

GOLD DECORATED NOVELTIES

Eight Dozen Staple Everyday Sellers

Two-thirds dozen each of the articles
illustrated for

\$8.00

The beauty of
This assortment
is the variety
you get
for little money



Now is the time to order

These bright
attractive goods
are quick movers
and big
money makers

No charge for package

Crystal glass, with rich gold border at top

Dimensions of articles contained in the "Gold Top" assortment.

Vases, height 6 inches.
Wines, regular size.

Rosebowl, diameter 4 inches.
Card Plates, diam. 6½ inches.

Sugars, height 2½ inches.
Tumblers, regular size.

Crimped Bon Bons, diameter 5 inches.
Round Comports, diameter 5 inches.

Creamers, 2½ inches.
Goblets, regular size.

Sugar and Cream Tray, 4½x8 inches.
Handled Olives, diameter 4½ inches.

We sell to
dealers only

Burley & Torrell

42-44 Lake Street,
Chicago.

The Greatest Success of the Age

Royal Tiger 10c
Tigerettes 5c

A Smoker's Smoke. They hold your old customers and bring new ones. They are trade winners—you will know why when you see them. Always in season.

PHELPS, BRACE & CO., Detroit

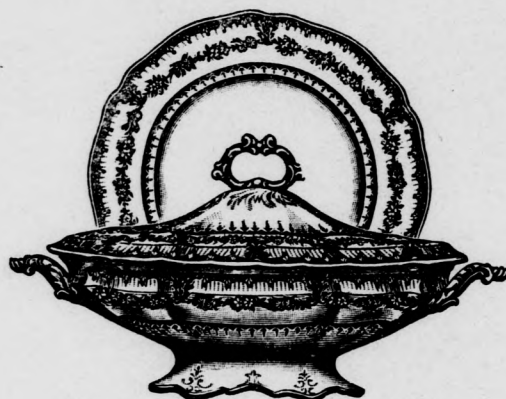
F. E. BUSHMAN, Manager.

The Largest Cigar Dealers in the Middle West.

Jenness & McCurdy

Importers and Jobbers of

China,
Crockery,
Lamps,



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

Another One of Our Good Sellers

No. 42 Assortment of Gold and Crystal Glassware Contains:

dozen Four Piece Sets, per dozen	\$9 00	\$4 50
dozen 4 inch Round Nappies, per dozen	80	1 60
dozen 4 1/2 inch Round Nappies, per dozen	90	1 80
dozen 7 inch Round Nappies, per dozen	4 00	1 34
dozen 8 inch Round Nappies, per dozen	4 50	1 50
dozen Pickles, per dozen	2 90	1 45
dozen 1/2 gallon Jugs, per dozen	7 00	2 34
dozen Molasses Cans, per dozen	3 00	1 50
dozen Tumblers, per dozen	90	1 80

Do you want to make a good profit? Send us a mail order.

HALL & HADDEN,
18 HOUSEMAN BUILDING,
GRAND RAPIDS, MICH

"Sunlight"

Is one of our leading brands of flour, and is as bright and clean as its name. Let us send you some.

Walsh-De Roo Milling Co.,
Holland, 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.

MICHIGAN TRADESMAN

Volume XVII.

GRAND RAPIDS, WEDNESDAY, MARCH 7, 1900.

Number 859

A good thing for other

Why not for you? A. I. C. High Grade Coffees will solve your coffee problem. For particulars address

A. I. C. Coffee Co.,
21 and 23 River Street, Chicago.

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.

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 8 to 17 inclusive. Customers' expenses paid.

Commercial Credit Co. Ltd.
Grand Rapids, Mich.

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

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

Michigan Fire and Marine Insurance Co.

Organized 1881.
Detroit, Michigan.

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

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

DIRECTORS.

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

IMPORTANT FEATURES.

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GENERAL TRADE REVIEW.

The week has been notable for conflicting conditions and interests producing contradictory or paradoxical results in values and volume of business. With railroad earnings exceeding all records, there has been a slight falling off in transportation stocks, doubtless affected sympathetically by the speculative bear manipulations in industrials. The latter have shown a marked decline, to be attributed wholly to professional operations. The course of the African contest, financial legislation and the favorable reports of prices and volume of business would seem to warrant advance, but there has been so much distrust awakened by tricky operations that the public is frightened out of the field.

Affected by the dulness in stocks and the difference in the amount of stock liquidation, the reports of bank clearings make a decidedly unfavorable contrast with last year; but in considering this contrast it must be remembered that the clearing house business at that time was phenomenally larger, going far beyond all records. It could not be expected that the rate should be kept up in the great centers after the adjustments of capital were largely accomplished.

A year ago raw cotton sold at 6.56c and it now sells at 9.69c, a rise of 47.7 per cent. Some goods made further advances last week, and still the average of prices in this department is only 22.9 per cent. higher than a year ago. Wages have risen a little, and other expenses also, but the chief fact is that Northern mills had taken before February began—when cotton cost less than 8 cents—1,665,471 bales, or 504,971 bales more than their consumption to March 1, at last year's full rate, so that they are not using 9 cent cotton. Having now enough to carry them well on into May, they can afford to wait a little. The holders of wool are resisting decline and are counting on higher prices at the London sales, but the high scale of prices is undoubtedly having its influence on the volume of business.

It is curious that, with prices of iron products at Pittsburg double those of last year and the volume of business without precedent, clearing house re-

ports show a falling off. Prices are generally well maintained, but there are misgivings as to the probable effect of the Chicago strikes.

The quick increase in Western receipts of wheat, which exceeded last years' by about a million bushels for the week, making the quantity for four weeks 12,547,056 bushels, against 12,571,910 last year, showed clearly that stocks were by no means exhausted, so that the price ceased to advance. Exports still fall behind last year—2,200,000 bushels for the week and 3,635,000 for four weeks—so that with official returns for seven months the net exports from both coasts, including flour, have been 125,482,498 bushels, against 167,811,622 last year. The fact that corn exports, which were never more than a hundred million bushels until 1897, have now been 147,353,772 in eight months—about 33,000,000 bushels more than last year, and nearly 27,000,000 more than in 1898, when they were largest—goes far to explain the decrease in wheat and promises further expansion of exports in future. Generally foreign trade is most encouraging, for, while imports in four weeks past rise 15.7 per cent. above last year, owing to the great demand for raw materials, the exports have increased relatively still more, over 25 per cent.

Recent occurrences at Lansing furnish fresh proof of the inconsistency of trade unionism and especially that branch of unionism which goes under the name of the typographical union. The union scale for composition in Lansing is 30 cents a thousand, but the striker who made a successful bid in the interest of the typographical union offers to do the work for 23 cents a thousand. Of course, there is a nigger in the woodpile somewhere, and the State of Michigan will find that, in awarding the contract to an irresponsible individual who, in turn, turned it over to an outside printing house it has undertaken a very expensive and unsatisfactory experiment.

The proposed system of domestic parcels post is a blow at the economic welfare of the country. It means the agrandizement of a few department stores in the large cities and the ruin of small retailers and tradesmen all over the country. The latter class are the mainstay and bulwark of the prosperity and domestic trade of this country, and a system that menaces the business of this class strikes at the very foundation of the business interests of the nation. The opposition of the express companies and other carriers to the parcels post is slight compared to the clamor that has arisen from the small merchants.

H. J. Savidge has embarked in the wall paper, paint and oil business at 102 Canal street under the style of H. J. Savidge & Co.

Emanuel Laubengayer has sold his meat market at 339 East Bridge street to Paul Nauta, of Englishville.

Never be idle, but keep your hands or mind usefully employed except when sleeping.

The Grain Market.

Wheat had its ups and downs as usual during the week. The visible, instead of decreasing, made another small gain, which leaves the visible 54,000,000 bushels, against 29,500,000 bushels last week, or 34,500,000 bushels more than at the corresponding time in 1899, caused by the large receipts in the Northwest and limited exports. Our exports in wheat and flour have been about 33,000,000 bushels less since July 1, 1899, than during the same time last year. The Argentine shipments have been large, as their new crop has come on the market. While stocks on the Continent are small as compared with previous years, they are holding off buying in anticipation of still lower markets. Prices now are below what they were a year ago. This large movement of wheat in the Northwest can not hold out always, as the report is that this wheat comes from interior elevators in Minnesota, North and South Dakota, where there are nearly 500 country elevators, and not much from farmers, as most of them had their wheat stored and are selling out, as stated before, to avoid taxes, so we shall soon see a decline in the receipts in the winter wheat section. Receipts are getting smaller right along, as will be shown later in this article. It certainly is strange that while every other commodity has advanced, and is still advancing, the cereal market is flat. However, a change must come, as the outlook is not promising. While the present fine protection of snow on the wheat may prevent further deterioration in the growing crop, it will not help what damage has already been done. Price remains the same—66c for May futures, while prices in this State for No. 2 red have been from 67c to 70c in various localities. We actually heard that some small mills had to send their teams to the farmers' granaries to haul the wheat to the mills, which shows the scarcity of the article.

Corn is rather quiet and prices have not changed any. Exports, as well as receipts, are large. As there are 22,000,000 bushels less in sight than last year there is not much of a chance for lower prices.

Oats are in the same position as corn—a strong undertone and nothing to indicate any lower price, rather an advance.

Beans are only steady at present.

Flour is rather stronger, as the demand is picking up.

Owing to the mills in the interior local points shutting down for want of wheat, the demand for mill feed is brisk and the local demand absorbs all the mills can make.

Receipts for the week were as follows: wheat, 50 cars; corn, 10 cars; oats, 7 cars; flour, 1 car; hay, 4 cars; straw, 1 car.

Receipts for the month of February are as follows: wheat, 201 cars; corn, 76 cars; rye, 2 cars; flour, 4 cars; beans, 1 car; hay, 6 cars; straw, 2 cars.

The Detroit Board of Trade reports 57 cars of wheat for February, against 383 cars for the same month in 1899.

Millers are paying 68c for wheat.

C. G. A. Voigt.

Tradesman Coupons

Save Trouble.
Save Money.
Save Time.

Dry Goods

The Dry Goods Market.

Staple Cottons—Brown sheetings in all weights are firm, and with little if any stock to draw from. All fine brown sheetings are particularly strong. The recent advances in ducks have only proved the actual strength of these goods. Prices as they are now are very strong, and the demand has been in no way lessened. Bleached cottons, wide sheetings, etc., are expected to show sharp advances in the near future. Denims, ticks and several other lines of coarse colored cottons are entirely out of stock, and sold so far ahead that it is discouraging for buyers to look for them.

Ginghams—Fine ginghams are a feature of the market, interesting and unique. While it seems in many ways as though the demand for ginghams was but temporary, yet the mills are so far sold ahead that it will be a long time before they catch up with their orders, and the market is bare of supplies. Several advances have been made, and the demand remains steadily ahead of supplies. The market for staple ginghams is strong, but without change in price.

Prints—Printed calicoes show but little change since our report of a week ago. There is a fairly good volume of business coming to hand for staples, but for fancies trading is light. The market is waiting for the supplementary demand, which is slow in coming to hand. The advance on regular print cloths to 3½¢ places the printers in a hard position, and they are endeavoring to find some way out of the difficulty. Advances in prices are almost positive for another season.

Knit Goods—The jobbers are having a busy spring season. The last few weeks have seen a large amount of business contracted with the retailers, and consequently there are many jobbers who have little or no stock left, and who have sold all the goods that they had ordered from the mills. They also find difficulty in placing duplicate orders, partly on account of the inability of the manufacturers to take any more orders, and also because the latter are unwilling to do so, as they are still holding back for higher prices. This year the effect of cancellations upon the manufacturer and jobber is different from usual. Cancellations generally hurt the manufacturer more than the jobber, because the manufacturer has the goods thrown back on his hands, but at present the boot is on the other leg. For example, a jobber unwilling to wait for any longer length of time for the delivery of his goods, long overdue, cancels the order. The chances are that the manufacturer is only too glad to receive his cancellation, and to have the tension under which he has been laboring, in trying to deliver goods on time, somewhat relaxed. If the manufacturer desires to leave his books open for the same amount of goods as those that have been canceled, there are plenty of buyers waiting eagerly to place all the orders they can, who would jump at the chance, and the manufacturer would be able to get a higher price for them than if the goods had not been canceled. The jobber who canceled the order will have to do one of two things: he will have to do without the goods he canceled, or he will have to get them from somebody else, pay a higher price, and take his chances of getting a still later delivery, since, as

he would only buy at a very late hour, those who bought prior to him would have the preference in delivery. The jobbers are aware of this fact, and so the mills have very few orders canceled, practically the only cancellations being from those who have overbought very heavily.

Carpets—The manufacturers of ingrain carpets who have not previously covered with yarn (especially cotton yarn) find the price rapidly advancing, and mills so well sold up that it has been difficult to obtain deliveries of 2-14 chain yarn, which a few months previous was sold at 11 to 11½¢, now at 19 to 19¼¢, and while the woolen and worsted have not advanced as yet as much in proportion as cotton yarns, the spinners are not disposed to consider the low offers made by manufacturers up to the present time for yarn to be delivered later. The high price of good, clean combing and filling stock, and the limited supply available, have caused a much firmer feeling in this line, and the manufacturers must consider the situation from an entirely different standpoint as compared with the opening of goods last season. Jobbers in carpets report that they have all they can do in both carpets and rugs. Those who handle a line of rugs made from regular carpets are able to offer them at prices below Smyrnas. They are made from wilton, tapestry and other grades of carpets where the figure is suitable. Cut up in various lengths, 1½ by ¾ yards in wilton, made with fringe on the ends, they sell for \$16.50 per dozen, wholesale, while tapestry rugs of the same size sell for \$9 per dozen. Regular Smyrna rugs have advanced this season approximately 10 per cent. over last season's prices. The demand continues very good in all sizes of rugs. Jute yarns are very active this season and advanced more in proportion than any other line. In carpets of all grades the dark grounds predominate, and continue the best sellers, especially the greens, browns and reds in various shades. Manufacturers are shipping large quantities of carpets. Dealers are ready for spring business, and look forward to a very good season in carpets. March, April and May are considered by the retailers to be the best months for the retail trade.

Simple Account File

Simplest and Most Economical Method of Keeping Petit Accounts

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

Tradesman Company,
Grand Rapids.



Top Coats

The Adler Top Coat is finding its way into the stores of Michigan's Leading clothiers. It is this season meeting with more general favor than perhaps at any previous time. We have put our strongest efforts into this line and find ourselves prepared to offer the trade a range of garments

To Retail at \$7.50 to \$15.00

The like of which are not being shown by competitors. There is a happy combination of tone and finish to these coats that others have not as yet put into their goods. Until some other manufacturer shall offer as good a line we will continue as the leading top coat house.

Samples sent prepaid to dealers.

David Adler & Sons
Clothing Co.,
Milwaukee, Wis.

Hair Ornaments

We have to-day the largest assortment of hair ornaments we ever carried.

Pompadour Combs Back Combs
Circle Combs Side Combs
Wire Hair Pins Celluloid Hair Pins
Bone Hair Pins

Send us your order for a few sample dozen.

P. Steketee & Sons,

Wholesale Dry Goods,

Grand Rapids, Mich.

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.

Getting the People

Don't Use Illegible Type—Don't Thank the Public for Patronage.

A. I. Kramer, of Holland, encloses one of his monthly circulars for criticism. It is very neatly gotten up and the wording and display are, for the most part, quite good, but I object strongly to the type which he has used in one portion. It is what is known as "Livermore," a species of script, and if there was ever a type cast that was more difficult to read, I have not come across it yet. It is poor policy to use type that is hard to read. Advertising matter should all be designed with a view of making it as easy to understand as possible. More than this, it should be so plain and legible that it fairly forces itself upon the reader's mind. I realize, of course, that this mistake in Mr. Kramer's circular was the fault of the printer, and not of Mr. Kramer, but I feel that it should be noted, as it detracts from what is, in other respects, a very creditable piece of advertising matter.

* * *

Shiller Brothers, of Reese, write under date of Feb. 26 as follows:

We enclose herewith one more of our circulars. Please give your impartial opinion, as we find your criticism a great aid to our advertising.

The circular in question, which is too large for reproduction, is good as to wording and arrangement. My only criticism is on the last sentence. It reads:

Thanking you all for your patronage in the past, and assuring you the best of attention in the future, we remain as ever,
Yours for Bargains,
Shiller Brothers.

I object to this, not because it does any harm, but because it is useless. As I have told my readers many times, business is not a matter of sentiment. It is a question of dollars and cents. The store that gives the best attention to its customers and sells its goods at the fairest prices is the one that will get the trade. In the long run, every store gets just the share of trade that it deserves, and to thank the public for patronage is as foolish as to thank the railroad company for allowing you to ride on its train. It is a case of value received on both sides.

* * *

Make your advertising timely. If there is any local event of importance, advertise something to fit the occasion. Be alert and take advantage of every opportunity to make your advertising seasonable. Here is a specimen of

Snow Spex!

Does the bright light hurt your eyes? I have a good line of smoked and green Spectacles. Prices 25c to \$1.00.

G. G. Case,
Jeweler.

timely advertising from Jackson, and while I do not believe that it is improved by the distorted spelling in the heading, it is nevertheless a good advertisement because it recognizes a present need, and offers to supply it.
W. S. Hamburger.

The Future of St. Jacob's Oil.

The recent financial collapse of the Charles A. Vogeler Co., manufacturing chemists in Baltimore, still the makers of St. Jacob's Oil, has a moral that is worth general consideration.

Christian Devries was, and is now, one of the cleverest bankers in Baltimore. He is a good, clear-headed business man, where ordinary business is concerned. But he is a mighty poor advertiser, and it looks as though he had spent half a million dollars to find out his own limitations.

When Charles A. Vogeler, a real advertising genius, was adorning the canyons of Colorado with immense signs, and putting up a facsimile of our Central Park Obelisk in Baltimore, and backing base ball clubs, and building natatoriums, and spending hundreds of thousands of dollars every year in newspaper publicity, Mr. Devries was probably laughing in his sleeve at such a waste of cash. He was convinced that St. Jacob's Oil sold because it was a good liniment. Anyhow, he saw that it sold, and after Mr. Vogeler's death in 1882 the books seemed to show that it would be a good business investment for Mr. Devries to buy an interest in the property for \$500,000. Expenditures for publicity were at once curtailed, but it has taken seventeen years to effectively dissipate the cumulative and continuous effect of such advertising as Mr. Vogeler did. The same continuous and increasing prosperity that has been enjoyed by the J. C. Ayer Co. and by the Enoch Morgan's Sons Co. would have been a certainty for St. Jacob's Oil if a good advertiser had been in control. Mr. Devries killed the goose that laid the golden egg.

There are hundreds of business men the world over who may learn a valuable lesson from this experience. They are the men who laugh at the idea that they need help in advertisement writing or in advertisement placing. "Geschäft ist geschäft," they say; a tailor should write a tailor's advertisements; a dry goods man should write what is published to aid in the sale of dry goods; and who so fit as the grocer to tell the public about bargains in cheese and pickles, and cabbages and tomato cat-sup? Business is business, and the talk of a science of publicity-making means as much to them as the claims of the Keeley motor. Mr. Devries might retrieve his shattered fortunes by starting a kindergarten for their benefit, and his bank-books and check-stubs would form the most instructive textbooks for such an institution.

No, many elements go to make up the professor of publicity that may be entirely in the man who has made a competence at running a woolen mill or a bank. And still more various elements go to make up a born advertising genius like Charles A. Vogeler. A century does not produce many such men. The loss of his personality to the St. Jacob's Oil business was a loss hard to make good. Mr. Devries had entire confidence in himself, but some one has remarked that ignorance in action is terrible. He might as well have tried to take the place of Edison in his laboratory or of Paderewski before his piano

as that of Mr. Vogeler at the head of a widely advertised business.

Whether St. Jacob's Oil has a future or not, no one can tell. Assuredly it has not, unless it be under the management of some man who resembles Charles A. Vogeler more than he resembled Christian Devries.

Awnings, Tents, Flags,

Horse and Wagon Covers.
Seat Shades and Umbrellas.
Roller Awnings a Specialty.
Tents to Rent.

Write for samples and special prices.

Grand Rapids

Awning & Tent Co.,

93 Canal Street,
Grand Rapids, Mich.

Corl, Knott & Co.

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

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

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.
RUHL, KOBLEGARD & CO.,
Petoskey, Mich.

RUBBER STAMPS

You can do business with.
Write now to

BUSINESS STAMP WORKS.

49 and 50 Tower Block, Grand Rapids, Mich.
Catalogue for the asking.
Both Phones 2255.

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.

Our line of

WORLD Bicycles for 1900



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

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

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



Michigan Suspender

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

Michigan Suspender Company,

Plainwell, Mich.

Around the State

Movements of Merchants.

Owosso—J. W. Upham has opened a boot and shoe store at this place.

Chesaning—Kinch & Stuart succeed Geo. L. Kinch in the jewelry business.

Dexter—A. Davis & Co. have purchased the general stock of Davis Bros. & Co.

Battle Creek—Geo. L. Bernard has purchased the drug stock of Frank E. Beard.

Fairgrove—Frank G. Bosworth has sold his general stock to Hayward & Jameson.

Saginaw—Crowley & Schwartz have discontinued their wholesale fruit business.

Holland—G. Cook & Co. have opened a feed, grain, produce and seed store at this place.

Lakeview—Mrs. S. E. Young has opened a millinery and bazaar store at this place.

Ovid—J. A. & J. A. Rose, dealers in groceries and shoes, have added a line of dry goods.

St. Joseph—King & Smith is the style of the new grocery firm which succeeds James R. Smith.

Saginaw—C. D. Allen succeeds Geo. R. Armstrong in the wholesale confectionery business.

Detroit—The capital stock of the E. S. Dailey Co. has been increased from \$5,000 to \$25,000.

Lansing—The Post & Bristol Co. succeeds Post & Bristol in the musical instrument business.

Detroit—The North American Drug Co. has filed notice that the corporation has been dissolved.

Lansing—Lyman W. Holmes, proprietor of the Lansing Clothing Co., has discontinued business.

Howard City—Wm. R. Niergarth, of Reed City, will shortly open a boot and shoe store at this place.

Marquette—Perkins Bros. have engaged in the wholesale confectionery business in the Carney block.

Middleville—Rosenberg & Forbes have purchased the lumber and coal business of Aaron Clark & Son.

Sault Ste. Marie—H. A. Reals has sold his meat market to Fred Williams, of this city, and Fred Bruce, late of Providence, R. I.

Algonac—Whorton & Holdon, dealers in hay, grain and implements, have dissolved. The business will be continued by Whorton & Co.

Dowagiac—Tobias Bros. have closed out their grocery stock and will confine their business to their dry goods, shoe and crockery departments.

Plainwell—F. C. Smith & Co. have opened a branch of their merchant tailoring business at Otsego. Mr. Smith will have charge of the business.

St. Johns—Harry E. Mack, of the shoe firm of Waldron & Mack, has purchased the interest of E. P. Waldron and will continue the business as sole owner.

Lansing—Referee in Bankruptcy Davock has declared a final dividend of 36 per cent. to the creditors of Robson Bros., making a total of 60 per cent. declared.

Traverse City—A. A. McCoy & Son have sold their fruit store to W. R. Miller, formerly of Thompsonville, who will continue the business at the same location. A. A. McCoy and E. R. McCoy will remain in the city and continue in the potato and apple business, with which the store has interfered to some extent.

Clare—Baumgarth, dealers in dry goods, clothing and shoes, will open a branch store at McBain about April 1. Rudolph Baumgarth will have charge of the business.

St. Johns—Frank J. Ward has resigned his position as book-keeper of the National Bank at this place and purchased the interest of George Wells in the grocery firm of Wells & Holton.

Allegan—J. A. Wiley and George B. Williams, his brother-in-law, have formed a copartnership under the firm name of Wiley & Williams and will engage in the meat business here.

Owosso—Hookway & Son, who will shortly add a line of clothing, boots and shoes, are creating more space by suspending a floor from the ceiling, upon which will be placed their crockery stock.

Rockford—Wesley Baker, who for many years clerked in the grocery store of E. E. Hewitt, and lately for the new firm of Wellbrook & Brooks, has purchased the grocery stock of R. B. Squires.

Detroit—At the annual election of the Moran-Fitzsimmons Co., J. F. Crusoe, for the past fifteen years credit manager of W. J. Gould & Co., was elected Secretary, and J. J. Vroman Treasurer.

St. Ignace—Rutherford & Jamieson have purchased the grocery stock of Ryerse Bros. Mr. Rutherford was formerly engaged in the drug store of C. H. Wilber and Mr. Jamieson is the manager of the J. A. Jamieson Lumber Co.

Charlotte—The firm of Cove & Waltersdorf, which was organized about six weeks ago, has been dissolved, on account of the ill health of the latter. During the existence of the firm, arrangements were made to enlarge the plant and carry a full line of building supplies, which arrangement will be perfected by Mr. Cove.

Fremont—Darling & Smith, who have been engaged in general trade here for the past seventeen years, have dissolved partnership, Jas. H. Darling retiring on account of ill health. The business will be continued at the same location by Frank H. Smith, whose varied experience and wide acquaintance will undoubtedly enable him to achieve success.

Jackson—A new hardware store will shortly be established at this place, the members of the firm being Charles E. Barnard, who was for many years a member of the firm of Barnard, Smith & Co., H. C. Thurber, a traveling hardware salesman and Robert G. Fitzsimmons, formerly of the firm of Tray & Fitzsimmons. The new company has leased a store on West Main street and has been making extensive improvements on same.

Saginaw—The Grenell Seed Co. has begun the erection of a three-story building, 55x85 feet, located south of the old Tittabawassee boom office on Niagara street. It will be connected with the old office building, making a substantial structure, 55x110 feet in dimensions. The cost will be about \$5,000. The company established a branch in this city several years ago and handles large quantities of beans and peas, which are grown by the farmers under contract.

Imlay City—A good joke is going the rounds at the expense of Banker John Borland. The other evening he and his wife sat down to supper, and the latter gave him a dish of warm apple sauce, for which he has a strong liking.

After partaking of the evening meal Mrs. Borland reached for a sauce dish in which she had poured a box of pills which had been prescribed for her by her physician, but to her surprise found none. Instantly the situation dawned upon her. She had put the warm apple sauce in that dish and it had dissolved the pills, and they being white and tasteless, her liege lord had swallowed the sauce, pills and all. Horrified, she begged of him to call a physician, but he declined, saying he would find out what kind of medicine the doctor gave. Mr. Borland still lives, but says something about a conspiracy when the subject is mentioned.

Petoskey—Ruhl & Koblegard have purchased the tract of land at the corner of Grove and Petoskey streets, adjoining the G. R. & I. tracks, and will immediately enter upon the construction of a three-story and basement brick building, 50x150 feet in dimensions, which they will occupy about June 1 with a wholesale grocery establishment. The firm now conducts a grocery, produce and wool business at Clarksburg, W. Va., and Jacob Koblegard is President of the National Exchange Bank of Weston, W. Va., President of the Herb Medicine Co., at Springfield, Ohio, and also of the Koblegard Co., wholesale dry goods dealers of Clarksburg. The firm is well rated by the mercantile agencies and will prove a decided addition to the business interests of the place. They were attracted to Petoskey by coming here to secure immunity from hay fever and, having an abiding faith in the future of the place and the country roundabout, they have concluded to locate here and share in its development and the extension of trade which will necessarily follow.

Manufacturing Matters.

Charlotte—The Bond & Scott Machine Co. is branching out into the business of manufacturing dynamos.

Saginaw—The F. G. Palmerton Wood-ware Co. has purchased three acres of land north of its plant, on which it will erect a large warehouse.

Lansing—The Oviatt Wagon Co., capitalized at \$10,000, filed articles of association with the Secretary of State last week. The incorporators are E. Percy Oviatt, Julia A. Metcalf, Fanny E. Oviatt and Solomon E. Oviatt.

Battle Creek—The H. B. Sherman Manufacturing Co. has purchased the Standard Brass Works, of Kalamazoo, which will be moved to Battle Creek and added to the present plant as soon as the new factory and foundry buildings are erected. This will probably be in July or August.

Battle Creek—The Battle Creek Optical Co., Limited, has filed articles of association with the register of deeds. The company is capitalized at \$2,500, and is officered as follows: President, John F. Byington; Secretary, Charles Stewart; Treasurer, Vera M. Byington. It will manufacture and job optical instruments at Battle Creek.

Detroit—Baldwin, McGraw & Co., shoe manufacturers, will move their plant from the corner of Griswold and Woodbridge streets to the five-story building at the corner of Jefferson avenue and Bates street. The new location of the firm is near the Biddle house property, and has been vacant for several years. It belongs to the Mills estate.

Kalamazoo—F. A. Taylor, formerly proprietor of the Standard Brass Works, will be associated in the future with

Dr. J. M. Snook and Frank J. Henry under the name of the Cash Supply and Manufacturing Co., manufacturer of agricultural implements, vehicles and farm specialties. Their office will be located on Eleanor street in the Sebring building. They are already using the old Wilson foundry for a factory.

Auspicious Beginning of the Third Year.

Port Huron, March 5—The Merchants and Manufacturers' Association held its regular meeting on Friday evening. The Association passed some time ago the experimental period in its existence.

One of the chief items of interest in the meeting was the annual election of officers, and the fact that a permanent existence has been reached made this event of more interest than it would have been for a temporary organization. Over 100 members of the Association were present, several new names being found in the list. The Association has now 161 members. The additions of the year have been ninety-one.

The auditing committee reported the following statement of finance for the year past:

Amount on hand March 1, 1899, \$162.05; receipts from all sources, \$540.57; balance on hand March 1, \$85.46.

Messrs. Akers, Wellman and Smith reported having attended the banquet of the Detroit Retail Grocers' Association Monday evening. This was pronounced by the delegates a very pleasant occasion.

L. B. Rice reported that there has been secured \$753 of the \$1,000 needed for the improvement of Gratiot avenue from the city limits north to the life-saving station.

Congratulatory speeches on the success of the Association for its two years of work were made by President Wellman and W. D. Smith.

Motion was made and adopted calling for the appointment of a committee to prepare a resolution to the common council asking that the practice of employees of the city assigning their pay to other parties be done away with.

The election of officers excited considerable interest. President Wellman would have received the unanimous vote had he been willing to have accepted it. The election resulted as follows:

President—E. N. Akers.
Vice-President—Henry F. Marx.
Secretary—J. T. Percival.

Treasurer—W. D. Smith, Sr.
On motion of W. D. Smith, Sr., the question of special taxation was placed on the program for discussion at the next meeting.

A resolution of thanks to the retiring President and Vice-President for their two years' services were unanimously adopted by a rising vote.

Fred Percival was invited to give a vocal selection. He was enthusiastically applauded.

At the close of the business session the members sat down to a supper of oysters and coffee. The refreshments were served under the direction of Secretary Percival.

Following the serving of the supper Cyrus Hovey sang "Rocked in the Cradle of the Deep." L. B. Rice told a war story. E. E. Stockwell made a complimentary speech. D. C. McNutt sang an old man's character song, "If I Was as Young as I Used to Be." Henry McJennett sang "The Man Behind the Plow." Fred Percival sang a dutch character song. Henry Nern spoke of the early organization of the Association and some of the good it had accomplished.

Mr. Wellman again thanked the Association for its support of his administration and handed over his gavel of authority to the President-elect, E. N. Akers. A neat speech followed and the meeting adjourned.

The Association has won a name in Port Huron and deserves to live.

E. E. Adams and Gershom Powers have engaged in the manufacture of awnings and kindred supplies at 93 Canal street under the style of the Grand Rapids Awning & Tent Co.

Grand Rapids Gossip

Grand Rapids Retail Grocers' Association.

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

Secretary Klap reported that he had written both Senators and Congressman Smith regarding the food bills now before Congress, to which he had received the following replies: James McMillan: I am in receipt of your letter of February 22, relative to bills S. 2222, S. 2050, and H. R. 2561, and will give careful consideration to the bills when they come before the Senate. I take pleasure in sending you copies of the above mentioned bills under separate cover.

J. C. Burrows: I have your letter of the 22d inst., directing my attention to certain bills pending before Congress. It so happens that no one of these bills is before a committee of which I am a member, but I can assure you they will have my careful consideration when they are brought to the attention of the Senate.

Wm. Alden Smith: It will be a great pleasure for me to place myself in harmony with the wishes of the Grand Rapids Retail Grocers' Association, so far as my action may concern them with reference to House Bill No. 2561 and Senate Bills Nos. 2222 and 2050.

F. H. Barnes, local manager for Scofield, Shurmer & Teagle, wrote the Association as follows:

We have your letter of February 1 and, in reply, would say it is not our intention to antagonize the Association in any manner whatever, and if the Association will appoint a fair minded committee—one which is not prejudiced in either way—we are willing to explain our position in the matter to the said committee and have no doubt that an amicable understanding can be reached by this means.

The communication was discussed at some length and B. S. Harris moved that Mr. Barnes be invited to attend the next meeting and explain his position to the members of the Association, which was adopted.

R. J. Cleland sent a communication to the Association stating the terms on which he would be willing to act as attorney for the organization. On motion of H. C. Wendorff, the communication was accepted and the arrangement entered into in behalf of the Association.

B. S. Harris, chairman of the special Committee on Typewriter, reported that a machine had been purchased and that the Secretary is happy.

Fred W. Fuller read the paper on food legislation, prepared by Eugene J. Hall for presentation at the Cleveland convention.

The telephone situation was discussed at some length, but it was decided to take no further action in the matter until it was demonstrated whether the attitude of the independent company which has purchased the Bell exchange would be friendly or unfriendly to the local company.

The meeting then adjourned.

The Produce Market.

Apples—Carefully sorted Baldwins, Jonathans and Spys command \$4 per bbl. Fancy stock easily commands 50c additional.

Bagas—\$1.25 per 3 bu. bbl.

Bananas—Selling at \$1.50@2 per bunch.

Cocoanuts—Quoted at 50c per doz.

Beans—The market holds steady at 2¢ per bu. for city hand picked pea and about 5c less for medium.

Beets—\$1.25 per 3 bu. bbl.

Butter—Factory creamery is steady at 24c, due to the fact that receipts of table grades of dairy have dropped off to almost nothing, in consequence of which the sale of oleo has increased remarkably. Local dealers in oleo are unable to obtain stock fast enough to fill their orders.

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

Carrots—90c per 3 bu. 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.

Eggs—Receipts have been very small, owing to the cold weather and blockaded condition of the wagon roads, in consequence of which fresh stock has advanced to 16c. A few warm days will probably send the price downward very rapidly.

Green Stuff—Grand Rapids forcing lettuce, 15c per lb. Onions, 25c per doz. Parsley, 35c per doz. Pieplant, 9c per lb. Radishes, 35c per doz.

Hay—Market rules firm, No. 1 Timothy, baled, quoted at \$11.50 per ton in carlots; mixed, \$10@11.

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

Lemons—Are firmer and the tendency is upward, but only the choicest qualities are quoted higher. Trade at this time last year was much better and prices averaged 50@75c per box higher. Bananas are quiet, because it is hardly safe to ship them to a distance during such cold weather. The receipts this week will be large and there is some possibility that prices will decline.

Maple Syrup—Selling at 75c@\$1 per gal., as to quantity and quality.

Nuts—Ohio hickory have declined to \$1 for large and \$1.25 for small. Butter-nuts and walnuts are in small demand at 60c per bu.

Onions—Home grown command 50c.

Oranges—Supply almost entirely of California fruit, Navels bringing \$3.50 and Seedlings \$2.75@3 per box.

Parsnips—\$1.35 per 3 bu. bbl.

Pineapples—Florida fruit brings \$3.75 per doz.

Pears—Californian quoted at \$3.25@3.50 per box.

Potatoes—The market is steady, but no stronger than a week ago. Local buyers throughout the State are paying 26@28c. Locally, sales are made in small quantities at 40c per bu.

Straw—Carlots of baled quoted at \$5.50 per ton for wheat and oat and \$7 for rye. Last named very scarce.

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

Tallow—Common, 43¢ per lb.; machinery grade, 5½@5¾c.

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

Turnips—\$1 per bbl.

Veal—Dressed carcass, 7½@9c per lb., as to quality.

Hides, Pelts, Furs, Tallow and Wool.

Hides remain quiet, with sales of all receipts as they come in. Packers are sold close, with no advance in prices as looked for. The market can be said to be weak, although not quotably lower.

Pelts are closely sold at old prices and the market is strong and firm.

Furs still hold firm, with prices crowded higher on such goods as could be shipped to London in time for the March sales.

Tallow is not strong at quotations, although there is a market for all offerings. The supply is ample.

Wool is in light demand, with firm prices and no indications of weakening.

Higher prices are expected for the coming clip. The large manufacturers are well supplied and they are grinding up large quantities of the product.

Wm. T. Hess.

At the annual meeting of the Michigan Bark & Lumber Co., Clarence U. Clark, W. D. Wade and I. J. Clark were elected directors of the corporation. The directors subsequently elected officers as follows: President, Clarence U. Clark; Vice-President, W. D. Wade; Secretary and Treasurer, F. N. Clark. The company had one of the most prosperous years in 1899 in the history of the organization and enters upon the new year with bright prospects.

The Grocery Market.

Sugar—The raw sugar market has developed considerable weakness during the week just past and prices have declined 1-16c, making the present price of 96 test centrifugals 4 5-16c. The refined market is weaker, in sympathy with the raw market, and the expected decline in refined has taken place—10 points on all grades.

Canned Goods—The future canned goods market presents no new features. No one appears to want to take hold and the situation presents some uncomfortable difficulties. It is said, however, that the present situation will be beneficial to the trade in the end, for the reason that if futures were selling as actively as they did last year, without much question canners would over-pack, and later there would be a desperate scramble and much cutting of prices to dispose of the crop. However, because of slow sale of futures and the fact that the prices of raw material are up so high, canners will probably put up a shorter pack than usual. If they do, the result will be that prices will rule unusually high all the season. Most canned goods are now in second hands and holders are not anxious to dispose of large lots. According to the outlook at present about everything in staple lines will be cleaned up before the new packs come in. Prices must, therefore, rule high and it is expected that the tendency of the market will be upward. The numerous small orders received indicate that dealers are very poorly stocked and must buy heavily to supply the consumptive demand. In spot goods, one of the articles attracting most attention at present is the cheaper grade of peas and they are nearly exhausted. The better qualities of peas are too expensive to permit free selling and buyers have been taking cheap sorts, until those are about cleaned up. The market is, therefore, in very firm position and many dealers wonder where they will get their supplies to fill orders sure to come in during the next few weeks. Tomatoes are unchanged, but the feeling is fairly firm and trade is steady. There is considerable buying of spot goods to carry over, instead of buying futures. This will probably reduce the buying of futures and may, perhaps, result in a smaller pack. Corn is steady, but not especially active. The supply left in first hands is so small that prices are held closely up to the limit and sometimes a premium is asked for some special brand. For futures there is comparatively little demand and what buying is in progress is in small quantities principally. Sales have been steady and very many packers are already sold out or have sold as much as they care to sell under present circumstances. It is unquestionably true that, notwithstanding the fact that last season's corn pack was the heaviest on record, it is nearly all consumed, and by the time the next pack comes in will be cleaned out entirely. There is a fair consumptive demand for some varieties of California fruits, but, as a rule, orders are small, restricted by the high prices and the lack of supplies. Some varieties of California fruits are unobtainable from second hands, and first hand supplies were exhausted weeks ago. The effect of this is to leave the market in an unusually favorable position for this season's pack. Salmon and sardines are unchanged in price, but are firm and in good demand.

Dried Fruits—The dried fruit market is certainly in much better shape than

it has been, although no great advance has occurred in any line yet. The firmer feeling noted previously has continued and there is an impression in the trade that the expected revival has begun and that prices will advance shortly if the present rate of buying continues. Prunes have not felt the quickening of more seasonable weather so much as some other varieties, but holders express no anxiety and appear confident of the future. The outlook is certainly promising, and dealers have reason to anticipate active business in all sizes, but more particularly in the smaller goods. The export demand is somewhat improved and it is expected will increase shortly. Raisins are firm and there is an increased enquiry for same. The available supply is so small that any buying at all will bring improved prices. Peaches are feeling the improving influence of the weather and there is a firmer feeling in all grades. Orders are not large, but there is a disposition to place more of them, which helps the market and puts the fruit on a better footing. It is understood that all Western stocks are under close control, hence it is believed that prices will rule high as long as the present crop lasts. Apricots sell only in retail quantities, but are firmly held and show no indication of weakening. There are only small stocks in market and those are in second hands. Holders are confident that they will get all they ask later. Dates are unchanged. Sales are in small quantities, but at full prices. The market is quiet at present, purchases being limited to such quantities as are needed for immediate consumption. Figs are dull, with an easier tendency noted on all varieties. Currants are somewhat easier and prices have declined ¼c. Evaporated apples continue firm, although there is no change in price. Demand continues fair and, if the present winter weather continues, it will undoubtedly greatly increase.

Rice—The demand for rice is good, especially for the choice and fancy grades. Prices are unchanged, but the market is firm.

Tea—There is a fair demand for tea at unchanged prices.

Molasses—Limited offerings and high prices combine to make trade in molasses quiet. Spot supplies are light, with a scarcity of choice open kettles and old stocks of lower grades practically cleaned up. Still higher prices are expected shortly, due to the decreasing supplies.

Fish—There is no particular change in prices of mackerel. Stocks are light and prices firm. The demand for codfish is also very good and will probably be so during the Lenten season.

Nuts—Trade in nuts is disappointing, but appears to show indications of improvement. Prices do not improve but there is more demand and trade promises to be more active in the near future. Generally at this season there is a heavy demand for the spring trade, but dealers bought heavily at holiday time and are not yet sold out. They are taking only small quantities to fill broken assortments, and the aggregate movement is small. The demand for shelled walnuts is light and the quantity small. Stocks of Valencia and Jordan shelled almonds are light, and prices favor sellers. Walnuts are not selling very briskly, but there is enough demand to hold prices moderately steady on favorite varieties. Conditions favor the buyer now, but a slight quickening of trade would lead to improvement in prices. Other lines are quiet and prices unchanged.

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

Fruits and Produce.

Status of the New York Egg Market.

The egg crop of 1900 seems to be treading on the heels of its predecessor. The excessive quantity of eggs stored last year and the effort to hold prices during the fall on a parity with their high cost resulted in a larger stock unsold on January 1 than has ever before been held at that season. And to add to the unfortunate consequences of this the winter has been generally mild and open, leading to a comparatively free current production and bringing really large supplies of fresh eggs at an unusually early date. These have reached the distributing markets when there were still many thousands of cases of refrigerator eggs unsold, reducing the outlets for the latter and delaying the time when the records of last year's speculative operations could be closed up and charged to experience account.

The mild weather which prevailed in all important producing sections early in the season continued without interruption until January 26. The fact that December had been mild, excepting its last week, and that this one brief period of cold was the only check to egg production from the beginning of winter until late in January caused a general anticipation of increased supplies of new eggs, but they were rather slow coming, and all through January egg men were expressing surprise that the quantity of fresh stock was no greater.

Various theories were advanced to account for the fact. Some said the late season last spring, by delaying the hatching period, left the pullets four or five weeks behind the time when they were due to begin egg laying; others laid the matter to bad roads; still others thought production had been going on freely, but that farmers and country store keepers, remembering the high price of February, 1899, were inclined to hold back and speculate on the chances of the late winter market. Perhaps there may have been more or less truth in all of these suppositions; at all events it was late in January before the new eggs began to show up in large quantity, but when they did begin to come they came in earnest.

The decline to 20c for best Western was sufficient to produce healthy conditions for a time; in fact, the supply of fine fresh continuing light, there was a momentary reaction to 21c on January 20, which lasted four or five days; but about this time advices from the Far West began to indicate a considerable increase in collections, large shippers began to talk about car-load lots and to offer stock down, and as we were then getting all the supplies buyers could use, the prospect of increase gave a downward market and a decline to 17c was effected in two days, from January 25 to 27. Since then we have had a fluctuating market. Supplies have increased rapidly, soon passing the quantity needed for consumption, and values have been governed entirely by the willingness of operators to hold the surplus. This disposition has been effected chiefly by the varying weather conditions, and the tone of distributing markets has followed pretty closely the changes in the temperature at principal points of production.

During the last week in January a cold wave of considerable force spread over the West and many of the goods arriving in New York were withdrawn from sale under shippers' orders. A recovery

to 19c followed, but as soon as the weather changed and orders to sell began to come in, the cause of the advance was removed and it was at once lost. This downward turn continued until Feb. 6, when best Western had fallen to 15c. But about this time another cold wave set in, speculative orders to hold again came in freely, taking much of the supply off the market, and prices again recovered slightly, reaching 16c by February 9. During this advance the basis of sales changed from "loss off" to "case count," the quality of stock improving sufficiently to enable receivers to make the change, although the exchange rule for mark sales was made to take effect February 15.

But, as before, the recovery in price was purely speculative and temporary. Stock was arriving freely and accumulating in first hands, and as soon as the weather changed many shippers again ordered sales, throwing liberal stocks on the market and breaking the price down to 13½c, to which point the market had settled by February 13.

This decline has, however, again developed a strong speculative disposition. Buyers here have been inclined to take more eggs than immediately needed, shippers have placed a large part of the surplus under limit, and speculative orders to buy have come in from other cities.

At this writing there is an accumulation of fresh eggs here variously estimated at from 10,000 to 15,000 cases, but reports from producing sections indicate less stock coming in at country stations, and the position at the moment is very firmly sustained. Accumulations are so large, however, that any general effort to realize on the holdings would force a further decline, and the outlook is for continued fluctuations in value until the possible interference in production by wintry weather is removed by the advancing season.—F. G. Urner in Egg Reporter.

Chicago Oleo Concern in Trouble.

The Aurora Produce Co., of Chicago, Ill., is charged with shipping \$1,000 worth of oleomargarine a week ago to New York and other parts of the country as butter. The company also was escaping the Federal license of \$480 a year. It is said the business has been carried on for months and that large sums of money have been made. Revenue agents are now trying to discover where the company obtained its large supply of oleomargarine. They are inclined to believe some of the more unscrupulous manufacturers were behind the concern.

Petitioned to Abolish Limited Prices.

A petition addressed to the American Cereal Co., asking that the limited price on Quaker Oats be abolished, has been circulated among the Chicago jobbing trade during the past week. The American Cereal Co. claim that they know nothing of the petition and the one who circulated the paper would not give any information relative to his success in obtaining signatures. The limited price established by the cereal company is said to be a farce, and the company is accused of totally neglecting to impose the penalty for cutting.

British Columbian Merchants Against Trading Stamps.

At a meeting of the merchants of Vancouver, B. C., called to discuss trading stamps, it was generally agreed that trading stamps were not a commercial success, as regards the business community, and the meeting pledged itself to do all in its power to do away with the trading-stamp evil. A committee was appointed to get the suggestions of retail merchants to an agreement to that effect.

In Favor of the Metric System.

While the propaganda for the adoption of the metric system of weights and measures has made much headway in this country within the decade, it would seem from recent consular reports that its progress here is not in keeping with the exigencies of foreign trade. England, we understand, says Bradstreets, has lost the Dutch market for iron and steel of certain makes to Germany, primarily because of the convenience in ordering goods of the Germans by the metric system—a standard of weights and measures that is fostered by the Germans and but little used by the British. And if England has been injured by its non-use perhaps we have been, too. At any rate, the information contained in a report from the British Consul at Amsterdam to the effect that the German manufacturers of iron and steel have adopted a uniform scale of dimensions based on the metric system, for articles of universal consumption at home and abroad, should not go unheeded by American manufacturers. Some of these articles, angle iron of all descriptions, for instance, and flanged boiler ends, are made of certain sizes, distinguished by simple marks and numbers. Thus German manufacturers are enabled not only to promise prompt shipments, but to make them.

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	@10½ c
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.

MACKAY & 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.

GLEASON & LANSING,

Wholesale dealers in

BUTTER, EGGS, CHEESE, BEANS AND DRESSED POULTRY
BUFFALO, N. Y.

We want all the above goods we can get, as we have the trade to take them at full market quotations, with quick account sales and check.

References: Buffalo Cold Storage Co., Merchants Bank, Buffalo, N. Y., Dun's and Bradstreet's.

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.

Chicago Men Unwilling to Admit Their Losses.

Chicago, March 3—It is remarkable how few people you can find who have lost money on storage eggs. It is the general impression, and everybody will agree to it, that there have been heavy losses, amounting to probably \$2,000,000 in all, but every big dealer that you talk to says that he got out just in time to save himself. The losses are, no doubt, by the car-lot shippers in the country. Take some shippers of this class, and they will not deny, probably, that they lost money on eggs, and that rather heavily.

From all information gathered on South Water street I am led to believe that none of the dealers, with perhaps one exception, lost much on storage eggs. Every man familiar with the business knows the price at which eggs went in was too high and that there was but one way to get from under, and that was to sell out as quickly as possible. It was generally believed that C. H. Weaver & Co. had very heavy holdings and lost money, but Barney Kilbourne states that his firm was entirely out of the egg deal by December 1, and did not have a dollar's loss on their storage stock. This is the history of nearly all the big dealers. A few of the smaller people had a few hundred cases of eggs on which they did not make any money, but lost little. From a very reliable source it is stated that Armour & Co., who were large storers, got out of the deal by Thanksgiving and were not losers.

It seems to be generally understood that the Western Cold Storage Company lost money on eggs. Manager Mooney states that the losses were small. This house advanced liberally on eggs and bought many for customers on which they could not come out whole. In the future this will not be a feature of this house.

C. H. Weaver & Co. now control a cooler at Omaha and one at Minneapolis. Mr. Kilbourne stated that these coolers would not affect their storage in Chicago materially. It is reasonable to believe that with coolers at these important points, where eggs can be sent at a less freight than to Chicago, Weaver & Co. will use large space for eggs and butter in the new places.

Armour & Co. will not store with the coolers this season. They have a new store room at the yards which will hold 125,000 cases of eggs, 50,000 tubs of butter and 2,000,000 pounds of dressed poultry. A similar plant to this is building at Omaha and is just reaching completion. It will exactly duplicate the Chicago cooler so far as capacity is concerned, and Armour will store his own eggs this year in these two places. This gives him a total of 250,000 cases, and there is little doubt that he will fill it, as the big packers are reaching out extensively for butter, egg and poultry business. With this new capacity for Chicago storage there will be room here for 1,000,000 cases of eggs this year. Whether or not this will be filled is a question. The men who have their money in the plants will probably make an inducement for egg men to fill up the space, and that is likely to cut the storage price. Last season the Western charged forty-five cents a case, the Monarch thirty-five cents, and the Drucker thirty cents. There is money in storage at the latter price and it would surprise no one to see storage space offered this year for twenty-five cents a case. There is too much storage room in this city for the good of the egg trade. The one burning question is, what will eggs go in at this season?—Egg Reporter.

Growing Pineapples Under Cover in Florida.

Orlando, Fla., March 1—Orlando is the center of the pineapple industry of this section. Mahlon Gore, formerly of Kalamazoo, who has become interested in the matter, says that the acreage here will reach 150 acres. A pineapple farm is called a pinery, and there are several within the corporate limits of Orlando. All of the patches are inclosed with a high board fence, cleated, and the whole

of it is covered. A light frame structure is built on posts, and on stringers narrow boards, three inches wide, are nailed, there being an open space of like width between the boards. This is called a half covering. Some of the patches have no other protection from the cold snaps which have been spreading consternation among some of the Florida fruit growers.

Most of them, however, are more expensively cared for. To set out an acre in plants and give them a half covering costs \$1,500. Mr. Sperry says that from seven-eighths of an acre he cleared \$2,000 after everybody in Orlando had said his plants had been killed by frost.

The more expensive pineries have a muslin covering over the boards. There is near here a seven-acre inclosure of this description. At numerous points in the pinery are places to build wood fires, which are set going when the cold wave flag is run up. In still other pineries sheet iron stoves are used, pipes conveying the smoke through the covering. In these stoves coke is used for fuel. This is considered quite an advantage over the wood fire, as by that means smoke spreads through the inclosure, blackening the plants until one would think they had received a coat of lampblack.

Two years ago the entire State had less than 100 acres under cover. The leading variety here is the smooth Cayenne, which averages from four to nine pounds. Some of them weigh eleven and twelve. The plants are started from a small sucker which appears below the fruit. There are from 8,000 to 10,000 plants to the acre and from 80 to 90 per cent. will bear fruit within two years. Cultivation is to keep the beds clear of weeds. The fruit is shipped in crates, size 22 by 24 by 12, the apples packed in excelsior. The freight by express to Chicago is about \$3 per 100. Most of the product is being shipped to New York.

There is no regular season for pineapples. The fruit is kept coming at all seasons of the year.

Individual stockholders of the Standard Oil Company have made heavy investments down here in pineries and orange groves. The freeze of 1895 killed the latter and the groves hereabouts consist of the old trees which have sprouted from the roots, the growth being tall and thick. Little effort seems to have been made to get the trees thus formed into bearing condition, repetition of the cold weather discouraging such attempts. Most of the devastating raids of the frost have been made in recent years.

Mr. Gore says that the first serious freeze in the remembrance of the people occurred in 1835. Fifty years afterward, 1885, the blossoms and fruit were killed and ten years later, in December, 1895, the fruit was again subjected to an icy blast, and in February, 1896, came the worst disaster, the cold, freezing weather killing the trees to the roots, the cold wave catching them in the act of putting forth their foliage and fruit. Since this visitation this section has never revived the industry.—Chicago Record.

A remarkable feat was accomplished last month by an Iowa incubator manufacturer who had engaged room in Mechanics building to exhibit the incubators at the Boston poultry show. The eggs were started to incubate December 27, and so arranged as to hatch on different days of the show. January 13 the incubators were shipped by express a distance of 1,400 miles, including a wagon transfer of two miles in Chicago over cobble-stone streets. The incubators were equipped with an ingenious automatic appliance to regulate the temperature, so that the manufacturer had nothing to contend with in that direction by having the machines exposed to varying temperatures on the journey. The machines contained 1,500 eggs and produced over a thousand chickens. Although these chickens are of humble Western parentage, they have the proud distinction of being born amid all the splendors and refined culture of the "Hub."

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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, - - MARCH 7, 1900.

STATE OF MICHIGAN } ss.
County of Kent

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

I am pressman in the office of the Tradesman Company and have charge of the presses and folding machine in that establishment. I printed and folded 7,000 copies of the issue of Feb. 28, 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 third day of March, 1900.

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

A QUEER LOT.

For a good many years the United States has been making overtures to the republican government of South America. They have not met with unqualified success. There have been misunderstandings and bickerings, jealousies and faulting, time out of mind, and the attitude of the whole continent is not one of peace and good will towards the Great Republic.

It is natural, perhaps, that the growing strength in territory and political importance of this country should awaken distrust among our weaker neighbors, but as the years go by and they have had an opportunity to become acquainted with us and to study us their aversion has not lessened. They still stand on guard. They are watching with eager interest every move on the political chessboard; and, whether we compel Spain to stop tormenting Cuba or force the Philippines into behavior becoming to a people who have received the greatest of favors, the South American republics are fearful that in the end the expansion movement of the United States is intended to take in the whole of the Western World.

This idea comes to the surface whenever a move is made in regard to the isthmus canal. The government of Nicaragua is not yet convinced that it will be exactly safe to dispose of her sovereignty over the territory to this country and Costa Rica is very doubtful as to the outcome of a similar action on her part. Central America has been fearful that the construction and control of the canal by the United States would end in the extension of American sovereignty over the isthmus; and if this feeling has been at all allayed it is due to the belief that the canal will be neutralized and its neutrality insured by the maritime nations and that under these circumstances the absorption of their territory is impossible. The same feeling seems to prevail throughout the Southern peninsula and this, in con-

nection with their evident determination to keep their distance, has induced their Northern neighbors to look upon them as "a queer lot."

They are queer. As nations they seem to have no standing and no stability. Revolutions are as common with them as in France, and for the same reason. National progress is slow. As republics they do not develop republican life and character. They do not forge to the front in the arts. Education does not thrive with them. Civilization seems to be stunted and there is a lack of the ability to practice the modern gospel of "Get there!" which is so prominent a feature of the people of the United States. In fact, they are the legitimate descendants of the old Roman Empire and it is much to be doubted if there exists, in any of the races which trace their parentage to that origin, anything which can be worked up into good republican material as we consider that material now. It will be said that climate plays an important part. It doubtless does, together with other features which might be mentioned; but the old Roman stock, like the old Roman Empire, has passed away. The Mediterranean is no longer the earth's commercial sea and the peoples which dwell upon its banks and the children of those peoples are not able successfully to carry on the world's work which the Atlantic and the Pacific are insisting upon. For centuries the Teuton blood and the Latin have flowed side by side through the same channels, but they do not mingle. They are still distinctly Teuton and Latin. They do not know each other. They can not understand each other; and when we do not understand we suspect. So, then, when the modern Latin blood, as it is developed in the South American republics, sees afar off the sturdy Teuton, nimble in brain and brawn, the old thought that throbbed in the heart of his ancestor, the degenerate Roman, throbs in his and the old fear, transmitted to him through centuries of generations, forces him to see that portion of history repeated where the Goth and the Vandal came down in their invincible might from the North and possessed themselves of the Southern territory.

If time continues long enough it may be that the modern Latin and the American branch of the Anglo-Saxon family may so far come to know each other that the one may cease to fear and the other to wonder. Trade, which has done so much to bring peoples together, has here more work to do. A common interest, which commerce is sure to create, may lead each to see the other's better side. If the South American can so far forget the training that his Spanish mother has given him as to believe that the American promise made is as good as that promise kept, and that he must himself see to it that his own word is as good as his bond, an acquaintance, wholesome to both, will have begun. Confidence will take the place of distrust. The Latin will begin to understand what a republic is and to put that understanding into practice. The Yankee will find out that his Southern neighbors have qualities as sterling as his own but of a different type and will then admit that they are not such "a queer lot" after all. When that time comes Central America and South America will have no fear of Northern expansion and will trust implicitly to the magnanimous spirit that has set Cuba free and unshackled the Philippines.

IN FREE.

It is a game of childhood. It brings back the schoolhouse and the well-known hiding-places; the barn and the limitless resources of concealment which that building possesses. There are glimpses of orchards with buds flushing with the promise of coming spring. There are pictures of uplands and lowlands, of country roads and lanes with dead grass patched with snow; and across these fields come the voices of children shouting clear and strong, "In free! In free!"

It is hardly necessary to say that the game was over when that cry was heard. General disapproval stabbed the air from hiding-places near and far. What was the use of troubling one's self to find a good hiding-place for nothing? What was the use of playing if you were not going to play? What was the fun of coming "in free" when a fellow wasn't asking odds and wasn't wanting odds and was sure of the game by trusting to his wits and heels? It was only the weak and lazy that played that game, and with "in free" repeated by scornful lips the boys left disgusted. The life had been taken out of the game when there was no longer anything to fear or hope for and the way from hiding-place to goal was covered with forceful expressions of ridicule and contempt.

The players of that game have long been scattered. They are filling their places in the world where chance and circumstance and their own efforts have placed them. The professions have claimed a few; some are farmers "on the old farms" their fathers tilled and the rest are tradesmen. All are busy in doing their part of the world's work and all have proven again and again the fact of the old complaint: the life is taken out of the game when there is nothing to fear or hope for. Few, if any, now they are "it," are wasting any breath in shouting, "In free!" and the places they have made for themselves bear testimony to the fact that none of them have taken advantage of the ignominious condition and so "touched goal."

It is pleasing to write this because, in spite of frequent statements to the contrary, the business of this country is based upon sterling integrity. There are men who are willing to take whatever comes their way, if it comes as the air and the sunshine do; there are others who are willing to take something for nothing, and others still who work for that result: but the people of the United States are honest and are willing to live by their wits only when at work in legitimate callings. Unfortunately, in dealing with other nations, there has come too often to the surface a piece of sharp practice until the minor and base element indulging in it has given a bad name to the superior majority and we are classed as a nation of sinners.

This reputation is beginning to tell against us, so that, like the cheats of the Latin story, the Americans, even when bearing gifts, are looked upon with suspicion. The American commodity, when brought into competition with goods from other countries, does not receive the same price. Here is a case in hand: Tasmania, a province of Australia, has been shipping apples to England. America has long been doing the same thing; but the American must stand by and see the Tasmanian fruit sold for three times what his own fruit receives, because American fruit is

a doubtful article. The fruit from Australia comes in better form. It keeps better. Down in the middle of the barrel no gnarly apples are smuggled in. It is what is pretends to be all through, good first-class fruit, packed by an honest man, who gets a first-class price for it because it is exactly what it is sold for. There is no desire here of getting a high price for stuff that is worthless and the man or the nation who has received that once must suffer for it. He got "in free" early in the game; but it is no longer worth the playing.

If this idea of cheating—there are milder words but this is best—were confined to apples the instance would point its moral and be forgotten; but it is not a single instance. Australian butter unfolds its "golden glory" in England at 25c a pound and the same article—shall we call it gilt edged?—from the United States has to be satisfied with 21c. There is no need of telling why. It is almost a capital offense to hint even at canned beef; but, widened to other canned goods, it may be safe to say that it has been found possible to cheat in that class of merchandise. These columns have had occasion to state their opinion pretty squarely on the filled cheese iniquity; and it has long been a standing joke, poor as it is, that American wine, to pass muster, must travel to France for its label. There is no use to mince matters. To turn to practical account a well-known phrase, the commercial cheat can't cheat all his customers all the time and when his villainy has become so common as to put him off his guard he goes "in free" and that is the last of him.

The question comes up of necessity: Must this country put up with this cheating business by the unscrupulous few when the trading world as a whole is honest? The government of New South Wales, understanding the wickedness of the modern Anglo-Saxon as he has there developed, and not desiring the odium which comes from that sort of cheating, has established public warehouses where goods conforming to rigid requirements receive the official brand. That settles the question. Whether this Government is ready to do the same thing remains to be seen. If it shall be decided that this country is not ready to take that stand it may be well enough for the honest trading majority, for their own protection, to resort to that means of defense, or something like it. Some method should be devised whereby the commercial cheat may alone reap the result of his meanness and alone suffer for his dishonesty. In time the reputation of American goods now entertained in too many parts of the world by that means would be changed. Something in that direction has been done in the inspection of meat. As the matter now stands there is little hope of successful competition in the markets of the world for American products and before indulging in any more talk about foreign trade it would be better to devise some way to supply that trade with goods worth selling and that when sold would be found to be exactly what they were sold for. Not only is honesty the best policy, but it is the only basis upon which any successful competition can be carried on with the other nations of the earth. Any other policy, like the "in free" of childhood, will take the life out of the business and that will be the end of it.

When a candidate puts himself in the hands of his friends, they should have complete control of his mouth.

CLIMATIC PHENOMENA.

Every time there is an unusually low temperature experienced in any part of the country, somebody declares in the papers that the climate generally is changing and that the winters are growing colder.

When the records of history are appealed to, it is seen that there is no foundation for such a statement. It is true that, at irregular intervals, seasons of unusual severity have been noted, and sometimes they have exerted serious effects upon human affairs; but there is no evidence whatever of any steady lowering of the winter temperatures in any country where records have been kept, and, if the testimony suggests any conclusion, it is that, even in the historic period, the winters have decreased in severity, although it is most likely that there has been no actual systematic decrease.

Some of the recorded facts are extremely interesting, and it will be worth while to mention a few. For instance, in A. D. 401 the Black Sea was frozen over for twenty days. From October, 763, to February, 764, the Hellespont was frozen at Constantinople. In 1035, in England, freezing weather in mid-summer destroyed the fruits of the earth. In 1294, 1323, 1402, 1426, 1460 and 1548, the Baltic and the seas around Denmark were frozen. In 1658, Charles X., of Sweden, crossed, with his army of infantry, cavalry and artillery, on the ice from Holstein to Denmark. Many other dates are given when there were extreme winters in Europe, one of which was the severe cold in Russia in 1812, which cost Napoleon's army the loss of 400,000 men.

Many other instances could be mentioned of cold visitations of great severity, some of which occurred in the United States, but enough has been said to show that there are no evidences of steadily increasing cold during the historic period; but there have been from time to time, and at irregular intervals, visitations of unusual cold, and likewise of undue heat, as well as seasons of extraordinary drought, and of severe and destructive floods from rainfall. Efforts have been made to connect the unusual weather phenomena with sun spots, with planetary conjunctions and with other physical circumstances; but nothing satisfactory has been elicited on the subject and the science of to-day remains wholly ignorant of the causes of these great meteorological changes. It would be of enormous value to the human race if calamitous visitations of cold, droughts, floods and the like could be known beforehand, as is related of the seven years of drought and crop failure and famine in Egypt in the days of Pharaoh; but such climatic phenomena are beyond the reach of modern meteorology, and, therefore, no provision can be made against their coming.

There is good reason to believe that there have been at periods vastly anterior to any historic era most radical changes of climate upon our planet. It is evident that in the time which geologists have termed the glacial age there was a covering of ice extending from the north pole far down below the northern line of the United States. It, however, long ago disappeared, and some such condition exists at the southern pole of the earth, which is covered by ice fields and mountains extending northward a thousand miles from the pole and rendering the region so locked in ice entirely impenetrable by man, at least up to the present time, and there

is no evidence that the southern ice cap is inhabited by men of any race. The north pole of the earth, on the contrary, has a milder climate and a very much smaller ice tract, permitting the approach of man to within a few hundred miles, while a considerable population resides within the north polar zone.

The Hindoos, who possess ancient chronological records and mathematical calculations which reach back into prehistoric antiquity, claim that there is no permanency in the inclination of the poles of the earth to the ecliptic, which is the plane of the sun's equator. This angle of inclination is now about 23½ degrees; but the Sanskrit mathematicians claim that, operating through a vast period of time, this inclination of the earth's axis increases until it makes an angle with the ecliptic of 90 degrees. The movement goes on until finally the south pole becomes the north pole of the earth. The movement does not stop here, but continues until the earth, after making a complete somersault, returns to the position from which it started, so that in due course the polar regions have become equatorial, and the tropics have been subjected to all the extreme of polar cold, thus by turns giving every zone of the earth all the changes of climate from one extreme to another.

Such a fanciful scheme of astrophysics does not appear to the common observer very plausible, but it is not much more difficult to accept than the theory that claims that the sun is a mere physical fire which is steadily burning up all its combustible contents, and that it has already most seriously declined in heat and light, and that finally it will be burned out and relapse into cold and darkness, carrying its black gloom and immeasurable chill to all the other planets which revolve around and depend on it, and are kept alive by its benign influences. They will all be dead worlds, the remains of a ruined universe, testifying to the finiteness and impending end of all created things.

Let those who can take comfort in the notion of universal destruction. Vastly more will rejoice in the faith that the great universe will continue forever to fulfill its functions, and that the salvation of human souls, which is one of the divine mysteries in which the angels are said to delight, will continue co-existent with the duration of the universe and the designs of divine benevolence.

No one who has not seen a kopje can easily realize it. It is not a hill so much as the stump of a hill—what is left of it after ages of denudation; but the special feature of it is that it is almost invariably covered with a breast-work of boulders. Tropical torrents have washed away the earth and all the soluble components of the rock, and what is left consists of heaps and lines of detached masses of sandstone, ironstone or granite. The kopjes are the Boer's fortifications, and he has any number of them.

Why should a man deny himself pleasures in youth that he may live to a ripe old age? If he is poor, his relatives are not glad that he has solved the secret of longevity, and if he is wealthy and well insured, he can't die any too soon.

It makes one tired to hear an old man say things are not as they used to be. It is a real good thing that they are not.

Figures do not lie when placed in the right columns.

THE AGE OF YOUNG MEN.

The almost universal introduction of steam and electricity as the transmitters of news, the transporters of merchandise and the movers of machinery has not only wrought a revolution in methods of business, but they demand an extreme alertness of intelligence and an extreme promptness of action, as well as the utmost fidelity to duty. When the machinery is set in motion, it must be immediately utilized, lest the power go to waste, and at the same time the men who have the care of steam and electric motors can only neglect them at the peril of great danger to life and property.

To be up-to-date means that, in order to compete in business to-day, one must be provided with the very latest improvements in machinery and methods, and they must be used with the greatest intelligence and activity. A writer in the London National Review, commenting on the situation, declares that England is suffering because she is behind the age in manufacturing and industrial affairs, citing the following instances:

Over our industrial heads already hangs the sword of Damocles. Coal and iron—the very essentials of the machinery trade—are now cheaper by far in Pennsylvania than in Barrow or Middlesbrough. Wages are cheaper when the greater productiveness of the American workman is taken into account. The trade in light machine tools has already almost irrevocably passed from our hands to America. The trade in heavy steam engines is passing from us to Winterthur, Zurich and Berlin. All the best printing machinery is imported from the United States, and you can gauge the up-to-dateness of a paper by asking whether its machines come from that quarter. The trade in cycles, which we for a brief while monopolized, has been lost. You never see an English cycle in Switzerland, France, Germany or Italy. Even in the construction of ships, whether for commercial or military use, Germany and the United States now claim that they can build as cheaply, as efficiently and as rapidly as ourselves. A United States firm, with the express purpose of demonstrating this, will this year deliver in twenty-two months from date of laying down to completion, a large Russian battle-ship, a feat which England has never surpassed. German firms are delivering medium-sized cruisers in eighteen months from the date of laying down. A German-built destroyer holds the record for speed on trial, as a German-built liner holds the record for the Atlantic passage. The building of the Athara bridge, and the capture of an enormous trade in locomotives by the United States are further signs which no wise man can overlook.

This condition of affairs has furnished to the writer quoted a theme which he proposes as showing the reason of England's apparent decline. It is because England is not, in his opinion, up to date, and the reason he gives for it is that in both civil and military affairs, the men who are at the head are too old. With our business propelled by steam and electricity, only the best intellectual activity will suffice to meet the demands they make. Not only must those to whom the responsibility of leadership and control are given be up to date in knowledge and promptness, but they must be able to look ahead. It is not enough to see the present; one must be able to forecast the future.

The writer, citing the men who control the fortunes of the British Empire to-day, mentions the fact that nearly every man in the civil administration of the government is over 60 years of age, while only four general officers in the war department are under that age.

General French, the dashing cavalry commander, is the youngest, and next to him is Lord Kitchener, the hero of the Sudan. In contrast with the names given, those of the great civilians and soldiers who so ably served England in a generation ahead are thus presented:

Pitt was a boy when he was summoned to the administration of affairs, on the eve of the greatest struggle in which our country has ever engaged. Wolfe was only 42 when he laid down his noble life on the Heights of Abraham. Nelson was 30 when the victory of the Nile stamped him as "our greatest sailor since the world began." Wellington was 34 when he commanded at Assaye, and only 40 when he opened the Peninsular war as Commander-in-Chief of a great army. John Churchill, Duke of Marlborough, was 52 when he took the field for his first campaign as Generalissimo in Flanders. Cromwell, the greatest soldier and organizer our country has ever produced, was 46 when he won Naseby. The Duke of Cumberland was not 25 when he became Commander-in-Chief; some months later he went to an army demoralized by defeat, and in a few weeks lifted it to confidence and victory.

It may be mentioned that in the American civil war, at its commencement, General Grant was 39 years old; Sherman, 41; Sheridan, 30. It is worthy of mention that, at the beginning of the war for American independence, Washington was 44, while Jefferson was 33, Hancock 39, and Franklin was 70. Most of the leaders in the great American struggles were young, or certainly not old. When Frederick the Great commenced his military career he was 30 years old. Napoleon was 27 when he commenced the invasion of Italy. If we go back to antiquity, it will be seen that Hannibal, one of the greatest soldiers that ever lived, was 28 when he invaded Rome. Caesar was 42 when he made his great campaign in Gaul, and Alexander was 22 when he invaded Asia. Some of the great commanders were old men, but they were exceptions. Young men have been the world's greatest soldiers.

In any department of life, youth does not necessarily mean up-to-dateness, nor does age mean the lack of it. The simple fact is that, in this wonderful age of machinery and the practical application to the purposes of daily life of scientific discovery, men are needed who keep abreast of the times and know how to utilize all the improved facilities that are available. Up-to-dateness is just the opposite, the antithesis, of old-fogyism. Alertness, promptness, enterprise and firmness of purpose are what are needed for success in any walk of life or line of business to-day. Any people who fail in these qualities will be left behind. This is a fast age.

Charles Henry Gibbs is believed to draw a smaller salary than any other of the many thousand men in the Government employ. He is keeper of an abandoned lighthouse on Nantucket island and receives \$1 per year for his services. He has a poultry farm there, is very comfortably situated and appears to enjoy his life thoroughly.

When a congressman comes home to look after his fences, he likes to refer to Washington as his "post of duty," as if he stood on guard all the time while there with a loaded shotgun to protect the rights of his constituents.

The men who smoke good cigars and drink good beer go to beer saloons. The men who smoke cigarettes and drink absinthe go crazy.

The Meat Market

Consumption Decreasing, but Eating of Beef Increasing.

Speaking of the recent decision of a special committee appointed by the Legislature of New York State to enquire into the subject of tuberculosis, and which decision was that "tuberculosis is rarely transmitted from beast to man," one of our exchange editors says: "Much the same position in relation to bovine tuberculosis is taken by the dairymen and stock breeders of Illinois. These to the number of several hundred, met recently in Chicago, and declared that the tuberculin tests of the State Live Stock Board were failures. They adopted resolutions condemning the tests and appointed a committee to request the Governor to raise the quarantine with reference to tuberculosis and to recommend to the next Legislature such action as would bring relief. 'It has never been proved,' they said in their resolutions, 'that tuberculosis is transmissible from man to bovine or from bovine to man; neither has it been shown that the disease has ever been communicated through the products of the cow, either in beef, butter, milk, or cheese. On the contrary,' they declared, 'statistics prove that consumption in the human family is decreasing, while the use of dairy products is increasing, indicating that the human family is not contracting the disease through the use of dairy products. No other class is so free from the disease as the farmer, who is much of his time with his cattle, and who eats freely of the products of the dairy.' The condemnation by the New York committee of the compulsory slaughter of cattle under the tuberculin test was noted with approval, and a recommendation, like that in New York, was made that the application of tuberculin be restricted to cases where the owner of the animal applies for it."

Trotters a la Butcher.

From the N. Y. Butchers' Advocate.

It is a well-known fact that the French are the most expert cooks. With almost nothing they get up the most delicious dishes, the most appetizing gravies. Give a French cook a dozen chicken heads and a few feet, and he will turn out a soup fit for the finest table. The Parisian butcher is a butcher and cook combined, and all sorts of delicacies and little side dishes are to be found in his shop, one of which is sheep trotters, prepared as follows: Procure a dozen sheep trotters; scald well until all the hair can be readily scraped off, after which singe well to remove the fine white hairs; tie them in bunches of three each to keep straight while cooking, and cook in salted water whitened with flour, after which drain, and remove shank bone. Put the trotters in a saucepan with a quart of sauce, a glass of white wine, salt and pepper; stir five minutes, and finish with a gravy of four egg yolks, four ounces of butter, chopped parsley, and lemon juice; mix well and serve. This popular dish is often to be found on the finest tables in the country. On account of its nutritious qualities, and being so readily digested, it is peculiarly adapted for invalids and convalescents.

Laws Against Our Meats Are Meaningless.

Udo Hellmann, of Hamburg, Germany, representing the pork and provision importing firm of Julius Auer, was in Cincinnati recently. Mr. Hellmann says that the so-called stringent laws in Germany against American meats are rather meaningless. While they are enacted to please the agrarian party, and doubtless do prejudice some

against meats, they do not discourage imports. Indeed, Mr. Hellmann says that there has been a standing offer for over two years made by the several prominent importers of American meats of 1,000 marks, or \$250, for every piece of American meat in which trichinae can be found, and as yet there is the first case in which advantage has been taken of the offer, and no case of trichinae has been run across. Mr. Hellmann says that the apparent falling off in the demand for pork products at this time is due to the fact that there is a great deal of German pork in the market, the total number of home hogs killed there the past season being quite large.

Why Americans Win.

From the Electrical Review.

One of the many reasons why American manufacturers are so successfully competing in foreign markets is to be found in the following episode, which occurred recently:

An American manufacturer of steam specialties was visiting an English firm which made similar goods. A certain article which both firms made was under discussion.

"What is your price on this thing?" asked the American.

"Well, in your money, about \$10," replied the Englishman. "What does it cost you?"

"I'll deliver at your door all you want at \$7 apiece," said the American.

"How in the world do you do it?"

"Well, I'll illustrate," answered the American. "Look out of that window and across the street. See that man painting a sign?"

"Yes."

"He's on a ladder, isn't he?"

"Yes."

"See that other man sitting on the sidewalk holding the foot of the ladder?"

"Yes."

"Now, in America we have ladders that stand up by themselves—don't need a man to hold 'em. So, you see, in this instance we divide your cost of labor exactly by two."

"I see," remarked the Englishman.

England Taking Less Canned Meat Now.

The English government is not sending many orders for canned goods here now, and some interpret this to mean that England expects the war to end soon. We are informed that the real cause for such decrease in orders is that the British government gave out its first emergency contracts here because they could be filled more quickly, with the greater capacity of the American packers, but that it has since favored its own colonies, especially Australia, from which it not only has been drawing its canned corned beef supplies, but also live beef largely.

Something Good of Everybody.

There is in Kalamazoo a certain old lady who always has a kind word for everybody, and it matters not what atrocious crime or misdemeanor one may commit this old lady finds some extenuating circumstance in the case, and some way to excuse the perpetrator. Her son one day, provoked by what he considered undue waste of sympathy, exclaimed in disgust, "Mother, I do believe you would see some good in the devil himself!" "Well, my son," quietly and quickly returned the old lady, "I only wish that you had one-half of his perseverance!"

Not Dealing in Futures.

"What do you charge for a bath?" asked a union cigarmaker, as he entered the barber shop.

"Twenty-five cents," replied the tonsorial artist, "but you can have five tickets for \$1."

"No, I don't want five," said the u. c. "I might not live that many years."

The Bob Veal Season.

The chief health board inspector of Scranton, Pa., reports that "bob" veal is beginning to be brought into the city by a certain class of farmers, and he has already succeeded in capturing a small amount of it, and warns the parties that prosecution will follow if he successfully locates them. The more reputable class of butchers, says the inspector, do not handle this meat, but there are certain dealers who are willing to do so. In these cases the food inspector can only condemn and destroy the stuff, but if he succeeds in laying hands on the farmers who bring it in, he says they shall suffer.

An immoral show on the stage is no more binding than lewd balls in dancing places. Intelligent and respectable people are not obliged to go to them.

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



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

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.

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.

How a Shirk Became a Financial Success. Written for the Tradesman.

What's the matter now, boys? Fussing and fuming about hard work? When you get to my age (and Harry Walsh tried to look superannuated in spite of his having not yet turned 30) you will realize what a privilege it is to work. But I don't blame you much, it is only the folly of youth which controls you. I hope you won't make such tough work of cutting your eye teeth as I did, though. Want to hear my story? Well, I don't mind telling it while you finish your cigars, especially as the train is an hour late and I have nothing else to do.

To begin with, I had a doting mother. She thought the sun rose and set in me, as most mothers do, and, as my father died when I was a little shaver, I received from her a double share of petting and tenderness and was left to grow up at my own sweet will. You see, my mother was left a widow with nothing except a little place in town. So she took care of us both by keeping boarders. They say I was bright and attractive as a child, and of course the people in the house made a fuss over me. After all, it is not strange that much of this kind of thing made me feel that I was sum and substance of the whole thing and could do just as I pleased. I was quick to learn, so did not waste much time in study at school. I could have been of great help to my mother running errands and doing some of the chores about home, but, bless me, I felt it quite beneath my dignity to do menial work. I did notice, sometimes, that my mother looked fagged out, but although she was delicate she was not a person to complain. She always had a smile for me and managed somehow to get through all the work and the endless errands without troubling me.

Well, in the course of time I graduated; but I didn't have any special desire to do anything after that, that is, any good honest work, and my only leaning was toward having a good time. Still, I wasn't quite ready to sit down and fold my hands. I thought a clerk in a bank must have a soft snap—short hours, clean work befitting a gentleman. I knew the cashier at one of the banks, so I applied there and got a place at \$3 a week. I was a sort of aristocratic errand boy. I had copying to my heart's content and the hours did not prove as short as I expected. There was not so much glitter behind the wire grating as there looked to be from the outside. Well, I kept plodding along feeling myself an unwilling martyr to other people's money. The world owed a living to such a clever fellow as myself, so I schemed how to get along easy and do as little actual work as possible. I hadn't been there long before they took in another boy to help. He wasn't particularly prepossessing looking, but he was a hustler from way back. He wasn't so swift as some people I have seen, but he was steady as a clock. He was fresh from the country and seemed perfectly willing to make a slave of himself. Always good-natured, when he finished his own work he was ready to lend a hand to the fellows who weren't through.

Well, things went along this way ten months or so when the paying teller had a better offer and left. It is the custom to move up the men in their order and start a boy from the bottom. To my great surprise I did not go on as I expected, but that measly, freckle-faced,

big-eyed, bushy-haired, loose-jointed fellow from the country, upon whom I looked with contempt and patronized unmercifully, was promoted ahead of me. That cut my vanity to the quick and without waiting to cool down my temper I then and there resigned. I was in a regular hurricane when I went home and it was not my fault that the roof did not tumble down around my ears. Of course, mother was sorry and sympathized with me, but she looked on the bright side of the matter and tried to get me into better spirits. It was only a case of a tempest in a teapot, for I resigned myself quite complacently to sitting around the house. My spending money had never been limited to my meager salary, so now I simply called on my mother for more cash and fooled away my time smoking and reading light novels; I didn't object to taking life easy. But I was soon worn out by the monotony of the thing. I am not sure but way down in the bottom of my heart, so far away that no one guessed my feelings, I was sneakily ashamed of leaning my whole weight on my mother. Anyway, one morning I started out to find a position which would show off my brilliant capabilities more than in a miserable old bank. I did not let anyone know what I was aiming at, but after a week's search I did obtain a minor clerkship in a wholesale store. My mother was delighted and her eyes fairly sparkled as she told people how I had found the work without letting her know anything about my movements until I was successful; and then she dwelt on my independence, how I had asked help from no one.

Now, you would think that the other experience would have taught me the needed lesson, wouldn't you? Not a bit of it. I was a tough nut and needed to be hard knocked several times to break the rough shell of my self-esteem. Instead of buckling down to hard work like a man and facing the plain facts of life, I tried to evade everything that was disagreeable or unpleasant. With such a spirit I soon wore out this place. My brass, however, soon got me another position. I was to learn the goods and then travel for the company. I prided myself on having brains to carry me through without doing any of the digging other men did to get on in the world. Within six weeks I was on the road. And now began a gay time for me. But just then my mother died suddenly from a stroke of apoplexy. I drowned my grief in drink and bent all my energy in the direction of having a jolly good time with the fellows. I was popular and got ahead on my social qualities; but I did not build my trade on a firm foundation and I became more and more slack in attending to business. One of the members of the firm got wind of my goings-on and when I returned to town one Saturday they settled up with me and gave me my walking papers. I was head over heels in debt and the money due me was only a drop in the bucket. Therefore I took it and went in for a grand spree to forget everything.

When I came to my senses I had nothing in my pocket. Again I began searching for work. I walked the streets of Chicago for weeks until it seemed as though I knew every stone in the streets, every sign on the stores. I knew what it meant not to have a bed to sleep in and, as to eating, I have lived weeks on broken crackers supplemented occasionally by soup-house victuals. It was then and there I made a firm resolve never to enter a saloon again, not even for a free lunch; and, please God, I never will.

After such experiences I reached a point where I was ready to wash windows, scrub floors, black boots or do anything else under the sun in order to earn an honest living. It seemed as though I could not hold out much longer, yet those awful days continued to come and go. Many a time I was tempted to commit suicide, but I could not screw up courage when it came to the sticking point. At last I found a place where a porter was needed and I

was only too thankful to get the job. This time I started out fair and square. I sought to find work instead of to evade it and a promotion soon came. I lived within my income and paid off all my old debts. Then came an opportunity to lay up money. Since then I have never had an hour's illness or lost a day's work. I am still with the same firm. Financially I am pretty well fixed. This is my last trip out before I become a partner in the business.

Married? Not yet, but the day is set and congratulations are in order. I know one thing—if I ever have little fellows of my own they shall be put through the mill and never know the meaning of the word "shirk."

Do you want to see my Bible? These slips of paper are not much to look at, but they go everywhere with me and I intend to live and die by them:

"Thou shalt not live without work."
"Blessed are the workers for they shall know the meaning of inward peace and strength."



BETTER THAN EVER. SOLD BY ALL JOBBERS
MANUFACTURED BY

H. VAN TONGEREN,
HOLLAND, MICH.

WORLD'S BEST

S.C.W.

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

H. M. Reynolds & Son,

Manufacturers of

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

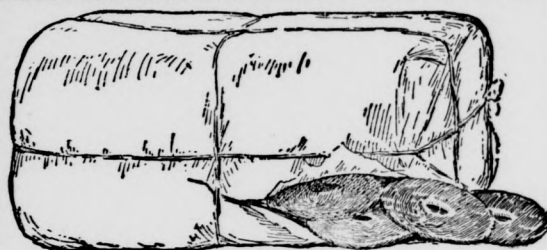
Grand Rapids, Mich.

Office, 32 Campau st.
Factory, 1st av. and M. C. Ry.

ESTABLISHED 1868

Detroit, Mich.

Foot 1st St.



The old fashioned ginger snap
in the brown paper bag is not in it with

Uneeda Jinjer Wayfer

in the moisture proof box.

Ask your grocer for a package to-day.

Made only by NATIONAL BISCUIT COMPANY,
Makers of the famous Uneeda Biscuit.



Shoes and Leather

How Can the Retailer Best Secure an Advance?

At the increased price of shoes how can a retailer best secure an advance from his customers?

Perhaps the most natural answer to this question is: Simply mark up the price and get it. But the purchasing public generally manifests a decided antipathy to having its outcome increased in such a manner. And, as it is well known that successful selling largely depends on keeping the customer's good will it seems an opportune time to consider how the relative change of price and quality can be introduced with the least friction. In considering the subject we must take into account that the different classes will present several phases of the problem, for instance, those who never expect to pay more than the minimum price for an article—that is, the lowest price at which it has ever been quoted to them without regard to circumstances—and any attempt to get more for it causes them to feel that they are victims of extortion, and converts them into wild-eyed anarchists, with inclinations to wade in the gore of capitalists, trust magnates, etc., with perhaps a few drops of the blood of the innocent retailer thrown in.

Then there are the people who always buy a shoe at a fixed price, having settled in their minds that anything less will not supply the quality and anything higher would be an evidence of extravagance on their part and extortion on that of the seller; and who are so familiar with the general characteristics of this grade of shoes that any great deviation in quality will attract their attention and condemnation. Now each of these and several other classes, with their endless combinations and variations, have to be dealt with and the situation explained to some extent at least, and the question is how it can best be done without arousing that feeling of antagonism already referred to. Were shoe customers all people of business instincts and training the matter would be simpler, and would practically resolve itself into the best method of convincing them that the rise was an actual fact, but as human nature is it seems best to employ a certain amount of tact and discrimination without in the least attempting any deception in the way of making the customers believe that they are to continue to receive the old value at the former price. The very fact that the rise in prices is not confined to the line of goods under discussion can be used as a buffer between the sensitive feelings of the customer and the hard fact of rise in price. I have noticed a casual reference to the fact that Pennsylvania or some other railroad has just bought a year's supply of rails at several times the price per ton that they had formerly paid, and considered themselves smart for doing so, entirely revolutionize the aspect of negotiations with a difficult customer and convert him from the feeling that he is being imposed on to proud consciousness that he is having an opportunity to prove himself a financier and philosopher by securing the goods at the moderate advance asked. At any rate, the average buyer thinks about as much of being considered a "shrewd trader" as he does of actually saving money. The ideas so far advanced have to do with the treatment of the question between buyer and salesman, and I

would sum them up as follows: Make the fact clear that higher prices prevail and must prevail as an adjunct of better times; that the most shrewd and careful buyers are paying the advances in nearly all lines, and then point out how little this advance actually amounts to on the small amount in question—ten or fifteen cents on a pair of rubbers—twenty-five to fifty on shoes, etc., concluding with the hope that perhaps goods will be better now that the price has risen.

Then comes the fully as important question of changes of lines and stock. I do not believe that it is wise to continue old lines entirely at a uniform advance of selling price as this will result in making the advance too apparent to the customer and giving opportunity for competitors less open and frank in their methods.

I think the better way is to try and substitute lines one grade higher than those formerly sold. That is, if you have been pushing lines at \$1.25, \$2 and \$3, advertise and push those at \$1.50, \$2.50 and \$3.50. In that case you will be giving better goods than ever, the full percentage of profit can be maintained, and the advance will not be so conspicuous as where it is plainly tacked on to the former price, an object of constant and recurring annoyance to both buyer and seller. The judicious use of the advertised lines will aid in diverting trade from the lower to higher grades, as many people will pay from fifty cents to \$1 more for shoes with a name to them than they could be induced to do without it, and here the question of advance is eliminated, or at least partially concealed. Another point to take advantage of is that where it has been necessary to sacrifice on all stock carried over, it will now be practical to demonstrate that the goods of the previous year's vintage represent the greatest bargains at their original prices, especially as the for once considerate manufacturers have refrained from making radical changes of style and the question of quality will be paramount in the minds of the bargain seeker. Then, too, the similarity of stock and weight of sole of the summer and winter goods will facilitate the clearing out of winter shoes during the spring months without the usual reduction of price, which is, of course, equivalent to an advance. We must not think of paying the higher prices without taking steps to get at least as much profit as formerly. More will be needed instead of less—discounts are cut off, war taxes are put on and business expenses will increase as prices go up—and my idea is that we should take advantage of every point that the situation offers, not only to hold what we have, but to gain a little both in volume of business, and in percentage of profit.—Boots and Shoes Weekly.

Letter of Introduction.

A well-known business man in Chicago has this to say about advertising: I must advertise if I would get results from the men on the road. Before I advertised, my travelers, on entering an office, would be told: "We are not acquainted with your firm," and in many cases found they could not secure recognition from the people, but as soon as I began to advertise I had a different experience. My men found it was equivalent to a letter of introduction from a mutual friend. "Oh, yes, we have noted your advertisement, and feel acquainted with your house." In this influence alone our advertisement pays, whether we get direct orders or not.

Learn your business thoroughly.



Little Czarina

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

A Quick Seller. Order now.

HIRTH, KRAUSE & CO, Grand Rapids, Mich.

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

**Knit or Felt Boots with
Duck or Gum Perfections.**

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

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

Agents Boston Rubber Shoe Company.

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.

THE DOMESTIC PROBLEM.

Only Trade Where Supply Is Not Equal to Demand.
Written for the Tradesman.

This old vexed question of how to obtain competent help to do the housework that we can not or will not do ourselves has as yet not been settled. The army of incompetent and soul-harrowing domestics is indeed appalling; and the army of women at the mercy of this class of wage earners is even larger, for the demand is generally far in excess of the supply. The average American woman has neither the time nor the physical ability nor the inclination to do the general housework of her family, however small. Besides, no lady wants to hire untrained help and be obliged to make a heavy demand upon her time and patience to teach the girl; and so we all advertise for, and expect to get, a girl who is thoroughly competent, and we add, "No others need apply."

But where is the girl to become competent? This knowledge is not intuitive, it is only to be learned by experience and patient repetition. We have schools where girls may learn to become good nurses, and the results are seen in the skillful care of the sick, but where is this great body of domestics to get their knowledge and skill? They come mainly from homes where good housekeeping is by no means common. We have training schools for teachers, never daring to give them the management of a school until they have had this training under competent instruction. We have no trouble whatever in obtaining all the nurses we want, all the teachers we want, all the dressmakers we want. Why are we always advertising for competent girls to do our housework? If we would bring up this position to the level of other occupations, if we would offer some inducement to become skilled in domestic science, if we would recognize the absolute necessity of some school of instruction or be willing to give our own personal instruction to our help—in short, if we would be reasonable and just and businesslike we would soon have no more trouble in this department of labor than in any other.

It is in the art of cooking, for cooking is one of the fine arts, that we find the most deplorable want of knowledge. But how can it be otherwise? To be a good cook requires judgment and experience. No merely mechanical processes of labor will evolve a good dinner. To be a good cook demands much more talent than to be a good seamstress or a good nurse or a good book-keeper. She must be quick of perception, correct in judgment, methodical, accurate, original in method, rapid in execution; and when we shall be willing to pay a good price to have such a cook, and shall so dignify the position as to render the conditions more desirable for holding such a position in our homes, we shall doubtless spend less time bemoaning our fate in being at the mercy of inefficient help.

In this age of specializing and of specialties, the poor domestic is about the only one who has to know how to do, and to do, a little of everything. I had one small room finished up from an open storeroom last year. I had to hire, for that one small room, a plumber, a gasfitter, a carpenter, a mason, a lather, a painter and a paperer—seven specialists to fix one little room! We have teachers of languages only, of mathematics only, of one science, as physics or botany. We have departments in our

stores, and clerks are not supposed to know anything about the stock in any other department than their own. We have a salesman to show and sell us goods, a carrier contrivance to take our money and return the change, a boy to tie up the goods and another to deliver the parcel. A merchant understands that he can not afford a skilled salesman to do that which does not require skill; but we women want a skilled cook who will not only scrub, wash, iron, sweep, wash dishes, etc., etc., when she is not cooking, but we want her for the price that these less skilled employments are worth. In other words, we want a good cook who is willing to work at dish-washing wages. Of course, I am well aware that there is a large number of domestics who do not earn the wages they receive; but I am proposing a plan to eliminate that class, or rather to have them employed at some less difficult task, with appropriate wages. As it is now, they either impose upon us or we impose upon them: if they spoil all our dinners we give them too much; if they are competent cooks they ought to command a price commensurate to other skilled labor. Co-operative housekeeping, or at least in the one department of cooking, would make it possible for a good cook to employ her time without doing cheaper work and by a sharing of expense the burden would not be great upon one family. If this plan can not be made practicable and if it is not possible to keep two girls, a cook and a second girl, and if the lady herself will not see that by doing the cooking herself she can employ cheaper help for the rest of the work—if none of these ways can be adopted I see no way out of the difficulty.

But there is another and even more important phase of this problem that confronts us: How can we establish a more desirable relationship between the mistress of a home and the girl she employs and how can we make the occupation more attractive so that girls will not prefer anything else rather than that? First, I should say, do not call them servants. In our democratic age that word does not have a pleasing sound; besides they are no more servants than the mail carrier who stops from door to door with a huge pack of mail on his back, nor the grocer who brings to the back door the groceries. When I hear a lady say, "I always teach a girl to know her place," I feel quite sure she often has recourse to the want column. Second, a good way to bring about a better relationship is to show them more consideration. Now and then I hear some lady offer as a reason for not having been anywhere for two whole weeks that she has had no girl and is not only all tired out, but almost disgusted with life in general. I wonder if she ever thinks how tiring and how dull it is for her girl to spend all of her time in that same kitchen, without the stimulus that ownership furnishes and without the love that makes all labor lighter. Third, we should remember that they need some social life as well as we. Fourth, let us trust them and believe in them, even, if our confidence is sometimes abused. Nothing does so much to make a girl truthful as to believe her to be. It increases her self-respect. And let her be recognized as at least a temporary member of the family. And why not introduce her to a neighbor or friend, the same as we might our dressmaker? It would not hurt us nor our friend and would help the girl. Why

not show her that her affairs and her friends have an interest for us? Let us remember how we exert ourselves to make our guests feel at home and happy, and shall we do nothing to make the girl feel at home who has come to work in our house? She will work better and with a lighter heart if we talk and plan with her and not simply give orders. A lovely lady in Grand Rapids, a widow, bought two Y. M. C. A. tickets for the lecture course, one for herself and one for her domestic, and they went together to these entertainments. To be sure, she is an intelligent girl, and yet it is only a mere chance that she is in a home where that is counted for anything in a kitchen girl. It is not the lack of intelligence that shuts these girls out from any society except themselves—it is the dismal, foolish belief that to do housework for some one else than ourselves is to occupy a menial position, and this is my fifth proposed remedy for this state of things: Elevate the position by furnishing schools for learning the various branches of housework, especially cooking, and let wages and position be governed by the quality of the work. Octave Thanet says, "A successful housekeeper either knows how to keep house or else knows that she does not know how and gives it over to someone who does."

Prices should be regulated according to the qualifications of the girl and not according to our ability to pay. If we can not afford a high-priced dress we get one of a lower grade. Another thing, let us not expect more than we are paying for and let us, for our own sakes, and still more for theirs, seek to make them more competent, even if there is an advance in price. But, as a rule, these girls care more for happiness and freedom from restraint than they do for money. I do not know as it is our affair to act as special police over the girls who do our work. Let us assume that they are all right. And let us furnish them a room better than the kitchen for them to sit in when their friends come to see them. No wonder they go out evenings.

Two young ladies came to Grand Rapids from another Michigan town where they had graduated from the high school. They wished to take a course in stenography and thought they could attend a commercial school evenings. Being competent in housework, they proposed to pay their way by securing places to work in the daytime. They each were employed at \$3 a week, and of course board and room. They were intelligent, educated girls, bravely undertaking to fit themselves for stenographers and not run in debt. But they were not recognized as anything but servants and after working six weeks they left their places and secured board, preferring to go behind a counter in one of our stores at \$3 a week, and pay \$4 a week for board, rather than do housework in these homes.

There is another side to this question, which may be briefly told: Let girls be worthy of our interest and kindness. Let them show us they are not full of deception and unworthiness. A school from which they must come would soon rid us of undesirable applicants. The incompetent could doubtless do better in stores and shops, and as soon as "it will pay"—for that is the American way of settling all questions—these girls who are leading the dragging, nervous life of our stores will seek positions in our homes. That is the only place where the supply is far less than the demand. And the pay is not alone in dollars and cents. Let them be worthy of, and let them receive, the same recognition and consideration that are given to others and there will be plenty of applicants in response to our calls for help.

H. A. R.

Why

Flour depends on the wheat from which it is made. Wheat, like fruit, depends on the soil and climate in which it grows. The rich soil and cool climate of the Northwest produces America's best wheat—richest in gluten and finest in flavor. Compared with Ceresota, winter wheat flour contains more starch and less gluten. Winter wheat flour makes the best pastry, but Ceresota makes the best bread. The difference is in the wheat rather than the milling. The breadmaking qualities of Ceresota come from the wheat, but the uniformity for which it is famous is the result of scientific milling. We have had thirty years' experience in grinding Minnesota wheat and we know the best methods. We have for the exclusive use of our own mills a perfectly equipped bakery and every day's product is tested before it is branded. "CERESOTA" on the sack is the inspector's certificate

Olney & Judson
Grocer Company,

Western Michigan Distributors,
Grand Rapids, Mich.

The Northwestern Consolidated
Milling Company, Minneapolis.

Hardware

Necessity of Vigilance in Working Off Old Stock.

Dead stock to my mind is considerable of a ghost, as the more one tries to find it the more it eludes your search or, rather, the more you look for it the less real it becomes. The very fact of directing your mind toward dead stock brings it to life and proves that it was only sleeping from neglect.

When your attention is directed to certain goods more than to others they will naturally be the first that you will talk your customer into buying. Simply thinking of them makes them go at every opportunity that comes along. "Eternal vigilance" in obtaining a thorough knowledge of the wants of your trade is the price of success.

Make it your incessant study to learn all the particulars possible about each of your customers and keep in touch with their wants and tastes instead of your own. Classify your trade into grades and select a representative of each grade and make selections in buying as though you were buying for them instead of yourself. Remember, also, in selecting stock that you are in fact the agent of your trade, while the salesman's interest is with his employer instead of being with you.

Make your own selections, instead of letting him do it for you. Articles that he might recommend as being salable elsewhere may be entirely unsalable in your locality. Should any new article of merit be offered to you that would displace similar articles in stock, buy very sparingly of it until you have disposed of the old stock before it is killed by the new. It may be true that your competitor may be offering the new articles before you do, but your customers are not supposed to know what your competitor is selling. They should depend upon you to supply their every want in your line and go nowhere else.

To control your trade and hold it in this manner is a secret that is disclosed in one word, "Honesty." The old man with a lifetime experience will say that "Honesty is the best policy." The "smart" young man will say, "Get money honestly if you can, but get money," the inevitable result of which is failure. Never betray the trust placed in you by a customer; study each transaction separately and make it bring a return of many others. A small profit on many sales to the same party will amount to more than a large profit on a single transaction that may cause him to never return.

You no doubt remember the time when the sale of locks No. 11, 13 and 22 was discontinued by the manufacturer. I fortunately had quite a stock of them on hand at the time, which many would have classed as dead stock. I placed an order for twenty-five dozen more of them at once, and when the stocks of competitors were exhausted I doubled my price and monopolized the demand that continued for repairs at an increased profit over more up-to-date articles. At one time I purchased a quantity of wire netting—a substitute for lath. It would not sell. Nobody wanted it. Dead stock from the start. It "died a-bornin'." I brought it to the front, recommended it for stable and cellar window screens, cut it in small quantities to suit purchasers and disposed of it all at a price far in advance of the price it would bring for the purpose it was intended.

I once purchased seventy-five barrels of mixed tiling from the dead stock of a dealer at one dollar per barrel. I found it to be a recreation to arrange the old stuff into new designs and patterns that were suited to the tastes of my customers. While the stock was old the designs were new and put life into it to the extent of a profit of over five hundred dollars.

A certain customer comes to me at regular intervals and trades knives, simply to get rid of his old knife, which has become dead stock to him, while the old knife he gets from me is new to him. The moment dead stock passes into new hands it becomes new stock to the purchaser. There is no dead stock until it ceases to move, then kick it along and keep it moving, and it won't have time to die.

Put your whole soul into your business, mingle with your customers, load a keg of nails in their wagon and learn all you can about their wants, and by suggestions, that are always appreciated, fit their wants to your stock. Do not get above your clerks; keep yourself down to their level, or, still better, keep them up to your own. Set good examples for them to follow; teach them the art of keeping stock alive by keeping it moving. Show them the advantage of holding trade by honesty in each transaction and grade their merits by continued sales to the same customer instead of by the profit of a single sale that drives him to your competitor.

Lest you might infer that I am an old fogey, I want to digress from the subject of dead stock and say a word about live stock. At one time I carried more than a dozen standard brands of razors. I was unable to recommend any one brand over the others, they were all equally good. I found that customers were frequently unable to make a selection. They expected me to assist them. I discontinued the sale of all the brands except one, which I now purchase in quantity and have my own name put on by the makers. The customers never get rattled now in making the selection of a razor; they have but one brand to select from and, in the absence of the others, it is always the best.

My sale of razors has increased tenfold; every purchaser recommends them to others. If you can get your name on a good article it will keep it alive and never annoy you by becoming dead stock.

John S. Spoerl.

Can Give Any Color to Any Horse.

"See that man who just went out?" asked a druggist, referring to a middle-aged man who had left the store a moment before.

"Well, he's the greatest horse colorer in the country and the only man who has got the business down to perfection."

"A horse colorer? What kind of a profession is that? Never heard of it before."

"Well, the business ain't generally known to the public, but nowadays the horse colorer is the whole thing in racing circles. For some time there has been an opening for a clever horse colorer, and the man who just went out has made a good many thousand dollars during the past few years working around race tracks."

"Of course, you know that the outlawing rules on the race track are pretty strict, and it has become very difficult to start a 'ringer' on any track. A 'ringer,' you know, is a good horse made to appear like an old skate, so that he can be entered in the slower races."

"This professional colorer is nothing more nor less than a 'ringer preparer,' and he's got the slickest methods you

can imagine. He can take a bay mare into his barn and within twenty-four hours bring her out as white as snow or jet black, just as you please. The old-fashioned way of coloring horses was done by a liberal use of paint, but I've known it to go pretty hard with owners when their colored horses happened to be caught in a shower.

"The new method is fully known only to this one man, but he says that he uses some kind of chemicals and can give any color to any horse. He can give a black horse white feet and turn a sorrel into a dapple gray on very short notice. In another twenty-four hours he can bring back the original color of the horse. He charges \$25 a transformation."

Variously Endowed.

Hobbs—My landlady has both strong and weak points.

Dobbs—What are they?

Hobbs—Butter and coffee.

Are You Selling

Prepared paint in 25 gallon lots to paint houses with or only in quart cans for family use? Something is wrong if you don't sell both.

B. P. S.

Will help you do it. Write for particulars. Up-to-date dealers can't afford to miss this opportunity.

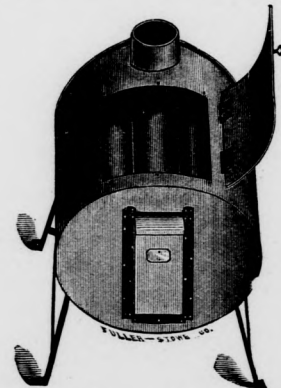
The Patterson-Sargent Co.,

Cleveland,

Chicago,

New York.

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.

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.

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.

Clerks' Corner.

How the Clerk Practiced the Golden Rule.

Grandma Hayward, who lived down the road just out of Ashfield, was always telling about going somewhere. She hadn't been yet, but "sometime when the signs got right" she was going to "gather herself up and start." For a good many years the neighbors believed her and wondered what she wanted to do that for. Then they wondered why she didn't and at last they wished she would and have done with it.

It wasn't that she was so very old that people called her grandmother. Fifty-five isn't so bad for a grandmother, especially when she hasn't a grandchild to her name; but she was good and sensible and always had cookies on hand and the tots of the neighborhood found this out and liked them and then her; and so "Grandma" came to them and to her naturally enough and both liked it and she became "Grandma" to everybody in Ashfield.

For a long time Clen Kirby, the one clerk in the "Ashfield Emporium," had noticed this peculiarity in Grandma Hayward's makeup and the more he thought about it the more it amused him. He hardly ever left a package upon the snowy boards of her kitchen table without hearing something about it and finally the idea began to take shape of doing something about it.

He hadn't lived in the village a great while, but somehow Grandma Hayward took a fancy to him and he to her. He always found a cookie waiting for him—oftener something more substantial—and he let her see that her kindness was appreciated. An indefinite something—a glance of the eye, the poise of the head, the gentle voice—made him think of his mother and he found himself caring for her in a hundred ways. As he came to know her and heard her intended journey commented on and laughed at an idea came into his head and took shape. If Boston had been the end and aim of her long-planned pilgrimage why not take her to that shrine of her heart's desire? And what time would be better for the visit than now when the rush of the holidays was over and the city had not yet put off its holiday attire with the fading resolutions of the New Year?

The more he thought of it the better it seemed. There was little rush in business in Ashfield at any time and "the boss" had promised him a week off as an offset to the extra work he had done. He had an aunt in the city who was constantly urging him to come for a stay, long or short, as suited his convenience best; he knew the two women would take to each other; it would be a pleasure to him to go around with her and watch her constant surprise; he had money enough and if it should give out his aunt would give him more; he could have two good days for showing the sights of the hub, and he'd do it.

He disclosed his designs to the store-keeper's wife, who entered into them heartily and womanlike promised to see that so far as it lay in her power the long-talked-of journey should be taken.

So Aunt Susan was written to and she responded promptly and heartily. The store-keeper's wife looked over Grandma Hayward's wardrobe from head to foot and pronounced it generally good and then Kirby made the neat little kitchen the last place on his delivery that morning and when Grandma was "right in the middle of everything"

went in and laid his package of sugar down on the kitchen table.

"I'm going on my vacation to-morrow, going on the 8:30 train to Boston to be gone two days—two whole days, Grandma Hayward! What do you think of that?"

A flush of red rushed into the dear woman's face. Boston! The Mecca of all her wondering hopes and wishes! Two whole days! The bliss of eternity was in them. She stopped in the middle of the apple she was paring and dreamily looked through Clen, who had sat down in front of the window, out into the clear blue of the winter day.

"Well, it will be a good time for you. That's the journey I'm going to take one of these fine days; yes, one-of-these-days. You'll want a little lunch put up, won't you? I'll put it up, Clenny, and I hope you'll eat it right on the top of Bunker Hill Monument!"

"All right; and while you are about it put up enough for two. I know your lunches, Grandma, and when I've climbed three hundred feet up into the air I shall feel like eating ten lunches, so be sure you put up two anyway. I shall need 'em."

"Two whole days in Boston! You must see the Old South and Faneuil Hall and the Common and the big elm," she went on faster, "where George Washington, the Father of His Country, unsheathed his sword in the cause of American liberty, as Commander of the American army (the young fellow smiled as he recognized the words of his old reading book oratorically pronounced), an' the State House an' Washington street an' Schollay's Building an' Quincy Market an' Cornhill an'—oh, lots of 'em! Two whole days! Clen Kirby, it's too much for one, an' you only a little over 19. You—"

"I'm going to. I've written to my aunt, who lives on Charles street, and she's coming to the station after us in her carriage and we're just going to paint that old town red. There isn't anything we sha'n't see—the Public Gardens and Beacon street and—oh, I d' know—all Boston."

"Who's going with you from here, that Gilbert boy? I've seen you together pretty often lately."

"No, I'll bet you can't guess. Try it—the best out o' three."

"Tain't that Smithers boy, is it?"

"No. That's one."

"Oh, I know—Leo Curtis. Strange I didn't think o' him first."

"Oh, you are 'way off,' way up in the frigid zone, Grandma. You'll have to get nearer home than that."

"Well, now let me see—Erastus Paige?"

"Oh, Grandma, you can't guess for sour apples! No; when the train goes at 8:30 to-morrow morning it will take me and—listen—Grandmother Hayward!"

Upon the edge of the milk pan, half full of big cooking apples, Grandma rested her two plump arms, the right hand holding the paring knife, the left a half-paring apple. Apple and knife dropped to the floor as she heard her own name pronounced and in utter astonishment she exclaimed: "Clen Kirby, what-do-you-mean!"

"Just what I say, Grandma. You are going with me to Boston to-morrow, to be gone two whole days. Everything's all fixed; my aunt is all ready for us and we're going to have just the very best time two good friends ever had."

"You don't mean to tell me—"

"Yes, I do. Now you hurry up with

Hardware Price Current

Augurs and Bits

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

Axes

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

Barrows

Railroad	16 50
Garden	30 00

Bolts

Stove	50
Carriage, new list	45
Plow	50

Buckets

Well, plain	\$4 00
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Butts, Cast

Cast Loose Pin, figured	65
Wrought Narrow	60

Cartridges

Rim Fire	40&10
Central Fire	20

Chain

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

Crowbars

Cast Steel, per lb.	6
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Caps

Ely's 1-10, per m.	65
Hick's C. F., per m.	55
G. D., per m.	45
Musket, per m.	75

Chisels

Socket Firmer	65
Socket Framing	65
Socket Corner	65
Socket Slicks	65

Elbows

Com. 4 piece, 6 in., per doz.	net 65
Corrugated, per doz.	1 25
Adjustable	40&10

Expansive Bits

Clark's small, \$18; large, \$26	30&10
Ives' 1, \$18; 2, \$24; 3, \$30	25

Files—New List

New American	70&10
Nicholson's	70
Heller's Horse Rasps	60&10
Galvanized Iron	
Nos. 16 to 20; 22 and 24; 25 and 26; 27, List 12 13 14 15 16.	28 17
Discount, 70	

Gas Pipe

Black	40&10
Galvanized	50&10

Gauges

Stanley Rule and Level Co.'s	60&10
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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 33 1/4
Yerkes & Plumb's	dis 40&10
Mason's Solid Cast Steel	30c list 70

Hinges

Gate, Clark's 1, 2, 3	dis 60&10
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Hollow Ware

Pots	50&10
Kettles	50&10
Spiders	50&10

Horse Nails

Au Sable	dis 40&10
Putnam	dis 5

House Furnishing Goods

Stamped Tinware, new list	70
Japanned Tinware	20&10

Iron

Bar Iron	3 c rates
Light Band	3 1/2 c rates

Knobs—New List

Door, mural, 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
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Mattocks

Adze Eye	\$17 00..dis 60
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Metals—Zinc

600 pound casks	7 1/4
Per pound	8

Miscellaneous

Bird Cages	40
Pumps, Cistern	70
Screws, New List	80
Castors, Bed and Plate	50&10&10
Dampers, American	50

Molasses Gates

Stebbins' Pattern	60&10
Enterprise, self-measuring	30

Pans

Fry, Acme	60&10&10
Common, polished	70&5

Patent Planished Iron

"A" Wood's patent planished, Nos. 24 to 27	10 75
"B" Wood's patent planished, Nos. 25 to 27	9 75
Broken packages 1/4 per pound extra.	

Planes

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

Nails

Advance over base, on both Steel and Wire.	
Steel nails, base	050
Wire nails, base	3 65
20 to 60 advance	Base
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	25
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrel 1/2 advance	85

Rivets

Iron and Tinned	50
Copper Rivets and Burs	45

Roofing Plates

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

Ropes

Sisal, 1/2 inch and larger	11 1/2
Manilla	17

Sand Paper

List acct. 19, '86	dis 50
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Sash Weights

Solid Eyes, per ton	25 00
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Sheet Iron

	com. smooth.	com.
Nos. 10 to 14	\$3 20	\$3 00
Nos. 15 to 17	3 20	3 00
Nos. 18 to 21	3 30	3 20
Nos. 22 to 24	3 40	3 30
Nos. 25 to 26	3 50	3 40
No. 27	3 60	3 50
All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.		

Shells—Loaded

Loaded with Black Powder	dis 40
Loaded with Nitro Powder	dis 40&10

Shot

Drop	1 60
B B and Buck	1 85

Shovels and Spades

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

Solder

1/2 lb.	20
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The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.

Squares

Steel and Iron	65
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Tin—Melyn Grade

10x14 IC, Charcoal	\$ 8 50
14x20 IC, Charcoal	8 50
20x14 IC, Charcoal	9 75
Each additional X on this grade, \$1.25.	

Tin—Allaway Grade

10x14 IC, Charcoal	7 00
14x20 IC, Charcoal	7 00
10x14 IX, Charcoal	8 50
14x20 IX, Charcoal	8 50
Each additional X on this grade, \$1.50	

Boiler Size Tin Plate

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

Traps

Steel, Game	75
Oneida Community, Newhouse's	40&10
Oneida Community, Hawley & Nor-	

ton's	65&16
Mouse, choker, per doz.	15
Mouse, delusion, per doz.	1 25

Wire

Bright Market	60
Annealed Market	60
Coppered Market	50&10
Tinned Market	50&10
Coppered Spring Steel	40
Barbed Fence, Galvanized	4 30
Barbed Fence, Painted	4 15

Wire Goods

Bright	75
Screw Eyes	75
Hooks	75
Gate Hooks and Eyes	75

Wrenches

Baxter's Adjustable, Nickled	30
Coe's Genuine	30
Coe's Patent Agricultural, Wrought. 70&10	

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that lunch—a good fat one for two;” and the boy, glad clear through, hurried back to the store to tell the store-keeper’s wife to go over and get Grandma Hayward ready for the event of her lifetime.

If Grandma had been paralyzed she could not have sat more like a statue, until the slam of her back gate recalled her to her senses; then, picking up apple and knife, she put her pan of apples on the table, saying to herself, “I just begin to understand now how Simeon felt when he said, ‘Lord, now lettest thou thy servant depart in peace;’ but I don’t know what Simeon would have said if he’d been going to Boston! There comes the store-keeper’s wife; I wonder if she knows I’m going.”

She was not kept long in doubt. The big package she carried was soon opened and a wealth of lovely ribbons and feathers and an occasional bit of lovely lace gladdened Grandma Hayward’s eyes, and then what should be found under the ribbons and lace but the frame of a bonnet that fitted the shapely head like—like a brooding dove its nest!—How will that do? Grandma’s wardrobe was always snug and tasty; her furs were carefully looked after and were not cheap, and when the next morning she and that young Philip Sidney started for Boston, cheery age and joyous manhood—a manhood all the more joyous for the kind act even Sir Philip would have been proud of—the people at the windows as they passed and those who had come to the station to see them off thought they had never seen a picture more pleasing than the two made.

The 10:45 train on the New England road at the foot of Summer street station was waited for by somebody attractive and pretty in silk and seal. From hat to boots, including a dainty glove hiding a dainty hand, there couldn’t be anything better. The face might have been a trifle younger, perhaps, but not if it was to have that “loving all things” look which comes only with experience and after some suffering.

“I’m just a little curious to see whom Clen is bringing this time. I like the Philip Sidney of it well enough, and I hope I can be as hearty as I seem. There comes the train—now then.”

A moment later Clen was saying, “Aunt Susan, this is the grandmother I’ve been writing so much about and, Grandma Hayward, this is my Aunt Soosan;” and the two real women took each other to their hearts as the boy knew they would and Grandmother Hayward’s good time began.

To follow in detail all that was seen and enjoyed by the simple-hearted country woman would be hardly profitable. Enough to say that she saw all that she had mentioned that morning when she did not know she was going; and when on the second day a party of three on the top of Bunker Hill Monument ate the dainty luncheon which had been put up in Ashfield, and the city woman took more than her share of the delicacies, if they were a day old, Grandma Hayward vowed she couldn’t be any happier if she were twice as high and so twice nearer heaven than she was.

The visit did not end the second day. Not at all. There were plays to go to and operas. Leave Boston and not hear a lecture? Oh, dear no! On Sunday there was the distinguished divine whom the world was talking about; and so day extended unto day and night unto night, and after a week of such dissipation as Grandma Hayward never dreamed of having she went back to the quiet little

house at home satisfied. She had had her outing; she had been to Boston; she was no longer the object of fun on her one weak point and the village was never weary of hearing, nor she of telling, what she had heard and seen.

Clen Kirby? Oh, he’s all right. When bantered about being kind to an old woman he would simply say: “I got out of it all there was to get out, and that’s what I did it for. A fellow must be a blamed fool to miss 90 per cent. of a good time when he can have it by giving somebody else the 10 per cent., and that’s all there was to it.”

Richard Malcolm Strong.

In Idaho a unique suit for damages has been filed by a tramp against the Oregon Short Line. The hobo recites that he was stealing a ride, being located on the brake rods underneath a car; that he sustained the injuries received owing entirely to the fact that servants of the corporation knew he was there without right and did not put him off, as was their duty, and that through their gross negligence he sustained the injuries for which he claims damages. Owing to the peculiar claim the attorneys of the road are deeply interested.

Silk Stockings Out of Place.

From the Atlanta Journal.

Because a lady had on a pair of stockings that were not only silk stockings, but had lacework stripes in them, with dashes of red and yellow stitchings—in short, a pair of as pretty and attractive silk stockings as one could wish to see—a portion of the performance of Viola Allen’s “Christian,” was nearly ruined from an artistic standpoint and the stage mob came near evolving into a real mob for vengeance on the stage manager.

It was during the Friday night performance. The lady in question was a super. With twenty others she formed the Atlanta contingent to the frantic rabble which stormed John Storm’s church in the slums of London.

All the lady supers had been ordered to appear at the performance with the oldest and most dilapidated clothes they could procure. This particular super came according to orders in every other respect except the stockings.

She wore the silk stockings with the lace stripes.

It was dark on the stage behind the scenes and the fact that her stockings did not exactly match the gown and hat she wore escaped notice when the stage manager inspected the mob. She was allowed to go on in the most disreputable looking dress ever seen on the

stage of the Grand, and in perhaps the prettiest pair of stockings, in full view of the audience, or rather in half view, for her dress reached just below her knees.

The stockings proved one of the striking features of the well-drilled mob to a certain portion of the audience. They were immensely appreciated. They were voted a capital adjunct to a mob by nearly all of the audience. The reason they were not appreciated by the entire audience is that the entire audience did not observe them.

The stage manager saw them. When the mob came off the stage he was mad. He called the lady down in great shape. She replied hotly and in a minute there was a big quarrel in progress. Her friends in the mob took her side of the issue and for awhile it looked as if the ragged mob would strike and refuse to go on again.

Matters were finally adjusted, however, and the super with the silk stockings kept off the stage for that night. When she came for the matinee performance she wore cotton stockings with great holes in them, as ordered by the stage manager.

The mind is naturally active; and, if it be not occupied about some honest business, it rushes into mischief or sinks into melancholy.

The President of the United States of America,

To

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

GREETING:

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

ENOCH MORGAN’S SONS COMPANY,

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

Now, Therefore,

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

**By word of mouth or otherwise, selling or delivering as
“SAPOLIO,” or when “SAPOLIO” is asked for,**

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

Witness,

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

[SEAL]

[SIGNED]

S. D. OLIPHANT,

Clerk

ROWLAND COX,

Complainant’s Solicitor

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, U. C. T.
Senior Counselor, JOHN G. KOLB; 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.

Meeting of the Board of Directors, Michigan Knights of Grip.

Jackson, March 5—The regular quarterly meeting of the Board of Directors of the Michigan Knights of the Grip was held here Saturday, President Schreiber presiding.

The Secretary reported total receipts of \$76, divided among the following funds: General, \$38; death, \$22; deposit, \$16. He presented receipts, showing that the funds had been turned over to the Treasurer. Adopted.

Treasurer Gould presented the following report:

General fund: Disbursements, \$634.30; balance on hand, \$587.41.

Death fund: Disbursements, \$500 (claim of the late H. S. Humphrey); balance on hand, \$177.50.

Deposit fund: On hand, \$88.

The report was adopted on the recommendation of the Finance Committee that it had carefully investigated the books and accounts of the officer and found them to be correct.

A communication from Samuel M. Lemon, of Grand Rapids, regarding the death of Austin K. Wheeler, was read. Owing to the fact that Mr. Wheeler had paid no dues for more than a year, the Board could not allow the claim and the Secretary was instructed to write a letter of explanation to Mr. Lemon.

The indemnity bond of Treasurer Gould for \$4,000 was received, approved and turned over to the President.

Director Thorn moved that the Secretary be instructed to send out receipts for the next regular assessment on postal cards. Adopted.

The Finance Committee was given thirty days to consider the advisability of sending assessment notices in unsealed envelopes.

The Secretary was instructed to draw a warrant for \$25 for postal cards.

A vote of thanks was tendered by the Board to the President and Secretary for personal letters sent out in assessment notices and receipts.

The following bills were allowed: A. W. Stitt, moving safe and office supplies, \$8.14; postage and revenue stamps, \$76.50; office supplies, \$2.24 Tradesman Company, for printing certificates, \$12.50; Hunt Printing Co., \$73.50; Treasurer's salary, \$1.20; Secretary's salary, \$12.50; order drawn on O. C. Gould on deposit fund, \$88 for assessment No. 1.

Directors' expenses for attending Broad meeting: J. A. Weston, \$1.48; M. Howarn, Jan. 27 and Mar. 3, \$9.00; M. E. Stockwell, \$6.80; G. H. Randall, \$7.10; J. W. Thorn, \$4.56; O. C. Gould, \$6.50; E. J. Schreiber, \$7.10.

The death claim of the late J. A. Gibson, of Saginaw, was approved.

The following resolution was offered by Brother Gould and unanimously adopted:

Whereas—Our brother and co-worker, Chas. H. Smith, is stretched on a bed of pain and suffering; therefore be it

Resolved—That the Board of Directors in regular session assembled deeply sympathize with Brother Smith in his present painful affliction and hope for his speedy and complete recovery; and be it further

Resolved—That we very much regret the absence of Brother Smith from our deliberations and miss his wise counsel; and be it further

Resolved—That this resolution be spread on the minutes of this meeting and a copy thereof mailed to Brother Smith.

Mr. Weston moved that the Board send flowers to Mr. Smith, same to be paid for by the members of the Board. Adopted.

On motion of Mr. Randall, it was decided to hold the next Board meeting in Bay City June 2. Mr. Gould moved that we extend our heartfelt thanks to Mr. and Mrs. Stitt for their generous hospitality.

A. W. Stitt, Sec'y.
A word of explanation is necessary in regard to the reason why the President's letter did not go out with Assessment No. 1. The letter did not reach the Secretary in time to be sent out with the assessment, but will be sent out with every member's receipt. The Secretary regrets very much that it was impossible to get the President's letter in this assessment.—Stitt.

The Boys Behind the Counter.

Rockford—Jesse Muir succeeds Wesley Baker as clerk in the grocery store of Wellbrook & Brooks.

Hancock—A. T. Ellsworth has been re-engaged as manager of the City drug store for another year.

Benton Harbor—Dean Peters has resigned his position with the Standard Oil Company and Dwight Ruth, clerk in Scherer's grocery, has taken his place.

Charlotte—Yates Tears, who has been with Brown Bros. for seven years, and Fred Gibbons will remain with the new firm of Westbrook & Shattuck.

Ovid—Ira Warner, of Elsie, has been engaged to take charge of the dry goods department of J. A. & J. A. Rose.

Menominee—Francis Lindquist has taken charge of the clothing department of Ludwig H. Larson's department store.

Belding—Harry Ward has sold his plumbing stock to T. F. Ireland, and will resume his old position as general utility man at Ireland's hardware emporium.

Worthily Represented at Washington.

The officers of the Michigan Retail Grocers' Association did not feel like incurring the expense of sending a delegate to the Pure Food Congress which is being held this week in Washington and therefore commissioned Frank N. Barrett, editor of the American Grocer, to act for the Association in an official capacity. Credentials were sent Mr. Barrett, commending him to the consideration of the Congress, both on account of his being a representative of the Association and on account of his long and varied experience with the subject of food legislation.

No High Priced Eggs This Year.

New York, March 5—The writer has just returned from the National Butter-makers' convention at Lincoln, Neb., and the prevailing impression there among the large egg shippers and packers is that eggs will be put up for storage and laid down at seaboard for 10@10½c, which would mean 7@8c in the country. The cold storage houses will also be more conservative this year than they have been in the past and the prospects are that prices will rule very low, or the buyers will not store many eggs.

Dell Wright and F. H. Cummings were on the southbound Pere Marquette Train which was stalled all night near Casnoiva Monday and some of the passengers assert that the antics of these gentlemen are all that prevented the disgusted victims of the storm from indulging in fits of melancholia. Not content with keeping the occupants of the coaches in good humor during the night, they raided a bakery at Sparta about 5 o'clock in the morning and served a free lunch to the passengers, which consisted of pies, coffee and eggs—stolen from a passenger who happened to drop asleep.

News and Gossip Pertaining to Grand Rapids Council.

Grand Rapids, March 5—The annual election of officers in Grand Rapids Council, No. 131, was held Saturday evening, March 3, with the following result:

Senior Counselor—J. G. Kolb.
Junior Counselor—W. R. Compton.
Past Counselor—D. E. Keyes.
Secretary-Treasurer—L. F. Baker.
Conductor—H. L. Gregory.
Page—F. H. Spurrier.
Sentinel—A. T. Driggs.
Executive Committee (two years)—H. C. Wagner and A. T. Driggs.

On paper, this looks like an efficient corps of officers and the Council should continue to thrive under their management.

Senior Counselor J. G. Kolb is one of the faithful few, always ready to respond when called upon, genial and happy in his manner, and will do credit to the office.

Harry Gregory is just the man for the position of Conductor and it would seem that we now have a man we can depend upon to be regular in attendance and active for the welfare of the Council.

Bro. Geo. W. Newhall has received a check for \$28.57, being eight days' indemnity for his recent accident. Bro. W. M. Tenhopen has received \$31.14 for nine days' disability.

We regret to learn that Bro. H. E. Hatch was injured in Pittsburg last Thursday. He received a hard fall and cut a gash in his scalp which required three stitches. We are glad it is not more serious.

The names of ten candidates were proposed Saturday night, which breaks all previous records. Charley Reynolds secured four of them Saturday afternoon.

Geo. R. Alexander, representing Merrill & Co., of Toledo, was initiated into full membership and cinched his standing by presenting the boys with a box of cigars.

Oscar Haggstrom sprung a surprise on the members in attendance by having two and a half gallons of oysters in the kitchen, which he served after the meeting. The Biscuit Co. furnished the wafers and Bro. Keyes the condiments and a box of cigars. The fellows who missed this meeting have reason to regret it.

It has long been a question as to who are the handsomest men in the Council, but it is all settled now. Bro. Lou Phillips and Clark Mills made their first appearance Saturday night and they easily take the prize for good looks.

When Papa Driggs gets warmed up to his subject he can blow hot-air and spit slush-ice in a way that throws "Snaggle-tooth" Jim out of the race before they reach the quarter.

A special meeting is called for March 17, at which the committees for the coming Grand Council meeting will be appointed. Let every member remember that St. Patrick's day will come around.

Bro. Will Compton presented the following resolutions, which were defeated by a vote of 45 to 1:

Resolved—That whenever another oyster supper is given the members be requested to eat their soup with a sponge, and whatever is left the janitor be made to eat what he can, and what he can't, can.

Resolved—That all bald-headed members be required to wear sidecombs.

Resolved—That with four dollars in the treasury we spend six and a half; what will the poor boy do?

Jack Emery was offered any position, not nailed to the wall, but his newly organized manufacturing company requires so much attention that he could not accept.

Fred Davenport says that one of our members lost his temper and struck the wrong man three blows before he learned his mistake.

Jim McInnes says that the order of "Best People On Earth" takes so much of his time that he can not do two-thirds of the committee work for the coming Grand Council meeting, but we guess yes.

Geo. Kalmbach wishes it distinctly understood that it was not he who was so badly beaten by his wife last week.

Harry Wagner's two sons, Tom and Bill, have entered society this winter and on one or two occasions have remained out rather longer than meets with the approval of the head of the house. Harry considered it necessary to have regular closing hours, so 10 o'clock was made the locking up time, and whoever was out later than that hour would find it necessary to sleep on the porch or hunt other quarters. A few nights later Harry attended the lodge (?) and, owing to press of business, did not arrive home until midnight. The boys were laying for him and he got into the house after he had revoked his order, with his wife for a witness, and not until then.

A couple of the boys called upon Mr. Irish, of the Plaza Hotel, a few days ago and asked to have a U. C. T. sign placed in the office. He not only willingly consented but sent them away with his advertisement and subscription for the Sample Case.

The members of No. 131 are making elaborate preparations for the Grand Council convention and the natives of this town may expect to wake up the morning of May 17 and find one of the best conventions in town that they ever have had.

We are making an extra effort to swell our membership, in anticipation of the Grand Council meeting, and any traveler who joins before that time may be assured of royal entertainment. We want all the worthy commercial travelers in this city as members of No. 131, be they Irish, Scotch, French, Polish, Scandinavian, Canadian or American, so long as they are men, white inside and out, and true. Adam Dubb.

New York's Proposed Trading Stamp Law.

The following bill is now pending in both the New York Assembly and Senate:

Section 1. Any person who shall issue trading stamps or other devices to any person engaged in any trade, business or profession, with the promise, express or implied, that he will give to the persons presenting to him such stamps or other devices, money or anything of value, without receiving from such person the value thereof, or to make to any such person any concession or preference in any way, on account of the presentation of such trading stamps or other devices; or

2. Being engaged in any trade, business or profession, shall distribute or present to any person dealing with him, any such trading stamps or other device, in consideration of any article or thing purchased of, or any services performed by him, shall be guilty of a misdemeanor.

Sec. 2. This act shall take effect September 1, 1900.

Social Session of the Bay City Grocers.

Bay City, March 5—You are cordially invited to attend a social session and lunch of the Bay Cities Retail Grocers' Association, at Odd Fellows' Temple, Washington avenue, on Thursday evening, March 8, tendered by the West Side grocers.

It is the earnest desire of the Entertainment Committee that every grocer in the two cities attend and bring all the adult members of their families. An interesting program has been prepared and a very enjoyable time is assured.

If you know of any grocer who has not received this invitation kindly pass yours along to him or notify the Committee, as we do not want to miss any one. Geo. Gougeon, Chairman.

Marshall Chronicle: A traveling man who was attending to some correspondence in the writing room at the Royal hotel the other night lighted a cigar and a few minutes later smelled something burning. An examination showed that his pants were on fire, a hole as big as his hand having been burned in them. He had to invest in a new pair. Hereafter he will probably see where he throws his lighted matches.

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. DORY, Detroit - Dec. 31, 1903
 A. C. SCHUMACHER, Ann Arbor - Dec. 31, 1904
 President, GEO. GUNDRUM, Ionia.
 Secretary, A. C. SCHUMACHER, Ann Arbor.
 Treasurer, HENRY HEIM, Saginaw.

Examination Sessions

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

State Pharmaceutical Association

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

Side Lines in Drug Stores.

Written for the Tradesman.

"Side lines! We haven't any left. The department stores have swiped them all," a Detroit pharmacist exclaimed.

On examination the remark proved to be nothing but the expression of irritation which the druggist feels at the stores which have incorporated his profession as a side line.

The drug store of to-day has strayed far from its original conception of a pharmacy or apothecary's shop.

The words "pharmacy" and "drug store" have been so long used as synonyms of each other that the proper differentiation has been lost.

If we employ the word pharmacy in its true sense, as "a place for practicing the art of preparing and compounding substances for the purpose of medicine and for the selling of the same," then the majority of the stock carried in the drug store of to-day must be classed as side lines.

It would be interesting to know which one of the many lines found in the up-to-date drug store was first introduced into the pharmacy of long ago. The ice once broken, more innovations soon followed.

Recently the cry of usurpation has been raised and it is claimed that the drug store is taking unto itself lines of goods which are not of the legitimate stock of the druggist.

Putting aside all fine distinctions as to the use of the word pharmacy and drug store and allowing that an "ethical pharmacy" is used but for the compounding and dispensing of drugs, it must be admitted that in Detroit, at least, many drug stores carry lines of goods which must be classed as "sides" in that they seem to have little or very slight connection with drug store articles proper or those which custom has sanctioned. They are goods which we hardly expect to find at the sign of the mortar and pestle.

Passing by the familiar accessories such as toilet articles, perfumes, cigars, etc., soda fountains and stamps have histories all their own which more or less explain why the drug store is their rightful home. Stationery and candy have been boarding so long in the pharmacy that we have forgotten that they are not rightful proprietors of the space they occupy; but when it comes to cameras, china for decorative purposes, school supplies, optical goods, magazines, etc., these it must be conceded are side lines, pure and simple. To be sure, the drug stores in small towns carry even a greater variety of apposite articles, but those already mentioned have been found in Detroit pharmacies, and not so far from the centers of trade as might be imagined. As a rule, these incongruous commodities

are trials in one way to the pharmacist.

Most men who choose this, the most exacting of all professions, do so because they love it. The long hours, close application and heavy responsibilities attached to it are as nothing compared to the joys of compounding. Dwelling amid the varied perfumes of his shop is a keen delight to the apothecary. Some of the odors which almost stifle the unaccustomed are as "sweet incense" to the pharmacist.

Few, of course, can run ethical pharmacies with profit. Even a city as large as Detroit boasts but two. One is a department in a large surgical supply house. Its owner takes great pride in it and often declares that no one has a right to style his "druggery" a pharmacy if he does aught save compound drugs therein. The other one is but a small room in a large building entirely devoted to doctors' offices.

So, because he can not have a pharmacy, the ordinary apothecary must content himself with a mere drug store, but he dislikes to take in side lines and would never do so did not business require it of him.

Those who do bring themselves to giving room to these "illegitimates" attempt to make excuse for their presence by constantly keeping in mind the connecting link between them and the legitimate lines. For example, a druggist who deals in cameras said, "Of course, the camera isn't the thing. It's the chemicals used in operating them that we think of. You see, there are the various developers, toning and fixing solutions, etc."

Another druggist, who deals in optical goods, had a most odd reason for having his side line. At one time an oculist had an office next door to his drug store. The oculist died and left his paraphernalia to the pharmacist, who immediately qualified as an optician. This branch is linked to the main body of his business by the eye washes.

The man who carries china for decorative purposes has a wife who is an artist. For economical reasons he began buying china at wholesale. His wife has classes who buy much of their china from him. They also use a great deal of gold in their work. The man set his brain to work and evolved a process by which he precipitates the gold and is thus enabled to make a fair profit from it. Thus his link is chemical.

Slender links these, but comforting balm to the harassed soul of the pharmacist.

The excuse the man with the school supplies gave was irresistibly funny. It was the sponges which go with the slates!

The man who sells magazines had none, but he excusingly said, "Well, we only carry a few, anyway."

"Do side lines pay?"

"Of course they do or the pharmacist would have none of them," G. Holt.

These Are the Kickers.

Prosperity is contagious, like the measles. Yet there are always a few business men who are so fearful of contracting such a pleasant ailment that they inoculate themselves with the virus of opposition to the very means by which prosperity is made possible for the benefit of the community and their own interests.

The man who will live above his present circumstances is in great danger of living in a little time much beneath them.

Incident in the Life of an Old Druggist.

The druggist was taking a rest; he was sleeping. The hour was 1:30 a. m. He had come home tired and after having a romp with the baby had retired to enjoy a night's repose. But a sound of pounding from below disturbed him and he turned his head on his pillow. The sound was repeated, only louder than before. He awoke and muttered, "Somebody's horse is sick." Then came a series of sounds and a loud vociferation. Fearing the noise would disturb the sleeping little one, he sprang out of bed and, partly dressing, took the rest of his clothing in his hands and hurried down the hall stairs to the door and demanded what was wanted. A voice replied, "Good evening, Mr. Friend. I am Sam Gardner and I want to get in the drug store and get some medicine." "All right, I'll be ready soon," answered the druggist.

He hastily finished dressing, put on his overcoat and gloves and stepped out into the crisp night air. A young man was waiting. As they walked along the druggist asked, "How is the little boy?" "No better, he can't get well," said the young man.

They crossed the railroad and passed the large general store where they sold patent medicine and druggists' sundries at cut rates, the proprietor of which was sleeping soundly and secure from nocturnal customers. Entering the drug store the young man produced a half pint bottle and requested the druggist to fill it with chloroform, adding that they used it to ease the little boy in convulsions and that the doctor had used all he had. (The doctor kept some drugs and put up his own prescriptions.) The druggist suggested that a half pint was more than necessary. "Then put up what you think will be needed; but he may not live until I get back with it." The druggist put up about three ounces and the young man paid for it and departed.

The druggist then retraced his steps home. Snow covered the earth, the air was very cold and the moon shown dimly through a frosty haze. As he walked along he fell to musing. He thought of the suffering child, and it brought back his own great sorrow. He thought of the little graves over on the hillside where his little girl and baby boy were sleeping under the snow, with the moonlight falling soft and silent on the sacred spot. They had suffered and died and they were all he had then. He felt glad of an opportunity to aid in alleviating this other child's suffering. He reached his door, entered and returned to bed without disturbing the sleeping child. In the morning he awoke with an aching head. Eating little breakfast, he went to his work tired at the beginning of the day. For more than a quarter of a century he had done this same work and had "grown gray in the service."

In the early morning, when the gray of dawn glimmered in the east, the spirit of the little boy passed through the mists to where the druggist's little ones had gone before.

The Drug Market.

Opium—Is dull and weak, with a further reduction in price probable.

Morphine—Is unchanged.

Quinine—The market is strong and another advance is looked for. Outside speculators are very firm in their views and will not sell except in limited amounts.

Carbolic Acid—Will be reduced in

price in a short time, the English government permitting exportations.

Alcohol—Has been advanced 2c per gallon.

Cocoa Butter—Stocks are small and price higher.

Glycerine—Is very firm at the late advance. Crude is in light supply and very firm.

Lycopodium—Stocks are being steadily reduced and, as there will be a large demand this year, prices are tending higher.

Salicin—There is only a very small stock and prices have advanced nearly 100 per cent. since the upward movement began.

Oil Cloves—Is very firm, in sympathy with the spice. Distillers will not contract and higher prices are looked for.

Oil Wintergreen, Natural—Has declined.

Gum Camphor—Is very firm and tending higher. Another advance is expected within a few days.

Grains of Paradise—Are almost out of the market and the small quantity in stock are held at a very high price.

Cloves—Have advanced and are tending higher, sales having been made for future delivery at ¼c per pound over the present price.

Ipecac Root—Is again stronger and has advanced in price.

Fined Ten Dollars in Each Case.

Ann Arbor, March 5—Three prosecutions have lately been undertaken by the Board of Pharmacy, all of which resulted in the conviction and fining of the accused, as follows:

1. Ira Black, of Camden, accused of conducting pharmacy without having registered pharmacist in charge, pleaded guilty and paid \$10 fine and \$2.75 costs.
2. F. Lozier, of Ransom, accused of conducting pharmacy without having registered pharmacist in charge, pleaded guilty and paid fine of \$10 and \$1 costs.
3. Fred Hackett, of Cambria, accused of conducting pharmacy without having registered pharmacist in charge, pleaded guilty and paid \$10 fine and \$1.50 costs.

Poverty is the only load that is the heavier the more loved ones there are to assist in supporting it.

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 today. 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.

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

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

FLAVORING EXTRACTS AND DRUGGISTS' SUNDRIES

Advanced—
Declined—

[illegible]

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		Lobster Star, 1 lb. 1 85 Star, 1 lb. 3 10 Plain Tails 2 25 Mackerel Mustard, 1 lb. 1 75 Mustard, 2 lb. 2 80 Soused, 1 lb. 1 75 Soused, 2 lb. 2 80 Tomato, 1 lb. 1 75 Tomato, 2 lb. 2 80 Mushrooms Hotels 18@20 Buttons 22@25 Oysters Cove, 1 lb. 90 Cove, 2 lb. 1 55 Peaches Pie 1 65@1 85 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, 1/2s @4 Domestic, Mustard @8 French 8@22 Strawberries Standard 85 Fancy 1 25 Succotash Fair 90 Good 1 00 Fancy 1 20 Tomatoes Fair 80 Good 90 Fancy 1 15 Gallons 2 35 CATSUP Columbia, pints 2 00 Columbia, 1/2 pints 1 25 CHEESE Acme @14 Amboy @14 Elsie @15 Emblem @14 Gem @14 1/2 Gold Medal @13 1/2 Ideal @14 Jersey @14 Riverside @14 Brick @12 Edam @10 Leiden @17 Limburger @13 Pineapple 50 @75 Sap Sago @18 CHICORY Bulk 5 Red 7 CHOCOLATE Walter Baker & Co.'s 23 German Sweet 35 Premium 46 Breakfast Cocoa 21 Runkel Bros. 28 Vanilla 31 Premium 31 H. O. Wilbur & Sons. Capital Sweet 21 Imperial Sweet 22 Nelson's Premium 25 Sweet Clover, 1/2s 25 Sweet Clover, 1/4s 27 Premium Baking 33 Gem 40 Double Vanilla 40 Triple Vanilla 50 COCOA Webb 30 Cleveland 41 Epps 42 Van Houten, 1/2s 20 Van Houten, 1/4s 20 Van Houten, 1/8s 40 Colonial, 1/2s 35 Colonial, 1/4s 33 Huxley 45 Wilbur, 1/2s 41 Wilbur, 1/4s 42 COCOA SHELLS 20 lb. bags 2 1/2 Less quantity 3 Pound packages 1 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 \$55 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 00 Vincente Portuondo 35@70 00 Rubie Bros. Co. 25@70 00 Hillson Co. 35@110 00 T. J. Dunn & Co. 35@70 00 McCoy & Co. 35@70 00 The Collins Cigar Co. 10@35 00 Brown Bros. 15@70 00 Bernard Stahl Co. 35@90 00 Banner Cigar Co. 10@35 00 Seidenberg & Co. 55@125 00 Fulton Cigar Co. 10@35 00 A. B. Ballard & Co. 35@175 00 E. M. Schwarz & Co. 35@110 00 San Telmo 35@70 00 Havana Cigar Co. 18@35 00 C. Costello & Co. 35@70 00 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 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 90@200 00 Standard T. & C. Co. 35@70 00 COFFEE Roasted AIC HIGH GRADE COFFEES Special Combination 20 French Breakfast 25 Lenox 30 Vienna 35 Private Estate 38 Supreme 40 Less 33 1/2 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 sub- ject to manufacturer's regular rebate. Arbuckle 12 00 McLaughlin's XXXX 12 00 McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago. Extract Valley City 1/2 gross 75 Felix 1/2 gross 1 15 Hummel's tin 1/2 gross 85 Hummel's foil 1/2 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 a 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 @ 6 1/2 Evaporated, 50 lb. boxes 7@ 7 1/2 California Fruits Apricots @15 Blackberries @10 Neckerines @11 Peaches 10 @11 Pears 7 1/2 Pitted Cherries 7 1/2 Prunelles 7 1/2 Raspberries 7 1/2 California Prunes 100-120 25 lb. boxes @ 4 90-100 25 lb. boxes @ 4 1/2 80-90 25 lb. boxes @ 5 70-80 25 lb. boxes @ 5 1/2 60-70 25 lb. boxes @ 6 50-60 25 lb. boxes @ 7 1/2 40-50 25 lb. boxes @ 8 30-40 25 lb. boxes @ 8 1/2 cent less in 50 lb. cases Raisins London Layers 2 Crown 1 75 London Layers 3 Crown 2 00 Cluster 4 Crown 2 25 Loose Muscatels 2 Crown 7 1/2 Loose Muscatels 3 Crown 8 1/2 Loose Muscatels 4 Crown 8 1/2 L. M. Seeded, choice 10 1/2 L. M. Seeded, fancy 10 1/2 DRIED FRUITS—Foreign Citron Leghorn 11 Corsican 12 Currents Patras, cases 6 1/2 Cleaned, bulk 6 1/2 Cleaned, packages 7 1/2 Peel Citron American 19 lb. bx. 13 Lemon American 10 lb. bx. 10 1/2 Orange American 10 lb. bx. 10 1/2 Raisins Sultana 1 Crown 1 25 Sultana 2 Crown 1 30 Sultana 3 Crown 1 35 Sultana 4 Crown 1 40 Sultana 5 Crown 1 45 Sultana 6 Crown 1 50 Sultana package 1 50 FARINACEOUS GOODS Beans Dried Lima 5 1/2 Medium Hand Picked 2 15@2 25 Brown Holland 2 25 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 Laughoff Bros. Flaking Mills. Rice Flakes, 3 doz pkg case 2 85 Flaked Peas, 3 doz pkg case 2 85 Flaked Beans, 3 doz pkg case 2 85 35 Cheese St., Detroit, Mich. Macaroni and Vermicelli Domestic, 10 lb. box 60 Imported, 25 lb. box 60		Pearl Barley Common 2 50 Chester 2 50 Empire 3 00 Grits Walsh-DeKoo 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 Rolls Oats Rolled Avena, bbl 3 75 Steel Cut, 1/2 bbls. 2 05 Monarch, bbl 3 50 Monarch, 1/2 bbl 1 95 Monarch, 90 lb. sacks 1 75 Quaker, cases 3 20 Huron, cases 2 00 Sago German 4 East India 3 1/2 Salus Breakfast Food F. A. McKenzie, Quincy, Mich. 36 two pound packages 3 60 18 two pound packages 1 85 Tapiooca Flake 5 Pearl 5 Pearl, 24 1 lb. packages 6 1/2 Wheat Cracked, bulk 3 1/2 24 2 lb. packages 2 50 FLAVORING EXTRACTS DeBoe's Vanilla D. C. 2 oz. 1 00 Lemon D. C. 1 10 Lemon D. C. 70 1 35 Vanilla Tonka 75 1 45 FOOTE & JENKS' JAXON Highest Grade Extracts Vanilla 1 00 Lemon 1 00 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 COLEMAN'S HIGH FOOTE & JENKS' CLASS EXTRACTS Vanilla 1 00 Lemon 1 00 2 oz panel 1 20 2 oz panel 75 3 oz taper 2 00 4 oz taper 1 50 JENNINGS' D. C. Vanilla 1 20 D. C. Lemon 1 20 2 oz 1 20 3 oz 1 50 4 oz 2 00 6 oz 3 00 No. 8 4 00 No. 10 6 00 No. 2 T. 1 25 No. 3 T. 2 00 No. 4 T. 2 40 D. C. Lemon 1 20 2 oz 1 20 3 oz 1 50 4 oz 2 00 6 oz 3 00 No. 8 4 00 No. 10 6 00 No. 2 T. 1 25 No. 3 T. 2 00 No. 4 T. 2 40 Northrop Brand Lem. Van. 1 00 2 oz. Taper Panel 75 2 oz. Oval 75 3 oz. Taper Panel 1 35 4 oz. Taper Panel 1 60 Perrigo's Van. Lem. 1 00 2 oz. 1 25 3 oz. 1 50 4 oz. 2 00 6 oz. 3 00 No. 2 4 00 No. 3 6 00 No. 4 8 00 No. 5 10 00 No. 6 12 00 No. 7 14 00 No. 8 16 00 No. 9 18 00 No. 10 20 00 No. 11 22 00 No. 12 24 00 No. 13 26 00 No. 14 28 00 No. 15 30 00 No. 16 32 00 No. 17 34 00 No. 18 36 00 No. 19 38 00 No. 20 40 00 No. 21 42 00 No. 22 44 00 No. 23 46 00 No. 24 48 00 No. 25 50 00 No. 26 52 00 No. 27 54 00 No. 28 56 00 No. 29 58 00 No. 30 60 00 No. 31 62 00 No. 32 64 00 No. 33 66 00 No. 34 68 00 No. 35 70 00 No. 36 72 00 No. 37 74 00 No. 38 76 00 No. 39 78 00 No. 40 80 00 No. 41 82 00 No. 42 84 00 No. 43 86 00 No. 44 88 00 No. 45 90 00 No. 46 92 00 No. 47 94 00 No. 48 96 00 No. 49 98 00 No. 50 100 00 No. 51 102 00 No. 52 104 00 No. 53 106 00 No. 54 108 00 No. 55 110 00 No. 56 112 00 No. 57 114 00 No. 58 116 00 No. 59 118 00 No. 60 120 00 No. 61 122 00 No. 62 124 00 No. 63 126 00 No. 64 128 00 No. 65 130 00 No. 66 132 00 No. 67 134 00 No. 68 136 00 No. 69 138 00 No. 70 140 00 No. 71 142 00 No. 72 144 00 No. 73 146 00 No. 74 148 00 No. 75 150 00 No. 76 152 00 No. 77 154 00 No. 78 156 00 No. 79 158 00 No. 80 160 00 No. 81 162 00 No. 82 164 00 No. 83 166 00 No. 84 168 00 No. 85 170 00 No. 86 172 00 No. 87 174 00 No. 88 176 00 No. 89 178 00 No. 90 180 00 No. 91 182 00 No. 92 184 00 No. 93 186 00 No. 94 188 00 No. 95 190 00 No. 96 192 00 No. 97 194 00 No. 98 196 00 No. 99 198 00 No. 100 200 00 No. 101 202 00 No. 102 204 00 No. 103 206 00 No. 104 208 00 No. 105 210 00 No. 106 212 00 No. 107 214 00 No. 108 216 00 No. 109 218 00 No. 110 220 00 No. 111 222 00 No. 112 224 00 No. 113 226 00 No. 114 228 00 No. 115 230 00 No. 116 232 00 No. 117 234 00 No. 118 236 00 No. 119 238 00 No. 120 240 00 No. 121 242 00 No. 122 244 00 No. 123 246 00 No. 124 248 00 No. 125 250 00 No. 126 252 00 No. 127 254 00 No. 128 256 00 No. 129 258 00 No. 130 260 00 No. 131 262 00 No. 132 264 00 No. 133 266 00 No. 134 268 00 No. 135 270 00 No. 136 272 00 No. 137 274 00 No. 138 276 00 No. 139 278 00 No. 140 280 00 No. 141 282 00 No. 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No. 209 418 00 No. 210 420 00 No. 211 422 00 No. 212 424 00 No. 213 426 00 No. 214 428 00 No. 215 430 00 No. 216 432 00 No. 217 434 00 No. 218 436 00 No. 219 438 00 No. 220 440 00 No. 221 442 00 No. 222 444 00 No. 223 446 00 No. 224 448 00 No. 225 450 00 No. 226 452 00 No. 227 454 00 No. 228 456 00 No. 229 458 00 No. 230 460 00 No. 231 462 00 No. 232 464 00 No. 233 466 00 No. 234 468 00 No. 235 470 00 No. 236 472 00 No. 237 474 00 No. 238 476 00 No. 239 478 00 No. 240 480 00 No. 241 482 00 No. 242 484 00 No. 243 486 00 No. 244 488 00 No. 245 490 00 No. 246 492 00 No. 247 494 00 No. 248 496 00 No. 249 498 00 No. 250 500 00 No. 251 502 00 No. 252 504 00 No. 253 506 00 No. 254 508 00 No. 255 510 00 No. 256 512 00 No. 257 514 00 No. 258 516 00 No. 259 518 00 No. 260 520 00 No. 261 522 00 No. 262 524 00 No. 263 526 00 No. 264 528 00 No. 265 530 00 No. 266 532 00 No. 267 534 00 No. 268 536 00 No. 269 538 00 No. 270 540 00 No. 271 542 00 No. 272 544 00 No. 273 546 00 No. 274 548 00 No. 275 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342 684 00 No. 343 686 00 No. 344 6
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Herring	
Holland white hoops, bbl.	11 00
Holland white hoops, keg.	6 00
Holland white hoop, keg.	75
Norwegian	85
Round 100 lbs.	3 60
Round 40 lbs.	1 75
Scaled	15 1/2
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.	10 00
No. 1 40 lbs.	4 00
No. 1 10 lbs.	1 00
No. 1 8 lbs.	75

Whitefish	
No. 1 No. 2 Fam	
100 lbs.	8 50 7 25 2 75
40 lbs.	3 90 3 20 1 40
10 lbs.	1 00 88 43
8 lbs.	83 73 37

SAUERKRAUT	
Barrels	5 00
Half barrels	2 75

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

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

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

JAS. S. KIRK & CO.'S BRANDS.	
American Family, wrp'd.	2 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 oz.	2 10
Dusky Diamond, 50 oz.	3 00
Blue India, 100 lb.	3 00
Kirkline	3 50
Eos	2 50

Rub-No-More	
100 12 oz bars	3 00
SILVER	
Single box	2 95
Five boxes, delivered	2 90

Scouring	
Sapallo, kitchen, 3 doz.	2 40
Sapallo, hand, 3 doz.	2 40
SODA	
Boxes	5 1/2
Kegs, English	4 1/2
SPICES	
Whole Spices	
Allspice	11
Cassia, China in mats	12
Cassia, Batavia, in bund	25
Cassia, Saigon, broken	38
Cassia, Saigon, in rolls	55
Cloves, Amboy	15
Cloves, Zanzibar	13
Mace	55
Nutmegs, 75-80	45
Nutmegs, 105-10	45
Nutmegs, 115-20	45
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	18
Ginger, Jamaica	25
Mace	65
Mustard	17
Pepper, Singapore, black	18
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

Kingsford's Corn	
40 1-lb. packages	6 1/2
30 1-lb. packages	6 1/2
40 1-lb. packages	6 1/2
6 lb. boxes	7 1/2
Diamond	
64 10c packages	5 00
128 5c packages	5 00
30 10c and 64 5c packages	5 00
Common Corn	
20 1-lb. packages	4 1/2
40 1-lb. packages	4 1/2
Common Gloss	
1-lb. packages	4 1/2
3-lb. packages	4 1/2
6-lb. packages	5
40 and 50-lb. boxes	3 1/2
Barrels	3 1/2

SUGAR	
Below are given New York prices on sugars, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including 20 pounds for the weight of the barrel.	
Cut Leaf	5 35
Crushed	5 50
Powdered	5 25
Coarse Powdered	5 20
XXXX Powdered	5 25
Standard Granulated	5 10
Fine Granulated	5 10
Coarse Granulated	5 25
Extra Fine Granulated	5 25
Conf. Granulated	5 35
2 lb. cartons Fine Gran.	5 20
2 lb. cartons Fine Gran.	5 20
5 lb. bags Fine Gran.	5 20
Mould A	5 35
Diamond A	5 10
Confectioner's A	4 90
No. 1, Columbia A	4 75
No. 2, Windsor A	4 75
No. 3, Ridgewood A	4 75
No. 4, Phoenix A	4 70
No. 5, Empire A	4 65
No. 6	4 60
No. 7	4 55
No. 8	4 55
No. 9	4 55
No. 10	4 40
No. 11	4 35
No. 12	4 30
No. 13	4 30
No. 14	4 30
No. 15	4 30
No. 16	4 30

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

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

WASHING POWDER	
Rub-No-More	
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	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	65



Kingsford's Corn Starch	
40 1-lb. packages	6 1/2
30 1-lb. packages	6 1/2
40 1-lb. packages	6 1/2
6 lb. boxes	7 1/2
Diamond	
64 10c packages	5 00
128 5c packages	5 00
30 10c and 64 5c packages	5 00
Common Corn	
20 1-lb. packages	4 1/2
40 1-lb. packages	4 1/2
Common Gloss	
1-lb. packages	4 1/2
3-lb. packages	4 1/2
6-lb. packages	5
40 and 50-lb. boxes	3 1/2
Barrels	3 1/2

SUGAR	
Below are given New York prices on sugars, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including 20 pounds for the weight of the barrel.	
Cut Leaf	5 35
Crushed	5 50
Powdered	5 25
Coarse Powdered	5 20
XXXX Powdered	5 25
Standard Granulated	5 10
Fine Granulated	5 10
Coarse Granulated	5 25
Extra Fine Granulated	5 25
Conf. Granulated	5 35
2 lb. cartons Fine Gran.	5 20
2 lb. cartons Fine Gran.	5 20
5 lb. bags Fine Gran.	5 20
Mould A	5 35
Diamond A	5 10
Confectioner's A	4 90
No. 1, Columbia A	4 75
No. 2, Windsor A	4 75
No. 3, Ridgewood A	4 75
No. 4, Phoenix A	4 70
No. 5, Empire A	4 65
No. 6	4 60
No. 7	4 55
No. 8	4 55
No. 9	4 55
No. 10	4 40
No. 11	4 35
No. 12	4 30
No. 13	4 30
No. 14	4 30
No. 15	4 30
No. 16	4 30

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

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

WASHING POWDER	
Rub-No-More	
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	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	65

Kingsford's Corn Starch	
40 1-lb. packages	6 1/2
30 1-lb. packages	6 1/2
40 1-lb. packages	6 1/2
6 lb. boxes	7 1/2
Diamond	
64 10c packages	5 00
128 5c packages	5 00
30 10c and 64 5c packages	5 00
Common Corn	
20 1-lb. packages	4 1/2
40 1-lb. packages	4 1/2
Common Gloss	
1-lb. packages	4 1/2
3-lb. packages	4 1/2
6-lb. packages	5
40 and 50-lb. boxes	3 1/2
Barrels	3 1/2

SUGAR	
Below are given New York prices on sugars, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including 20 pounds for the weight of the barrel.	
Cut Leaf	5 35
Crushed	5 50
Powdered	5 25
Coarse Powdered	5 20
XXXX Powdered	5 25
Standard Granulated	5 10
Fine Granulated	5 10
Coarse Granulated	5 25
Extra Fine Granulated	5 25
Conf. Granulated	5 35
2 lb. cartons Fine Gran.	5 20
2 lb. cartons Fine Gran.	5 20
5 lb. bags Fine Gran.	5 20
Mould A	5 35
Diamond A	5 10
Confectioner's A	4 90
No. 1, Columbia A	4 75
No. 2, Windsor A	4 75
No. 3, Ridgewood A	4 75
No. 4, Phoenix A	4 70
No. 5, Empire A	4 65
No. 6	4 60
No. 7	4 55
No. 8	4 55
No. 9	4 55
No. 10	4 40
No. 11	4 35
No. 12	4 30
No. 13	4 30
No. 14	4 30
No. 15	4 30
No. 16	4 30

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

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

WASHING POWDER	
Rub-No-More	
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	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	65

Kingsford's Corn Starch	
40 1-lb. packages	6 1/2
30 1-lb. packages	6 1/2
40 1-lb. packages	6 1/2
6 lb. boxes	7 1/2
Diamond	
64 10c packages	5 00
128 5c packages	5 00
30 10c and 64 5c packages	5 00
Common Corn	
20 1-lb. packages	4 1/2
40 1-lb. packages	4 1/2
Common Gloss	
1-lb. packages	4 1/2
3-lb. packages	4 1/2
6-lb. packages	5
40 and 50-lb. boxes	3 1/2
Barrels	3 1/2

No. 14.....	4
No. 15.....	4
No. 16.....	4

SYRUPS

GOTHAM GOSSIP.

News From the Metropolis—Index to the Market.

Special Correspondence.

New York, Mar. 3.—The coffee market is certainly weaker than a week ago and quotations are lower. Advices from Europe have not been especially favorable and from Rio come reports of continued large receipts, although they are a little less at Santos. Stocks here of the low grades are not excessive and sales of same are not urged upon buyers. No. 7 closed at 8½¢ "shaky." In store and afloat the stock aggregates 1,298,031 bags, against 1,379,524 bags at the same time last year. Mild grades have not sympathized with the weaker Brazil market and are held strong. Stocks are moderate and holders seem justified in asking 11¢ for good Cutcuta. No change has taken place in East India growths and a fairly good trade has been done.

Buyers of sugar have been conspicuous by their absence, taking only supplies large enough to hold them from day to day. Refiners are selling below list prices and yet they are not able to attract attention. The product of the refineries appears to be as weak as does sugar stock, which has come down from 160 to 94 in a comparatively short time.

Teas are steady and without perceptible change as to prices. The market is very quiet and no large transactions have taken place. Next week there will be an auction of some 15,000 packages and this helps to keep the street very quiet meantime. Nothing is doing in the way of invoice sales more than an every-day trade.

While prices are generally steady there is little business doing in rice beyond average daily transactions. Foreign sorts are quiet and with no change in rates, Japan rice selling at 4¼¢@4½¢.

Ginger and cloves are firm. Pepper is steady, with sales of an average character. Jobbers generally report quietude. Prices are practically as last noted.

Molasses orders have not been large, nor very numerous. Still dealers seem to have considerable confidence in the outlook and are not at all inclined to shade quotations. Supplies are certainly not very abundant and it would not be worth while to shop around looking for "bargains." Syrups show no new features and, while the demand is moderate, prices are well sustained and, while stocks are no larger than now, a firm market is likely to continue. Prime to fancy sugar goods, 20¢@27¢.

Last year at this time large purchases of New Jersey future tomatoes had been made, while it is a fact that to this date some of the largest dealers have not made a purchase of futures. There seem to be good supplies yet in the hands of the jobbers and they are not especially anxious about futures, and, on the other hand, growers in many cases had an experience last year that they do not care to repeat this season in the matter of contracts with canners. In some places the crops rotted in the fields, as there was absolutely no market. General trade is quiet and for the general run of goods there is only an everyday sort of movement. No. 2 New York corn is offered for future delivery from 75¢@80¢ for standard goods up to 90¢ for fancy. Spot Maine is held up to 90¢ for a very desirable article.

The snow embargo has interfered with the interior fruit trade and the general market is rather quiet. Oranges from California have been in abundant supply and yesterday forty-one cars were sold, the general result showing an advance of 5¢@10¢ per box. Sicily lemons are worth from \$2.10@2.75 per box, as to size and quality. Oranges, Florida bright, choice, \$4@5 up to \$6 for fancy and \$3@4 for russets. California navels, \$2.40@3.40 for choice to \$3.75 for fancy. Bananas are quiet and selling in their limited manner at rates showing no change.

Precious little has been done in anything in the line of dried fruits, with no changes likely to occur for some time. Prices are low, but holders say things might look a good deal worse, so they

keep hoping for something better farther on.

The butter market exhibits greater firmness and the outlook just now is for still further advance. The demand is better and, owing to delay in transit, arrivals are not especially large. For fancy Western creamery the top price seems to be about 24¢@24½¢, with thirds to firsts 19¢@23¢; imitation creamery, 19¢@21¢. Western factory ranges from 16½¢@19¢, and roll butter about the same price.

The cheese market is steady and quotations show a very firm tone. Large size full cream will bring 13¢@13½¢. Good to prime, 12¢@12½¢.

The egg market has gained strength from the cold wave and Western fresh-gathered are quotable at 15¢@15½¢. A further advance is probable if the cold remains a very few days longer, as the supply is not overabundant.

The bean market is quiet for all sorts. Choice medium, \$2.10; marrow, \$2.20@2.25; Michigan pea, \$2.10@2.12½ in bbls.

Necessity of Organization Among the Grocery Trade.

The following circular letter is being sent out by the Michigan Retail Grocers' Association to the grocery trade of the State:

Believing that we have entered upon an era of organization, and that the formation of trusts among the manufacturers of food products and of iron-clad associations among the wholesale grocery trade renders it absolutely necessary for retail grocers to avail themselves of the same tactics, we take the liberty of addressing you in behalf of the Michigan Retail Grocers' Association, which we ask you to join and assist in maintaining to the extent of \$1 per year membership fee.

Profitable conventions of the Association have been held in Clare, Mt. Pleasant, Reed City, Big Rapids, and Grand Rapids and the next annual convention will be held in Bay City the third Wednesday in January, 1901.

You are earnestly invited to attend this convention, which we confidently expect will reach the high-water mark of convention work in Michigan. In the meantime, we solicit your membership, to the end that the retail grocery trade of the State may present a solid front to the organized cohorts who furnish us the bulk of our supplies.

If there is no local organization of retail grocers in your town—and there should be an organization in every community of three or more grocers—we will cheerfully furnish you a full set of blanks and complete working plans without charge, conditional on your joining hands with us in furthering the good work. This Association will not interfere with the work of local organizations in any way, nor can it take their places in regulating local matters, but it will supplement their efforts by taking up the work where they leave off and undertaking to carry it forward to a successful completion. We hope, therefore, you will conclude to favor us with your application, accompanied by \$1 membership fee, because we believe that every progressive merchant concedes the necessity of concerted effort in abolishing existing abuses, securing concessions from those with whom we deal, and amending certain unjust laws which place us at a decided disadvantage.

C. E. Walker, President.
E. A. Stowe, Secretary.

Aluminum Money

Will Increase Your Business.



Cheap and Effective.
Send for samples and prices.

C. H. HANSON,

44 S. Clark St., Chicago, Ill.

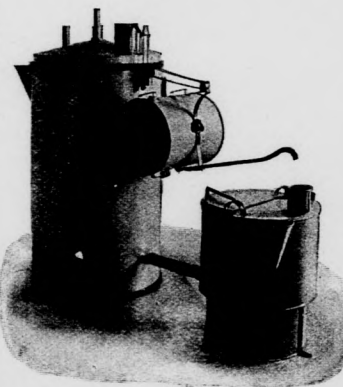
HEMLOCK BARK



Highest Cash prices paid and bark measured promptly by experienced men. Call on or write us.

MICHIGAN BARK & LUMBER CO., 527 and 528 Widdicomb Bldg. Grand Rapids, Mich.

The Cline Acetylene Gas Machine

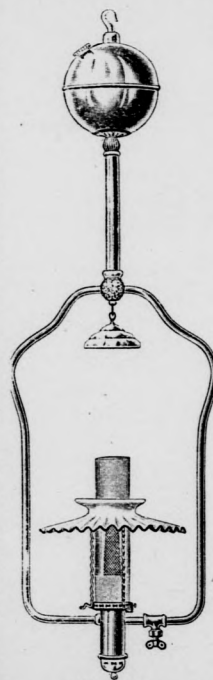


Are you interested in Acetylene Lighting? If so, write us. The Cline Machine has stood the test of two years' service. It is perfectly automatic. There are no valves in its construction. Has compartment Generator. There is absolutely no loss of gas through the blow-off. If you want the best, up-to-date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

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

The Imperial Gas Lamp

Fully covered by U. S. Patents



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

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

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

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

Write for catalogue.

The Imperial Gas Lamp Co.,

132 and 134 Lake St.,
Chicago, Ill.

No. 101.

Price.....\$4.50

ONE DAY IN TOWN.

Side Lights as Viewed by a New Yorker.
Frank N. Barrett in American Grocer.

The jobbers of Grand Rapids are as harmonious and progressive as any body of merchants in America. They are after the almighty dollar, and have discovered that "harmony and hard work" are two potent factors in getting trade and winning profits.

These jobbers control 60 per cent. of the trade in groceries in Western Michigan, and, instead of each striving to get a larger share of the 60 per cent., they all pull together to get as much as possible of the 40 per cent. that other places secure. These good fellows in Grand Rapids recognize the geographical limits within which they are fairly entitled to trade, and instead of reaching out into other states, are content to work faithfully and to the best of their ability the territory which naturally is theirs.

They work together not only for their individual interests, but for the general advancement of Grand Rapids. They are a unit in efforts to build up the trade and commerce of Western Michigan, and encourage all well-deserving enterprises calculated to bring men and money into their beautiful city.

It was our pleasure, through the courtesy and hospitality of E. A. Stowe, of the Michigan Tradesman, to meet several of the representative men of Grand Rapids at a luncheon at the Peninsular Club. The conversation drifted toward the question of trusts, which most of the company recognized as the evolution of trade and manufactures to a higher plane and in the interest of the people. Mr. Sears, of the National Biscuit Co., claimed that the object of that organization was to double the consumption of their product. This, he claims, can only be brought about through scientific methods in manufacturing and distribution. The National Biscuit Co. looks upon the small manufacturer who neglects quality and cuts prices as a foe to increased consumption, and regards it legitimate competition to try and drive such men out of business. On the other hand, they have no fight with the small manufacturer who seeks to make meritorious goods and who manifests a disposition to live and let live.

An inspection of the large plant of the National Biscuit Co. in Grand Rapids tended to verify the above, and we unhesitatingly state that it is conducted on such lines as Mr. Sears advocates. It has the latest improved machinery, large new reel ovens, fine material, experienced labor, mastery of details, with due regard given to cleanliness, style, quality and low cost.

From the statement of the National Biscuit Co., recently published, we find that during the past two years they secured an average annual profit on sales of 9.35 per cent., or just about the same net profit that a retail grocer gets. This great corporation, with its \$53,000,000 of stock, used up last year 2,124,304 barrels of flour, which was made into all sorts of biscuits, crackers, cake, etc., and put up for distribution in 65,000,000 packages. The marvel is that in return for all the material and labor involved in transforming flour into biscuits, etc., and distributing the same, the Biscuit trust was satisfied to get \$1.55 per barrel of flour used. That means they gave the people their product at about one-third to one-half the cost if the work were done by innumerable small bakeries.

The editor's host in Grand Rapids was one in whom the trade press fraternity may well take pride. At the head of a splendid printing plant in the magnificent Blodgett building, he succeeds in making it pay dividends that would make the steel companies envious. Stowe began life without a dollar, and, by incessant industry and intelligent effort, has won the good-will of the mercantile interests in Michigan, and through hard and intelligent work, push

and economy has accumulated a comfortable fortune. He is identified with banks, manufacturing plants, telephone companies and other local interests and is universally esteemed. Is it, then, any wonder that he has the loyal support of the grocery trade of Michigan? We count the American Grocer fortunate in having such an ally.

William Judson, of the Olney & Judson Grocer Co., is another self-made man; born on a farm, schooled in a lumber camp, developed in the grocery trade, he has won position and fortune. He is one of the executive committee of the National Wholesale Grocers' Association, and a man of large interests in the industries and financial organizations of the State. He is aggressive and progressive, and the author of the expression quoted elsewhere, that "harmony and hard work" are essential to the successful prosecution of a jobbing business.

Judson has a vein of wit natural, we imagine, to one whose ancestors landed in Connecticut in 1634, and whose descendants were pioneers in Michigan, as they were in New England. The nine guests at the Peninsular Club had quietly whispered their order for dessert to the waiter. It was soon discovered that the majority ordered apple pie, but, unfortunately, the club's larder could not respond to the demand, and the host was obliged to inform his guests that some of them must be satisfied with peach roll, and among the number so admonished was Sears, of the National Biscuit Co. Judson thereupon propounded this conundrum: "What is the difference between Sears and the Peninsular Club?" No response. Whereupon Judson informed the company that Sears was an "octopi" and the Peninsular Club "out of pie."

E. J. Herrick, one of the oldest of the Grand Rapids grocers, has been refitting his store. He has in connection therewith a bakery and candymaking establishment, and contemplates adding fresh meats. Mr. Herrick states that the telephone service is so extensive and cheap that there is no necessity for a first-class grocer in Grand Rapids running route wagons. Telephone orders are very frequent.

Mr. Lemon, of the Lemon & Wheeler Company, grocery jobbers, came to this country from the North of Ireland, and began business with Acker, Merrill & Co., and was rapidly advanced. He left that firm for Michigan, where he has forged to the front, and, besides acquiring high commercial standing, has become a political leader in his section. He believes in honest politics and honest government.

The Sooner

You order your harness stock of us — the sooner you will get it; forehanded ones will order now before the rush.

85 styles this year, attractive in price, good sellers to your customers.

Write for New Price List.

BROWN & SEHLER,
Grand Rapids, Mich.

For an
Old Time
Modern Make
Worth a Dime
(no fake)
CIGAR

The Advance

LEADS
Pure, sweet
Tobacco flavor
Only 5 cents.
Yum! Yum!



Ten cent
Smokers
NEVER KICK
when they
can get the
IMPROVED

"W. H. B"

The Bradley
Cigar Co.,
Greenville, Mich.
Will furnish
these brands.



Cedar Springs, Mich., March 4, 1900.

Editor Michigan Tradesman, Grand Rapids:

Dear Sir:--Regarding the Elwood Paper Co. deal, I beg leave to state that I refused the goods, upon examination, and held same subject the shipper's order. In the next issue of the Tradesman I noticed an article relating to the company and at once pooled my account with the Grand Rapids grocers, securing a settlement on the basis of \$5.38. Mr. Levy came here personally and made a satisfactory adjustment.

I began business in 1888, at once subscribed for the Tradesman and have carefully read it every week since. It has not only been a great benefit to me in the weekly reports from various markets, but in openly denouncing the business methods of the various deadbeats and swindlers who are too often found in trade.

In the one instance above, the Tradesman no doubt saved me enough to pay the subscription price as long as I continue in trade.

May it succeed in the future, as in the past, and receive the hearty co-operation of every business man in the State.

Yours respectfully,

E. M. SMITH.

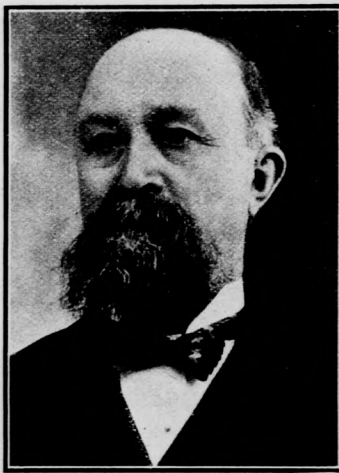
SUCCESSFUL SALESMEN.

John W. Thorn, Representing E. Bement & Sons, Lansing.

John W. Thorn was born at Troy, N. Y., Feb. 13, 1837, his antecedents being Scotch on his father's side and Dutch on his mother's side, his mother's father having been an original tenant of the VanRensselaer estate. In 1837 the family removed to a farm near Syracuse, N. Y., where Mr. Thorn lived until he was nearly 20 years of age, attending country school winters and working on the farm summers. He then entered the Yates Polytechnic Institute, at Chittenango, Madison county, where he pursued the English course four terms. In the fall of 1856 he removed to Michigan, locating in Owosso and during the winter months of that year he taught school four miles north of the village. The next summer he went back home, but returned next winter to teach school at St. Charles, being the first male teacher employed in that portion of Saginaw county. March 10, 1857, Mr. Thorn was united in marriage to Miss Celia L. Simons, of Rush township, Shiawassee county. Seven children were born to them, all of whom were boys. Of this number all are now dead except John B., aged 33 years, who resides at Owosso, and W. I. Thorn, aged 27, who is at present traveling in the South.

Soon after the marriage of Mr. Thorn, he acted on the advice of Horace Greeley to young men and went West, locating near Emporia, Kas., where he pre-empted 160 acres of land one mile south of where the village of Madison is situated. He occupied the position of Superintendent of Schools for Madison county for three years, having been appointed to that office by Governor Medary. During this time he organized the county into school districts and inaugurated the school system of that county. In the year 1860 he returned to Michigan and located in Owosso, where he followed the carpenter trade and contracting business for seven years, many of the buildings in Owosso having been erected by him. He then went to work in the hardware store of Knapp & Peck, remaining five years, when he accepted a position with the Detroit Stove Works to represent them on the road, his territory comprising the north half of Michigan. He was one of the first traveling men in the State for the Detroit Stove Works. He traveled for his firm two years, when he accepted a similar position with Rathbone, Sard & Co., covering the same territory. At the end of one year he decided that he preferred the hardware business and returned to Owosso, entering the employ of Rogers & Stuart, with whom he remained five years. He then embarked in the hardware business on his own account at St. Charles under the style of J. W. Thorn & Co., his partners being Messrs. Rogers and Stuart, of Owosso. Two years later he sold his interest in the business to Mr. Rogers and retired from the firm. During his residence in St. Charles he was village President for one term. At this time he decided to cast his fortunes with E. Bement & Sons, and accepted a position with them as traveling representative for Western Michigan. This position he held for five years, when he removed to Saginaw, entering the employ of the Choate estate. He closed up the business of the estate in about thirteen months. He was then elected Justice of the Peace and Assistant Police Judge for East Saginaw, which position he occupied

for three years, at the end of which time the two cities were consolidated, thus necessitating his seeking other employment. He had formerly studied law and was now admitted to the bar, but after practicing his profession about six months he received such a flattering proposition from E. Bement & Sons that he decided to discontinue his practice and go back to his old friends. His territory at this time comprised Missouri, Texas, Arkansas and Indian Territory, with headquarters in Kansas City. In 1892 he went back with the Detroit Stove Works and was given the territory of Northern and Western Michigan, which he covered for two years, when he again went with E. Bement & Sons. He was then transferred to Indiana, where he remained until Jan. 1,



1895, since which time his territory has comprised Southern Michigan.

Mr. Thorn resides in his own home at 605 Pine street, Owosso. He also owns a 40 acre farm two miles from town, which he conducts by proxy.

Mr. Thorn is a Knight of Honor, belonging to Saginaw Lodge, which organization he has served as Grand Dictator one year. He has also been representative to the Supreme Lodge five times and a member of every Grand Lodge except one. He is also a member of Gauntlet Lodge No. 42, K. of P. Lansing, and is affiliated with the Michigan Knights of the Grip and the United Commercial Travelers. His religious tendencies are liberal and orthodox and favor the Methodist church.

Mr. Thorn attributes his success as a salesman to strict attention to business and to the fact that he gives his employers the benefit of his persistent efforts in their behalf.

Sale of the Jas. Stewart Co. Stock.
From the Saginaw Courier-Herald.

The final papers in the life of the James Stewart Co., Limited, were signed this noon at the office of James B. Peter, Secretary of the company, when a deal was closed by which the entire stock goes to Geo. A. Alderton. When asked what disposition he would make of the stock and if others were interested with him in the deal he replied that he had made the purchase and that he should simply sell it as fast as possible, vacating the Stewart building as soon as the stock was cleared away.

The deal for this stock has been pending some weeks and a number of bids were in for it, among the bidders being Symons Bros. and Phipps, Penoyer & Co. While the parties interested in the deal would not state the consideration of the purchase it is understood that the price is in the neighborhood of \$35,000.

Beware of Lowenstein Bros.

If all reports are true, Lowenstein Bros., of Pittsburg, is a good house to avoid where shippers expect to receive adequate returns. Geo. W. Lardie, the Traverse City potato handler, recently shipped the house two cars of potatoes and was informed by Lowenstein Bros. that they arrived in a badly frozen condition. Mr. Lardie took the pains to have other houses inspect the goods while they were being unloaded and, on receipt of his account sales from Lowenstein Bros., he proceeded to Pittsburg and caused their arrest on a charge of fraud. They were unable to obtain bail and were still in jail at last accounts, but their attorney has made overtures to Mr. Lardie, offering to settle in full if he will consent to withdrawing his charge of conspiracy.

New Commission Firm in Buffalo.

Mr. Eacker has retired from the former firm of Gleason & Eacker and Mr. Gleason has formed a copartnership with J. W. Lansing, and the two will continue the business at 150 Michigan street under the style of Gleason & Lansing. Mr. Gleason is one of the oldest and best known commission men in the Buffalo market and J. W. Lansing established an enviable reputation for himself as a member of the former firm of Lansing & Catlin and subsequently while in business on his own account. The Tradesman bespeaks for the new firm the cordial co-operation of the country shippers, believing that their facilities are excellent for handling any goods which may be shipped to the Buffalo market and consigned to their care.

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 RENT OR SALE—HOTEL, WITH barn in connection; doing good business all the year; resort region. Address No. 135, care Michigan Tradesman. 135

80-ACRE FARM, 60 ACRES IN FRUIT; 600 apple trees, 3,000 peach trees, 150 pear trees, 400 plum trees, 400 cherry trees, 10 acres grapes, 80 quinces; fine house and barn; 2½ miles north of Fennville. Will exchange for dry goods or general store. Address, Lock Box 27, Allegan, Mich. 246

FOR SALE—FIRST CLASS STOCK OF hardware; good location in one of the best towns in Michigan. Address Lock Box 2385, Battle Creek, Mich. 245

FOR SALE—DRUG STORE IN GOOD TOWN in Southern Michigan; well stocked; good paying business and reasonable rent. Good reasons for selling. Address No. 243, care Michigan Tradesman. 243

FOR SALE—CASH REGISTER, FIREPROOF safe and computing scales, all new; a big bargain; will separately. Address Box 363, Detroit, Mich. 252

ALUMINUM COMB FACTORY FOR SALE—Complete facilities for manufacturing aluminum combs. Machinery all in first-class condition. For particulars address Bartlett Bros., Bankers, Mich. 251

FOR SALE—WELL-ESTABLISHED IMPE-ment business in live town of 2,500 in Northern Michigan. Clean stock, which invoices \$1,000. Small competition. Payment must be part cash. Address Lock Box 295, Otsego, Mich. 249

FOR SALE—SPLENDID BUSINESS chance. General stock, hustling village 2,000 people; good farming country Central Michigan. Reason for selling, other business. Address No. 253, care Michigan Tradesman. 253

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 SUITA-ble for any purpose, two and one-half miles east of Benton Harbor, Michigan. Address H. R. Monger, Benton Harbor, Mich. 226

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

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

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

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

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

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 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 store 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

GRAND LOCATION FOR HARNESS BUSI-ness, 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

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—STOCK OF GROCERIES IN good town of 5,000 inhabitants. Stock in ventories 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 AT A BARGAIN—TWO THOU-sand dollar stock of groceries, feed, etc., also store, fixtures, millinery store and stock adjoining; also large warehouse beside railroad track. Profits last year, two thousand five hundred dollars. Proprietor wishes to retire. Address E. D. Goff, Fife Lake, Mich. 159

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

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

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

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

MISCELLANEOUS.

WANTED—POSITION IN DRY GOODS or general store by young lady with one year's experience. Good recommendations. Address No. 254, care Michigan Tradesman. 254

FOR RENT—THE BEST LOCATED STORE in a live town in Upper Peninsula, population 1,800. A good opening for either groceries or hardware—the chance of a lifetime for the right man. If you mean business, write. Address No. 247, care Michigan Tradesman. 247

WANTED—SITUATION IN WHOLESALE or retail grocery; ten years' experience; first-class references. Address Box 714, Durand, Mich. 244

WANTED AT ONCE—AN EXPERIENCED dry goods, clothing and shoe salesman. Must furnish good references. H. Hirschberg, Elk Rapids, Mich. 250

WANTED—POSITION AS DRUG CLERK. Have had two and one-half years' experience. Have six months to serve before can take examination. Can furnish best of references. Address No. 248, care Michigan Tradesman. 248

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

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

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 OPER-ator to take charge of shingle and the 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

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. Charlevoix, 3:15pm		11:25pm	
Ar. Petoskey, 3:45pm		11:55pm	

Trains arrive from north at 2:40pm, and from 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, 7:30pm	+ 3:02pm	*11:32pm
Ar. Grand Rapids, 9:45pm		6:45am
Train leaving Grand Rapids 7:10am has coach; 11:30pm train has coach and sleeping car; train leaving Chicago 3:02pm has coach; 11:32pm has sleeping car for Grand Rapids.		

Muskegon Trains.		
GOING WEST.		
Lv. Grand Rapids, 7:35am	+ 1:35pm	+ 5:40pm
Ar. Muskegon, 9:00am	2:50pm	7:00pm
Sunday train leaves Grand Rapids 9:15am; arrives Muskegon at 10:40am. Returning leaves Muskegon 5:30pm; arrives Grand Rapids, 6:50pm.		
GOING EAST.		
Lv. Muskegon, 7:10am	+ 12:15pm	+ 4:00pm
Ar. Grand Rapids, 9:30am	1:30pm	5:20pm
+Except Sunday. *Daily.		

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

MANISTEE & Northeastern Ry.

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

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

Tradesman Company
Grand Rapids, Mich.

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Grand Rapids Retail Grocers' Association

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

Detroit Retail Grocers' Association

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

Kalamazoo Retail Grocers' Association

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

Bay Cities Retail Grocers' Association

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

Muskegon Retail Grocers' Association

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

Jackson Retail Grocers' Association

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

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

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

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

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Blodgett Building,
Grand Rapids.

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Be prepared to answer "yes" when a customer asks if you have pure and wholesome Spices or Baking Powder. The "N. R. & C." brand Spices and the Queen Flake Baking Powder are the best and cheapest, quality considered.

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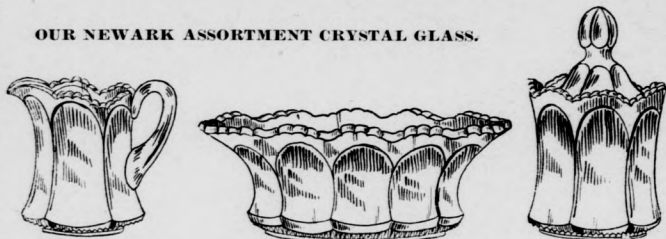
National Biscuit Company

Grand Rapids, Mich.

H. LEONARD & SONS,

IMPORTERS, JOBBERS, MANUFACTURERS,
AND MANUFACTURERS' AGENTS.

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Is one of the handsomest and richest patterns on the market. Made of the purest crystal glass, very highly polished. It has a most brilliant prismatic effect and will prove a great attraction. In the package are included 1/4 dozen 4 piece sets, ornamented with a heavy rich gold border, producing a striking and pleasing effect. The balance is pure crystal. Package contains:

1/4 dozen 4 Piece Sets, crystal.....	\$ 5 00	\$1 25
1/4 dozen 4 Piece Sets, gold decorated.....	12 00	3 00
1/4 dozen 8 inch Berry Nappies.....	2 00	50
1/4 dozen 4 1/2 inch Berry Nappies.....	45	45
1/4 dozen 7 1/2 inch Flared Nappies.....	1 75	44
1/4 dozen Spoon Trays.....	84	21
1-6 dozen 1/2 gallon Pitchers.....	4 00	67
1 dozen Tumblers.....	60	60
1 dozen Footed Jellies.....	90	23
1 dozen Toothpick Holders.....	42	42
1 dozen Salts and Peppers, silver tops.....	1 15	1 15
1/2 dozen Handled Custards.....	65	33

No charge for package. Total for package..... \$9 25

SAP PAILS.



10 quart size made of heavy IC tin with 1/2 inch hole under wire. 4 1-6 dozen in crate, per dozen.....\$1 28
12 quart size, galvanized iron, heavy, straight pattern, beaded top, 1/2 inch hole under wire, per dozen.....\$2 25

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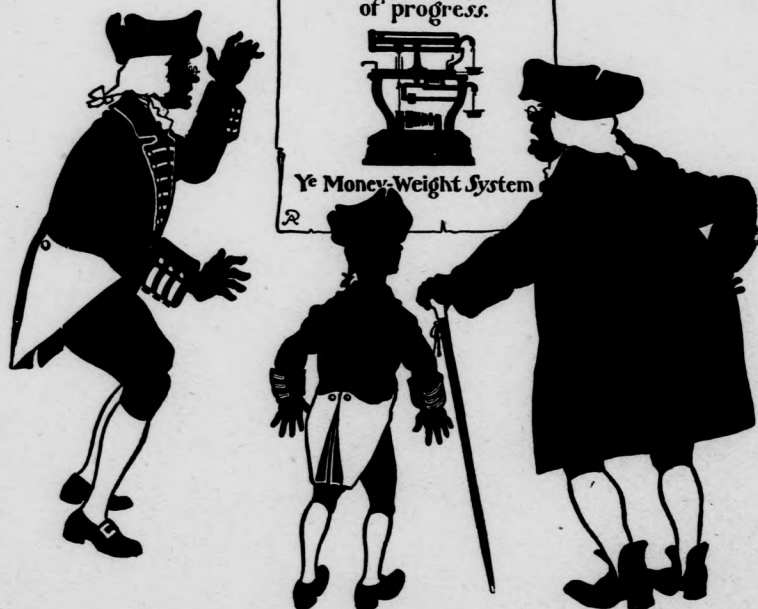
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