a big advance in findings of all descriptions, or, in other words, in manufacturers' supplies, and most everything advanced from 15 per cent. to 40 per cent., and with this some advances in the price of labor, and a big advance in the price of leather of all descriptions. This naturally increased the price of all kinds of footwear.

One day I was waited upon by a representative of one of the labor unions with a request that I adopt the so-called union label. I was told the terms on which this could be had were that I must sign an agreement to make my factory a union shop, and employ only union help, that in case of any difficulty the union would protect me from a strike until the matter was finally adjusted, and that, in consideration of my making this agreement, I could use the label without any other charge.

I gave this consideration and had a talk with some of the men in my employ, who thought I ought to accept the proposition, which I finally decided to do. My salesmen found certain sections where there was a demand for "union-made shoes," at least that is what they reported to me. When I told them that all the shoes I made and, in fact, most all other manufacturers made, were "union made," for we employed union men, this did not, so they said, meet the requirements of a lot of hot-headed laborites, who had been worked up to a frenzy by the harangues they had heard from the walking delegates at their weekly meetings.

We used the union label, and as time passed had fairly good success with it, until one day my help were notified that they must pay $1 per head to join the Boot and Shoe Workers' Union, and 25 cents per week membership dues. This was a big burden for them, $13 per year dues. The result was a revolt on their part and they refused to submit. I backed them up. But what did the union do? They called on me, and said I must make them join and pay this tribute, or else discharge them. This, I flatly refused to do. I was then told that if I did not do this within a certain period the right to use the union stamp would be taken from me. Well, to make a long story short, I talked with my help, they refused to pay the amount, and at last I was forced to make them, in order to keep the stamp to fill my orders.

Another thing that caused me considerable worry and trouble was the unbusiness-like methods of some concerns I did business with. First, there was my jobbing trade; it was the first trade I sold, and I made some good money by it, but as time wore on I was compelled to put this or that in this or that shoe, and then after getting the shoe to perfection I was told that I must make them for such a price, or my competitor would do so. Well! I dropped the jobbing trade and commenced to sell the

Little Czarina

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

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

Boston and Bay State Combinations.

Knit or Felt Boots with Duck or Gum Perfections.

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

Rindge, Kalmbach, Logie & Co.,
10-22 N. Ionia St., Grand Rapids, Mich.
Agents Boston Rubber Shoe Company.

Are you in need of

River Shoes?

We Make Them!

Our experience in making shoes of this class enables us to make a superior article, practical, durable, comfortable. We cut them from the best Kangaroo, Horse Hide and Calfskin leather money will buy and make them from 18 inches down to 8 inches in height. If you need anything in this line we know our shoes will please.

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

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.

retail. The first run I got along pretty well, but finally I began to have more troubles. The buyer would make claims for freight, then for this or that pair of shoes, which they would claim their customer returned for this or that reason. Next, they would begin to return certain lots to me, claiming they were not up to sample, and I began to feel as if life was not worth living.

I found, too, that my returns were far from satisfactory. In place of having a dozen or twenty customers who took all my output, I found it necessary to sell in small lots to several hundred customers, and that required the services of a small army of salesmen, who began dictating what I should make and how I should make it; they took orders for almost every combination which could be imagined and it seemed as though no two orders were for anywhere near the same kind of shoes as any other. This made my book-keeping much more complicated, and in place of one book-keeper, it was necessary for me to hire three and this, with the additional work of the tag clerk, made business far from a bed of roses. Even the consideration of credits was enough to keep one man busy, and I could not do that myself, as I had done when selling simply to jobbers, and the higher prices which I got for the goods by selling direct were more than eaten up by these extra expenses. What made the trouble still more poignant was the fact that about 10 per cent. of the indebtedness due me I lost in bad bills through inability to collect from retailers, owing to mistakes of my own or the mercantile agencies or my credit man. Here I am at the beginning of another season, with only about one-fourth as many orders on hand as I had a year ago this time, and with not enough stock in my factory to make them up. I do not know whether to buy any more leather or call in my salesmen and shut down my factory or what. I have a pretty good set of workmen, and some of them have been in my employ for a good many years. I have a friendly feeling for them and, as many of them have grown up with me and own their houses in the town where my factory is situated, I should hate to see them thrown out of work through my shutting down.

The question is whether I shall let my sympathies get the better of my judgment and stay in business or whether to take the advice of an old friend of mine who years ago was manufacturing down in Lynn, and who quit business because he said he found it less expensive to do nothing than to manufacture shoes. This may be an exceptional case of mine but I doubt it. I think there are other men in the same box with myself and I ask the advice of other manufacturers as to the best way to proceed when a fellow gets in such a position as I am to-day.—Boot and Shoe Recorder.

Washing and Dressing.

The store window is the merchant's face. It is bright, cheerful and pleasing, or dull, uninteresting and repellant, just as the merchant cares to make it. He generally tries to keep a clean face, but may become so careless about appearances that the windows require washing for the greater part of the year. Then, too, windows need dressing as much as washing.

Make few promises. Always speak the truth; and in your business relations be guided by strict integrity and unflinching honesty.

GOTHAM GOSSIP.

News From the Metropolis—Index to the Market.

Special Correspondence.

New York, Feb. 24—The coffee market has been characterized by lack of animation. Advices from Europe and Brazil, while not indicating lack of confidence, are hardly all that was hoped for. Supplies are seemingly more than ample to go around and the general trend of prices is toward a lower basis than has prevailed for some little time. Rio reports a falling off in supply as likely and, if this should happen, we might see added strength here, but just at present we are looking to slightly lower prices. The total stock of Brazil coffee in store and afloat aggregates 1,302,917 bags, against 1,410,437 bags at the same time last year. In the speculative market there was a slight decline, but a firm close. Rio No. 7 is worth in an invoice way 8⅝c. Mild coffees have had a moderately active trade, but quotations are practically unchanged. Good Cucuta is worth 11c. The call for East India coffees has been quiet, but stocks are firmly held, and especially so in the lower grades.

Most of the call for sugars this week has been on outstanding contracts and very little animation has been displayed for new goods. Quotations are without change. Grocers generally seem to be quite well stocked up and it is thought that matters will show little, if any, change for some time. The sugar war is smouldering or to all intents and purposes seems to be dead.

Considerable animation has been shown in the tea auction rooms and on the street also matters are in better shape than has been the case some of the time, although there is still room for improvement. In an invoice way little has been done, although prices are very steady.

Rice dealers seem to have a good deal of confidence in the situation, albeit little is doing in the way of actual business at the moment. Receipts are not large and are not being added to with much freedom, but there seems to be enough to go around. Foreign grades are quiet but seem to fetch full prices. Prime to choice Southern, 5⅛@5⅝c; Japan, 4¼@4⅞c.

Molasses is quiet. The trade seems to be waiting for spring breezes or something, and neither buyer nor seller shows much anxiety. The feeling is a confident one, but transactions are of the smallest and buyers show a disposition to "look a little further," hoping to make a cent or so farther on. Stocks are light. There has been more enquiry this week than last and both exporters and the home trade have been in the market. Supplies are rather limited and prices are firm. Good Centrifugal, 20@28c; prime, 30@37c.

There is a fair trade in canned goods, which is about all that can be said of the present situation. Baltimore also reports everything quiet and for the moment brokers are having little to do. All hands seem to be looking for a change very soon and the months of March and April are looked to to make a good sized "gap" in the supplies. Prices are firm and on nothing can there said to be any real weakness, tomatoes probably being the most topheavy. A sale of full-weight Jerseys, No. 3, was made at $1.02½.

Cloves are attracting the attention that pepper monopolized a few weeks ago and, as there promises to be a good big shortage, it is likely we will see decidedly higher quotations. Zanzibar, 8½c; Amboyna, 11@11½c for invoice lots.

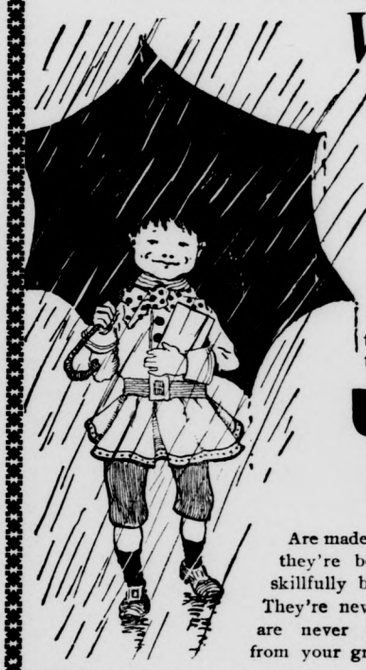
It is said that one-fourth of the dried (evaporated) apples received here this season has been rejected. Of course, such a showing prejudices the market against all such goods and demoralization has set in. Disputes have become so frequent that it is suggested that a board of arbitration be appointed for future clashes. The market for the general run of dried fruits is generally quiet, although there is an average sort of business being done. Prices show practically no change and supplies are sufficient.

The butter market is so well supplied with material that prices have been on a decline for several days. At the close it would not be safe to count on more than 24c for best Western creamery; thirds to firsts, 20@23c; imitation creamery, 17@21c; factory, 16@19c; rolls, 16@18c.

Warmer weather has given us more ample supplies of eggs and the market is lower and unsteady. Nearby stock will not bring over 16@17c, while for Western it requires prime goods to bring over 14½@15c.

Beans have been selling better, although there is practically no change to be noted in the situation, so far as quotations are concerned.

Wet Weather Won't Harm



Uneeda Biscuit—the only biscuit of which this can be truly said. It's the package, a new 5 cent air tight, dust proof, moisture proof package, that keeps these wonderful new biscuit up to the highest grade through all weathers.

Uneeda Biscuit

Are made from the best wheat flour, so they're body building food. They're skillfully baked so as to be palatable. They're never heavy or soggy, so they are never indigestible. Order them from your grocer.

They all say

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

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

Fruits and Produce.

Present Status of Egg Grades in New York.

From the New York Produce Review.

We are in receipt of a letter from C. S. Pond, of Keokuk, Iowa, stating that he considers it a "gross injustice" to sell graded eggs at the same price as ungraded when sales are case count. Now it does not seem to us to be a question of justice or injustice but merely a question of fact as to actual selling value. If it is a fact that ungraded eggs can be sold at the same price as graded it is clearly useless to grade; and if this is a fact it does not imply an injustice, but simply a strange condition of trade which must be taken into consideration by shippers in determining their policy.

But is it a fact? We may answer yes and no. In the first place the mere fact that eggs have been graded is no accurate criterion of their quality. It depends on how they are assorted and there are various methods. We have often seen graded eggs which were no better than ungraded from other shippers and intrinsically worth no more. Then again we have seen marks which were graded so closely as to sell at mark during the loss off season at prices fully as high as ungraded could be sold "loss off" and sometimes even higher.

Mr. Pond seems to infer that all eggs are sold here at the same price, regardless of quality but this is not the case. When eggs are selling "loss off" the range of quality salable at uniform price is considerable but the losses vary to compensate; when the rule first changes to "case count" there is usually considerable range in the price of the different qualities, and this range grows narrower as the season advances only because qualities become less variable.

That there is some range in the quality of eggs salable at a uniform price in this market is however undoubtedly true; this is most noticeable on a very strong market, while when the market is weak, with heavy offerings, buyers discriminate more closely and take only the best of the goods at the current price. It is also true that superlative qualities of eggs generally command more money than ordinary ungraded lots, particularly during the storage season and later.

Mr. Pond asks "should there not be a different classification on eggs, especially during the spring months?" Evidently meaning a different classification for graded and for ungraded eggs. He has overlooked the fact that our trade rules have already provided such classification. The only possible basis for establishing different classifications for fresh eggs is the basis of size, cleanness, freshness and packing. It is impossible to divide eggs in classes simply as "graded" and "ungraded" because grading may mean much or little—something or nothing. The rules of the New York Mercantile Exchange have designated these classes on the only possible basis; they provide qualifications for "fresh gathered firsts" intended to represent the average prime qualities arriving; but the conditions of weather vary so much and our receipts are so irregular in quality from season to season that the proportion of stock which meets these qualifications differs widely at different periods of the year. Sometimes scarcely any of the ungraded eggs will pass for "firsts;" at other times nearly all will pass. The rules also provide qualifications for a higher grade called "extras," designed to cover just such eggs as we suppose Mr. Pond alludes to as "graded"—and it is provided also that this grade shall be sold "at mark" at all seasons. The qualifications designated for this grade are easily met by shippers who grade their eggs except under very unfavorable weather conditions, but the trouble is that few of them know what they are and of these few shippers make their eggs meet them. The fact that this "extra" grade (which was inaugurated early last summer to meet the very suggestion now made by Mr. Pond) seldom appears in the quotation for eggs in New York is simply because there are seldom any which can be offered as such. There were however a few packers who made "extras" nearly all last summer and a special quotation was made for them on case count basis.

It is our observation that from the beginning of the run of fresh eggs in the winter—as soon as the stock begins to be practically all new laid—until the storage season, it has not paid shippers to grade their eggs in the manner usually adopted unless they are in a section where the run is unusually small and dirty—as in the South. Southern shippers find it profitable to assort closely because their No. 1 grade can then be placed much closer to top Western price than otherwise; if graded closely enough and packed in new cases they will frequently sell on even terms with Western. But when demand is all for immediate consumptiion and all Western are running fresh and fine in quality the difference in price obtainable for a selection of the larger eggs, unless the grading is very close, seems insufficient to pay for the reduced value of the very small and dirty packed separately.

We may say, however, that the relative value of the "extra" grade at this season has not been very fully tested and it might be well for Mr. Pond or other shippers to experiment with it. It is quite probable that offers of "extras" under the call on 'Change would now draw higher bids—euough to compensate for the lower value of the No. 2s—and the grading would certainly give the brand a reputation which would be very valuable. But to test this the goods properly must be packed right up to the requirements—all large and clean and "90 per perfectly fresh, reasonably full, strong and sweet." The cases must be new, of good quality, clean and smooth and the fillers sweet and dry and of substantial quality; the packing must be sweet, dry excelsior or other suitable material and "flats" (or a suitable substitute for them) must be placed over the top and under the bottom layer.

If Mr. Pond will make a few shipments of "extras" according to these requirements and authorize his agent here to offer them as such under the call it would be an interesting test of the merits of thorough grading at this particular season. We venture the prediction that their improved value would be recognized and paid for under these circumstances. But any less exacting assortment will not raise the goods above the grade of "firsts," and will not enable receivers to exceed the price obtainable for other eggs which come within that grade, although it may give added reputation to the brand and improve its salability under unfavorable market conditions.

During the storage season and later there can be no question that proper grading is valuable and profitable. When goods are wanted for long holding, extras, storage packed, will undoubtedly command a premium over ungraded or poorly assorted eggs; and when warm weather sets in there are always buyers looking for superlative qualities who are willing to pay their value. But the requirements of the grade must at all times be met to get the best results. The great trouble has been that shippers have not graded their eggs so closely as to permit receivers to offer them as "extras."

Making Sure of Him.

"If you were going to propose to a girl," she said, as the conversation lagged somewhat, "how would you go about it?"

"I haven't given the matter much thought," he replied, "but I am inclined to think that I would get down on one knee, like this."

"Yes."

"And then I would take her hand, like this."

"Yes."

"And then I would say: 'Darling, will you be mine?' "

"Oh, George," she exclaimed, "this is so sudden, but—but—yes, I will."

And all the way home that evening he kept wondering how it happened and whether he was quite as smart as he sometimes thought he was.

Time to Change Doctors.

An Irishman who was employed in the iron works of a Western town was advised by his physician to seek a place where the labor was less severe, on account of an enlargement of the heart. He proceeded, therefore, to set up a small grocery, which was well patronized by his friends. He was not in the habit of diminishing his prospects of financial success by giving "down weight," and one afternoon, when a customer asked for a pound of sugar, he added pinch by pinch until the scale barely turned.

"Pat," enquired the customer, "what was it the doctor said was ailing ye?"

"Enlargement of the heart," answered Pat, with pride.

"Well, then," said the customer, "it is time ye were changing yer doctor, Pat; the one that is tindin' ye now don't understand yer disease, me boy. Yer heart is getting small mighty fast, and it's in great danger ye are."

His Hunger Was Appeased.

"For two weeks," said the returned explorer, "I was without food, but one day I found a calendar."

"What good did that do you?" asked the skeptical listener.

"I immediately ate the dates," was the unblushing reply.

D. Boosing
General Commission Merchant
SPECIALTIES
Butter Eggs
Poultry Beans

Ruling prices on the Buffalo market Monday, Feb. 26:

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.

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., Buffallo, N. Y. Dun or Bradstreet.
Peoples Bank, Buffalo, N. Y. 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.

IF YOU ARE SHIPPING POULTRY
VEAL, EGGS, ROLL BUTTER, ETC.

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.
Market quotations (correct ones) every other day by mail.

POTTER & WILLIAMS
144, 146, 148 MICHIGAN ST.,
ESTABLISHED 23 YEARS **BUFFALO, N. Y.**

Constitution and By-Laws of the Meat Cutters' Association.

CONSTITUTION.

ARTICLE I.

The name of this organization shall be the Grand Rapids Meat Cutters' Association.

ARTICLE II.

The principal objects of this Association shall be as follows:

To increase acquaintanceship and encourage a social and friendly feeling among those engaged in the meat cutting business.

To encourage our employers in every legitimate manner to adopt shorter hours for doing business.

To promote the proper observance of Sunday and all national holidays and the adoption of more frequent intervals for rest and recreation.

To encourage and assist our brother clerks to obtain employment when the occasion may require.

To improve ourselves and increase our efficiency by the exchange of information as to the best and most improved methods of cutting and handling meat and serving customers.

ARTICLE III.

Any meat cutter, regularly employed by any wholesale retail meat dealer, may become a member of this Association on a two-thirds vote of the members present at any regular meeting by paying in advance to the Secretary the sum of 25 cents membership fee, 25 cents monthly dues, $1 annual dues to be paid quarterly in advance, and agreeing to pay any assessments which may be voted by the Association to meet expenses.

ARTICLE IV.

Obligation.

Every person becoming a member of this Association shall be honorably bound to conform to the rules, regulations and by-laws.

ARTICLE V.

Non-Payment of Dues.

Any member of this Association who shall neglect or refuse to pay his dues, or any assessment ordered by the Associaton for three months after such sums become due, shall thereby forfeit his membership.

ARTICLE VI.

Officers.

Section 1. The officers of this Association shall consist of a President, one Vice-President, a Secretary, a Treasurer and a Sergeant-at-Arms, who shall be elected annually by ballot and shall hold office until their successors are elected.

Sec. 2. At the first regular meeting following the annual meeting, the President shall announce an Executive Committee of five members and a Committee on Employment of three members, who shall serve until their successors are elected. The President shall be an ex-officio member of all committees.

ARTICLE VII.

Duties of Officers.

Section 1. The President shall preside at all meetings, if present; and at the annual meeting he shall present a report of the proceedings of the Association for the year, its present condition, and any suggestions for its future management which may be gained from his experience.

Sec. 2. In the absence of the President, the Vice-President shall preside.

Sec. 3. The Secretary shall receive all moneys due the Association from any source and pay the same to the Treasurer, taking his receipt therefor; keep a record of all meetings; conduct all correspondence; keep a list of all members in a book provided for that purpose; notify all committees of their appointment; also perform such other duties as may be required of him by the Executive Committee, which may decide upon a suitable compensation for his services.

Sec. 4. The Treasurer shall receive all moneys from the Secretary, giving his receipt therefor, pay all bills on the presentation of vouchers signed by the President and Secretary, and report the condition of the treasury at each regular meeting.

Sec. 5. The Executive Committee shall have general management of the Association, and shall have charge of all matters pertaining to the Association not otherwise assigned; shall provide rooms for the Association; audit all bills and examine the books and accounts of the Secretary and Treasurer previous to each annual meeting and present a report on same at said meeting.

Sec. 6. The Committee on Employment shall have charge of all matters in regard to the Employment Bureau.

ARTICLE VIII.

The regular meetings of the Association shall be held the first and third Monday evenings of each month. Special meetings shall be called by the President on the written request of five members. The annual meeting shall be held the first Monday evening in January.

ARTICLE IX.

Amendments.

This constitution and by-laws may be altered or amended by a two-thirds vote of those present at any regular meeting, provided a written notice of such alteration or amendment has been presented at the preceding regular meeting.

ARTICLE X.

By-Laws.

By-laws not in conflict with this constitution may be established for the government of the Association on the two-thirds vote of the members present at any regular meeting.

ARTICLE XI.

Recommendations.

Any member shall, at any time, make such recommendations to the Association as may seem to him desirable.

BY-LAWS.

ARTICLE I.

Quorum.

Seven members shall constitute a quorum for the transaction of business.

ARTICLE II.

Order of Business.

1. Reading minutes of the last meeting.
2. Admission of new members.
3. Reports of standing commitees.
4. Reports of special committees.
5. Reading of correspondence.
6. Unfinished business.
7. New business.
8. Good of the Association.
9. Election of officers and appointment of committees.
10. Report of Treasurer.
11. Adjournment.

ARTICLE III.

Bond.

The Secretary and Treasurer shall each furnish a bond, in such sum as the Executive Committee may determine.

What One Woman Did.

Only recently a woman was attracted into a New York retail store by a display of mercerized cotton goods in one of the show windows. Mistaking them for silks she repaired to the silk department and asked to be shown the goods exploited in the window. Of course she was referred to the novelty cotton dress goods department.

When the goods were exposed on the counter the woman drew a sample of silk foulard from her pocket and made comparisons with the result that the sample of silk was thrown on the floor, and the cotton goods was purchased. Here was an instance of a woman starting out to buy silk and deciding to purchase cotton.

The presence of mercerized yarn, which closely resemble silk, in the market has suggested to manufacturers the advisability of associating them with silk in weaving black goods, in place of all silk. There is now in the market a silk and mercerized material in a 40-inch width for $1 retailing. The warp is of cotton, the weft of silk and the weave is of the poplin family.

"Always pay as you go," said an old man to his nephew. "But uncle, suppose I haven't anything to pay with?" "Then don't go."

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 Potaotes 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 Apples, Granulated Sugar and Pure Spices.

"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.

Highest Market Prices Paid. Regular Shipments Solicited.

98 South Division Street, Grand Rapids, Mich.

The Meat Market

Everyday Incidents in the Life of the Butcher.

You no doubt have frequently read about "women butchers." There are quite a number of them scattered throughout the country, but few of them are really butchers. They perhaps own a market and manage it, but they have men to do the work. New York City, however, has a real all-women butcher shop. A woman does the buying; another does the cutting; another takes the cash and a girl delivers orders. The market is situated on Madison avenue, near the bridge, and seems to be prosperous. I discovered the place last week during one of my strolls, but could not persuade any of the fair cleaver wielders to speak about their business. But what I saw convinced me that women can run markets as well as men. You can take that in more ways than one. A rosy-cheeked woman of perhaps 35 stood behind the block cutting off a steak, and the manner in which she handled the knife and the meat was sufficient proof that she was no novice. When the steak was ready she handed it and a bill slip to the customer, who was a man. He went to the cash window and paid the bill, but came back to the cutter with the meat. "Will you kindly send this?" he asked. "Certainly," she said. At this juncture a little girl came in with an oblong-shaped basket. "Minnie," said the cutter to her, "take this steak to Mr. So-and-So." Minnie enquired if it was paid for, and when told it was, started out to make the delivery. Talk about the new woman and the new man! There was a sample of it!

* * *

A newly married young woman, whose experience in household affairs has as yet been limited, was amazed the other day at the revelations of her butcher. She had complained that some lamb chops had tasted "muttony," and the butcher replied that they were probably too fresh. Then he explained that a great many of his customers, rich people, wouldn't think of having their meat sent home until it had been kept for at least a month. They select their cuts, and each one of these customers has a separate box in the large refrigerator, in which the selected meats are kept until they are "ripe." The butcher then brought out a leg of lamb, which looked green and slimy, and had a disagreeable odor.

"That's nearly ready to be sent home," he said.

"I guess I'm not an epicure," murmured the young woman. "I'd rather have my meat fresh." And she registered a vow never again to complain of "muttony" chops.

* * *

This reminds me of the story I heard from a Ninth avenue butcher several weeks ago. He says it is true. A young woman, supposed to be a bride, came into his shop, and this is what she said as she looked around at the various cuts of meat: "Pshaw! I really don't know what to order to-day. George is so peculiar about his eating. Let me see. What did we have yesterday? Oh, yes, a hind quarter of lamb. You can send me a hind quarter of beef to-day!" The butcher says that he laughed so heartily that the young lady grew quite indignant, but laughed herself when she saw how absurd it was to order so much beef for herself and George.

An Amsterdam avenue butcher was doing a side-door business last Wednesday. In some way the front door of his establishment became fastened so that it could not be opened, and a locksmith was sent for. He worked at the door for about an hour, and during that time a clerk stood in front of the market and directed customers to the side door, where another clerk ushered them through a hall, into a living room, and thence to the shop. The novel experience put the customers in good humor, and they paid enough extra money for their meat to pay for a new door.—Butchers' Advocate.

Tried to Work His Game on the Wrong Man.

A well-known butcher was behind one of his blocks Saturday night when a well-dressed man entered and asked the price of chickens. After being told he selected two, the price of which totaled eighty-eight cents. The butcher was about to mark down the amount on a check for payment at the cashier's desk, when the man leaned over the block and whispered: "Make the check out for fifty cents, and here's a dime for you." "I would," replied the butcher, "but I happen to own the chickens." The man turned pale and nearly collapsed, but finally gathered enough strength to reach the pay window, lay down eighty-eight cents and depart. The butcher was asked by the reporter to whom he related the experience, if he thought many clerks did that sort of thing in exchange for tips. "No," he replied, "I think most clerks are straight, and would expose any person who made such a low bid on their honesty."

They Say.

That the most curious thing in the world is a woman who is not curious.

That the most punctual debtors are those who call to "pay their respects."

That the only man who can take life without destroying it is the photographer.

That the female star with a pretty understudy is usually able to take her own part.

That truth lies at the bottom of the well. That sounds all right, but why should truth lie under any circumstances?

That the cynic is often called a smart man because of what he says; and yet what a cynic says generally makes other people smart.

That of all virtues magnanimity is the rarest; there are a hundred persons of merit for one who willingly acknowledges it in another.

A Great Deal Depends on the Cooking.

The nutritive value of meats depends more upon the cooking than the choiceness of the cut. Beef should be eaten rare, and all other meats well done, especially young meats like veal and lamb. Meats to roast should be put into a hot oven to crisp the exterior and cooked with a slower heat. Boiled meat should be plunged at once into boiling water. Whatever is fried should be cooked as quickly as possible, lifted from the fat and placed in porous brown paper to dry.

Hogs Count Themselves.

An automatic hog counter has been installed by the Dold Packing Company in its killing room in Wichita, Kan. Heretofore the hogs have been counted by a man, but the human being is not infallible and mistakes would occur. A special counter is attached to the top of the scraper so that when a hog issues from the machine the number is moved up and the hog thereby counts itself. The machine is perfectly accurate, as a hog can move it but once.

Be self-reliant; do not take too much advice, but rather depend on yourself.

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.

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==Butter, Eggs, Poultry and Country Produce.

Our market the last week was: Fresh Eggs, 16c; Fancy Fresh Butter in tubs, 18@24c; Live Chickens, 9c.

W. B. STOPPARD & CO.,

COMMISSION MERCHANTS, SYRACUSE, NEW YORK.

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.

The Grand Rapids Paper Box Co.

Manufacture

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

GRAND RAPIDS PAPER BOX CO., Grand Rapids, Mich

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.

R. C. French, the Clarksville druggist, has engaged to travel for H. E. Bucklen & Co., of Chicago.

Owosso Times: W. D. Royce will soon go on the road as traveling salesman for the Superior Manufacturing Co., of Ann Arbor.

A. L. Campbell (Worden Grocer Co.) is a candidate for the nomination of Sheriff of Kalamazoo county on the Democratic ticket and feels confident of his ability to capture the honor.

Mrs. E. L. Allen, who represents E. W. Gillett in this State, will be unable to make her rounds among the trade for two or three weeks, owing to the illness of her husband, who is suffering from an attack of typhoid fever.

Algernon E. White (Jaques Manufacturing Co.) has a new conundrum which he is now firing at his trade—Why is a baby like a field of growing grain? Because it is cradled and thrashed and becomes the flour of the family.

Aaron B. Gates, who has carried the line of the Standard Tobacco and Cigar Co. in this State for the past sixteen years, has placed the goods in the hands of Phelps, Brace & Co. and taken the position of field marshal for that house, the engagement taking effect at once. Mr. Gates is now calling on the trade of Northern Michigan and will spend two or three weeks in that territory.

Hillsdale Standard: The firm of L. S. Baumgardner & Co., of Toledo, by whom A. W. Lewis has been employed as traveling salesman for the last nineteen years, has accorded him a very decided mark of their confidence and regard by admitting him to a partnership in their business. This will take Mr. Lewis and family from Hillsdale this spring, a fact that will be viewed with regret by their many friends here.

Juggling with figures and crooked work by the commercial traveler is a thing of the past. A man may make a big success on one trip by misrepresentation, but his second journey over the same ground ends his career ignominiously. The traveling man who deals honestly and conscientiously with his trade is the man who holds his business. When he has once established a reputation of this kind he is almost proof against competition.

Boot and Shoe Recorder: Shoe salesmen have been very busy the past few days at their Boston offices, waiting on the wholesale shoe visitors who have been in town. A great many samples have been sold, although, as last week, the boys complain that a comparatively few orders are placed for case lots. They all agree, however, that such orders must be forthcoming very soon, if the wholesalers desire to get their goods in any kind of season.

Fred J. Ephlin, who has represented Lautz Bros. & Co. for the past ten years in Michigan, has temporarily severed his connection with that house and will represent the Dunwoody Bros. Soap Co., of Denver, his territory comprising the States of Utah and Colorado. Mr. Ephlin makes the change on account of the ill health of his wife, who has been located at Colorado Springs since last fall. The trade will miss "Fritz," his jovial ways and his wholesome stories, and the rank and file of the grocery trade and the traveling fraternity will join with the Tradesman in expressing the hope that the family may soon return. Edward A. Sutor will have charge of Mr. Ephlin's territory during his absence.

Boot and Shoe Recorder: "I lost two shoes out of my samples in a rather odd way last season," remarked a Southern shoe salesman. "I was showing my line to a dealer in a store, having spread out all the samples for his inspection. When I came to repack them, I was unable to locate two shoes. One of these was a man's tan Russia, made on a wide toe last and having large eyelets, while the other was a man's patent calf shoe, made on a narrow opera toe. Both shoes, by the way, were for the same foot. The only way that I could account for the loss of these samples, was that the colored porter, or some other person in the store at the time the samples were spread out, had appropriated them. Whoever took them, however, got very badly fooled. It must have been a terrible jar for him to examine those shoes and find they were both for the same foot, and as different from each other as they could possibly be."

One on the Drummer.

The hard-luck drummer, who had not done any business all day, was seated in front of the only hotel the town boasted of, pulling vigorously at a Pittsburg stogie and trying to write down the orders he had not taken with a pencil that had no point to it.

"Got a knife?" he enquired of the rural representative sitting opposite him.

The man handed over a suspicious-looking piece of black cutlery, with one blade in it. The drummer tried to open it in the ordinary way, but only succeeded in putting a beautiful fringe on his thumb nail. Then he went at it with his teeth, but the knife slipped and sent a cold chill down his spinal column similar to that produced by chewing a piece of sandpaper.

"I beg your pardon," said he frankly, turning to the owner of the knife, "but have you any objection to my throwing this thing against that building over there? That's the way we used to open a knife like this when I was a boy."

"Waal, yes," replied the man-of-agricultural knowledge, stroking his Spanish-moss whiskers, "'sides the feller wat owns the buildin' might kick."

"On the square, now," continued the drummer, seriously, "have you ever had this knife open?"

"Yep."

"When?"

" 'Bout seven years ago."

"Huh!"

"Yes, sir," went on the farmer, with a broad grin; "I stirred a pot of glue with that air knife one time, an' forgot to wipe the blade afore I closed it, so—"

"Do you ever indulge in anything to drink?" interrupted the drummer.

"Waal, gen'ally, when any person borries my knife."

And as the two started into the bar together the drummer chuckled: "That's a good idea. Guess I'll get a knife and some glue myself."

Poor Woman.

Mrs. Wickwire—Have you ever read about these automobiles operated by alcohol?

Mrs. Lushford—No, but I have married one.

The Yankee Drummer and the Princess.

From the New York Commercial.

William Hoge, Secretary of the Commercial Travelers' and Hotel Men's League, recently described his first and only meeting with the Prince and Princess of Wales. It was at the same time the meeting of their Royal Highnesses with an American drummer, for Mr. Hoge at that time was a drummer.

"It was some years ago," said Mr. Hoge, "and I had been sent abroad to sell goods for my firm. During my stay in London it fell out that I had to take charge of a display of American honey which was shown at an agricultural fair.

"The Prince and Princess of Wales were among the patrons of the fair, and through some misapprehension on the part of the officers, or perhaps through their Highnesses' desire to visit the fair unheralded, they arrived at a time when there were no officials around to receive them.

"As they alighted from the carriage I noticed that they seemed at a loss to know just where to go. The instinct of the American drummer was strong within me, and stepping up, I touched my hat and escorted them up to my own booth, where I had the honey on view. The Princess was at first shy of the bees, but I explained that they were confined inside the glass and could not hurt her. She took much interest in my display of cheek and honey and remained with the Prince and their children around my booth for some time. It was my first introduction to royality, and in my talk to her I said, 'Yes, ma'am,' 'No, ma'am,' etc. The next day George A. Sala had a column story in his newspaper about the Yankee who said 'Yes, ma'am' and 'No, ma'am' to the Princess."

Touch Elbows at the Banquet Board.

Detroit, Feb. 27—It took four parallel tables running the entire length of the Griswold House dining room to accommodate the jovial grocers of Detroit at their feast last night. The occasion was the first annual banquet of the Detroit Retail Grocers' Protective Association and 175 members and guests participated in the enjoyable and instructive function.

The banquet commenced after the President of the Association, W. W. Blessed, had introduced Rev. Lee C. McCollester, of the Church of Our Father, who invoked the divine blessing. The feast proper was a masterpiece of good taste and was under the immediate direction of Fred Postal. Upon its conclusion President Blessed introduced to the banqueters Mr. W. C. Sprague as toastmaster.

Mr. Sprague assumed the duties with the explanation that although he was not a grocer he and his family were consumers of groceries and he was delighted for an hour or two to preside over those that had been his masters in a sense. He fixed a limit of ten minutes upon every speaker and regretted that we in America did not adopt the Japanese system of having toasts before the eating in order that they may be short and pithy.

The responses were all bright, witty and suggestive and reflected credit on the toastmaster and committee on arrangements.

Status of the Egg Situation.

From the Egg Reporter.

The wholesale egg dealers are now confronted with a proposition that must be settled along the lines of sober common sense. After the disastrous experience of last year, and with thousands of cases of eggs left over that must be sold at ruinous losses, it is of vital importance to look the matter squarely in the face, and avoid this blindfolded running over each other in the scramble for eggs to store. It is highly probable that the season of 1900 will show a heavier egg production than last year. The situation suggests the question, How much should have been paid for storage stock last spring to make the holders a fair earning? To arrive at an intelligent answer it would be necessary to know the average price obtained for the entire pack of last year, which is not now all sold. A few eggs went out as the season opened at a slight advance over cost, more were sold at about cost, and many more at heavy losses to the owners. It now looks like eggs at 7 cents loose in the West last spring would have been the only safe basis to have put them into consumption last fall at a profit. According to all accounts, the farmers have retained large flocks for egg production this year, and eggs that cost over 7 cents loose in the country are not to be thought of for storage purposes, if the holders expect a reasonable degree of safety in the investment.

The Boys Behind the Counter.

Dowagiac—E. L. Hackstadt has taken charge of the dry goods department of the Mark Oppenheim dry goods and clothing store.

Eastlake—W. W. Eddy, who has been in the employ of the R. G. Peters Salt & Lumber Co. until recently, has gone to Pontiac to accept a position as head book-keeper for the Pontiac Knitting Works.

Jackson—Andrew Hunter, manager for the past five years of the carpet department for Partridge & Walsh, Detroit, will have charge of the carpet department of the Cook, Smith & Feldher store. Henry Seckinger, who has been for years in the carpet department of the Holmes' store at Chelsea, will also be found in this department.

LeRoy—J. P. Williams has taken the position of drug clerk for Frank Smith, rendered vacant by the death of A. F. Kellogg.

Clare—Mrs. F. M. Davidson will discontinue the millinery business here and take a position with Davy & Co., of Evart.

Suing the Western Union.

Silberman Bros., wool merchants of Chicago, are suing the Western Union Telegraph Co. for $10,000 damages for the wrong transmission of a telegram. The firm had an option on 80,000 pounds of wool in Oregon and the trade was about closed. It wired the holder of the wool a representative would be there on Thursday and the proposition on the wool, twenty cents, would be accepted. The Western Union made it Tuesday and Silberman's man not appearing, the holder of the wool sold it. It is the claim of the wool firm that the losses sustained by them on account of this error damaged them $10,000.

The Hooks of Business.

Standing at a store or office door waiting for customers is productive of as much good as casting for a bass without a hook on the end of the line. Some fish may swallow the line and wrap it so closely around and about their interiors that they are not able to disgorge and are consequently landed. But the wily bass, like the sagacious customer, is not captured in that way. The customer need not be unduly tempted by the bait nor misled by a deftly concealed hook, yet he absolutely requires the guarantee of good goods, courteous, painstaking consideration of his wants, and the issuance of such business announcements as will bring him not only to the door but inside of it.

Among the new laws of Germany which take effect this year is one having to do with confirmed drunkards. Every "tank" is placed under the tutelage of a curator, who is empowered by law to put the individual whom he regards as a dipsomaniac anywhere he pleases, there to undergo treatment for the malady as long as the curator wishes. The law defines what an habitual drunkard is, and says that the term includes everybody who, in consequence of inebriety, can not provide for his affairs or endangers the safety of others.

Drugs--Chemicals

Michigan State Board of Pharmacy

	Term expires
GEO. GUNDRUM, Ionia	Dec. 31, 1900
L. E. REYNOLDS, St. Joseph	Dec. 31, 1901
HENRY HEIM, Saginaw	Dec. 31, 1902
WIRT P. DOTY, Detroit	Dec. 31, 1903
A. C. SCHUMACHER, Ann Arbor	Dec. 31, 1904

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

Examination Sessions

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

State Pharmaceutical Association

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

The Druggist Studies Up a Side Line.

"I'm getting tired of trade," said the druggist, returning from a trip to the front end of the store and sitting down by the stove, the painter on one side and the retired politician on the other. "It took me ten minutes by the watch to wait on that customer, and the gross receipts were exactly seventeen cents. I did up four packages for her at that. I don't believe I've made a single sale to-day that amounted to more than a quarter."

"You want to get rich too fast," said the painter.

"Rich," repeated the druggist, "I'll soon have to take to the tall timber on account of not having a respectable suit to wear behind the counter. I've got a little land out here—took it on a mortgage—and I think I'll build a house there and go into the hen business. How does that strike you, Colonel?"

The retired politician chuckled softly to himself for a moment, took a few turns up and down the floor with his hands in his trousers pockets, and sat down.

"I invested in the chicken business once," he said.

"Tell us about it," urged the druggist.

"Oh, there isn't much to tell," was the modest reply. "I had a little land and I bought some hens. I gave it up as a bad job in about a year."

"Make any money?" asked the painter.

"Not exactly," replied the retired politician. "You see I knew very little about hens, and I took the advice of a friend who had hens to sell and bought him out. Humph! Bought him out."

"I see," said the druggist encouragingly.

"He said that what I wanted was a lot of hens that would lay good eggs and never want to set. He had hens to sell; yes, he had hens to sell, and likewise an incubator. An incubator would do the business, he said; would turn the chickens out like corn out of a sheller. Humph! Like corn out of a sheller."

"Did it?" asked the druggist.

"Oh," was the slow reply, "it turned out about one chick for every dozen eggs. I didn't seem to get the hang of it. When you set out to raise chickens by lamp-light, you've got to know something about the peculiarities of kerosene lamps. I didn't know that lamps buck when required to work over time."

"How can a lamp buck?" asked the painter.

"Humph!" ejaculated the retired politician. "Lamps buck from pure cussedness. You leave one all trimmed nicely and burning just right, and go down in an hour and it's burning up a column of flame three feet high and smoking like a Dutchman with a new pipe. You turn it down to the correct height, and in an hour more it's almost out, and the eggs that wasn't cooked before are stone cold, and the basement smells like a first ward caucus. Humph! Like a first ward caucus!"

"I guess," put in the druggist, "that you must have been attending a session of the Red Mike club when you tried to edit that incubator."

"Well," said the Colonel, "if you think of going into the hen business, you come up and buy some of my setters and let incubators alone. I've got some hens that want to set three half days every twelve hours, like a jury in a justice court. One of them has been setting on a base ball all winter, and I expect she'll hatch out a cigarette-young-man with his hair parted in the middle and hanging down like a horse's foretop. Like a horse's foretop!"

The painter slipped back to the prescription case and came back with a touch of peppermint in his breath.

"When you get chickens in the old-fashioned way," resumed the retired politician, "you don't have to give them a college education before they can pick up a living on a forty-acre farm."

"Oh, you have to educate the incubator variety, do you?" demanded the druggist. "A hen school must be a queer sort of a place."

"When incubator chicks get out of the boxes," the Colonel went on, "they don't know as much as a ward-heeler with a pint of whisky in each pocket and a quart under his belt. When he gets hungry, he thinks it's lack of exercise that's the matter with him. He tries to fly with his legs and wants to walk on the tips of his wings. Humph! On the tips of his wings!"

"And this you do solemnly affirm under the pains and penalties of perjury?" asked the painter, who had once studied law for a day and a half.

"Oh, I wouldn't tell anything that wasn't right," said the Colonel. "Incubator chicks would get lost and starve to death in a ten-quart pan, with a quart of cornmeal-mush in the middle of it. Half the time you have to close their mouths for them, because when they think they're closing their bills they are lifting one foot off the ground. They haven't much brain. I saw one light on the top of a red-hot stove, and he remained there and burned to death because his feet wouldn't move when he winked his eyes. No connection between the brain and the voluntary muscles. Humph! No connection!"

The retired politician took a few more turns up and down the store and settled down by the stove in silence.

"Then you can't recommend an incubator?" asked the druggist.

"Humph! The chicks they hatch don't know enough to get fat when they have all they can stuff. No intuitive knowledge of food value. One of mine lived for a week off the rusty edge of a plow-point lying on the barn floor, and thought she was feasting until an old speckled hen came along and boxed her ears and told her the difference. When she grew up she laid a dozen eggs with iron shells. I tried to keep 'em for nest eggs, but the hens hatched nails out of 'em and I gave it up. Humph! Gave it up!"

The painter yawned and the druggist looked thoughtful.

"I don't know," he said "as I'll go into the hen business, after all. It appears to have a depressing effect on the moral nature."

"Humph! Has a depressing effect on the financial nature, too," said the Colonel. "If I hadn't gone into the hen business I might have been rich enough to run for Congress by this time. To run for Congress!"

"How would it answer," asked the druggist, "to buy a lot of tough old maid hens and set up a school of instruction for the chicks in the barnyard?"

"Humph! Yes, you'd have to get old maid hens," said the retired politician, "because old maids are the only females who know how to rear children. But I guess you'd better stick to drugs. Humph. Stick to drugs!"

"I guess that's right," said the druggist, and the caucus adjourned.

Alfred B. Tozer.

The Drug Market.

Opium—Is weak and lower. On account of the favorable condition of the growing crop, lower prices are looked for. Powdered has also declined.

Morphine—Is as yet unchanged.

Quinine—Is one of the most interesting articles on the list and the market is very strong. The last London bark sale scored an advance of 8 per cent. over the Amsterdam sale of two weeks before. Higher prices are looked for.

Cinchonidia—Has advanced, on account of the increased cost of crude material and short supplies.

Acetanilid—Is weak and lower, on account of competition between manufacturers.

Citric Acid—Is firm at the late advance and, as crude material is scarce, another advance is looked for.

Cocoa Butter—Is in short supply and higher, on account of advance abroad.

Cod Liver Oil—Is steadily declining under favorable reports from the primary market. The catch will be a large one and there will be plenty of oil for next season.

Essential Oils—Anise has been advanced 2½c per pound, with a higher tendency. Clove is firm, in sympathy with the spice. Distillers refuse to contract at the present price, looking for an advance. Oil of wintergreen has declined, on account of larger stocks.

Carbolic Acid—The English government is allowing exportations for medicinal purposes, when vouched for by the American Consul. It is believed that lower prices will rule shortly. In the meantime stocks are light and prices are firm.

Gum Camphor—Is very strong. The Japanese government is limiting the shipments of crude and it is getting scarce at the season of largest sales. Much higher prices are looked for in the near future.

Buchu Leaves—Are easier.

Ipecac Root—Is weak and lower.

Gentian Root—Is very firm and tending higher, on account of small stocks.

Grains of Paradise—Have again advanced and are tending higher.

Cloves—Are in a very firm position and have advanced. Higher prices are looked for.

A Soda Fountain Hint.

As the time approaches to open soda fountains, attention is called to the "Fruit-Ripe" brand of concentrated syrups, prepared by Foote & Jenks, Jackson, Mich.

This enterprising firm is the pioneer of the idea of employing Michigan fruit —strawberries, raspberries, etc.—for producing soda flavors in a wholesale way, and they are meeting with deserved success. Address them for full list of flavors, etc.

Velvet Candy Not Subject to Tax.

H. L. Hildreth, manufacturer of velvet molasses candy, has removed from his advertising matter the statement that velvet will relieve tickling in the throat and is recommended by physicians, in consequence of which the Commissioner of Internal Revenue has reversed his ruling to the effect that each package must be stamped. He has notified all revenue collectors in the country not to interfere in any way with the sale of Velvet and the manufacturer has instituted a suit against the Government for the return of the money paid under protest during the time the ruling was in effect.

New Solution for Nasal Cleansing.

Dr. Murray McFarlane says that for cleansing the throat and nose he employs the following tablet with much benefit:

Sodium chloride, 80 grs.
Sodium sulphate, 22 grs.
Sodium phosphate, 4 grs.
Potassium chloride, 6 grs.
Potassium sulphate, 4 grs.
Potassium phosphate, 5 grs.
Menthol, 18 grs.
Make one tablet.

One to be added to four tablespoonfuls of lukewarm water, used in an atomizer as desired.

Some Amusing Orders.

"Carbolick Ascid."
"Sinacanada."
"Foolish Liniment" (in place of a liniment known as "Common-Sense").
"White Flakes" (for flake white).
"Megnuts" (for nutmegs).
"Pepsin's Gum" (a common mistake).
"Meatsfoot Oil."
"Bizness" (for bismuth).
"Ellis Balm" (for Ely's Cream Balm).

Nome City, Alaska,

Is twenty-four hundred and fifteen miles from Seattle, via ocean, thirty-three hundred and eighteen miles overland. Is said to be the richest gold field discovered up to this time. The first steamer will leave Seattle on or about May 20, 1900. For full particulars, maps, etc., address Harry Mercer, Michigan Passenger Agent, Chicago, Milwaukee & St. Paul Railway, 32 Campus Martius, Detroit, Mich.

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

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

FLAVORING EXTRACTS AND DRUGGISTS' SUNDRIES

Have You Bought Wall Paper

For the coming season? If not, it would pay you to send for our samples. We will express them to you prepaid. Our assortment is the best shown on the road to-day. Twenty-six different factories represented.

Could you ask for a better assortment?

Of course we guarantee our prices, terms, etc. Write us.

Heystek & Canfield Co.,
Grand Rapids, Mich.

The Michigan Wall Paper Jobbers.

WHOLESALE PRICE CURRENT.

Advanced—
Declined—

Acidum

Aceticum	6@$ 8
Benzoicum, German.	70@ 75
Boracic	@ 16
Carbolicum	44@ 47
Citricum	48@ 50
Hydrochlor	3@ 5
Nitrocum	8@ 10
Oxalicum	12@ 14
Phosphorium, dil	@ 15
Salicylicum	70@ 75
Sulphuricum	1¾@ 5
Tannicum	90@ 1 00
Tartaricum	38@ 40

Ammonia

Aqua, 16 deg	4@ 6
Aqua, 20 deg	6@ 8
Carbonas	13@ 15
Chloridum	12@ 14

Aniline

Black	2 00@ 2 25
Brown	80@ 1 00
Red	45@ 50
Yellow	2 50@ 3 00

Baccæ

Cubebæ...po, 15	12@ 14
Juniperus	6@ 8
Xanthoxylum	75@ 80

Balsamum

Copaiba	50@ 55
Peru	@ 2 00
Terabin, Canada	40@ 45
Tolutan	40@ 45

Cortex

Abies, Canadian	18
Cassiæ	12
Cinchona Flava	18
Euonymus atropurp.	30
Myrica Cerifera, po.	20
Prunus Virgini	12
Quillaia, gr'd	12
Sassafras ....po. 18	15
Ulmus...po. 15, gr'd	15

Extractum

Glycyrrhiza Glabra.	24@ 25
Glycyrrhiza, po	28@ 30
Hæmatox, 15 lb. box	11@ 12
Hæmatox, 1s	13@ 14
Hæmatox, ½s	14@ 15
Hæmatox, ¼s	16@ 17

Ferru

Carbonate Precip	15
Citrate and Quinia	2 25
Citrate Soluble	75
Ferrocyanidum Sol.	40
Solut. Chloride	15
Sulphate, com'l	2
Sulphate, com'l, by bbl, per cwt	80
Sulphate, pure	7

Flora

Arnica	14@ 16
Anthemis	22@ 25
Matricaria	30@ 35

Folia

Barosma	38@ 40
Cassia Acutifol, Tinnevelly	20@ 25
Cassia, Acutifol, Alx.	25@ 30
Salvia officinalis, ¼s and ½s	12@ 20
Uva Ursi	8@ 10

Gummi

Acacia, 1st picked	@ 65
Acacia, 2d picked	@ 45
Acacia, 3d picked	@ 35
Acacia, sifted sorts.	@ 28
Acacia, po	45@ 65
Aloe, Barb. po.18@20	12@ 14
Aloe, Cape....po. 15.	@ 12
Aloe, Socotri..po. 40	@ 30
Ammoniac	55@ 60
Assafœtida....po. 30	28@ 30
Benzoinum	50@ 55
Catechu, 1s	@ 13
Catechu, ½s	@ 14
Catechu, ¼s	@ 16
Camphoræ	62@ 65
Euphorbium...po. 35	@ 40
Galbanum	@ 1 00
Gamboge ....po	65@ 70
Gualacum.....po. 25	@ 30
Kino.....po. $1.25	@ 1 25
Mastic	@ 60
Myrrh.....po. 45	@ 40
Opii....po. 4.50@4.80	3 30@ 3 35
Shellac	25@ 35
Shellac, bleached	40@ 45
Tragacanth	50@ 80

Herba

Absinthium..oz. pkg	25
Eupatorium..oz. pkg	20
Lobelia .....oz. pkg	25
Majorum ....oz. pkg	28
Mentha Pip..oz. pkg	23
Mentha Vir..oz. pkg	25
Rue.....oz. pkg	39
Tanacetum V oz. pkg	22
Thymus, V...oz. pkg	25

Magnesia

Calcined, Pat	55@ 60
Carbonate, Pat	18@ 20
Carbonate, K. & M.	18@ 20
Carbonate, Jennings	18@ 20

Oleum

Absinthium	6 50@ 6 75
Amygdalæ, Dulc	30@ 50
Amygdalæ, Amaræ.	8 00@ 8 25
Anisi	1 85@ 2 00
Auranti Cortex	2 25@ 2 30
Bergamii	2 40@ 2 60
Cajiputi	80@ 85
Caryophylli	80@ 85
Cedar	35@ 45
Chenopadii	@ 2 75
Cinnamonii	1 25@ 1 35
Citronella	35@ 40
Conium Mac	50@ 60
Copaiba	1 15@ 1 25
Cubebæ	90@ 1 00
Exechthitos	1 00@ 1 10
Erigeron	1 00@ 1 10
Gaultheria	2 00@ 2 10
Geranium, ounce	@ 75
Gossippii, Sem. gal.	50@ 60
Hedeoma	1 65@ 1 70
Junipera	1 50@ 2 00
Lavendula	90@ 2 00
Limonis	1 35@ 1 45
Mentha Piper	1 25@ 2 00
Mentha Verid	1 50@ 1 60
Morrhuæ, gal	1 10@ 1 15
Myrcia	4 00@ 4 50
Olive	75@ 3 00
Picis Liquida	10@ 12
Picis Liquida, gal	@ 35
Ricina	96@ 1 05
Rosmarini	@ 1 00
Rosæ, ounce	6 50@ 8 50
Succini	40@ 45
Sabina	90@ 1 00
Santal	2 50@ 7 00
Sassafras	50@ 55
Sinapis, ess., ounce.	@ 65
Tiglii	1 50@ 1 60
Thyme	40@ 50
Thyme, opt	@ 1 60
Theobromas	15@ 20

Potassium

Bi-Carb	15@ 18
Bichromate	13@ 15
Bromide	52@ 57
Carb	12@ 15
Chlorate...po. 17@19	16@ 18
Cyanide	35@ 40
Iodide	2 65@ 2 75
Potassa, Bitart, pure	28@ 30
Potassa, Bitart, com.	@ 15
Potass Nitras, opt	7@ 10
Potass Nitras	6@ 8
Prussiate	23@ 26
Sulphate po	15@ 18

Radix

Aconitum	20@ 25
Althæ	22@ 25
Anchusa	10@ 12
Arum po	@ 25
Calamus	20@ 40
Gentiana.....po. 15	12@ 15
Glychrrhiza...pv. 15	16@ 18
Hydrastis Canaden	@ 75
Hydrastis Can., po	@ 80
Hellebore, Alba, po.	12@ 15
Inula, po	15@ 20
Ipecac, po	4 50@ 4 60
Iris plox...po. 35@38	35@ 40
Jalapa, pr	25@ 30
Maranta, ¼s	@ 35
Podophyllum, po	22@ 25
Rhei	75@ 1 00
Rhei, cut	@ 1 25
Rhei, pv	75@ 1 35
Spigelia	35@ 38
Sanguinaria...po. 15	@ 18
Serpentaria	40@ 45
Senega	60@ 65
Smilax, officinalis H.	@ 40
Smilax, M	@ 25
Scillæ .....po. 35	10@ 12
Symplocarpus, Fœtidus, po	@ 25
Valeriana, Eng. po. 30	@ 25
Valeriana, German	15@ 20
Zingiber a	12@ 16
Zingiber j	25@ 27

Semen

Anisum .....po. 15	@ 12
Apium (graveleons)	13@ 15
Bird, 1s	4@ 6
Carui.....po. 18	11@ 12
Cardamon	1 25@ 1 75
Coriandrum	8@ 10
Cannabis Sativa	4½@ 5
Cydonium	75@ 1 00
Chenopodium	10@ 12
Dipterix Odorate	1 00@ 1 10
Fœniculum	@ 10
Fœnugreek, po	7@ 9
Lini	3½@ 4½
Lini, grd .....bbl. 3½	4@ 4½
Lobelia	35@ 40
Pharlaris Canarian	4½@ 5
Rapa	4½@ 5
Sinapis Alba	9@ 10
Sinapis Nigra	11@ 12

Spiritus

Frumenti, W. D. Co.	2 00@ 2 50
Frumenti, D. F. R.	2 00@ 2 25
Frumenti	1 25@ 1 50
Juniperis Co. O. T.	1 65@ 2 00
Juniperis Co	1 75@ 3 50
Saacharum N. E.	1 90@ 2 10
Spt. Vini Galli	1 75@ 6 50
Vini Oporto	1 25@ 2 00
Vini Alba	1 25@ 2 00

Sponges

Florida sheeps' wool carriage	2 50@ 2 75
Nassau sheeps' wool carriage	2 50@ 2 75
Velvet extra sheeps' wool, carriage	@ 1 50
Extra yellow sheeps' wool, carriage	@ 1 25
Grass sheeps' wool, carriage	@ 1 00
Hard, for slate use	@ 75
Yellow Reef, for slate use	@ 1 40

Syrups

Acacia	@ 50
Auranti Cortex	@ 50
Zingiber	@ 50
Ipecac	@ 60
Ferri Iod	@ 50
Rhei Arom	@ 50
Smilax Officinalis	50@ 60
Senega	@ 50
Scillæ	@ 50
Scillæ Co	@ 50
Tolutan	@ 50
Prunus virg	@ 50

Tinctures

Aconitum Napellis R	60
Aconitum Napellis F	50
Aloes	60
Aloes and Myrrh	60
Arnica	50
Assafœtida	50
Atrope Belladonna	60
Auranti Cortex	50
Benzoin	60
Benzoin Co	50
Barosma	50
Cantharides	75
Capsicum	50
Cardamon	75
Cardamon Co	75
Castor	1 00
Catechu	50
Cinchona	50
Cinchona Co	60
Columba	50
Cubebæ	50
Cassia Acutifol	50
Cassia Acutifol Co	50
Digitalis	50
Ergot	50
Ferri Chloridum	35
Gentian	50
Gentian Co	60
Guiaca	50
Guiaca ammon	60
Hyoscyamus	50
Iodine	75
Iodine, colorless	75
Kino	50
Lobelia	50
Myrrh	50
Nux Vomica	50
Opii	75
Opii, comphorated	50
Opii, deodorized	1 50
Quassia	50
Rhatany	50
Rhei	50
Sanguinaria	50
Serpentaria	50
Stromonium	60
Tolutan	60
Valerian	50
Veratrum Veride	50
Zingiber	50

Miscellaneous

Æther, Spts. Nit. 3 F	30@ 35
Æther, Spts. Nit. 4 F	34@ 38
Alumen	2¼@ 3
Alumen, gro'd..po. 7	3@ 4
Annatto	40@ 50
Antimoni, po	4@ 5
Antimoni et Potass T	40@ 50
Antipyrin	@ 25
Antifebrin	@ 20
Argenti Nitras, oz	@ 48
Arsenicum	10@ 12
Balm Gilead Buds	38@ 40
Bismuth S. N.	1 50@ 1 60
Calcium Chlor., 1s	@ 9
Calcium Chlor., ½s	@ 10
Calcium Chlor., ¼s	@ 12
Cantharides, Rus. po	@ 75
Capsici Fructus, af	@ 15
Capsici Fructus, po.	@ 15
Capsici Fructus B, po	@ 15
Caryophyllus...po. 15	12@ 14
Carmine, No. 40	@ 3 00
Cera Alba	50@ 55
Cera Flava	40@ 42
Coccus	@ 40
Cassia Fructus	@ 35
Centraria	@ 10
Cetaceum	@ 45
Chloroform	55@ 60
Chloroform, squibbs	@ 1 10
Chloral Hyd Crst	1 65@ 1 90
Chondrus	20@ 25
Cinchonidine, P. & W	38@ 48
Cinchonidine, Germ.	38@ 48
Cocaine	5 30@ 5 50
Corks, list, dis. pr. ct.	70
Creosotum	@ 35
Creta .....bbl. 75	@ 2
Creta, prep	@ 5
Creta, precip	9@ 11
Creta, Rubra	@ 8
Crocus	15@ 18
Cudbear	@ 24
Cupri Sulph	6½@ 8
Dextrine	7@ 10
Ether Sulph	75@ 90
Emery, all numbers	@ 8
Emery, po	@ 6
Ergota .....po. 90	85@ 90
Flake White	12@ 15
Galla	@ 23
Gambler	8@ 9
Gelatin, Cooper	@ 60
Gelatin, French	35@ 60
Glassware, flint, box	75 & 10
Less than box	70
Glue, brown	11@ 13
Glue, white	15@ 25
Glycerina	17@ 28
Grana Paradisi	@ 25
Humulus	25@ 55
Hydrarg Chlor Mite	@ 95
Hydrarg Chlor Cor	@ 85
Hydrarg Ox Rub'm	@ 1 05
Hydrarg Ammoniati	@ 1 17
HydrargUnguentum	50@ 60
Hydrargyrum	@ 80
Ichthyobolla, Am	65@ 75
Indigo	75@ 1 00
Iodine, Resubl	3 90@ 4 00
Iodoform	@ 4 00
Lupulin	@ 50
Lycopodium	60@ 65
Macis	65@ 75
Liquor Arsen et Hydrarg Iod	@ 25
LiquorPotassArsinit	10@ 12
Magnesia, Sulph	2@ 3
Magnesia, Sulph, bbl	@ 1½
Mannia, S. F	50@ 60
Menthol	@ 3 25
Morphia, S., P. & W.	2 35@ 2 60
Morphia, S., N. Y. Q. & C. Co	2 25@ 2 50
Moschus Canton	@ 40
Myristica, No. 1	65@ 80
Nux Vomica...po. 15	@ 10
Os Sepia	28@ 30
Pepsin Saac, H. & P. D Co	@ 1 00
Picis Liq. N.N.½ gal. doz	@ 2 00
Picis Liq., quarts	@ 1 00
Picis Liq., pints	@ 85
Pil Hydrarg...po. 80	@ 50
Piper Nigra...po. 22	@ 18
Piper Alba....po. 35	@ 30
Plix Burgun	@ 7
Plumbi Acet	10@ 12
Pulvis Ipecac et Opii	1 30@ 1 50
Pyrethrum, boxes H. & P. D. Co., doz	@ 75
Pyrethrum, pv	25@ 30
Quassiæ	8@ 10
Quinia, S. P. & W.	39@ 49
Quinia, S. German	37@ 47
Quinia, N. Y.	37@ 47
Rubia Tinctorum	12@ 14
Saccharum Lactis pv	18@ 20
Salacin	4 50@ 4 60
Sanguis Draconis	40@ 50
Sapo, W	12@ 14
Sapo M	10@ 12
Sapo G	@ 15
Seidlitz Mixture	20@ 22
Sinapis	@ 18
Sinapis, opt	@ 30
Snuff, Maccaboy, De Voes	@ 41
Snuff, Scotch, De Vo's	@ 41
Soda, Boras	9@ 11
Soda, Boras, po	9@ 11
Soda et Potass Tart	23@ 25
Soda, Carb	1½@ 2
Soda, Bi-Carb	3@ 5
Soda, Ash	3½@ 4
Soda, Sulphas	@ 2
Spts. Cologne	@ 2 60
Spts. Ether Co	50@ 55
Spts. Myrcia Dom	@ 2 00
Spts. Vini Rect. bbl.	@
Spts. Vini Rect. ½bbl	@
Spts. Vini Rect. 10gal	@
Spts. Vini Rect. 5 gal	@
Strychnia, Crystal	1 05@ 1 25
Sulphur, Subl	2½@ 4
Sulphur, Roll	2¼@ 3½
Tamarinds	8@ 10
Terebenth Venice	28@ 30
Theobromæ	55@ 58
Vanilla	9 00@16 00
Zinci Sulph	7@ 8

Oils

	BBL.	GAL.
Whale, winter	70	70
Lard, extra	55	65
Lard, No. 1	35	40
Linseed, pure raw	59	62
Linseed, boiled	60	63
Neatsfoot, winter str	54	60
Spirits Turpentine	59	65

Paints

	BBL.	LB.
Red Venetian	1¾	2 @8
Ochre, yellow Mars.	1¾	2 @4
Ochre, yellow Ber	1¾	2 @3
Putty, commercial	2¼	2½@3
Putty, strictly pure.	2½	2¾@3
Vermilion, Prime American	13@	15
Vermilion, English	70@	75
Green, Paris	14@	18
Green, Peninsular	13@	16
Lead, red	6½@	7
Lead, white	6½@	7
Whiting, white Span	@	70
Whiting, gilders'	@	90
White, Paris, Amer.	@	1 00
Whiting, Paris, Eng. cliff	@	1 40
Universal Prepared.	1 00@	1 15

Varnishes

No. 1 Turp Coach	1 10@	1 20
Extra Turp	1 60@	1 70
Coach Body	2 75@	3 00
No. 1 Turp Furn	1 00@	1 10
Extra Turk Damar	1 55@	1 60
Jap. Dryer, No. 1 Turp	70@	75

STATIONERY

Having just added an up-to-date STATIONERY DEPARTMENT, which will be conducted upon the same high plane as has characterized the other branches of our business, we can now supply our customers who wish to more fully concentrate their business with us with Staple Stationery for Home, School and Office use. Every article purchased for this department is from the leading manufacturers and of the highest standard of excellence in its class, and as these goods will be sold at New York and Chicago prices and can be shipped in most cases with other goods at a great saving of freight and express charges to our customers, we consider that this will be one of our most popular departments.

Our Mr. W. B. Dudley, who is well known to the trade, will call upon you soon with a complete line of samples of these goods in connection with our line of DRUGGIST'S SUNDRIES, to which we have made many additions. As we are in a position to, and will promptly supply our customers' every want in either of these lines for a single article or complete stock of DRUGGIST'S SUNDRIES and STAPLE STATIONERY, please reserve your orders until you inspect our line.

Our Mr. Hagy, an expert in this line, has selected an exceptionally desirable line of Paint Brushes, samples of which will be shown upon this trip by our representative.

Hazeltine & Perkins Drug Company,

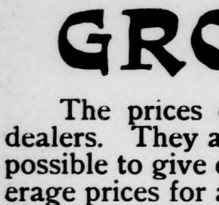
Grand Rapids, Michigan.

GROCERY PRICE CURRENT.

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

AXLE GREASE

	doz.	gross
Aurora	.55	6 00
Castor Oil	.60	7 00
Diamond	.50	4 25
Frazer's	.75	9 00
IXL Golden, tin boxes	75	9 00



Mica, tin boxes	.75	9 00
Paragon	.55	6 00

BAKING POWDER

Absolute

¼ lb. cans doz	45
½ lb. cans doz	85
1 lb. cans doz	1 50

Acme

¼ lb. cans 3 doz	45
½ lb. cans 3 doz	75
1 lb. cans 1 doz	1 00
Bulk	10

Arctic

6 oz. Eng. Tumblers	85

El Purity

¼ lb. cans per doz	75
½ lb. cans per doz	1 20
1 lb. cans per doz	2 00

Home

¼ lb. cans, 4 doz. case	35
½ lb. cans, 4 doz. case	55
1 lb. cans, 2 doz. case	90

JAXON

¼ lb. cans, 4 doz. case	45
½ lb. cans, 4 doz. case	85
1 lb. cans, 2 doz. case	1 60

Jersey Cream

1 lb. cans, per doz	2 00
9 oz. cans, per doz	1 25
6 oz. cans, per doz	85

Peerless

1 lb. cans	85

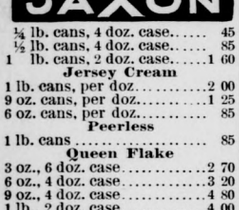
Queen Flake

3 oz., 6 doz. case	2 70
6 oz., 4 doz. case	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



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, 8s	12
Electric Light, 16s	12½
Paraffine, 6s	11¾
Paraffine, 12s	12½
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

Standard	85

Cherries

Red Standards	85
White	1 15

Clams.

Little Neck, 1 lb	1 10

Corn

Fair	75
Good	85
Fancy	95

Hominy

Standard	85

Lobster

Star, ½ lb	1 85
Star, 1 lb	3 10
Picnic Talls	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	
Yellow	1 65@1 85

Pears

Standard	70
Fancy	80

Peas

Marrowfat	1 00
Early June	1 00
Early June Sifted	1 60

Pineapple

Grated	1 25@2 75
Sliced	1 35@2 25

Pumpkin

Fair	65
Good	75
Fancy	85

Raspberries

Standard	90

Salmon

Red Alaska	1 35
Pink Alaska	95

Sardines

Domestic, ¼s	@4
Domestic, Mustard	@8
French	8@22

Strawberries

Standard	85
Fancy	1 25

Succotash

Fair	90
Good	1 00
Fancy	1 20

Tomatoes

Fair	80
Good	90
Fancy	1 15
Gallons	2 35

CATSUP

Columbia, pints	2 00
Columbia, ½ pints	1 25

CHEESE

Acme	@14
Amboy	@14
Elsie	@15
Emblem	@14
Gem	@14½
Gold Medal	@13½
Ideal	@14
Jersey	@14
Riverside	@14
Brick	@12
Edam	@90
Leiden	@17
Limburger	@13
Pineapple	50 @75
Sap Sago	@18

CHICORY

Bulk	5
Red	7

CHOCOLATE

Walter Baker & Co.'s.

German Sweet	23
Premium	35
Breakfast Cocoa	46

Runkel Bros.

Vienna Sweet	21
Vanilla	28
Premium	31

H. O. Wilbur & Sons.

Capital Sweet	21
Imperial Sweet	22
Nelson's Premium	25
Sweet Clover, ¼s	25
Sweet Clover, ⅛s	27
Premium Baking	33
Double Vanilla	40
Triple Vanilla	50

COCOA

Webb	30
Cleveland	41
Epps	42
Van Houten, ⅛s	12
Van Houten, ¼s	20
Van Houten, ½s	40
Van Houten, 1s	72
Colonial, ¼s	35
Colonial, ½s	33
Huyler	45
Wilbur, ½s	41
Wilbur, ¼s	42

COCOA SHELLS

20 lb. bags	2½
Less quantity	3
Pound packages	4

CLOTHES LINES

Cotton, 40 ft. per doz	1 00
Cotton, 50 ft. per doz	1 20
Cotton, 60 ft. per doz	1 40
Cotton, 70 ft. per doz	1 60
Cotton, 80 ft. per doz	1 80
Jute, 60 ft. per doz	80
Jute, 72 ft. per doz	95

CIGARS

The Bradley Cigar Co.'s Brands

Advance	$35 00
Bradley	35 00
Clear Havana Puffs	22 00
"W. H. B."	55 00
"W. B. B."	55 00

H. & P. Drug Co.'s brands.

Fortune Teller	35 00
Our Manager	35 00
Quintette	35 00

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

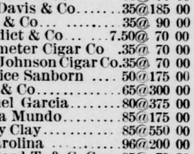
S. C. W.	35 00

Phelps, Brace & Co.'s Brands.

Royal Tigers	55@ 80 00
Royal Tigerettes	35
Vincente Portuondo	35@ 70 00
Ruhe Bros. Co.	25@ 70 00
Hilson Co.	35@110 00
T. J. Dunn & Co.	35@ 70 00
McCoy & Co.	35@ 70 00
The Collins Cigar Co.	10@ 35 00
Brown Bros	15@ 70 00
Bernard Stahl Co.	35@ 90 00
Banner Cigar Co.	10@ 35 00
Seidenberg & Co.	55@125 00
Fulton Cigar Co.	10@ 35 00
A. B. Ballard & Co.	35@175 00
E. M. Schwarz & Co.	35@110 00
San Telmo	35@ 70 00
Havana Cigar Co.	18@ 35 00
C. Costello & Co.	35@ 70 00
LaGora-Fee Co.	35@ 70 00
S. I. Davis & Co.	35@185 00
Hene & Co.	35@ 90 00
Benedict & Co.	7.50@ 70 00
Hemmeter Cigar Co	35@ 70 00
G. J. Johnson Cigar Co.	35@ 70 00
Maurice Sanborn	50@175 00
Bock & Co.	65@300 00
Manuel Garcia	80@375 00
Neuva Mundo	85@175 00
Henry Clay	85@550 00
La Carolina	96@200 00
Standard T. & C. Co.	35@ 70 00

COFFEE

Roasted



Special Combination	20
French Breakfast	25
Lenox	30
Vienna	35
Private Estate	38
Supreme	40

Less 33⅓ 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	12 00
Jersey	12 00

McLaughlin's XXXX

McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.

Extract

Valley City ½ gross	75
Felix ½ gross	1 15
Hummel's foil ½ gross	85
Hummel's tin ½ gross	1 43

CONDENSED MILK

4 doz in case.

Gail Borden Eagle	6 75
Crown	6 25
Daisy	5 75
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.

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	@ 6½
Evaporated, 50 lb. boxes	7@ 7½

California Fruits

Apricots	@15
Blackberries	
Nectarines	
Peaches	10 @11
Pears	
Pitted Cherries	7½
Prunnelles	
Raspberries	

California Prunes

100-120 25 lb. boxes	@ 4
90-100 25 lb. boxes	@ 4¾
80-90 25 lb. boxes	@ 5
70-80 25 lb. boxes	@ 5½
60-70 25 lb. boxes	@ 6
50-60 25 lb. boxes	@ 7½
40-50 25 lb. boxes	@ 8
30-40 25 lb. boxes	

¼ cent less in 50 lb. cases

Raisins

London Layers 2 Crown	1 75
London Layers 3 Crown	2 00
Cluster 4 Crown	2 25
Loose Muscatels 2 Crown	7¼
Loose Muscatels 3 Crown	8¼
Loose Muscatels 4 Crown	8¾
L. M., Seeded, choice	10
L. M., Seeded, fancy	10½

DRIED FRUITS—Foreign

Citron

Leghorn	11
Corsican	12

Currants

Patras, cases	6¼
Cleaned, bulk	6¾
Cleaned, packages	7¼

Peel

Citron American 19 lb. bx	13
Lemon American 10 lb. bx	10½
Orange American 10 lb. bx	10½

Raisins

Sultana 1 Crown	
Sultana 2 Crown	
Sultana 3 Crown	
Sultana 4 Crown	
Sultana 5 Crown	
Sultana 6 Crown	
Sultana package	

FARINACEOUS GOODS

Beans

Dried Lima	5¾
Medium Hand Picked	2 15@2 25
Brown Holland	

Cereals

Cream of Cereal	90
Grain-O, small	1 35
Grain-O, large	2 25
Grape Nuts	1 35
Postum Cereal, small	1 35
Postum Cereal, large	2 25

Farina

24 1 lb. packages	1 25
Bulk, per 100 lbs	3 00

Haskell's Wheat Flakes

36 2 lb. packages	3 00

Hominy

Barrels	2 50
Flake, 50 lb. drums	1 00

Lauhoff Bros. Flaking Mills.

Rice Flakes, 3 doz pkg case 2 85
Flaked Peas, 3 doz pkg case 2 85
Flaked Beans, 3 doz pkg c'se 2 85
35 Chene St., Detroit, Mich.

Maccaroni and Vermicelli

Domestic, 10 lb. box	60
Imported, 25 lb. box	2 50

Pearl Barley

Common	
Chester	2 50
Empire	3 00

Grits

Walsh-DeRoo Co.'s Brand.

24 2 lb. packages	1 80
100 lb. kegs	2 70
200 lb. barrels	5 10

Peas

Green, Wisconsin, bu	1 30
Green, Scotch, bu	1 35
Split, bu	3

Rolled Oats

Rolled Avena, bbl	3 75
Steel Cut, ½ bbls	2 05
Monarch, bbl	3 50
Monarch, ½ bbl	1 95
Monarch, 90 lb. sacks	1 75
Quaker, cases	3 20
Huron, cases	2 00

Sago

German	4
East India	3½

Salus Breakfast Food

F. A. McKenzie, Quincy, Mich.

36 two pound packages	3 60
18 two pound packages	1 85

Tapioca

Flake	5
Pearl	5
Pearl, 24 1 lb. packages	6¾

Wheat

Cracked, bulk	3¼
24 2 lb. packages	2 50

FLAVORING EXTRACTS

DeRoe's

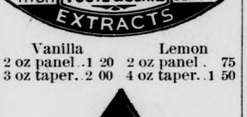
	2 oz.	4 oz.
Vanilla D. C.	1 10	1 80
Lemon D. C	70	1 35
Vanilla Tonka	75	1 45

FOOTE & JENKS'

JAXON

Highest Grade Extracts

Vanilla		Lemon	
1 oz full m	1 20	1 oz full m.	80
2 oz full m	2 10	2 oz full m	1 25
No. 3 fan'y	3 15	No. 3 fan'y	1 75



Vanilla		Lemon	
2 oz panel	1 20	2 oz panel	75
3 oz taper	2 00	4 oz taper	1 50

Jennings'

D. C. Vanilla		D. C. Lemon	
2 oz	1 20	2 oz	75
3 oz	1 50	3 oz	1 00
4 oz	2 00	4 oz	1 40
6 oz	3 00	6 oz	2 00
No. 8	4 00	No. 8	2 40
No. 10	6 00	No. 10	4 00
No. 2 T	1 25	No. 2 T	80
No. 3 T	2 00	No. 3 T	1 25
No. 4 T	2 40	No. 4 T	1 50

Northrop Brand

	Lem.	Van.
2 oz. Taper Panel	75	1 20
2 oz. Oval	75	1 20
3 oz. Taper Panel	1 35	2 00
4 oz. Taper Panel	1 60	2 25

Perrigo's

	Van. doz.	Lem. doz.
XXX, 2 oz. obert	1 25	75
XXX, 4 oz. taper	2 25	1 25
XX, 2 oz. obert	1 00	
No. 2, 2 oz. obert	75	
XXX D D ptchr, 6 oz		2 25
XXX D D ptchr, 4 oz		1 75
K. P. pitcher, 6 oz		2 25

FLY PAPER

Perrigo's Lightning, gro	2 50
Petrolatum, per doz	75

HERBS

Sage	15
Hops	15

INDIGO

Madras, 5 lb. boxes	55
S. F., 2, 3 and 5 lb. boxes	50

JELLY

V. C. Brand.

15 lb. palls	35
30 lb. palls	62
Pure apple, per doz	85

LICORICE

Pure	30
Calabria	25
Sicily	14
Root	10

LYE

Condensed, 2 doz	1 20
Condensed, 4 doz	2 25

MATCHES

Diamond Match Co.'s brands.

No. 9 sulphur	1 65
Anchor Parlor	1 50
No. 2 Home	1 30
Export Parlor	4 00
Wolverine	1 50

MOLASSES

New Orleans

Black	11
Fair	14
Good	20
Fancy	24
Open Kettle	25@35

Half-barrels 2c extra

MUSTARD

Horse Radish, 1 doz	1 75
Horse Radish, 2 doz	3 50
Bayle's Celery, 1 doz	1 75

PICKLES

Medium

Barrels, 1,200 count	5 90
Half bbls, 600 count	3 45

Small

Barrels, 2,400 count	6 90
Half bbls, 1,200 count	3 95

PIPES

Clay, No. 216	1 70
Clay, T. D., full count	65
Cob, No. 3	85

POTASH

48 cans in case.

Babbitt's	4 00
Penna Salt Co.'s	3 00

RICE

Domestic

Carolina head	6½
Carolina No. 1	5
Carolina No. 2	4
Broken	3¾

Imported.

Japan, No. 1	5½@6
Japan, No. 2	4½@5
Java, fancy head	5 @5½
Java, No. 1	5 @
Table	@

SALERATUS

Packed 60 lbs. in box.

Church's Arm and Hammer	3 15
Deland's	3 00
Dwight's Cow	3 15
Emblem	2 10
L. P.	3 00
Sodio	3 15
Wyandotte, 100 ¾s	3 00

SAL SODA

Granulated, bbls	80
Granulated, 100 lb. cases	85
Lump, bbls	75
Lump, 145 lb. kegs	80

SALT

Diamond Crystal

Table, cases, 24 3 lb. boxes	1 40
Table, barrels, 100 3 lb. bags	2 85
Table, barrels, 40 7 lb. bags	2 50
Butter, barrels, 280 lb. bulk	2 50
Butter, barrels, 20 14 lb. bags	2 60
Butter, sacks, 28 lbs	27
Butter, sacks, 56 lbs	62

Common Grades

100 3 lb. sacks	2 15
60 5 lb. sacks	2 05
28 10 lb. sacks	1 95
56 lb. sacks	40
28 lb. sacks	22

Warsaw

56 lb. dairy in drill bags	30
28 lb. dairy in drill bags	15

Ashton

56 lb. dairy in linen sabks	60

Higgins

56 lb. dairy in linen sacks	60

Solar Rock

56 lb. sacks	22

Common

Granulated Fine	1 00
Medium Fine	1 05

SALT FISH

Cod

Georges cured	@ 5
Georges genuine	@ 5½
Georges selected	@ 5¾
Strips or bricks	6 @ 9
Pollock	@ 3½

Halibut.

Strips	14
Chunks	15

Herring

Holland white hoops, bbl.	10 50
Holland white hoops½bbl.	5 75
Holland white hoop, keg..	78
Holland white hoop mchs.	85
Norwegian	
Round 100 lbs.	3 60
Round 40 lbs.	1 75
Scaled	15½
Bloaters..	1 50

Mackerel

Mess 100 lbs.	17 00
Mess 40 lbs.	7 10
Mess 10 lbs.	1 85
Mess 8 lbs.	1 51
No. 1 100 lbs.	15 00
No. 1 40 lbs.	6 30
No. 1 10 lbs.	1 65
No. 1 8 lbs.	1 35
No. 2 100 lbs.	10 50
No. 2 40 lbs.	4 50
No. 2 10 lbs.	1 15
No. 2 8 lbs.	1 00

Trout

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

Whitefish

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

SAUERKRAUT

Barrels	5 00
Half barrels	2 75

SEEDS

Anise	9
Canary, Smyrna	4
Caraway	8
Cardamon, Malabar	60
Celery	10
Hemp, Russian	4½
Mixed Bird	4½
Mustard, white	5
Poppy	10
Rape	4½
Cuttle Bone	15

SNUFF

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

SOAP

JAXON

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 66
Dome	2 75
Cabinet	2 20
Savon	2 50
White Russian	2 35
White Cloud, laundry	6 25
White Cloud, toilet	3 50
Dusky Diamond, 50 6 oz.	2 10
Dusky Diamond, 50 8 oz.	3 00
Blue India, 100 ¾ lb	3 00
Kirkoline	3 50
Eos	2 50

Rub-No-More

100 12 oz bars	3 00

SILVER

Single box	2 95
Five boxes, delivered	2 90

Scouring

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

SODA

Boxes	5½
Kegs, English	4¾

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, Amboyna	15
Cloves, Zanzibar	13
Mace	55
Nutmegs, 75-80	55
Nutmegs, 105-10	45
Nutmegs, 115-20	40
Pepper, Singapore, black	15
Pepper, Singapore, white	23
Pepper, shot	16

Pure Ground in Bulk

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

STOVE POLISH

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

STARCH

Kingsford's Corn

40 1-lb. packages	6
20 1-lb. packages	6¼

Kingsford's Silver Gloss

40 1-lb. packages	6½
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	4¾
40 1-lb. packages	4½

Common Gloss

1-lb. packages	4½
3-lb. packages	4½
6-lb. packages	5
40 and 50-lb. boxes	3½
Barrels	3½

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 20
Coarse Granulated	5 35
Extra Fine Granulated	5 35
Conf. Granulated	5 45
2 lb. cartons Fine Gran.	5 30
2 lb. bags Fine Gran.	5 30
5 lb. cartons Fine Gran.	5 30
5 lb. bags Fine Gran.	5 30
Mould A	5 45
Diamond A	5 20
Confectioner's A	5 00
No. 1, Columbia A	4 85
No. 2, Windsor A	4 85
No. 3, Ridgewood A	4 85
No. 4, Phœnix 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

SYRUPS

Corn

Barrels	17
Half bbls	19
1 doz. 1 gallon cans	3 15
1 doz. ½ gallon cans	1 85
2 doz. ¼ gallon cans	1 00

Pure Cane

Fair	16
Good	20
Choice	25

TABLE SAUCES

LEA & PERRINS' 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	7½
Malt White Wine, 80 grain	11
Pure Cider, Red Star	12
Pure Cider, Robinson	12
Pure Cider, Silver	11

WASHING POWDER

Rub-No-More

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	9 45
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	2 50
Double Duplex	3 00
Good Luck	2 75
Universal	2 25

Wood Bowls

11 in. Butter	75
13 in. Butter	1 00
15 in. Butter	1 75
17 in. Butter	2 50
19 in. Butter	3 00
Assorted 13-15-17	1 75
Assorted 15-17-19	2 50

YEAST CAKE

Yeast Foam, 1½ 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 75
Short cut	@11 75
Pig	@15 00
Bean	@10 00
Family	@12 25

Dry Salt Meats

Bellies	6¾
Briskets	6¼
Extra shorts	5¾

Smoked Meats

Hams, 12lb. average.	@ 11¼
Hams, 14lb. average.	@ 11
Hams, 16lb. average.	@ 10¾
Hams, 20lb. average.	@ 10½
Ham dried beef	@ 14
Shoulders (N. Y. cut)	@ 7¼
Bacon, clear	8¼@ 9¼
California hams	@ 7¾
Boneless hams	@ 9½
Boiled Hams	@ 16
Picnic Boiled Hams	@ 11½
Berlin Hams	@ 8½

Lards—In Tierces

Compound	6
Kettle	6½
Vegetole	6⅜
55 lb. Tubs..advance	⅛
80 lb. Tubs..advance	⅛
50 lb. Tins..advance	¼
20 lb. Pails..advance	¾
10 lb. Pails..advance	⅞
5 lb. Pails..advance	1
3 lb. Pails..advance	1

Sausages

Bologna	5½
Liver	6
Frankfort	7½
Pork	7½
Blood	6½
Tongue	9
Headcheese	6

Beef

Extra Mess	10 00
Boneless	11 50
Rump	11 50

Pigs' Feet

Kits, 15 lbs	80
¼ bbls., 40 lbs	1 50
½ bbls., 80 lbs	2 75

Tripe

Kits, 15 lbs	70
¼ bbls., 40 lbs	1 25
½ bbls., 80 lbs	2 25

Casings

Pork	20
Beef rounds	3
Beef middles	10
Sheep	60

Butterine

Rolls, dairy	13½
Solid, dairy	13
Rolls, creamery	19
Solid, creamery	18½

Canned Meats

Corned beef, 2 lb	2 70
Corned beef, 14 lb	19 50
Roast beef, 2 lb	2 70
Potted ham, ¼s	55
Potted ham, ½s	1 00
Deviled ham, ¼s	55
Deviled ham, ½s	1 00
Potted tongue, ¼s	55
Potted tongue, ½s	1 00

Oils

Barrels

Eocene	@13½
Perfection	@12
XXX W.W. Mich. Hdlt	@12
W. W. Michigan	@11½
Diamond White	@11
D., S. Gas	@12¼
Deo. Naphtha	@12¼
Cylinder	29 @34
Engine	11 @23½
Black, winter	@10¾

Grains and Feedstuffs

Wheat

Wheat	68

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 ⅛s	3 50
Diamond ¼s	3 50
Diamond ½s	3 50

Worden Grocer Co.'s Brand

Quaker ⅛s	3 60
Quaker ¼s	3 60
Quaker ½s	3 60

Spring Wheat Flour

Clark-Jewell-Wells Co.'s Brand

Pillsbury's Best ⅛s	4 25
Pillsbury's Best ¼s	4 15
Pillsbury's Best ½s	4 05
Pillsbury's Best ⅛s paper.	4 05
Pillsbury's Best ¼s paper.	4 05

Ball-Barnhart-Putman's Brand

Duluth Imperial ⅛s	4 25
Duluth Imperial ¼s	4 15
Duluth Imperial ½s	4 05

Lemon & Wheeler Co.'s Brand

Gold Medal ⅛s	4 10
Gold Medal ¼s	4 00
Gold Medal ½s	3 90
Parisian ⅛s	4 10
Parisian ¼s	4 00
Parisian ½s	3 90

Olney & Judson's Brand

Ceresota ⅛s	4 25
Ceresota ¼s	4 15
Ceresota ½s	4 05

Worden Grocer Co.'s Brand

Laurel ⅛s	4 25
Laurel ¼s	4 15
Laurel ½s	4 05

Meal

Bolted	1 90
Granulated	2 10

Feed and Millstuffs

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

Corn

Corn, car lots	36½
Less than car lots	

Oats

Car lots	28½
Car lots, clipped	30½
Less than car lots	

Hay

No. 1 Timothy car lots	12 00
No. 1 Timothy ton lots	13 00

Hides and Pelts

The Cappon & Bertsch Leather Co., 100 Canal Street, quotes as follows:

Hides

Green No. 1	@ 7½
Green No. 2	@ 6½
Bulls	@ 6
Cured No. 1	@ 9
Cured No. 2	@ 8
Calfskins, green No. 1	@10
Calfskins, green No. 2	@ 8½
Calfskins, cured No. 1	@11
Calfskins, cured No. 2	@ 9½

Pelts

Pelts, each	50@1 25

Tallow

No. 1	@ 4¼
No. 2	@ 3¼

Wool

Washed, fine	22@24
Washed, medium	26@28
Unwashed, fine	18@20
Unwashed, medium	20@22

Furs

Cat, wild	10@ 75
Cat, house	5@ 25
Fox, red	50@3 50
Fox, gray	10@ 75
Lynx	@5 00
Muskrat, winter	3@ 12
Mink	20@2 00
Raccoon	10@1 00
Skunk	15@1 40

Fresh Meats

Beef

Carcass	5¾@ 8
Forequarters	6 @ 6½
Hindquarters	7 @ 9
Loins No. 3	9 @14
Ribs	8 @14
Rounds	6½@ 7
Chucks	6 @ 6½
Plates	4 @ 5

Pork

Dressed	@ 6¾
Loins	@ 8
Boston Butts	@ 7
Shoulders	@ 7
Leaf Lard	@ 7¾

Mutton

Carcass	7 @ 8
Spring Lambs	9 @10

Veal

Carcass	9 @ 9½

Crackers

The National Biscuit Co. quotes as follows:

Butter

Seymour	5½
New York	5½
Family	5½
Salted	5½
Wolverine	6

Soda

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

Oyster

Faust	7
Farina	5½
Extra Farina	6
Saltine Wafer	5½

Sweet Goods—Boxes

Animals	10½
Assorted Cake	10
Bell- Rose	9
Bent's Water	15
Buttercups	13
Cinnamon Bar	9
Coffee Cake, Iced	10
Coffee Cake, Java	10
Cocoanut Taffy	10
Cracknells	15½
Creams, Iced	8½
Cream Crisp	9
Crystal Creams	10
Cubans	11½
Currant Fruit	11
Frosted Honey	12½
Frosted Cream	9
Ginger Gems, lg. or sm	9
Ginger Snaps, XXX	8
Gladiator	10
Grandma Cakes	9
Graham Crackers	8
Graham Wafers	10
Honey Fingers	12½
Imperials	8
Jumbles, Honey	12½
Lady Fingers	11½
Lemon Wafers	14
Marshmallow	15
Marshmallow Walnuts	16
Mixed Picnic	11½
Milk Biscuit	7½
Molasses Cake	8
Molasses Bar	9
Moss Jelly Bar	12½
Newton	12
Oatmeal Crackers	8
Oatmeal Wafers	10
Orange Crisp	9
Orange Gem	8
Penny Cake	8
Pilot Bread, XXX	7
Pretzels, hand made	7½
Sears' Lunch	7½
Sugar Cake	8
Sugar Cream, XXX	8
Sugar Squares	8
Sultanas	12½
Tutti Frutti	16½
Vanilla Wafers	14
Vienna Crimp	8

Fish and Oysters

Fresh Fish

	Per lb.
White fish	@ 9½
Trout	@ 8½
Black Bass	8@ 11
Halibut	@ 15
Ciscoes or Herring	@ 5
Bluefish	@ 11
Live Lobster	@ 28
Boiled Lobster	@ 30
Cod	@ 11
Haddock	@ 9
No. 1 Pickerel	@ 8½
Pike	@ 7½
Perch	@ 5
Smoked White	@ 8
Red Snapper	@ 10
Col River Salmon	@ 14
Mackerel	@ 18

Oysters in Cans.

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

Bulk. gal.

F. H. Counts	2 00
Extra Selects	1 75
Selects	1 35
Anchor Standards	1 20
Standards	1 10

Shell Goods.

Clams, per 100	1 00
Oysters, per 100	1 00@1 25

Candies

Stick Candy

	bbls.	pails
Standard	7 @	7½
Standard H. H	7 @	7½
Standard Twist	7½@	8
Cut Loaf	@	8½

	cases
Jumbo, 32 lb	@ 6½
Extra H. H	@ 8½
Boston Cream	@10
Beet Root	@ 7

Mixed Candy

Grocers	@ 6
Competition	@ 6½
Special	@ 7
Conserve	@ 8
Royal	@ 7½
Ribbon	@ 8½
Broken	@ 7½
Cut Loaf	@ 8½
English Rock	@ 8½
Kindergarten	@ 8½
French Cream	@ 9
Dandy Pan	@ 8½
Hand Made Cream mixed	@14
Nobby	@ 8½
Crystal Cream mix	@12

Fancy—In Bulk

San Blas Goodies	@11
Lozenges, plain	@ 9
Lozenges, printed	@ 9
Choc. Drops	@11
Eclipse Chocolates	@13
Choc. Monumentals	@13
Gum Drops	@ 5
Moss Drops	@ 8½
Lemon Sours	@ 9
Imperials	@ 9½
Ital. Cream Bonbons 35 lb. pails	@11
Molasses Chews, 15 lb. pails	@13
Jelly Date Squares	@10½
Iced Marshmellows	14
Golden Waffles	@11

Fancy—In 5 lb. Boxes

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

Caramels

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

Fruits

Oranges

Fancy Navels	2 75@3 00
Extra Choice	2 50@2 90
Seedlings	2 25@2 50
Fancy Mexicans	@
Jamaicas	@

Lemons

Strictly choice 360s	@3 50
Strictly choice 300s	@3 25
Fancy 300s	@3 25
Ex. Fancy 300s	@3 75
Extra Fancy 360s	@3 50

Bananas

Medium bunches	1 50@1 75
Large bunches	1 75@2 25

Foreign Dried Fruits

Figs

Californias, Fancy	@10
Cal. pkg. 10 lb. boxes	@ 8
Extra Choice, 10 lb. boxes, new Smprna	@13
Fancy, 12 lb. boxes new	@14
Imperial Mikados, 18 lb. boxes	@
Pulled, 6 lb. boxes	@
Naturals, in bags	@ 5½

Dates

Fards in 10 lb. boxes	@10
Fards in 60 lb. cases.	@ 6
Persians, P. H. V.	@ 5½
lb. cases, new	@ 5½
Sairs, 60 lb. cases	@ 5

Nuts

Almonds, Tarragona	@17½
Almonds, Ivica	@
Almonds, California, soft shelled	@15½
Brazils, new	@ 7½
Filberts	@13
Walnuts, Grenobles.	@15
Walnuts, soft shelled California No. 1	@13
Table Nuts, fancy	@11½
Table Nuts, choice	@11
Pecans, Med	@10
Pecans, Ex. Large	@12½
Pecans, Jumbos	@
Hickory Nuts per bu. Ohio, new	@1 75
Cocoanuts, full sacks	@
Chestnuts, per bu	@

Peanuts

Fancy, H. P., Suns	5 @
Fancy, H. P., Flags Roasted	@ 6½
Choice, H. P., Extras	@
Choice, H. P., Extras Roasted	@

Hardware

One Way of Advertising a Hardware Store.

Ben Butler once said he would rather people would talk mean about him than say nothing about him, and sometimes I think the business man who goes along quietly in the even tenor of his way and says nothing himself and has no one else saying anything about him had better have somebody talking mean about him than saying nothing.

I have tried various means of publishing to the people with whom I wished to do business the fact that I had the goods they wanted in sufficient quantities to supply their needs and at prices at which they could afford to buy them. I think one of the best ways to reach the trade is by personal letters. I have a list of all the farmers in my county and some names in adjoining counties, not only including the land owners, but the better class of renters, also, and I mail to them, at least three times a year, a personal letter, calling their particular attention to certain lines of seasonable goods, both in the hardware and implement lines, and if I have any special bargains to offer I mention them and quote prices on them. In addition to this I have, for several years, sent out calendars the first of the year to my farmer customers, being careful to send ones that they will keep during the year. I advertise quite largely, both by display advertisements and locals, in both the newspapers published in our town, and at some seasons of the year in other papers published in other towns in the county. I aim to change my display advertisements at least once every two weeks, and often every week. I think it is very important in advertising to be honest with your customers. Avoid the stereotype statements that you see in so many advertisements, that "our stock this spring is larger than ever before," "our prices are lower than ever," and a number of others of very similar character. I do not mean by this that in advertising a person should not claim all the advantages they have, but, first, be sure that you have advantages. If you know that you own a certain line of goods at a lower price than your competitors are paying for them, explain this to your customer and take all the credit for looking after his interest that you can, and, if you are advertising that you are making special prices or offering special bargains in any line of goods, be very sure that your prices are special, and that the bargains you are offering are really better than your customers can get at other stores in your neighborhood.

I believe a man to be a good advertiser must, first, be a good buyer, second he must be thoroughly honest with his trade. This naturally brings up the question of quality in goods that we handle. If you have a second-class article in stock that you have bought at a low figure, do not advertise it as a first-class article. In the implement business especially stick to good reliable goods, manufactured by factories with standing, reputation and capital, even if you can not make as much profit on the sale of their goods at the time as you could on some outside brand. If you can get the people in your county to believe that a certain line of plows, cook stoves or wagons are the best goods of their kind made and thus build up a large trade on them, your business to those manufacturers is worth more, and they can afford to give you lower prices than if you handle a half dozen different kinds of implements or stoves, and try to tell the people that they are all equally good. There can only be one best thing. Satisfy yourself who makes the best thing in each line you handle, from a pocket knife up to a threshing machine, then go to work for that line and continue to handle it from year to year as long as you are satisfied that it remains at the head. Ask a fair, legitimate profit, and no more, on these lines, and then maintain your prices without regard to what competitors ask for similar goods. Make good to your customers every statement and warrant made on your best lines, without regard to what it costs you. Meet competitors' prices and beat them on some other lines bought for that purpose, even if you lose money on these other lines. Keep posted on what your competitors are selling, and if they are getting more trade on any line than you are, find out the reason, then direct your advertising so as to change this state of affairs as soon as possible.

E. A. Rea.

When the Jobber Violates a Fundamental Business Principle.

In this matter we must and can afford to be liberal and to go slow in making our charges against the offenders. There are cases where one retailer orders goods for a friend of his in another city or town. The local dealer may see the goods arrive marked, perhaps, from the jobber he is buying goods of, to one of his customers. A great many cases of this kind are wrongfully laid up against the jobbers.

We are inclined to be somewhat selfish in our business and I think we have a right to be selfish in a degree, as it is selfishness that spurs on a man to do his best in business or in a profession. Without it he would be a laggard and would soon fall behind in the race for the goal of success, but when selfishness degenerates into cussed meanness, it becomes the most detestable thing on earth. There is some similarity between the conditions or feelings that exist between the jobber and retailer and those which exist between the employer and the employed, or capital and labor, and also in a lesser degree I think between the manufacturer and jobber.

You have all noticed at times the discontent of the employed with their employers and how both their interests suffer unless their differences are speedily adjusted. It is nearly a parallel case between retailer and jobber. When the jobber is greedy enough to sell the consumer and then try to sell the retailer, to whom the consumer's trade rightfully belongs, it can not be denied that he has a temporary advantage over the retailer.

Cases of this kind are of only too frequent occurrence to need special mention. It should be our aim to show the jobber in a friendly manner that his interests are best served by dealing with the retailer. We, of course, understand that in most instances where right and wrong are concerned, the remedy must necessarily come from the stronger. It therefore behooves us to push along the good work of getting all dealers united, to the end that we may be strong enough to assert our rights and make our influence felt. By this I do not intend to say that we should lay down any rules for the jobbers to follow, or abide by, but simply for them to grant us the courtesies we are entitled to and to try to follow the Golden Rule to do unto others as we would have them do unto us, or to remember the common business saying, "To live and let live."

We realize that the jobber has the right to conduct his business as he sees fit, and I would not ask to have that privilege taken from him; but when he sells direct to the consumer, the customer of the retailer, he violates a fundamental business principle and does not deserve our patronage.

O. P. Schlaffer.

The Land of Bread and Butter

Is the title of a new illustrated pamphlet just issued by the Chicago, Milwaukee & St. Paul Railway, relating more specially to the land along the new line it is now building through Bon Homme and Charles Mix counties in South Dakota. It will be found very interesting reading. A copy will be mailed free on receipt of 2-cent stamp for postage. Address Geo. H. Heafford, General Passenger Agent, Chicago, Ill.

B. P. S.

Best Paint Sold

A winner against any competition You have heard about it. If not your painters have and they want it. We want a corking good agent in your town. Big inducements just now. A postal inquiry will bring you all the particulars.

The Patterson-Sargent Co.,
Cleveland,
Chicago,
New York.

Syrup and Sugar Makers' Supplies

Write for prices.

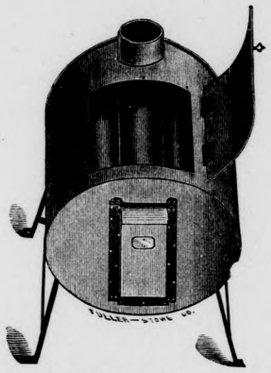
Wm. Brummeler & Sons,

Manufacturers of

TINWARE AND SHEET METAL GOODS.

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

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.

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.

How Olives Are Marketed.

From the New York Sun.

Most of the olives eaten in this country come from a territory of about a hundred miles in diameter, around the city of Seville, in Spain. They are imported in casks of 160 gallons each, the importations, varying with the crop, ranging from 3,000 to 6,000 casks a year, and averaging about 4,000 casks.

Olives are sorted in Spain according to sizes, and each big cask is filled with olives of approximately the same size. There are twelve trade sizes. Formerly the several sizes were described by names; now they are more commonly known in the trade by numerical designations, the names indicating the number of olives to the kilogramme. Thus, 75's means olives that will count from 70 to 80 to the kilogramme.

The olives are imported in brine. Formerly many olives were imported already put up in bottles, but almost all the olives sold in this country are now packed here. The work is done chiefly by women and girls. There are ingenious machines for pitting olives that are put up pitted, but no machine has yet been invented for putting the olives into the bottles with the symmetrical arrangement in which they are now so commonly seen. This work, the building of the wall of olives around the inside of the bottle, where it may be seen through the glass, is all done by hand, the filler placing each olive in the bottle separately with tongs made for the purpose, every olive and row being arranged with care and precision, so that the effect of the whole is attractive and pleasing. This is slow work for beginners, but experts come to fill bottles very rapidly, and perfectly as well, and with such deftness of touch on the tongs as not to bruise or mar the olives in the handling. The interior space having been packed to its capacity, the bottle is filled with a specially prepared brine, to be then corked, capped and labeled, the bottles being then packed in cases.

Olives are put up in a great variety of packages, a single packer in New York using bottles of a hundred different sizes and styles. Olives are put up in better shape in this country than anywhere else. The glass used in making the American bottles is better, to start with and the bottles are more perfect in form, the olives are more handsomely packed in the bottles, and the bottles are better labeled; the whole package, in fact, is better and more sightly in appearance. Olives are packed nowadays in this country in other cities than New York, but the chief importations come to this port, and more olives are packed here than at any other point. From this city olives are distributed all over the country, and carload lots of olives, either in bulk or in glass, are not uncommon shipments.

Changes in Classification.

The Western Classification Committee have made a number of concessions to the shippers, to whom a hearing was recently given at Chicago. The changes in articles belonging to the grocery trade are as follows:

Condensed milk, packed in glass, boxed, changed from second to third class.

Fruit and vegetables in glass or stone jars, second to fourth.

Condensed milk and all kinds of canned goods in glass or stone jars, c. l.

Pickles in glass, second to fourth class.

All kinds of pickles, table sauces and pepper sauces, with the exception of capers, and walnut pulp, fifth class, c. l.

Pickles, l. c. l., glass, second to fourth class.

Canned meats, including glass and stone jars, second class, l. c. l. fourth class, c. l. fifth class. This will allow all kinds of glass goods and canned goods to mix in carloads at fifth class rate.

Lye, powdered or concentrated, barrels or boxes, third to fourth class.

Candy, in carloads, eliminated.

Dried or salt fish, in bales, boxes and barrels, fourth class, l. c. l., fifth class c. l.

Herring, dried or smoked, boxes or barrels, third class.

Smoked fish, n. o. s., in barrels, bundles or boxes, l. c. l., third class.

Axle grease, in cans, buckets, pails or tubs; in boxes, barrels, pails or kits, mixed carloads, fifth class.

Coffee, roasted, l. c. l. fourth class, c. l. fifth class.

Mince meat, packed in glass, boxes, second or third class.

Preserves, fruit butter and jelly, in boxes, kits, kegs, stone and glass jars, buckets and pails and in paper boxes, c. l. fifth class from no c. l. rating.

Bill to Prohibit the Use of Trading Stamps.

A bill has been introduced in the Legislature of Ohio by Mr. Snyder, of Stark county, to prohibit the use of trading stamps and similar gift enterprises. The bill is as follows:

Section 1. That no person shall sell or offer for sale any article of merchandise of any description whatever with the promise, expressed or implied, to give or deliver, or in any manner hold out the promise of a gift or delivery of any ticket, check, metal or paper stamp, or other written or printed promise of assurance, expressed or implied, that the said ticket, check, metal or paper stamp, or written or printed promise or assurance may be used in payment or purchase of or exchange for any other article of merchandise from another person or corporation.

Sec. 2. It shall be unlawful for any merchant or manufacturer to place tickets or coupons in packages of goods sold or manufactured by him, such tickets or coupons to be redeemed by such merchant or manufacturer, either in money or merchandise, whether such packages are sold directly to the consumer or through retail merchants. Nor shall it be lawful for any person to give out with such package tickets or coupons so given out by such merchant or manufacturer.

Sec. 3. Any person violating the provisions of this act shall be guilty of a misdemeanor, and shall be punished by a fine of not more than one thousand dollars, or be imprisoned in jail not exceeding six months, or both.

Where the Nails Go.

An idea of the export business in wire nails may be gathered from the statement that there were recently shipped 1,000 tons of wire nails to China on one steamer and 990 tons to the same country on another steamer. Within thirty days 1,470 tons of wire nails were shipped to Japan. In the month of December 1,117 tons of wire were shipped to Australia by the company from New York City. In the same month nearly 850 tons of wire were shipped to Great Britain, 752 tons to China and Japan, and 450 tons to Buenos Ayres.

Scarcity of Iron Ore.

The scarcity of iron ore has been so great that mines near Blocksberg, S. C., are being worked under remarkably adverse circumstances. About 100 hands are employed in getting out gray magnetic ore, which is sent by rail to furnaces at Greensboro, N. C., 120 miles. But to get the ore to the railroad necessitates its being hauled in mule and ox wagons five miles over rocky roads, the loading and unloading being done by hand. If prices keep up a spur track will be run to the mines.

The Snow Did the Peach Crop Good.

Delaware farmers are much elated over the prospects for a big crop of peaches, strawberries and other fruit. They claim that the recent snow, which was about five inches deep there, has greatly benefited the trees and vines. The outlook now is that the crop will be larger than for ten years past. The elation of the farmers and fruit-growers is reflected in the makers of fruit and peach baskets, many of whom are already starting their factories.

"Did you pay the grocer and butcher, Amelia?" "No; there wasn't enough to pay both of them. To pay only one would make trouble, so I took the money and spent it down town."

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 ....net	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

	¼ in.	5-16 in.	⅜ in.	½ in.
Com	8 c.	7 c.	6 c.	6 c.
BB	9	7¾	6¾	6½
BBB	9½	8¼	7½	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 Slicks	65
Elbows	
Com. 4 piece, 6 in., per doz ....net	65
Corrugated, per doz	1 25
Adjustable ....dis	40&10
Expansive Bits	
Clark's small, $18; large, $26	30&10
Ives' 1, $18; 2, $24; 3, $30	25
Files—New List	
New American	70&10
Nicholson's	70
Heller's Horse Rasps	60&10
Galvanized Iron	
Nos. 16 to 20; 22 and 24; 25 and 26; 27,	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	33⅓
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	3½c rates
Knobs—New List	
Door, mineral, jap. trimmings	85
Door, porcelain, jap. trimmings	1 00
Lanterns	
Regular 0 Tubular, Doz	5 25
Warren, Galvanized Fount	6 00
Levels	
Stanley Rule and Level Co.'s ....dis	70
Mattocks	
Adze Eye ....$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 ½c per pound extra.	
Planes	
Ohio Tool Co.'s, fancy	50
Sciota Bench	60
Sandusky Tool Co.'s, fancy	50
Bench, first quality	60

Nails	
Advance over base, on both Steel and Wire.	
Steel nails, base	050
Wire nails, base	3 65
20 to 60 advance	Base
10 to 16 advance	5
8 advance	10
6 advance	20
4 advance	30
3 advance	45
2 advance	70
Fine 3 advance	
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	35
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrel ⅞ advance	85
Rivets	
Iron and Tinned	50
Copper Rivets and Burs	45
Roofing Plates	
14x20 IC, Charcoal, Dean	6 50
14x20 IX, Charcoal, Dean	7 50
20x28 IC, Charcoal, Dean	13 00
14x20 IC, Charcoal, Allaway Grade	5 50
14x20 IX, Charcoal, Allaway Grade	6 50
20x28 IC, Charcoal, Allaway Grade	11 00
20x28 IX, Charcoal, Allaway Grade	13 00
Ropes	
Sisal, ½ inch and larger	11½
Manilla	17
Sand Paper	
List acct. 19, '86 ....dis	50
Sash Weights	
Solid Eyes, per ton	25 00

Sheet Iron

	com. smooth.	com.
Nos. 10 to 14	$3 20	$3 00
Nos. 15 to 17	3 20	3 00
Nos. 18 to 21	3 30	3 20
Nos. 22 to 24	3 40	3 30
Nos. 25 to 26	3 50	3 40
No. 27	3 60	3 50

All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.

Shells—Loaded	
Loaded with Black Powder ....dis	40
Loaded with Nitro Powder ....dis	40&10
Shot	
Drop	1 60
B B and Buck	1 85
Shovels and Spades	
First Grade, Doz	8 60
Second Grade, Doz	8 10
Solder	
½@½	20

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

Squares	
Steel and Iron	65
Tin—Melyn Grade	
10x14 IC, Charcoal	$ 8 50
14x20 IC, Charcoal	8 50
20x14 IX, Charcoal	9 75
Each additional X on this grade, $1.25.	
Tin—Allaway Grade	
10x14 IC, Charcoal	7 00
14x20 IC, Charcoal	7 00
10x14 IX, Charcoal	8 50
14x20 IX, Charcoal	8 50
Each additional X on this grade, $1.50	
Boiler Size Tin Plate	
14x56 IX, for No. 8 Boilers, } per pound..	10
14x56 IX, for No. 9 Boilers, } per pound..	
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
ASSURE ACCURACY PROFIT CONTENTMENT
We make four grades of books in the different denominations.
CIRCULARS SAMPLES ON INQUIRY
TRADESMAN COMPANY,
GRAND RAPIDS, MICH.

Getting the People

Too Many Kinds of Type—Personal Element in Trade.

Charles E. Bell, of Evart, writes me as follows under date of Feb. 21:

I have been reading with interest your criticisms of local advertisements and have concluded to send you one of mine. I do not occupy very much space in our local paper, but I want to make it show as effectively as possible.

The advertisement submitted by Mr. Bell is illustrated with the cut of an old Greek clock, which explains his use of the heading. I should call it a very fair advertisement. So far as the wording goes, there is but little that could be suggested for its betterment, but the display is not up to the mark. There are too many kinds of type and the use of capitals in the text rather spoils the ap-

C. E. BELL DEALER IN BOOKS STATIONERY AND JEWELRY.

An Old Greek Water Clock

was a most ingenious affair, but it was unreliable and far from a handsome article.

What a change in 2000 years!

Now we can offer Splendid Clocks, made by the ANSONIA, WATERBURY, WM. L. GILBERT and SETH THOMAS CLOCK CO'S. that keep good time.

We positively guarantee all Clocks that we sell

See our Enameled Wood Clocks at $6, $7, $8, $10

We have MANTEL CLOCKS from $5.00, $4.50 and $4.00 down to $2.00—all 8 day strike

Our Case of 50 NICKLE ALARM CLOCKS are going fast at $1.00

Fancy Gilt and Porcelain Clocks at $2.00, $2.50 and $3.00.

Chas. E. Bell.

pearance of the advertisement. It is a great mistake to use capitals with the idea of making the text or display lines more prominent. The printed matter to which we are accustomed is over 90 per cent. lower case or, to use the ordinary term, small letters. Their form is more readily recognized by the eye and a line of capitals is always more difficult to read than one of small letters. You can try this experiment for yourself sometime by having a compositor set up an advertisement entirely in capitals. You will find it almost as hard to read as if printed in an unfamiliar language.

* * *

The advertisement of L. B. Cowley, of Jackson, seems to me rather an extravagant use of space. Boiled down to its elements, all that it says is, "Come and see our new shoes." That is well enough in its way, but the advertisement lacks the most important element that would induce people to accept the

All the Early Spring Styles are found at the Big Store

Last Week We Told You

Of the new arrivals in men's and women's new spring footwear. We asked all to call and inspect them and we meant it. Many have been in, but we want you to come. You don't necessarily have to buy, but call and look at the different lines, the lines we think are the best ever shown in Jackson. We would be pleased to sell you, but are equally pleased to show you even if you don't buy—now. We know that eventually you will buy—if you see them. You can't help it

Rebate Checks Given on all Cash Purchases.

L. B. Cowley,

121 East Main Street.

invitation: it fails to inspire curiosity. The way to advertise any opening or any display of new goods is to tell enough about the goods themselves to make the public desire to learn more about them, and this can only be done by an interesting description of the goods themselves and, if necessary, a little chat about the styles they represent. Prices are not out of place in an opening advertisement, but they are of less importance in such a case than they are in any other form of advertisement. The principal thing, as I have said, is to inspire curiosity. If the prices will aid in that, then it is eminently proper to insert them.

One of my correspondents, who has been doing some very clever advertising, writes me as follows:

My employer wants me to take an extra hour to look around and become familiar with the new goods as they come in, and especially the dry goods, and I am to study the people and see what they want and telephone them, or write those in the smaller towns, when new goods arrive. I am sure this personal advertising will win many, especially the ladies.

My correspondent is quite right. A great deal of the success of a store depends upon just this personal feature in its relation with its customers. If the merchant takes an interest in his customers it is safe to predict that his customers will take an interest in him; and by telephoning them or writing a personal letter a merchant can usually manage to increase his sales very considerably. Of course, there are some merchants who feel that to sit down and write a personal letter to their customers would be a lowering of the dignity of their establishment—but dignity has never been known to pay rent. It is not what might be called a negotiable commodity and the merchant who is afraid to step off his pinnacle of dignity is likely to wake up some morning and find a sheriff's sale announcement on his door. The closer a merchant can get to the needs of his customers the closer he can get to their pocketbooks and, as presumably we are all in business to make money honestly, it would seem that personal advertising should be a great help. W. S. Hamburger.

In the retirement of Walter J. Gould, the wholesale grocery trade of Michigan loses a man who has always made his influence felt, no matter where he might be or under what circumstances he might be placed. Born in England and inheriting to a marked degree the natural combativeness of the English race, Mr. Gould found it next to impossible to adapt himself to the price agreements and trade restrictions which have come to be a concomitant of the wholesale grocery business of late years, depriving the jobber of his independence and making him simply the machine of the trusts and monopolies in distributing food products to the retail trade. True to the traditions of the English people, he kicked over the traces, defying the combinations of capital which have the grocery business by the throat and refusing to join his brothers in trade in upholding associations which tend to maintain profits and minimize the difficulties under which the trade suffers. As a result of this stand, boldly taken and sturdily maintained, Mr. Gould soon found himself out of touch with his fraters in trade and it is not to be wondered at that ill health and a knowledge that he was not in harmony with the capitalistic spirit of the age led him to retire from a field in which he had delved with more or less success for upwards of thirty years.

Straps Are Cheaper.

First Street Railway Magnate—This increase in traffic means that we must get more cars.

Second Street Railway Magnate—Nonsense! We'll put more straps in the old.

Unfinished Business.

I've licked a dozen stamps to-day
For telegrams I sent.
I licked and stuck one on the bill
With which I paid my rent.

I licked a stamp to paste upon
A note which I renewed,
And then I licked another one
To make a mortgage good.

I've licked these stamps to show that I
Respect my country's will.
And now I'd like to lick the man
Who introduced that bill.

Food For Mocking Birds.

Hemp seed, 16 ozs.
Rape seed, 8 ozs.
Cracker, 8 ozs.
Rice, 2 ozs.
Corn meal, 2 ozs.
Capsicum, 2 ozs.
Lard oil, 2 ozs.

Mix all together but the oil, grind to coarse powder, and then incorporate the oil.

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—FLOUR AND FEED MILL—full roller process—in a splendid location. Great bargain, easy terms. Address No. 227, care Michigan Tradesman. 227

FOR SALE—31 ACRES OF LAND SUITAble for any purpose, two and one-half miles east of Benton Harbor, Michigan. Address H. R. Monger, Benton Harbor, Mich. 226

FOR SALE OR RENT—STORE BUILDING with dwelling attached. Good opening for a general store. Also large warehouse suitable for hay and feed business. For particulars apply to J. C. Benbow, Harrietta, Mich. 237

FOR SALE—5,000 ACRES SOUTHERN PINE; or will exchange for general merchandise; or will take partner who has $3,000 cash. Those meaning business must act at once. W. Burt, 30th and Wallace Sts., Chicago, Ill. 233

WANTED—TO PURCHASE A SECOND-hand office safe, medium size and good material. Address Box 64, Boon, Mich. 232

ATTENTION! FOR SALE—FINEST CORner grocery and market in Chicago. Good opportunity for the right man. Big business. Address A. Rueter, Garfield and Seminary Ave., Chicago, Ill. 230

CASH PAID FOR $2,000 TO $2,500 BAZAAR stock. Must be clean and doing good business; or would like good location for new stock. Address No. 229, care Michigan Tradesman. 229

FOR SALE—STOCK DRY GOODS AND fixtures invoicing about $2,500 (fixtures about $175); good clean stock, new brick store; can be rented; best town in Northern Michigan; splendid chance to step into an established business; must be sold at once. Reason for selling, death of the proprietor. Address Leslie & Co., Cadillac, Mich. 242

FOR SALE OR EXCHANGE FOR STOCK of goods—Gristmill, sawmill, water power, eight acres, house and lot. Must be disposed of. G. H. Kirtland, 1151 South Division St., Grand Rapids, Mich. 241

FOR SALE, CHEAP—$3,000 GENERAL stock and building. Address No. 240, care Michigan Tradesman. 240

FOR SALE—A GOOD CLEAN STOCK OF dry goods, boots and shoes; terms reasonable. Will sell or rent stsre and residence. Reason for selling, poor health. Address Lock Box 35, Luther, Mich. 239

STORE ROOM FOR RENT. PLATE GLASS front; furnace heat; counters and shelving all in and up to date in style and finish; 22 feet wide and 90 feet long; centrally located in a good town for trade. For terms address Box 37, Carson City, Mich. 238

FOR SALE—A WELL-ESTABLISHED MILliinery 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 OR EXCHANGE—FOR A HARDware 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—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

WANTED—PARTNER. LARGE BRICK store, 44x125 feet, $7,000 stock hardware, furniture and bicycles. City 35,000, Central Michigan. Address H, care Michigan Tradesman. 218

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

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

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

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

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

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

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

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

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

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

MISCELLANEOUS.

WANTED—POSITION AS SALESMAN IN wholesale or retail store or as manager of branch store. References exchanged. Address A. L. T., care Michigan Tradesman. 228

WANTED—BOOKKEEPER WHO UNDERstands telegraphy. First-class references required. Address Glen Arbor Lumber Co., Glen Arbor, Leelanau Co., Mich. 215

REGISTERED PHARMACIST WANTS POsition in small town. Understands general stock. Strictly reliable. Address No. 236, care Michigan Tradesman. 236

WANTED—REGISTERED PHARMACIST experienced in general merchandise. Address, stating experience, married or single, salary expected, etc., No. 235, care Michigan Tradesman. 235

FOR RENT—LARGE STORE ON WESTERN Ave., Muskegon, Mich. Occupied during past twenty-four years as leading dry goods store by same man. Grand opportunity for person starting in that business. John C. Dunton, Grand Rapids, Mich. 234

POSITION WANTED AS MANAGER OR clerk. Can give references. Can take charge of any department. Address No. 231, care Michigan Tradesman. 231

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

Travelers' Time Tables.

Pere Marquette Railroad

Chicago.

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

Traverse City, Charlevoix and Petoskey.

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

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

Detroit.

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

Saginaw, Alma and Greenville.

Lv Grand Rapids.....	7:00am	5:20pm
Ar Saginaw.....	11:55am	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	†2 00pm	*11 30pm
Ar. Chicago.....	2 30pm	8 45pm	7 00am

FROM CHICAGO

Lv. Chicago.....	†3 02pm	*11 32pm	
Ar. Grand Rapids.....	9 45pm	6 45am	

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

Muskegon Trains.

GOING WEST.

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

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

GOING EAST.

Lv. Muskegon.....	†8 10am	†12 15pm	†4 00pm
Ar. Grand Rapids...	9 30am	1 30pm	5 20pm

†Except Sunday. *Daily.

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

MANISTEE & Northeastern Ry.

Best route to Manistee.

Via C. & W. M. Railway.

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

TRADESMAN ITEMIZED LEDGERS

SIZE—8 1-2 x 14.
THREE COLUMNS.

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

INVOICE RECORD OR BILL BOOK

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

Tradesman Company
Grand Rapids, Mich.

MERCANTILE ASSOCIATIONS

Michigan Retail Grocers' Association

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

Grand Rapids Retail Grocers' Association

President, FRANK J. DYK; Secretary, HOMER KLAP; Treasurer, J. GEORGE LEHMAN

Detroit Retail Grocers' Association

President, JOSEPH KNIGHT; Secretary, E. MARKS; Treasurer, C H. FRINK.

Kalamazoo Retail Grocers' Association

President, W. H. JOHNSON; Secretary, CHAS. HYMAN.

Bay Cities Retail Grocers' Association

President, C. E. WALKER; Secretary, E. C LITTLE.

Muskegon Retail Grocers' Association

President, H. B. SMITH; Secretary, D. A. BOELKINS; Treasurer, J. W. CASKADON.

Jackson Retail Grocers' Association

President, J. FRANK HELMER; Secretary, W H. PORTER; Treasurer, L. PELTON.

Adrian Retail Grocers' Association

President, A. C. CLARK; Secretary, E. F. CLEVELAND; Treasurer, WM. C. KOEHN

Saginaw Retail Merchants' Association

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

Traverse City Business Men's Association

President, THOS T. BATES; Secretary, M. B. HOLLY; Treasurer, C. A. HAMMOND.

Owosso Business Men's Association

President, A. D. WHIPPLE; Secretary, G. T. CAMPBELL; Treasurer, W. E. COLLINS.

Pt. Hurons Merchants' and Manufacturers' Association

President, CHAS. WELLMAN; Secretary, J. T. PERCIVAL.

Alpena Business Men's Association

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

St. Johns Business Men's Association

President, THOS. BROMLEY; Secretary, FRANK A. PERCY; Treasurer, CLARK A. PUTT.

Perry Business Men's Association

President, H. W. WALLACE; Secretary, T. E. HEDDLE.

Grand Haven Retail Merchants' Association

President, F. D. VOS; Secretary, J. W. VERHOEKS.

Yale Business Men's Association

President, CHAS. ROUNDS; Secretary, FRANK PUTNEY.

Grand Rapids Retail Meat Dealers' Association

President, L. M. WILSON; Secretary, PHILIP HILBER; Treasurer, S. J. HUFFORD.

Take a Receipt for Everything

It may save you a thousand dollars, or a lawsuit, or a customer.

We make City Package Receipts to order; also keep plain ones in stock. Send for samples.

BARLOW BROS,
GRAND RAPIDS, MICHIGAN.

For Sale Cheap

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

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

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

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.

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 8½x6 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.

Grand Rapids Agency, 29 Crescent Ave. Detroit Agency, 111 W. Larned St.

Excelsior Bolts Wanted

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

83 to 97 Sixth Street, Grand Rapids, Michigan.

The Michigan Wall Paper Co.--Limited

Dealers in

Wall Paper, Painters' Supplies, Window Shades.

Agents for Billings, Chapin & Co's. Celebrated Paints, Varnishes, Stains, etc., etc.

202 Randolph St., Detroit, Mich.

There Isn't Anything Mysterious About It

It is a simple invention to save and make money.

It weighs in dollars and cents and saves you many losses in a day.
The system costs you nothing—it pays for itself.
Our scales are sold on easy monthly payments.

THE COMPUTING SCALE CO., Dayton, Ohio

H. LEONARD & SONS

IMPORTERS,
MANUFACTURERS
AND JOBBERS

Have You Received Our Spring Catalogue?

If not, write for one. It will save you money. Old contracts and heavy stocks enable us to avoid advanced prices and keep them down to the minimum. Look over the list below and send us a trial order. Small orders receive as prompt attention as large ones. We handle:

Glassware	Silver Platedware	Brooms
Lamps	Jewelry	Stove Boards
Lamp Goods	Furniture	Refrigerators
Lanterns	Carpets	Gasoline Stoves
Crockery	Curtains	Oil Stoves
Druggists' Sundries	Matting	Stoves & Ranges
Pins and Combs	Rugs, Etc	Shelf Hardware
Handkerchiefs	Draperies	Tinware
Shoe Laces	Telescopes	Enameled Ware
Thread and Hose	Valises & Trunks	Cutlery
Books	Leather Goods	Brushes.
Stationers' Sundries	Clocks	Paints & Frescoes
Bazaar Novelties	Screen Doors	Wall Paper
Account Books	Window Screens	Wringers
Express Wagons	Paper & Twine	Woodenware
Children's Carriages	Hammocks	Bicycles
Pictures	Marbles	Bicycle Sundries

And many other lines. Let us hear from you.

H. LEONARD & SONS, Grand Rapids, Mich.

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.