

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.

Rosebells, 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, 4¼x8 inches.
Handled Olives, diameter 4½ inches.

We sell to
dealers only

Burley & Torrell

42-44 Lake Street,
Chicago.

We Make It a Point

to win the confidence of our customers. That's the secret of our great success in the cigar business. They know they can depend upon the goods we sell them and, knowing that, continue to deal with us and tell other dealers of our way of doing business. You can enjoy the same measure of confidence, if you will put in

Royal Tiger 10c, Tigerettes 5c

A Smoker's Smoke, and push them. Your customers will soon know of it and knowing it will have confidence in you and will tell others of the fine goods you sell.

PHELPS, BRACE & CO., Detroit

F. E. BUSHMAN, Manager.

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

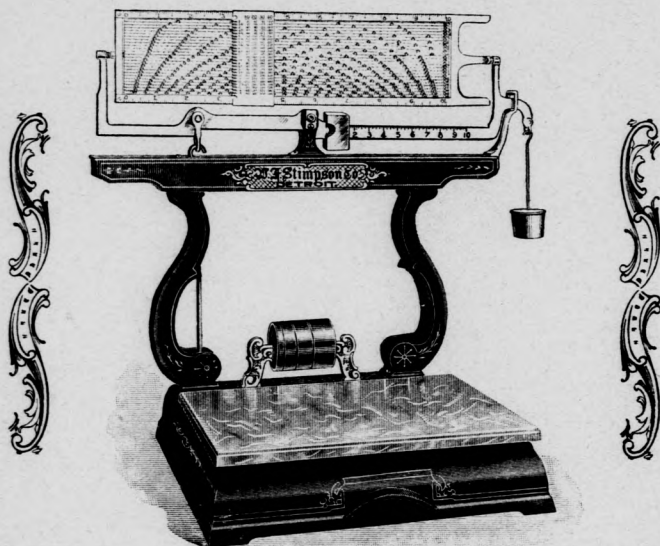
Johnson Bros.' celebrated Porcelain Century Pattern, decorated and plain, the best on the market. It leads them all. Dinner and Tea Sets in many designs. All new.

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

71-75 Jefferson Ave.,

Detroit, Michigan

Important to Scale Users



The Stimpson scale has until recently been manufactured by a concern in Indiana, under a license contract with Mr. Stimpson, the inventor and patentee of the scale. The Indiana Company has lately surrendered said license contract to Mr. Stimpson, and we have acquired from him the exclusive right to make and sell such scales under his patents, and Mr. Stimpson is now associated with our Company. As manufactured by us, the scales also contain a valuable improvement made by Mr. Stimpson in the platform bearings, which entirely perfects the scales and makes them far superior to any other scale now on the market. The improvement here referred to is a Ball Bearing Platform support which eliminates all friction from the knife edge bearings, and also automatically adjusts the platform to the proper position without the use of check rods.

W. F. STIMPSON CO., Detroit, 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.

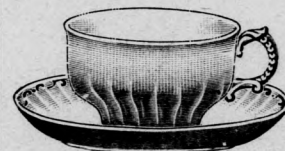
Are you buying at Factory Prices

We are selling the very swellest shape.
We are selling the very best semi-porcelain.
No better than the best.
But better than the rest.
A small list of prices on staples:

Majestic Teas.....	per doz. \$.72
St. Dennis Handled Teas...	per doz. .72
Plates, 7 inch.....	per doz. .58
Scollop Nappies, 8 inch ...	per doz. 1.62

The whole line as cheap. Every piece guaranteed. Ask for illustrated sheets. When in the city call and see us.

Majestic Tea



Hall & Hadden

18 Houseman Building
Grand Rapids, Mich.

MICHIGAN TRADESMAN

Volume XVII.

GRAND RAPIDS, WEDNESDAY, MARCH 14, 1900.

Number 860

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.
Private Credit Advances
Collections and Commercial Litigation
GRAND RAPIDS, MICH.

419 Widdicomb Bld., Grand Rapids.

Detroit office, 817 Hammond Bld.

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

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.

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Tradesman Coupons

Save Trouble.
Save Money.
Save Time.

IMPORTANT FEATURES.

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GENERAL TRADE REVIEW.

The hesitation in many lines of trade on account of the general maintenance of high prices seems to be more in evidence from week to week. While the general volume of business throughout the country is far in excess of that of any year in history, except 1899 comparisons of bank clearings with those of last year show a considerable lessening; at the same time there is a spreading spirit of waiting, apparently caused by the general conviction that prices are being held too high in many lines.

The spirit of waiting is especially manifest in the New York stock markets. These have held quite steady in prices until a slow decline seems to have materialized at latest advices. The favorable shape assumed by the currency bill and the favorable war situation as to speculative values, with the great industrial activity prevailing almost everywhere, would seem to warrant an advance from the low prices of stocks so long prevailing, but distrust of speculative manipulation, proximity of the presidential campaign and the uncertainty as to price conditions in the industrial markets are bear elements of sufficient strength to overbalance the others.

The undue stimulation in the iron and steel prices are having manifest effect in restriction of business. The quotations reached of more than double those of the early part of last year represented the premium put on immediate delivery. At that time the great bulk of business was being done on contracts at lower prices. It was only a temporary condition and the attempt to maintain the high quotations can only result in the restriction of business in those lines, which is becoming manifest. The output of the iron furnaces has been reduced over 5,000 tons weekly since February 1 and yet unsold stocks are rapidly accumulating, showing that the maintenance of the undue high level is restricting business—buyers are waiting for the more moderate prices which they believe will come.

The remarkable advance in the prices of both the great textile staples also seem to have been carried beyond supporting conditions and they have met

with a considerable reaction later however, followed by partial recovery. Prices of goods are still fully maintained, but it is becoming evident that in this line also high quotations are lessening transactions. So also in the shoe trade there seems to be a tendency to wait to see if the decline in hides, which is followed in less degree by leather, will not have effect in the manufactures.

A notable feature of the situation is the favorable showing of foreign business. With wheat and corn making less showing than usual, exports from New York for the first week of March were 70 per cent. greater than last year, with imports 15 per cent. less, showing that high prices have not operated to shut us out of the world's markets to an alarming degree as yet.

The Federalist, a trades union paper published in Chicago, in a recent editorial calling upon members of labor unions to take steps to "stop the supplanting of union men by non-union men," says: "We serve notice on the powers that rule that another city ratted and we start a riot. This can be accepted as the first ringing of the riot call. The members of the vigilance committee can begin buckling on their dagger belts, for the second call means business." It is apparent that the time is coming, and that soon, when Chicago will be compelled to repeat the hanging bee which resulted from the Haymarket riot. Nothing published in the Zeitung at that time was more criminal or reprehensible than the warning now sounded by the recognized organ of trades unionism in Chicago.

The women of Marmaton, Kan., five miles west of Fort Scott, have organized themselves into a band of laborers for the building of a United Brethren church there. Twelve of them donned old clothes the other day and began the work of excavating for the foundations. Enough money to build the church could not be raised, so the women determined, rather than let the project be abandoned, to take up the work and do it themselves.

The man who means business advertises. The man who knows his business will advertise in the way that will do him the most good and reach the greatest number of the best people who may become purchasers of his goods.

It is unfortunate that a man can not exercise as much patience in hunting for his belongings around the house as in hunting for ducks in slush up to his waist.

When the war in South Africa is over, another peace convention may come in and make trouble.

The peach crop of Western Michigan has decided that it will not be a failure this year.

The power of truth depends somewhat upon who is telling it.

THE SELF-MADE MAN.

Notwithstanding the self-made man does not reflect unadulterated credit upon his maker, he is himself fully convinced that he is the perfect article. Even if, as may sometimes be the case, he is conscious of a few imperfections, he refers them to his parents who were responsible for the man in the rough, so to speak, before he began to mold himself into the ideal creature that you now behold, and therefore not chargeable to his account. It is a constant wonder to him that others, with no worse material than he had to found himself upon, should have turned out such inferior pieces of work, and it is natural, therefore, that he should condemn the droves of failures that he sees about him. Happily for him, he only observes others sufficiently to exalt his own greatness by comparison. His best hold and his strong suit is introspection. By looking within he has ever before his mental vision an object that swells his bosom with pride to look upon, and he makes the most of the show, which, being a continuous performance, keeps him ever busy and always supremely happy. To others he may seem a sublime egotist and a conceited ass, but what is that to him? How are these underlings either to recognize or appreciate grandeur which it is impossible to conceive or to understand? So he goes through the world worshipping his creator, encased in an armor of self-sufficiency which is impervious to the slings and arrows of the cynical or the contemptuous. If he could see himself as others see him, he might discover many shortcomings and possibly some glaring defects; but he has no use for others' eyes. His own are good enough for his purpose, which is to admire his own handiwork. He is a continual satisfaction to himself and is happy, and to others he is not without his uses. He gives them something to laugh at and something, besides, to avoid copying. In fact, who knows how much worse the world would be and how less amusing were it not for the self-made man? On the whole, we owe the self-made man a great debt for his workmanship, and therefore let us thank him for his achievement.

The newest thing in confectionery is "brocidillo." It comes from Puerto Rico, and is a delicious sweetmeat. It resembles fig paste in appearance and comes in little oblong squares, daintily wrapped in dried palm leaves. It is composed of the juice of the pineapple, of the little fig banana of Guava and of a tropical fruit known as sapadillo. It is served with coffee in Puerto Rico. It has the merit of being very cheap—only 10 cents a square.

The power above this world seems to be impartial when nations on earth are at war. It allows the side that has the most men and the best guns to win in the struggle.

Man will soon seek for a Sunday outing, babbling brooks and shady nooks, and find caterpillars and rheumatism.

Dry Goods

The Dry Goods Market.

Staple Cottons—Staple cottons in particular show a remarkably well cleaned up condition. Supplies are at the lowest notch that they have been known for years, and nowhere can any quantities be found. Further than this, it is almost impossible to place contracts for any time in the near future, nearly all the mills being well covered for two or three months, in some cases for a far longer time. Brown cottons perhaps show this condition more strongly than bleached, and the market is against buyers in all weights. Export buying has been good, although showing no developments of special interest. The demand for ducks has been good, and prices are firm; osnaburgs show no change. There have been several advances in bleached cottons, as we have noted, and the tendency of all grades is upward. All wide sheetings, cotton flannels and blankets remain without any change of importance. Denims continue to show hardening tendencies, and sellers do not care to commit themselves to any extent. In fact, in all coarse cottons the market is entirely against buyers.

Prints and Gingham—A point of interest with these goods to-day is, what price will the new goods open at? A higher market, the agents say, is almost positive, but how much higher is the question. They do not feel like committing themselves to any extent in regard to this, beyond stating this much. Fancies have shown decidedly improved conditions, and a very acceptable amount of business has been transacted. Stocks had been reduced very materially, and agents claim that there is nothing new of a menacing character to be found now. Gingham have shown no change from our last writing. They are strong in every department, and very scarce.

Dress Goods—There is almost nothing in the way of old stocks to draw from, and while there is some machinery that in other seasons was diverted to men's wear fabrics and this season has been returned to its legitimate use, if the consumption and demand are at all in proportion to that of last year, even that will not be enough to fill all wants. The very fact that buyers are so deliberate about their business, and place orders so conservatively, is almost a positive sign that the orders placed will hold without material change. The nature of the buying is very gratifying, for nearly every style has received its just consideration, and has been comfortably ordered. There are some, in fact it may seem a good many, lines that have been turned down as no good for the season. This, of course, is not surprising, even although these same styles may seem to be excellent for the season's business.

Blankets—Blankets continue to show the same healthy condition that they have throughout the season, and business is very nearly at an end as far as the majority of agents are concerned. Very little is to be found anywhere in the way of desirable goods, and many lines are sold up completely for the season. Sharp advances made since the opening of blankets had no effect in checking business, and buyers only wish they could find still more of these goods at the latest quotations. There is nothing in the way of old stocks to draw from, and it is more than probable that there will be a shortage of supply this year. This applies to almost every style

of blanket made, either cotton, cotton warp or all wool.

Underwear—Prices of underwear are not as advanced as the price of yarn seems to justify. This is especially the case in the various lines of fleece goods. Many fleece goods manufacturers are of the opinion that prices could have been advanced 2@3c with safety. Now that the orders for these goods have all been placed, and the mills are getting a chance to look them over, they realize that they have taken a larger amount of orders than they thought, and that it will be a big undertaking to manufacture and deliver them all at the time specified. That they will strive tooth and nail to accomplish this is shown by the reports coming in of the mills hiring all the extra help that they can possibly procure, running night and day, and doing everything possible to fill all contracts. The only mills that do not run their factories day and night are those which are having difficulty in procuring sufficient yarn to do so. This is the case with quite a number of mills, and if the supplies of yarn do not come in more quickly and steadily it is likely to develop a scarcity of fleeced goods later in the season.

Carpets—The manufacturers are getting ready for the new season, which it is expected will open earlier than usual. They have several important facts to take into consideration when the prices are being made, the basis of which will be the present situation. Manufacturers of ingrain could some months ago buy 2-14s chain yarn for 11 and 11½c. At this writing they are quoted at 19½c and in some instances above. We previously reported that this number of yarn would reach 20c and it will no doubt soon be a fact. This will have an important bearing on the prices of goods for the new season. It is also currently reported that dyers of carpet yarns will make an advance for their work as follows: ½c per pound on black yarns and ¼c per pound on all other colors. This advance will take effect April 1, and was made in order to establish a uniform price for this class of work. This will also have to be considered by the carpet manufacturers when prices for the coming season are made. The general opinion of the ingrain carpet manufacturers of Kensington, Philadelphia, is that this class of goods will be advanced from 5 to 7½c per yard, and a proportionate rate on art squares. This will bring the price of ingrain carpets up to at least 52½c per yard and art squares to 55c. Manufacturers of damask and venetian stair carpets are well satisfied with the season's business, and look forward to continued prosperity in this line. There will be a considerable advance on these carpets for the coming season. There is just time enough for the situation to be well considered, and a good basis made for new prices.

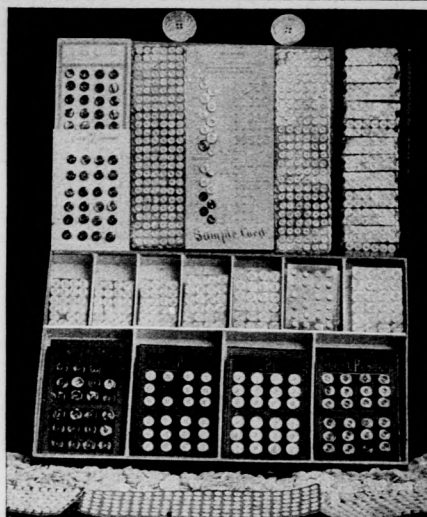
During the month of
March we will show
from 1,500 to 2,000

Pattern Hats

from \$12 per dozen upwards.

Write for prices.

Corl, Knott & Co.,
20-22 N. Division St.,
Grand Rapids, Mich.



Pearl Buttons on Approval

Display Card Explains
Itself. Increases Sales.
No Trouble to Keep
Stock in Order.

I will send \$5 and \$10 lots of Pearl Buttons by prepaid express; any or all may be returned if not satisfactory. Buttons for manufacturing trade a specialty. Merchants wishing to obtain inside figures on pearl buttons should not fail to send for this sample lot or sample card.

F. Heyroth, Manufacturer,
Manitowoc, Wis.



Michigan Suspender

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

Michigan
Suspender
Company,
Plainwell, 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.

Laces

Embroideries

and

Insertings

To-day we have the largest line of laces, embroideries and insertings that we ever carried in stock.

Laces will be very good this coming season. Embroideries are always good. We have All Over Lace, Smyrna, Linen Torchon, Cotton Torchon, Valenciennes, Oriental, Pillow Case, etc. Embroideries, Nainsook, All Over and Swiss.

P. Steketee & Sons,

Wholesale Dry Goods,
Grand Rapids, Mich.

WOMEN BUYERS.

Inferior in Some Ways to Men—Where They Excel.
From the New York Sun.

During the last two months a host of buyers have been hunting in Broadway and the other haunts where lurk the festive shirt waist and the fierce spring hat and the clinging spring dress fabrics. They turn up every spring; but this year there are more of them than usual, and sales tell an encouraging story of prosperity throughout the country. Another feature of this season's hunt is the number of women who are taking part in it. Never before, say the wholesale dealers, were so many women buyers turned loose upon them, although the feminine contingent has been increasing steadily year after year and is an accepted factor in the business.

The character of the business done by the women buyers as well as their number has been changing. At first the women who had little shops in the city or its vicinity came in and bought small orders. Occasionally a woman who was the actual motive power, in a business of which her husband was the nominal head, did the buying for the firm, or a widow, carrying on her husband's business, bought largely. With the use of the department stores came a new type of woman buyer, and to-day she is really the most important feminine element in the business. In the great wholesale houses one still sees the old type. There are elderly women in black who haunt the notion department and nervously examine blue and white prints and colored yarns; fat, hustling little women of sublime self-confidence, who know what their small town customers want and consider their orders matters of tremendous moment; an occasional keen-eyed, self-reliant woman of middle age, who has built up a business of her own, has gained good credit at the house, and is met as an equal by the salesmen, who know that she can not be humbugged. One still sees all these women; but there's another and newer type. She is a tailor-made young person who wears good clothes with an air, and suggests long training in the subjugation of unruly cash boys and irresponsible salesgirls. She speaks as one having authority and she carries herself as though the eyes of the public and the floor-walker were upon her. There's nothing nervous about her and she isn't interested in yarns or blue and white prints. Like the fat woman, and with more cause, she is serenely certain that her orders are of prime importance, for she represents a department of some large store, and the weight of big capital and the favor of the firm are behind her. Many of these women, indeed a large majority of them, have worked their way up from subordinate positions to places of responsibility, through sheer pluck and ability, and are shrewd and capable business women; but, nevertheless, it is a fact that the average salesman in the wholesale houses dislikes dealing with the women customers.

"Our men do not like to handle the women's trade," said one of the partners in a wholesale dry goods house, "and they will all try to shy off when a woman comes in, unless she is very attractive or they happen to know that she is a rapid and capable buyer. The average woman, even when she knows her business, is slow and fidgety. She can't make up her mind and she hesitates and debates and uses up as much time as a man who wants to buy out the whole stock. Then as likely as not she'll go off without buying anything after all."

That seems to be the general verdict. Almost all the salesmen sing the same refrain, and some of them speak much more emphatically, but occasionally a man has the knack of managing women and takes all who come, with smiling imperturbability. He smooths them in the right way and keeps them radiantly amiable and sells them things they don't want, at prices out of all reason. They part from him regretfully, and ask for him the next time they come back, and he really seems to enjoy his little act. He is valuable beyond rubies, and his fellow salesmen look upon him with

mixed feelings of admiration and wonder.

"How do the women buyers differ in their business methods from the men?" A Sun reporter asked one of these charmers, who is so irresistible with the fair sex and sells so many undesirable goods to the women buyers that his fellows accuse him of using hypnotism.

"Well, it's this way," he said: "A man buys on the principle that it takes all sorts of persons and all sorts of tastes to make up a public. A woman buys what she herself likes. Often she'll buy more attractive things than the man will, but she will not have as good an assortment. She bothers so about details where a man would not give the thing a second thought. A man goes through this organdie stock, we'll say. He careers along like a rocket, knows at a glance what he needs and wants, tosses aside the bolts he wants, saying, 'I'll take this and this and this.' In the end he has a fairly good assortment in color and design and off he goes to another department. The woman sits down here and fingers that blue organdie. She wants some blue organdie, yes, but she isn't quite sure about the pattern. Haven't I a piece about the same shade as this but with a scroll design in the little stripe where that has a palm leaf figure? That would suit her exactly, but she never did care about palm leaf designs. She'll go on like that over every piece of goods she buys, sometimes. Some of the boys can't stand it. You see, you can't swear at a woman, and the boys are rather used to swearing, even on slight provocation. One of those women would drive a cigar store Indian to profanity, and the effort to be polite almost proves fatal to the boys. Now, I rather like the experience. It amuses me. The boys haven't any sense of humor. That's what's the matter with them. These nice old ladies who have general stores around the country are my favorites. They tell me all about the people to whom they sold their last stock, and what I don't know about village life in New York, Jersey and Long Island isn't worth mentioning. The Western women are entertaining, too. They are so—well, so highly charged, you know. There's something explosive about the Western woman. She works fast and she's usually shrewd."

"We do have some women who buy as rapidly and surely as the men, and get bottom prices, too; but ordinarily the women do not buy as cheaply as the men. A woman asks the price, and perhaps asks if I can't do better by her, but that's all. If I give a man the same price he invites me to visit a warmer climate and tells me emphatically what he'll pay. Usually he strikes it right and gets the goods at his figure. Another thing about the women is that, having probably had less practice than the men, they are less sure of their judgment and more afraid to assume responsibility. They hesitate and ask advice and refer their decisions to the firm where a man would sail ahead and do what he thought best."

Almost all the important department stores in the country have trusted women buyers who buy not only in New York, but in Europe, too. European buying is the top notch of ambition for a woman buyer; and scores of women go abroad twice a year, to buy, not only millinery, but also laces, embroidery, leather goods, gloves and fancy articles of all kinds. So far, the heavy buying, silks, velvets, woollens, etc., has been left almost exclusively to the men; but that is probably because expert knowledge of those goods requires experience for a longer period than has passed since women invaded the buying field. In the next generation, men will have to look to their laurels even in those departments.

The wholesale millinery houses see, perhaps, more of the women buyers than any of the other houses, and in no other branch of buying do women display more skill and cleverness. In a millinery shop a woman's foot is on its native heath, and feminine superiority asserts itself. The salesmen all testify to the cleverness of their women cus-

tomers, but make reservations in their enthusiasm.

"They have to be jollied, and the old man has to take them out to luncheon and to the theater. Sometimes it's pleasant, and then again it's a ghastly bore," confided one good-looking salesman to the reporter. "Great Scott! the feminine propositions I've gone up against in the last two months! But, then, there have been others"—and he smiled reminiscently. "There ought to be a law providing that no woman over 35 and not pretty and entertaining should be allowed to become a New York buyer of millinery. There's one thing about a woman buyer: If she wants to be disagreeable, she can be more disagreeable than any man, at his worst, ever dreamed of being. I don't mind a man's swearing at me, but when a woman purs hateful things at me, I want to die—and a fellow can't talk back. That's the worst of it."

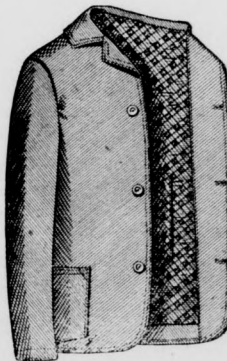
The head of one of New York's foremost department stores, when asked

whether he intrusted much of his buying to women, replied promptly in the affirmative.

"Indeed I do," he said, "and I expect to give more of the buying to women. A woman buys all our leather goods and goes abroad twice a year for us. Our lace buyer is a woman and two women do the buying for the millinery department. Our handkerchiefs and neckwear and veils and ribbons and parasols and lingerie are all bought by women, and I'm ready to say that we've no buyers in our store more clever and successful than those same women."

A Boston cemetery company has decided to exclude automobiles from its burying ground lest the horseless vehicles should cause runaways, which might create havoc among the tombstones and monuments. There are many costly monuments in the cemetery and as these are insured by the company a runaway accident might result in a serious financial loss.

Duck Coats



We are offering a New Duck Coat for the year 1900 that is first class in every particular, waterproof, and no mistake about it. Dealers will find it to their interests to see our Coat before placing orders for next season.

The Ideal Clothing Company
Grand Rapids, Michigan



Nobby Spring Suits

We are showing the trade a large and attractive line of handsome, striking patterns in men's sack suits. The workmanship on these goods is just as perfect as what you would expect to find in the best custom tailoring.

Our Fancy Worsteds and Cassimeres to retail at \$7.50 to \$12.00

should be seen by every up-to-date clothier. These suits are something out of the ordinary for correct style and elegant workmanship. We will gladly send samples to dealers.

Express Prepaid.

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

Around the State

Movements of Merchants.

Three Rivers—H. H. Gage has opened a new drug store here.

Okemos—Olin Bros. succeed Olin & Gunn in general trade.

Springport—David Dodd has engaged in the meat business here.

Atlanta—Jacob Cohen succeeds Jacob B. Alpern in general trade.

Elkton—Edmonds Bros., meat dealers, have removed to Imlay City.

Holland—A. Boerema has purchased the grocery stock of Tiemen Slagh.

Lansing—H. G. Woolworth has opened a bazaar store in the Jenison block.

Holland—Albertic & Dykstra continue the bazaar business of John Albertic.

Metamora—Lundy & Lewis have sold their hardware stock to Chas. H. Hurd.

Blissfield—L. L. Doan succeeds Doan & Giles in the grocery and meat business.

Silverwood—O. G. Milliken, dealer in drugs and meats, has removed to Vassar.

Bellaire—L. E. Dickinson has purchased the meat market of Geo. B. Stanley.

St. Johns—Lowe & Redfern have added a line of hardware to their other business.

Lyons—F. L. Marker & Co. have purchased the general stock of M. A. Herrick.

Detroit—Marr & Stevens succeed Herbert J. Stevens in the boot and shoe business.

Chapin—Manning & Fockler have removed their general stock from Brice to this place.

Thompsonville—J. B. Trowbridge has re-engaged in the grocery business at this place.

Jackson—Hanson & Gulick succeed Hanson & Dewey in the flour, feed and grain business.

Watervliet—Post Bros., general dealers, have dissolved partnership, F. S. Post succeeding.

Perrington—Dean & Dodge continue the implement and vehicle business of Dean & Meeker.

Pulaski—Geo. T. McClintic succeeds McClintic & Weston in the general merchandise business.

Chilson—Loughlin & Henderson, general store and grain dealers, have sold out to W. S. Lusk.

Cadillac—M. J. Present has opened a branch dry goods, clothing and boot and shoe store at Tustin.

Coldwater—Calkins Bros. have sold their grocery stock and meat market to W. D. Tripp and Jay Wickes.

Vernon—Frank Wescott has sold his hardware stock to C. J. Shaw, who has removed to this city from Owosso.

Breckenridge—P. C. Thomas has purchased the hardware, harness and implement stock of Young & Boneman.

Kalamazoo—Sternfield Bros. have opened a bazaar store at 128 East Main street. They came here from Allegan.

Carson City—J. H. Baker has purchased the grocery stock of Mrs. L. Huntoon and will continue the business at the same location.

Saginaw—C. Wartenberg has sold his implement stock to L. B. Chamberlain, of Laporte, Ind., and will engage in the raising of sugar beets.

Saginaw—R. C. Buehler, a veteran in the dry goods business, will shortly open a store at 215 Genesee avenue. The firm will be known as R. C. Buehler & Co. and will handle women's furnishing goods.

Nashville—Henry C. Glasner has sold his grocery and notion stock to Truman J. Navue, who will continue the business at the same location.

Sunfield—O. W. Canouts, of Palo, has leased the new brick store building at this place and engaged in the furniture and undertaking business.

Muskegon—P. J. Tanis has retired from the meat business of Tanis & Co. The remaining partner, John Kooyers, will continue the business.

Dowagiac—Wm. M. Vrooman & Son is the style of the new firm which continues the hardware and implement business of Wm. M. Vrooman.

Port Huron—Sheldon & Co. have opened a paper store in the Sanborn building. The members of the firm are Charles R. Sheldon and L. C. Prescott.

Kalamazoo—Foster, Post & Co. have moved from 136 South Burdick street to 104 East Main street and have changed from a bazaar to a 5 and 10 cent stock.

Sault Ste. Marie—D. K. Moses & Co., who conduct a general store at this place and at Bay Mills, have sold their stock at the latter place to S. Sarasohn & Co.

Dexter—Spencer Davis has retired from the general merchandise firm of Davis Bros. & Co. The business will be continued under the style of A. Davis & Co.

Williamston—C. E. Paddock and S. P. Morrison have purchased the stock of goods of M. M. Parks and will continue the business under the style of S. P. Morrison & Co.

Portland—John Dilley, of Muir, was in town last week, looking over the prospects for getting encouragement enough to warrant starting a washing machine factory here.

Shelby—J. H. Chapman, formerly in the drug business at Mears, has purchased an interest in the drug business of F. W. Van Wickle. The firm name will be Van Wickle & Chapman.

Hancock—N. A. Metz, clothier and furnishing goods dealer, will shortly add thirty feet to the depth of his store, which is greatly needed on account of the crowded condition of his stock.

Eaton Rapids—Townsend & Co. have sold their bazaar stock to Mr. Norton, of Ontario, N. Y., and Mr. Custer, of Ionia, who will continue the business under the style of Norton & Custer.

South Haven—Niffenegger Bros., meat dealers, have dissolved partnership. Charles will continue the business at the old stand and Jacob has purchased the meat business of Wm. Jacobs.

Williamston—D. W. Fisher, who conducts a general merchandise business at Belle Oak, recently lost his stock and building by fire. He carried an insurance of \$2,000, which will partly cover the loss.

Traverse City—W. R. Miller, who recently purchased the fruit and confectionery stock of A. A. McCoy & Son, has sold a half interest to Oscar Prause. The new firm will be known as Miller & Prause.

Hudson—The Whitbeck Bros.' grocery store was sold at assignee's sale to Ray N. Johnson, who will continue the business at the same location. The stock was appraised at \$1,900 and was sold at 82 cents on the dollar.

Belding—E. B. Lapham and Geo. W. De Witt have formed a copartnership under the style of Lapham & De Witt and engaged in the furniture business. Mr. DeWitt was formerly engaged in the same business at Sherwood.

Traverse City—F. C. Thompson has retired from the firm of Hobart, Beecher & Thompson and will continue the drug business at the old location. Hobart & Beecher will continue the book and stationery business, the same as heretofore.

Sterling—Philip W. Van Antwerp, who has been engaged in general trade here nearly twenty-five years, has sold out to Mathias A. Vogle for \$6,000, which includes his building and stock. Mr. Van Antwerp will remove to St. Clair, where he has purchased a farm.

Chelsea—The H. S. Holmes Mercantile Co. has been reorganized for a period of five years. The junior partners—Edward Vogel, E. R. Dancer and D. H. Wurster—have each taken much larger interests than before, and H. S. Holmes, the senior member, has correspondingly reduced his holding. He has lately been elected to the presidency of the Kempf Commercial & Savings Bank, which requires a considerable portion of his time.

Manufacturing Matters.

Morenci—Ed. Wells announces his intention of starting a cannery here.

Mason—The Mason Creamery Co. will begin operations for the season April 2. Eureka—A cheese factory project is being agitated by J. R. Jeffereys and others.

Elba—W. F. Greene, of Flint, expects to begin operations at his new cheese factory here April 15.

Hartford—Davis Haven, proprietor of the cheese factory here, will take charge of the new factory at Cushing's Corners.

Kalkaska—Wm. T. Lancaster has purchased the interest of his partner, W. W. Hill, in the wood working business and will assume full control about April 1.

Flint—W. A. Cook, who recently purchased the Goodrich creamery, is now operating the plant on the co-operative plan. He reports a gain in the receipts of milk.

South Haven—A portion of the stock of the Fruit Belt Syrup Co. has been sold to Foote & Jenks, of Jackson, who will distribute the products of the factory hereafter.

Kingston—The creamery here is to be put into operation this season, after lying idle for seven years. The business men of the village have taken hold of the project, organized a stock company and purchased the plant.

Menominee—Edward J. Brady and Frank A. Spies have purchased an interest in the shingle business of Henry Harding and the new company will probably be known as the Harding Cedar & Shingle Co. Fresh capital will be added to the business and a wholesale cedar business established.

Adoption of the Metric System.

A bill has been introduced into Congress by Representative Shafroth, of Colorado, providing for the adoption of the metric system of weights and measures by the Government of the United States in all its departments, beginning with January 1, 1901, and further, providing that from the 1st day of January, 1902, this shall be the only legal system of weights and measures throughout the United States. The measure is similar in all its important features to that presented in the Fifth-fifth Congress by Representative Stone, of Pennsylvania, and which passed the House, but was subsequently re-committed by a small majority.

If you happen to have an idle day, remember the rights of the men who are engaged with a busy one.

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

The Boys Behind the Counter.

Ishpeming—Dave Johnson, who has been employed with Atkins & Co. for several years, has taken the position formerly held by Henry Hosking at the Ishpeming Co-operative store.

Cadillac—Vern Wolston, a registered pharmacist who has been in the employ of George D. Van Vranken has resigned his position, and commenced work in Cummer, Diggins & Saunders' lumber yard. His health was failing and it was thought a change of work for a time would benefit him.

Allegan—Fred. Cady has been succeeded as clerk in the grange store by Laurence Bunson.

Saginaw—Fred A. Campbell, head clerk for G. Estabrook & Co. for a number of years, has returned from the East, where he has been traveling for a Boston firm, and has resumed his former position in this city.

Owosso—Simon Knoll, for eighteen months past head clerk in Black's dry goods store, has resigned to accept a similar position in Dratz's store in Muskegon. Mr. Knoll is succeeded by Carl Sopp, of Brighton.

Fremont—Adrian White has taken a clerkship in the hardware store of J. J. Klooster.

Athens—Lloyd Underwood succeeds Fred Underwood as clerk in the grocery and crockery store of A. H. Harrison & Co.

Orland—Carl Jackman has taken a clerkship in George Dando's drug store.

Hersey—While assisting in cleaning the drug store of L. M. Hines, at Hersey, recently, John Palmer drank an ounce of carbolic acid thinking it to be simple syrup as the bottles were alike. He lived ten minutes, walking to a doctor's office and back to the store before expiring.

Saginaw—W. B. Moore succeeds Fred. Plessner as clerk in the store of the Valley Drug Co. Mr. Plessner has engaged to cover the Philadelphia trade for the Traumer Malt Co.

Greenville—S. M. Albertson has a new clerk in his dry goods store in the person of Peter Jensen, who clerked three years in the general store of Hansen & Son, at Trufant.

Hudson—Jay Webb has taken a clerkship in the grocery store of Ray N. Johnson.

Taken a Fresh Start.

Sault Ste. Marie, March 12—The Business Men's Association, which has been in a state of innocuous desuetude for the past few months, has been reorganized and infused with new life. On the occasion of the annual meeting there was a large and representative attendance of members. New officers were elected as follows:

President—Otto Supe.
Vice-President—Chas. Wood.
Secretary-Treasurer—Jay W. Sutton.
Executive Committee—Chas. Supe, W. F. Ferguson, V. R. Conway, J. B. Sweatt, Alf. Richards and C. J. Brook.

The Association adopted a resolution remitting all amounts that had become due from members during the inactivity of the organization, up to March 1, and Secretary J. W. Sutton withdrew all claims for salary during that period.

Several matters of interest to the members were brought up and briefly considered and subjects outlined for a full discussion at the meeting to be held Thursday evening.

That the Business Men's Association is an organization that is of much benefit to its members and citizens generally is shown by the good work that was accomplished by it in the early months of its existence last year. It now has a membership of seventy-eight, and with its new lease of life, its good work will be started again and no doubt kept up continuously.

Grand Rapids Gossip

Watkins & Bassett succeed Arthur J. Watkins in the meat business at 45 South Division street.

A. Trowbridge has opened a grocery store at Thompsonville. The stock was furnished by the Worden Grocer Co.

H. D. Johnson has engaged in the grocery business at Stanton, purchasing his stock from the Worden Grocer Co.

Frank Jewell (Clark-Jewell-Wells Co.) is spending a couple of weeks with his parents at Oakland, Cali. He is expected home the latter part of the month.

The Missaukee Manufacturing & Mercantile Co., cedar operators at Lake City, have opened a supply store. The Lemon & Wheeler Company furnished the grocery stock.

S. H. West, who came to Grand Rapids some months ago and engaged in business with a partner under the style of the Valley City Syrup Co., creating numerous creditors who recently had occasion to mourn his clandestine departure, filed a petition in bankruptcy at Chicago March 12. In case he undertakes to secure a release from the indebtedness he incurred in connection with the Valley City Syrup Co., Grand Rapids creditors will interpose a vigorous opposition.

Livingston Cook, who was engaged in general trade at Bauer for sixteen years prior to last June, when he disposed of the stock to his son, died Sunday morning of heart failure, aged 72 years. Deceased was born in Livingston county, N. Y., Aug. 16, 1828, and was chief engineer of a Government war vessel during the rebellion. At the close of the war he removed to Kelloggsville, Kent county, where he ran the engine in the sawmill there for several years. He then purchased a farm in Georgetown township, Ottawa county, which he tilled fourteen years, when he engaged in general trade at Bauer. He leaves a wife and two living children. Death was entirely unexpected, no one but the wife being present when the end came. The funeral will be held at the Disciple church Thursday noon. The interment will be in Georgetown cemetery.

The Produce Market.

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

Bagas—1.35 per 3 bu. bbl.
Bananas—Selling at \$1.50@2 per bunch.

Cocoanuts—Quoted at 50c per doz.
Beans—The market is without particular change, the price holding 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, without much demand, due to the fact that the call is for dairy rolls, which are coming in freely and find an outlet on the basis of 20c for fancy and 18c for choice.

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 will not be in market again until spring.

Cranberries—Jerseys have advanced to \$10@11 per bbl.

Dressed Poultry—All lines are in strong demand and are eagerly taken as fast as they arrive. Chickens command 11@12c. Fowls are in active demand at 10@11c. Ducks are eagerly taken at 11@12c. Geese find a market on the

basis of 7@9c. Turkeys are in good demand at 9c for No 2 and 11c for No 1. Eggs—The market dropped off 1c today, leaving the current price for strictly fresh stock at 15c, which is 2c above the parity of the Chicago market. In all probability the price here will go to 13c before the end of the week—possibly to 12c.

Green Fruits—Lemons remain about the same in price with a fair demand. Prices are reasonably satisfactory and the aggregate movement is perhaps as strong as could be expected at this season. Bananas are higher, largely owing to the fact that trade is improving, and shipments are not heavy enough to satisfy the demand. Receipts are much smaller now than usual at this season, but demand rules about the same, which is forcing prices above the ordinary figure.

Green Stuff—Grand Rapids forcing lettuce, 15c per lb. Onions, 25c per doz. Parsley, 35c per doz. Pieplant, 10c 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.

Live Poultry—Pigeons, 50@60c. Squabs still fetch \$1.75 per doz. and are scarce at that. Chickens, 9@9½c. Fowls, 8@8½c. Ducks, 8c for young and 7c for old. Turkeys, 10c for hens and 9c for gobblers. Geese, 9c.

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. Butternuts and walnuts are in small demand at 60c per bu.

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

Pineapples—Florida fruit brings \$3.75 per doz.

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

Potatoes—The market is about the same as a week ago. Local buyers throughout the State are paying 26@28c. Locally, sales are made in small quantities at 40c per bu.

Seeds—The market is strong and the demand is good for so early in the season. Mammoth clover, re-cleaned, \$5.25@5.50; medium clover, good to choice, \$4@5.50; Alsike clover, \$6.75@7.50; Alfalfa clover, \$6@6.75; crimson clover, \$4@4.60; timothy, prime to choice, \$1.20@1.40; field peas, white, 85c@\$1; red top, prime to choice, 60c@\$1; red top, clean from chaff, \$1.50@1.75; orchard grass, \$1.10@1.30; blue grass, 75c@\$1.10.

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 command \$4 per bbl.

Tallow—Common, 4¼c 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.

Advice to Wool Purchasers and Growers.

The use of sisal grass twine for tying wool fleeces will result in lower prices for the product if the practice is continued. Although the utmost care is exercised by manufacturers in removing the grass from the wool, some fibers are overlooked and follow through the various processes of manufacture until the goods are dyed, when every particle is plainly discernible. This means claims by purchasers of the cloth and cancellation of orders. Some manufacturers utterly refuse to buy wool tied with sisal twine, and when the grower realizes that this practice will result in a lower price for his product, he will find a way to obtain hard twine, instead of using the binder twine he has on hand. This is an important subject to growers and purchasers, as lower values will surely ensue if the use of sisal twine is continued. Wm. T. Hess.

The Grocery Market.

Sugars—The raw sugar market is considerably stronger, prices showing an advance of 1-16c. This makes the present price of 96 test centrifugals 4¾c. The Mollenhauer and National refineries will remain closed indefinitely, claiming that there is no profit at present values. In sympathy with raws, the refined market is strong and an advance in price is very probable.

Canned Goods—There is an improvement in trade all along the line, although not in the direction of large orders. Evidently that must come later, but so long as there is improvement there is encouragement and dealers show less disposition to shade prices. Although all goods have been held firm heretofore, they are doing even better now and an upward movement is anticipated. In futures very little of interest occurs from day to day. The general outlook for packers is not as encouraging as it was a year ago, but great hopes are based on the open market later, which is expected to do more than future sales have done. The principal point of interest in the demand for spot goods is the wide range of articles it covers. This appears to indicate that jobbers are carrying light stocks. It is known that a large proportion of the retailers are, and on this basis rest the hopes of holders for active, aggressive business later. Future sales of canned tomatoes were scarcely ever as light up to this season as now. So far buyers have taken only small quantities, and unless holders make concessions, it seems probable that future sales will be small during the entire season. The total pack for 1899 was so much larger than the average that there is an impression that large stocks are being carried in a number of markets. This leads buyers to the conclusion that large purchases are unwise because there is a possibility that prices will go down. This view is not shared by all and is flatly denied by some. The combined effect of it all will be to throw more sales into the open market later. Spot tomatoes are quiet, with demand limited to such orders as are needed for immediate consumption. Trade is principally in small lots, with an occasional large order. Conditions are unchanged, but there are some encouraging factors which promise to lead to better trade, if not to higher prices. Futures are unchanged, and such sales as are made are at previous prices. There is little of interest in the market, buyers showing considerable hesitancy about taking hold at present prices, and sellers showing no inclination to offer concessions. Until some permanent agreement can be reached, there will be comparatively little future business, which will compel heavy buying in the open market later. There is no change in corn in either spot or future goods. There is a good demand for peas and large sales of futures have been made. Many packers are entirely sold up and some refuse to make further contracts because they fear the pea louse, which caused so much damage last year. There is some increase in the consuming demand for some varieties of fruits at unchanged prices. According to mail advices from California fruit canners are booking heavy orders for this season's pack. There is more enquiry for salmon and it is very scarce. This scarcity is caused principally by its adoption as an army ration by the American and British governments. With the large armies now in the field, the con-

sumption has become enormous. Indications point to a larger pack of clams on the Maine coast this season than formerly. Stock is abundant and available at low prices.

Dried Fruits—There is a strong undertone to the dried fruit market, which appears to affect all varieties. While sales are comparatively small, holders are firm in their views, and generally insist upon full prices. Apparently the dull season is passed, but large buyers are not taking hold with any considerable degree of freedom, although there are more numerous enquiries for large lots and the prospect of improvement in all varieties is encouraging. Holders are firm in their views and are under the impression that increased business will result from present conditions. Prunes are steady, but trading is necessarily small under the circumstances.

There is a continuation of the previously reported firm feeling, but no movement of importance has occurred during the past few days. The total supply on the coast is reckoned at perhaps 375 cars, and it is expected that these will all move out before the new crop comes in. About half a dozen cars have gone to Germany of late, and there is said to be an increasing English enquiry. All that is required is a good export demand to put business on a more satisfactory basis. Raisins are quiet, but there promises to be an enlarged demand shortly. Most sales are in small lots to supply immediate requirements and the speculative feature of trade has entirely disappeared. All stocks are firmly held, however, dealers being under the impression that stocks are light and what are left will be needed by consumers before the new crops are ready for delivery. Peaches are attracting considerable attention and the probable shortness, or at least close control of the available supply, will probably tend to increase prices in marked degree later. At present the movement has only begun, but according to indications it promises to reach a heavy volume in the near future. The buying season is somewhat late this spring, measured by former standards, but may, after all, be quite as important in the end. Large sales have recently been made on the coast for both Alaska and the Philippines. The result is that stocks are firmly held and some grades have advanced ¼c. There is a steady undertone to the market for evaporated apples, which is taken to indicate that there will be better business shortly. Demand continues fair. Apricots can be bought only in small lots as there are no very large lots to be had. Sales do not increase but even at the present rate the supply will be distributed before the new crop is ready for shipment. Dates are lower, and trade is comparatively dull. There is a fair consumptive demand for the season, however, and a better feeling is anticipated. Figs are easy but holders are not forcing sales, and the future promises better things. Currants are not especially active, but are firmly held.

Rice—The demand for rice is good at unchanged prices. It is expected that during the current month supplies will be practically exhausted, at least of the more attractive sorts.

Tea—Prices are fully maintained. The past week showed considerable improvement and a better demand is expected soon.

Fish—The demand for fish of all kinds is good. Prices are unchanged, but firm.

Getting the People

Some Good Local Advertising—Some Not So Good.

W. I. Benedict, of Belding, sends in three sample advertisements for criticism, and two of them are good enough to merit reproduction.

\$1,000,000 To Advertise Baking Powder

The best cream of tartar baking powders are composed of strictly pure cream of tartar, pure bicarbonate of soda with starch or rice flour as a filler. Government chemists say this is the only kind that should be used. One firm making baking powder spends \$1,000,000 a year advertising it. The price of it is 45 cents a pound. We make a pure cream of tartar baking powder, too—the ingredients are the purest and best to be bought—there can be no better baking powder. It sells at 30 cents a pound. We have sold it for twelve years—some of our customers in Belding have used it four or five years—we have never heard of an unprejudiced user who was not satisfied with it. We want you to try it. There's no \$1,000,000 in it, but we can afford to make a good reduction to get you to use the first lot of it. Bring us this space and get one pound for 15 cents or a half pound for 7 cents.

Just out—Catalogue of Belding Public Library. One free for the asking.

W. I. BENEDICT, Druggist.

A Big Deal in Soap

A new firm making Toilet Soaps gave us a big discount on our first order from them. The soaps are put up the neatest of any yet on the market—the quality is all right as it's a new firm "plugging" for more trade. 400 cakes in 15 orders. Come early and get your choice—enough to last all summer.

(Prices)

W. I. BENEDICT, Druggist.

The baking powder advertisement is clear, forcible and convincing talk. It fairly bubbles over with the maker's confidence in his goods—and that is half the battle in an advertisement. You know the difference in the impression produced by the salesman who is brimful of enthusiasm and the one who doesn't know how to talk up his goods. There is just the same difference in advertisements.

The idea of selling an introductory pound or half-pound at half price is a good one, and Mr. Benedict should reap good returns from his plan.

The soap advertisement has the same good features that I have commended in the other one—straightforwardness and a general air of conviction. The heading is set a trifle too small, and is likely to be drowned out by the big signature. That is the only fault I can see in it.

* * *

The advertisement of Stewart's Bazaar, Portland, which is shown herewith,

Stewart's Bazaar

\$10,000 in Cash, \$5,000 in Goods

Is what we are after.

The great sale of our entire stock will be continued to-day and every day and evening of the entire year, from 7 a. m. to 9 p. m. Please don't forget the place.

STEWART'S BAZAAR, Portland, Mich.

is too indefinite. It does not tell the kind of goods on sale, the prices, or anything else outside of the bare fact that goods are on sale. An advertisement like this, while it may produce some effect, doesn't realize the full usefulness of the space it occupies. It represents

a certain amount of wasted energy—and money. If the writer had picked out two or three good things, described them and quoted a price upon them, he would have undoubtedly received some definite returns from his advertising—and returns are what we are all after.

* * *

W. M. Davis, of Ewart, sends in an advertisement for criticism—decidedly the best he has submitted thus far. I

The Best Harness

The claims some people are making are decidedly droll and curious. No fairy tales here. It isn't necessary. We wouldn't resort to such means even if it were. The truth is good enough for us. Our business keeps up in the same brisk pace. Twenty sets made and sold since Jan. 1, and this is the dull season, mind you. No other people can even claim such a record. No other folks employ three expert workmen. Nobody else makes and sells harness anywhere near so good. Don't this rather prove it? Your order, please.

The Blanket Sale Goes On

When we announced last week that we were cutting prices on the remainder of our blanket and robe stock, we meant it. It was not a common scheming, catch affair you've read in other parts of this paper, but every word meant business. Several wise people profited by it last week and there'll be more next. Better come early.

W. M. DAVIS, Furniture and Harness.

still notice, however, that Mr. Davis still "knocks" his competitors—which is decidedly unwise. One of the cleverest advertising men in the country called on me last week, and in conversation with him, I asked his opinion of the policy of running down a competitor. His answer came in the form of another question. He said: "What business has any man to admit to the public that he has any competitors?" And he was right. The way to advertise is to tell the public about your own goods as if they were the only goods of the kind sold in the world—as if you had no competition—as if, when the public wanted them, you were the only man who could supply them. Mr. Davis' advertisement is decidedly attractive—the headings are well displayed, and each heading means something. There is room for improvement along the line indicated above, but the work shows a long step toward better advertising.

* * *

E. Engleright, of Portland, keeps a bakery and fruit store, as the accompanying advertisement will indicate.

We Make a Specialty

Of having all sorts of fruits in season and aim to have the best quality that can be obtained. Oranges, Lemons, Bananas, etc.

Our Stock of Baked Goods

Includes everything found in a first-class bakery. Bread, Buns, Cookies, Cakes, Pies, Fried Cakes, etc.

We Also Have Candies

of our own make, and which are fresh every day. Special orders for anything in our line filled on short notice.

E. ENGLERIGHT, Portland, Mich.

Would the advertisement induce anyone to buy from Mr. Engleright? I leave it to my readers. Clearly, Mr. Engleright is a beginner at advertising, and he has much to learn. His advertisement tries to cover his whole stock in the space of four inches. The consequence is that there is nothing in the advertisement to

H. M. Reynolds & Son,

Manufacturers of

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

Grand Rapids, Mich.

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

ESTABLISHED 1868

Detroit, Mich.

Foot 1st St.

WORLD'S BEST

S.C.W.

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

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.

Keeping a good thing good
is next to making it good.

Uneda Biscuit

(sold only in 5 cent packages)
come to your table with all the goodness and crispness they had when fresh from the oven. Substantial enough for the plainest meal—dainty enough for the most elaborate banquet.

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Published at the New Blodgett Building,
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TRADESMAN COMPANY

One Dollar a Year, Payable in Advance.

Advertising Rates on Application.

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

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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 14, 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 Mar. 7, 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 tenth day of March, 1900.

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

SPECULATIVE BUYING.

The following communication comes to the Tradesman from one of the largest jobbing houses in Detroit, representing the experience and observation of one of the shrewdest men in the wholesale trade in that city:

If the average retailer could be brought to realize the advantage of "discounts," half of the trouble and annoyance incident to the business would be overcome; and, aside from the comfort of freedom from debt, there is the distinct advantage and deference accorded to every dealer whose policy is to purchase only for actual requirements and to avail of every discount for cash.

Unfortunately, in these days of too numerous traveling salesmen, every man in trade is hounded to death and practically forced into becoming a speculator—for every purchase in advance of requirements is purely speculative. We all realize the pressure that is brought to bear in every staple line to induce dealers to "place an order now, for the price is surely going up," but the advantages incident to such purchases are as nothing compared to the assured profit which accrues from discounts, regularly taken, whereas the accumulation of large stocks, even although bought right, is a constant source of worry and expense, to say nothing of the straining of credits. Let the average grocer go through his stock carefully and estimate the value of the various articles bought in anticipation of a rise or crowded onto him by the almost irresistible salesman and in nine cases out of ten the result will be startling—decidedly so when, in connection therewith, he takes the amount of his indebtedness. Nearly all grocers buy too much—owe too much—trust too much. It is beyond contradiction that the dealer whose motto is "cash" in his dealings with the wholesaler is a better collector. Discounting soon becomes a habit and in order to discount one must collect. Set it down for a solid fact that the man who discounts buys cheaper, sells cheaper, owes nothing and is his own master; whereas a large percentage of dealers at the present time are practically owned by their principal creditor and are helpless.

These are facts well worth the studying and when you are urged to buy

sugar, tobacco, tea—anything you don't actually need—stop a moment and consider.

With everything a grocer needs obtainable on twenty-four hours' notice, where is the necessity for reserve stock? Figure the discounts on your annual sales; estimate the advantages in lower prices for cash buying, and the results will more than offset any possible advantage gained through speculative buying. Try it.

The Tradesman bespeaks for the above communication the careful perusal and thoughtful consideration of its readers, believing that it sounds the keynote of success and failure in the career of many a merchant. Whether the evil of overbuying is due to the weakness and avarice of the merchant, the importunity of the traveling salesman or the indulgence and poor judgment of the credit man, it is nevertheless an evil which constitutes one of the greatest menaces next to that of granting indiscriminate credit—with which the average dealer has to contend. The Tradesman would like to hear from all sides of this question—retailer, salesman and jobber—and will cheerfully give place to anything which any one interested in the subject may have to offer.

TROUBLE AHEAD FOR ENGLAND.

A story comes over the cables to the effect that France is about to reopen the Egyptian question and that she is sending large re-enforcements of troops to Algeria, as well as to Tonquin and Madagascar. There may or may not be truth in this story; but it is a significant fact that Great Britain, notwithstanding the recent decisive victories in South Africa, has been constantly making fresh preparations for war. For instance, there was the note of Mr. Chamberlain to the Australian and Canadian governments, asking if those colonies could furnish additional troops for service in Africa in the event that troops now there should be needed elsewhere. Then again there was the large loan and the hurrying through of the budget, as well as the extensive preparations for the mobilization of the British fleet.

Ever since the outbreak of the war in South Africa the French have shown intense sympathy for the Boers as well as undisguised hostility for Great Britain. While the French government has maintained a perfectly correct attitude it would be contrary to human nature had here been no wish for the humiliation of England. The Egyptian question and the more recent Fashoda incident still rankle in the breasts of Frenchmen and sooner or later the score will have to be settled.

Now that it is becoming apparent that the Boers are collapsing, France must realize that if advantage is to be taken of England's preoccupation she must act quickly. The Egyptian question would afford a convenient pretext, as France has never assented to the British occupation of that country, and has not failed to refer periodically to that unsettled problem. While there may be nothing in the story cabled from France, its plausibility can not be doubted. With such a clashing of interests as exists, backed by keen mutual prejudice, it would not be exceedingly difficult to stir up a real quarrel.

All discussion as to the beginning of the Twentieth Century will probably end with the ending of the Nineteenth Century.

There are men so superstitious they would not accept thirteen dollars for a fifteen-dollar debt.

A QUESTION OF RIGHT.

It is probable that the generous people of the United States will always seek to give an emphatic and public expression to their sympathy for any gallant effort made by men anywhere to wrest their freedom from a superior and oppressive power. Of course, it is quite possible that over-readiness to take sides where an issue of that sort exists, or is alleged, may sometimes lead to erroneous conclusions and may even prompt the commission of overt acts which afterwards will be generally recognized as ill-advised and indefensible. But that is a risk which must, perhaps, be accepted as unavoidable, at least until sad experience has cooled and calmed the enthusiasm of the American people. For the present they will speak out with no uncertain voice whenever they believe the weaker side in any war is in the right. And there can be no doubt that such utterances are to some extent effective. They carry no material aid to the people to whom they are addressed; but they serve to nerve the patriot's arm by assuring him that the world is looking on, and that noble and appreciative hearts everywhere admire and applaud his heroism. It is true that other consequences, not quite so desirable, ensue. The people who have been praised and encouraged remember with gratitude the kind messages that came to them in the darkest hours of their struggle; but the other side will be found to have a memory quite as faithful. The unfriendly feeling towards England which prevailed for so many years at the North after the war of secession was beyond all question mainly due to the sympathy for the South, which was unreservedly expressed by a large part of the English people, and especially by representatives of the higher classes. On the other hand, a distinct rapprochement was brought about between the Government of the United States and the government of Russia because the latter power was friendly to the Union cause when it was most in need of friends abroad. It was believed, indeed, at one time that the Americans generally felt that England—by maintaining an attitude of sympathy and steadfast friendship for the United States during the Spanish war, and while the people of all the other great states of Europe were as clearly favorable to the cause of Spain as they are now to the cause of the Boers—had condoned for any wrong she might in times past have done this country.

But, while whatever sympathy the continental nationalities of Europe may express for the Boers now is primarily due to a feeling of enmity against the power of England, it is not so with the people of the United States. Those nationalities had no word of friendship or of encouragement for the struggling patriots of Cuba at any time, whereas the people of this country did not hesitate to espouse their cause and bravely dared all possible complications in their behalf. Politicians may be only too ready to take advantage of this generous feeling in the breasts of the American people, and may too often succeed in doing so; but it is irrepressible. As long as it is real and earnest it is a worthy feeling, and the people are acting within their rights when they declare it freely and frankly.

The right of Congress, or of either house of Congress, to pass resolutions of sympathy for one or the other of two contending countries, or nationalities, is extremely questionable. Congress is

a part of the General Government of the United States—one of its great co-ordinate branches. It is, moreover, that branch of the Government in which the law-making power is exclusively lodged. Any expression of feeling coming from Congress in regard to any other nation, or government, is, therefore, exceedingly significant and serious. Any expression of that sort publicly uttered by any ambassador, resident minister, consul or other diplomatic agent of this country, in any European capital, would cause his recall, for his recall would be at once demanded and immediately granted. And why? Simply because his words would be considered a breach of the friendship affirmed and pledged by solemn treaties between the United States and the offended nation. The significance of his words and the responsibility of his Government would be established by his official character as a representative of that Government. Well, then, may the Government itself, or any part of the Government, do with impunity that which its representative or agent can not do without involving the most serious consequences? If the Government, as in duty bound, makes amend for the wrong which its indiscreet agent has done to a friendly power, should it not, on its own part, avoid the commission of a similar wrong?

Again, what is the object of a congressional resolution of the sort in question if it is not help? If it does not help even by moral effect, what is its purpose? A neutral power has absolutely no right to afford the slightest help to either side, and can not do so without violating solemn obligations. The question is discussed here not with special reference to any pending war; but to protest against a step which, if it should be made a precedent, would probably in the long run secure for the United States more enemies than almost any other course it could pursue.

A private citizen of the United States may say whatever he is pleased to say in any part of Europe, if he chooses to incur the personal risk thus involved. A mass meeting of American citizens may discuss any question they care to take up, and may express any opinion that may seem good to them. The Government does not enjoy that liberty.

Taxation of corporations in Paris has led to the transfer of many main offices to Brussels, French societies being incorporated there under the laws of Belgium to avoid the French income tax.

The man with the hoe is not yet so distinguished and dignified by poetical fame that a tramp wants to be one. Anything that is a bit like work goes against the grain of a Weary Willie.

The countryman who plays checkers at the grocery store is as high up in the scale of intelligence as the city man who wastes time playing cards at his club.

A man knows only one occasion when a business education is more preferable for a woman than housekeeping ability: when she has a husband to support.

A woman who gives an afternoon "at home" means well; but she keeps a great many other women from staying at home.

If an honest man is the noblest work of God, where does the self-made man come in?

Some of the pictures made by snapshot fiends are not worth a snap.

NATIONAL MANHOOD.

There seems to be an accepted opinion that the guns which sunk the Spanish ships at Manila at the same time proclaimed to the world that the American nation had attained its majority. So far the growing Republic had had little to do with the work of empire. In the procession of the nations little attention had been paid to it, certainly no heed, and it had fallen into line anywhere, the matter of keeping step being one of utter indifference to all concerned or unconcerned. It fell out or it fell in, amounting to nothing anyway, its foolish notions laughed at and ridiculed as youthful notions are apt to be, as a whole not disagreeable, and with a future that excited the envy of all. It was a big, double fisted, overgrown, well meaning youngster full of fire and brag, with no respect for his titled ancestors, one of whose crowns he had not hesitated to knock off and in his anger had announced his ability and determination to do the same thing for the rest of them on sufficient provocation. So the Republic had grown up and when the smoke of the proclaiming guns had cleared away there stood Young America, ready and willing and determined to take his place at the international council board and withal inclined to be particular about the locality of her seat.

Her appearance at that board and her evident determination to sit where she pleases has occasioned no end of dark foreboding. An ex-Secretary of State, with that keenness of foresight which seems to be the assumed prerogative of an ex-official, thinks that the young and overconfident nation had better be at home where she always has been and where she belongs and not be over there getting into trouble with a lot of unprincipled "land thieves and water thieves," who are aching for a chance to get her into all sorts of national snarls and entanglements. She has already unwittingly committed herself to England and nobody knows where it will end. To sustain herself in her new relationship, the army must be increased and the navy must be enlarged and under the influence of old world diplomacy and the old world's way of doing things; to trade with China or any of the Asiatic countries, our coaling station at the Philippines must be transformed into a fort and from that stronghold American goods are to be fired into the Chinese empire, into Australia and Japan. However, "the thing is done." We are in for it. We have by the firing of an American gun become an Asiatic empire; David in Saul's armor is making a fool of himself, and his kingly company at the council table are making fun of him.

With the political features of this foreign question the Tradesman can have little to do. In common with the rest of the country there is a fair idea that the young nation entering upon its majority will be found abundantly able to take care of itself, and that, too, in its own way—the new way. Possessed of the Philippines, it carried in its right hand the olive branch of peace and, finding it refused and insulted, stripped the branch of its leaves and proceeded to secure peace on principles which have existed since the foundations of the world. That done, it is ready for business, and without firing a gun will carry it on according to the methods it has always followed. "Hitherto, in introducing his moves and in seeking commercial opportunities of any sort in foreign countries, the American citizen has

necessarily relied almost altogether upon his own unaided talents, tact and enterprise." That he has met with gratifying success the trade reports show. That he is determined to go on with the same policy of trading with these nations instead of shooting them his actions plainly declare; and that good goods instead of bullets is to be his stock in trade, delivered by ship and car and not by the latest invented field piece, the general policy of this Government affirms. There is nothing so antagonistic to Republican wishes and principles as war; and that trade can not thrive without it or can not advance except in its wake is as false as it is dreadful. The United States is not a fighting nation. It is devoted to the arts of peace. It desires to live and let live. In spite of the statement to the contrary, grab is not a part of the national character and with that single quality removed from its international relations there is bound to be harmony with our neighbors.

It has been said that America will take good care of herself in her own way. She will. It is asserted that she has entered into an alliance with England. She has not. It is the one thing she will not do, and for the best of reasons. There is no more chance of Republican America forming alliances with Monarchical Europe than there is for water and oil to mix and stay so. When there comes a time for alliances and the United States is one of the parties there will be the final struggle begun by the Stuarts of King or Parliament changed to empire or Republic; and if there is any fact to be learned from the historical page, it is that the Republic, the last form of government and the best, is the one that will one day rule supreme wherever on earth government exists.

There has been altogether too much talk about the Philippines. From the first it has not been a question of party but of Republicanism. When the Spanish throne, the rotten symbol of power in the Middle Ages, fell, there was not timber enough in the universe to lay the foundations for another on those islands nor a piece of land large enough to hold it. That sort of thing has passed away and when the time came for the new to supersede the old, whose but the Great Republic's was the hand to do the work? Who better than she was able to stand sponsor for the principles that flag was intended to represent? Who so well as she, if it comes to that, can shield with her protecting arm the island republic from the power she herself has so often grappled with and overcome? To her, at all events, that duty has fallen. That she has accepted it is a good omen; and when at last modern civilization shall have rimmed the Pacific sea there will be no fairer isles where freedom dwells than the Philippines and no stronger Republic than they, fostered and protected and established, as they will have been, by the Mother of Republics, in the Western World.

The Ohio House of Representatives has passed a bill which provides that women employed to do work of any kind shall, in the absence of a contract agreement, be paid the same wages as men receive for similar work.

The backbone of winter has had a compound fracture; but it is a little early yet to appear in spring suits.

The man with a bad cold must cough up enough to pay his doctor.

THE MEETING OF EXTREMES.

For a good many years the governments of Russia and the United States have looked upon each other with not unfriendly eyes. As far as the East is from the West their territories are remote from each other; the government of the one is an absolute monarchy, that of the other is republican and while the indomitable will of Peter the Great is suggestive of a similar trait in the Yankee, the Russian and the American are to all intents and purposes antipodes in everything pertaining to fact and feeling. As time goes by, however, it is easy to see that in spite of the fact that the one is what the other is not, these extremes of national character are coming slowly but surely together. Those readers whose hair is gray will readily recall the unbounded delight which thrilled the American heart when, during the darkest days of the rebellion, the wires throbbed from one end of the country to the other with the glad tidings that the Russian fleet was in New York harbor for the purpose of extending to this country the good wishes of the Czar of all the Russias. Before that unexpected event, for event it was, the Russians and the bear were synonyms, standing for an indefinite something so far as America was concerned. After that, under the serf, behind Siberia, back of the absolute monarchy, within the breast of the bear this country found out there was a heart, a fact which it has never lost sight of. A friend in need was found to be a friend indeed and from that time the extremes started toward each other.

An attempt has been made to account for this. It is merely a matter of policy. Between Russia and the rest of Europe and Asia there is a great gulf fixed and across that gulf there will be no crossing. The attempt will be made from time to time, as it has been, but always with sword in hand. Russia is determined, however, not to remain the inland country that nature seems to have declared she shall be. Her neighbors have taken up the quarrel on nature's side and with ships and armies have so far shut her in. Isolated from the Eastern World she turns necessarily to the Western for companionship; and because she hates the nations that bar her progress to Constantinople she is making overtures to a country opposed to her upon every possible ground.

It may be so; but underlying these reasons there are others which may be considered quite as plausible. The extreme, be it in nation or individual, is due to the repulsive common from which it has separated itself. Russia, as an absolute monarchy, holds in supreme contempt every other form of it. Let us be what we claim to be, not its shadow; that or the other extreme where all are kings. Pure, unadulterated one-man power, the gift of the centuries, is the Russian ideal. What is this constitutional monarchy but admitted individual weakness giving way to general strength and yielding as it is compelled to yield? What is the Kaiser's crown and the Queen's but a bauble worn by the permission of the common people whom they both despise? Russia will none of it. Better the other extreme than the mongrel middle. Rather Republican America with her singleness of purpose and her outspoken hostility to absolute power than Europe with her royalty, which is neither one thing nor the other. So from their unquestioned heights Russia and America greet each other, their very remoteness and con-

ceded antagonism awakening a mutual respect and regard.

How this underlying condition of things of necessity is bringing these extremes together, the record of daily occurrences shows. The Russian fleet in New York harbor is no more noteworthy than its absence in the bay of Manila. Both events served mightily to strengthen "the tie that binds," and both foreshadowed what has already begun. If the workshops of the Republican West can supply the best rails and the best engine, shall not the absolute power in the East secure that workmanship to build up that mighty empire which short-sighted, constitutional Europe is trying to shut from the Mediterranean and from the Pacific? The genius which in the span of a hundred years has girdled a savage-peopled continent with culture and refinement will be most likely, if allowed, to make the barren steppes of Siberia blossom like the rose. From the extreme must come the help which best and soonest will accomplish this. The work is worthy of the reward and the reward shall be great. If the Chinese empire, dismembered or unbroken, is looked upon by greedy eyes as a trading place worth fighting for, what is that enormous track of country worth with its immeasurable sweep from the Baltic on the west of Europe to the far-off coast where Asia and the Pacific are contending over the continent's eastern boundary line? The Republic has propped the open door of trade to China for all nations. To the Russian possessions of two continents there shall be a swinging door, but only to the much desired merchandise of the Great Republic shall the door swing in.

This has already begun. The American engine with the American car on the American-made railway is carrying through the in-swinging door of trade the goods which one extreme is furnishing to the other. Every kind of manufacture is sought for. Hardly a machine without an American trade-mark finds its way into Russian territory. The ground is plowed by an American plow and cultivated by American implements. The crops are cared for and harvested by the same means. The Russian home is brightened by the same far-off country. American coal is more and more depended on to feed the Russian fire. The Western grain fields furnish the food for the Eastern table and now when that mighty empire is in want of money it comes to the United States to have that want supplied. Distinct, isolated, unlike, self-centered, like stars they dwell apart, and yet these extremes in a thousand ways are coming together, foretelling in these thousand ways that coming time when the lion and the bear shall lie down together side by side and the American eagle shall hover over them, the three, the survival of the fittest and the only powers, then to be known and acknowledged by the peoples of the earth.

In some parts of Italy the filbert crop is almost, if not quite, as important as the produce of the vine. The nuts are grown on bushes planted from fifteen to twenty-five feet apart, so that they have the advantage of plenty of air and sunshine. The bushes bear fruit in their third year, and there are plantations nearly one hundred years old.

The price of sackcloth has not gone up much, and ashes are still down.

The real estate man lives in deeds more than in years.

Woman's World

The Woman With the Broom.

It is one of life's little ironies that makes us speak of women who are engaged in business or the professions as "working women," thereby implying, at least, that the great multitude of home-keeping women are leading lives of sybaritic luxury and inglorious ease. Nothing could be farther from the mark, and what makes the error all the more piquant is the fact that domestic women themselves coincide with this point of view. It is a singular commentary on the esteem in which they have been taught to hold their occupation that so many women who toil like slaves in their own homes so often express the wish that they could "do something."

No one seems to think that the work of keeping house amounts to anything. A woman is supposed to be able to dash that off in a white heat of inspiration, without thought or labor, as amateur poets always claim to do their effusions. We are far enough from appreciating the fact that it is the most exacting and never-ceasing work in the world. A business man may put off an engagement; a merchant may delay delivering a bill of goods without any particular catastrophe ensuing, but let dinner be half an hour late and the poor housekeeper has to face an infuriated lot of savages. Nobody expects the doctor or lawyer to know much of any profession beyond his own, but we esteem the woman who is at the head of the family as incompetent unless she is a pretty good doctor and nurse and seamstress and sufficiently up in business attainments to drive a good bargain with the butcher and the huckster. It is only when something happens to the housekeeper, and we find out, as in the old nursery rhyme, that without her the fire won't burn, the water won't wash, the cook won't cook, and the butcher won't butcher anything eatable, it is only then that we realize that she is the kingpin that holds our universe together.

A gifted poet, not long ago, aroused the compassion of the world by painting the tragedy of hopeless toil in the man with the hoe. He might have stayed a little nearer home and found a better illustration of the work that is never done, that has no inspiration to lighten it, and looks for no appreciation to gladden it, in the woman with the broom. However wearing and monotonous the drudgery of the man, the woman's is infinitely more so. The longest row and the longest summer day must have an end, and at set of sun the man goes home to rest, but long after he, fed and satisfied, is taking his ease, she is washing up the dishes and sweeping up the dirt he brought in with him. If the man with the hoe, "bowed by centuries of toil," is "brother to the ox," the woman with the broom is understudy to the perpetual motion machine.

Whatever grievances the man with the hoe has against society, it is the woman with the broom who has the banner injustice of the world. When one thinks that the woman who either does herself or superintends the cooking, cleaning, washing, mending, making, purchasing, saving, baby-spanking of a family, and who is, besides, sick nurse, comforter, consoler and counselor, has no recognized place in the world of labor and no fixed rate of compensation, the wonder is that she has not long ago brought the other end of the broom into play and made a fight for her rights. As it is,

she is not regarded as being a "working-woman," but is considered as having everything she gets given to her—not earned—and she is expected to be properly grateful to the man who takes her work and gives her her board and clothes for it. There is no other piece of sarcasm equal to that which makes us speak of the average man "supporting" his wife. If the woman who makes a man a comfortable home on limited means doesn't support herself, I'd just like to know who does. She gives services so great—and so unpurchasable for money—that if they were paid for at any fair rate she would have a perpetual mortgage on the men of her family.

It is easy enough to understand why the man undervalues the services of the woman with the broom. It is the contempt of ignorance. He has never tried running a house himself and he can't see how there can be any difficulty about it. In his opinion it is merely a matter of telling the cook you want three good meals, directing the housemaid to clean up thoroughly, and telling the children that you expect them to be good and not get into any mischief or get their clothes dirty, and after his wife has delivered herself of these remarks in the morning, he pictures her as reclining on a couch reading a novel until time to go to a bargain sale or the matinee. If that isn't an easy life, he'd just like to know what is, and when she dares to voice a complaint he honestly thinks her the most unreasonable creature on earth, and tells her that he wishes he could just stay at home with the children all day, and that she doesn't know a soft snap when she sees one.

As for her work being never done, he simply regards that as bad management. "Why don't you have regular hours for things?" he demands. "Look at me. When I do my work, it is over. I turn the key in my shop or office door, and leave everything behind me. Why don't you do up your sewing in the spring and fall and get through with it, instead of having it always hanging on hand?" Alas! that is part of the pathos of woman's work. She has nothing to show for it. She has spent her time and her strength in cooking dinners that are eaten and forgotten, in making garments that are no sooner made than worn out, in darning stockings that must be darned over again when they come from next week's wash. The man who has built a house or painted a picture or written a book has some visible token of his labor, but because the woman can point to nothing and say "I did this," she is thought to have been idle. The woman with the broom gets no sympathy, either, in her perpetual cleaning up. Men regard women's eternal picking up of books and papers from the floor and hanging up of coats and hats as a hobby, and their mania for washing dishes as a kind of fad they can't help. In his heart every man believes that the real secret of comfortable house-keeping would be to leave everything where it dropped, and his faith in this theory is never shaken until his wife happens to go away on a visit and he gets all the dishes dirty and piled up in the kitchen sink and his clothes so lost it would take an Old Sleuth detective to find a clean collar.

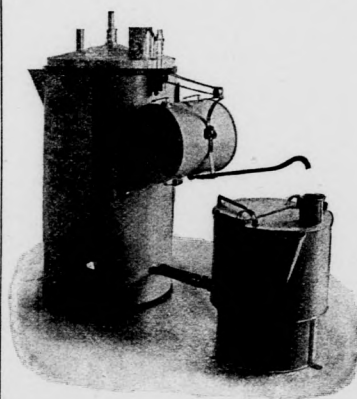
Every injustice is the prolific mother of wrongs, and the fact that the woman with the broom is neither sufficiently appreciated nor adequately rewarded brings its own train of evils. For one thing it is at the bottom of the distaste girls have for domestic employment,

Political economists argue themselves black in the face trying to find out a reason why girls would rather go into stores where the hours are long and the pay scant, instead of going into their father's kitchens. It is because there are few of us who are so overwhelmingly industrious that we yearn to work for the mere pleasure of working. When we work we want to see cold, hard cash in the hand as a result of our labors. A girl knows very well that she may do the family cooking and not only save the price of a cook's wages, but the stealage as well, or that she may take the housemaid's place and clean and scrub until everything shines as it never shone before, but nobody will think that she is earning any money, and she won't be paid any. Her father will give her her food and clothes, but he will still think he is supporting her and she

will have none of the independence of the wage-earner to do as she pleases with the money she made herself. It is simply because the woman with the broom gets paid the least that every girl is determined to get some other kind of tool if she can.

Nothing can be more inconsistent than the attitude of men towards the woman with the broom. They are always harping on woman's keeping in the home and inveighing against those who seek independence in business and the professions, but for the work which they are so sure is woman's work, and which, in theory at least, they admire and value so highly, they are not willing to pay. There is hardly a day when some woman, who is either daughter or wife of some man of means, does not say to me that she wishes she could "do something." "Why," I reply, "surely

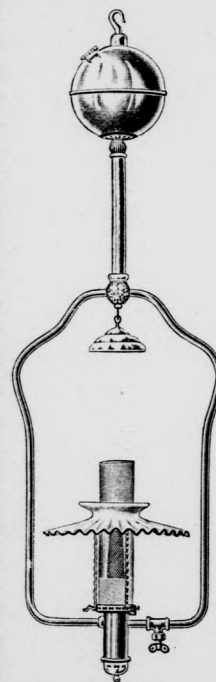
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The Imperial Gas Lamp is acknowledged to be the most handsome fixture on the market.

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.

"you have work enough in your own home to employ you." "Oh, I mean do something that will bring me in some money, something that I could have for my very own." It is always the same cry: The frantic yearning for financial independence. Sometimes there is a deal of pathos in it, as in one particular case, once knew, where the wife of a well-to-do man took in sewing, while her servants wasted and stole from her. I asked her once if she thought her work paid—if she didn't see, as I did, that it would be better economy to look after her own house than try to make a few dollars at work that was plainly ruining her health.

"Yes," she replied bitterly, "I know it, but my mother is old and poor and the money I earn is my own to give her. I can make that by sewing, but my husband would never think my work as a cook or housemaid worth paying for. And he doesn't object to the bills. He thinks they are all right."

This brings about a disastrous condition in the woman's world of labor, so that the woman wage-earner must not only compete with the man worker, but with the work of the domestic woman who "does things on the side" to sell. Her bread and butter are provided for, and she, undersells the woman who might otherwise make a living by her pencil or needle or palette. The avenues of employment open to women are not many; the pay in them all is meager, and that so many women who apparently do not need to go out of their own homes for work should be crowding into them can only be explained by the fact that the woman with the broom is getting tired of working for her board and clothes. She wants wages. When men abandon the idea that keeping house and rearing a family is a sinecure, instead of a profession, when they recognize the woman with the broom as a laborer worthy of her hire, we shall have fewer women yearning to get out into the world and do something whereby they may earn a few dollars spending money, instead of having a little doled-out carfare and the privilege of running a bill. Dorothy Dix.

Some of the Privileges of Beauty.

However democratic we may be in America, no one can deny that we have a privileged class, composed of those fortunate women who are born to an inheritance of good looks. It has been a matter of pride, as well as gallantry, with our men, to concede them everything. The perquisites of life are theirs for the taking, and they calmly appropriate the good things as no more than their right. Everybody and everything has to make way before them and their reign is autocratic and complete. In particular it is felt that the queen can do no wrong, and the mere fact that a woman is beautiful is sufficient excuse for all she does and doesn't do. Is she guilty of a crime? It is impossible to find twelve good men and true who will even so much as consider punishing a pretty woman. Does she engage in a lawsuit? Justice is never blind if she is good-looking. He sees her and gives judgment in her favor, irrespective of the evidence.

A most amusing illustration of this has just been given in a small Pennsylvania town, where a very handsome woman sued a man for a foot of ground that was valued at \$51.61. The jury took one look at the plaintiff and brought in a verdict for \$1,000 damages in her favor. The judge, who seems to have

been a singularly callous man, however, declined to abide by the established precedent of regarding the looks of the plaintiff as an element in a lawsuit, and set the verdict aside, declaring that in any case where the plaintiff was an attractive woman and the defendant a mere man, he had no chance of justice from a jury.

As this is the first time that the pretty woman's right to the earth, simply because she was pretty, has ever been questioned in court, women who are less well favored may be forgiven for hoping it is an insidious blow at the despotism of the beauty. Men are not the only ones who can not get justice where she is concerned. There are others. She begins her career of oppression very early in life. As a child she gets all the sugar plums while her homely and hungry little sisters stand around with empty, open mouths. Her peccadillos then, as later in her career, are passed over, and the temper that is merely cunning and interesting in beautiful Gwendoline is original sin that is chastised out of freckled-faced Sally Ann.

Later on the same injustice holds good. In all good logic the ugly girl of the family should have the prettiest frocks and the daintiest belongings. Did anybody ever see it happen that way? Never. Invariably the beauty gets the best of everything and poor Cinderella sits in her chimney corner, all the uglier for her ugly clothes. Nobody dreams of calling on the beauty to help with the household tasks. Dishwater would ruin her hands. Standing over the stove would injure her complexion. Sweeping would hurt her pretty hair, consequently these pleasant tasks devolve upon the plain sister who has no looks that anything could possibly destroy to prevent her being useful.

In society it has long been conceded that beauty is better than brains, so here again the pretty woman has her innings. She isn't expected to know anything. Indeed, it is rather esteemed interesting for her to be ignorant of things that an ugly woman is called a fool for not knowing. In the matrimonial race the homely woman is so heavily handicapped it is a wonder she ever wins. In business the pretty woman finds her path set about with ease and comfort, while the ugly typewriter is expected to be on time and know how to spell. These are only a few of the many injustices the homely woman has had to stand, and it is small wonder if she rejoices at the bare prospect of the beauty being called to book, and judged on her merits, irrespective of her pretty face. Cora Stowell.

Investigating the Ten Girl Company.

From the Chicago Tribune.

Detective Woolridge has begun an investigation of the Ten Girl Company, operating a chewing-gum business on the eighth floor of the Schiller building. Complaints have been coming to police headquarters that the concern has been offering impossible premiums to agents for sales of gum and other articles and trying to collect twice from the agents.

In a suite of five offices the detective found twenty girls, opening letters, operating typewriters, and "managing." A Miss Addison ostensibly was in charge of all the offices. The Board of Directors was given as Kate Sheehan, Annie Ryder, Carrie and Emma Bodine, Katie Wolff, Margaret Cornells, Mary MacDonald and Annie Olson.

Miss Addison said that while Inspector Stuart of the Postoffice Department had called several times the business was legitimate. No arrests were made.

Crockery and Glassware

AKRON STONEWARE.

Butters

½ gal. per doz.	45
1 to 6 gal. per gal.	5½
8 gal. each	48
10 gal. each	60
12 gal. each	72
15 gal. meat-tubs, each	1 05
22 gal. meat-tubs, each	1 40
25 gal. meat-tubs, each	2 00
30 gal. meat-tubs, each	2 40

Churns

2 to 6 gal. per gal.	6
Churn Dashers, per doz.	84

Milkpans

½ gal. flat or rd. bot., per doz.	45
1 gal. flat or rd. bot., each	5½

Fine Glazed Milkpans

½ gal. flat or rd. bot., per doz.	60
1 gal. flat or rd. bot., each	5½

Stewpans

½ gal. fireproof, ball, per doz.	85
1 gal. fireproof, ball, per doz.	1 10

Jugs

½ gal. per doz.	50
¾ gal. per doz.	40
1 to 5 gal., per gal.	6

Tomato Jugs

½ gal. per doz.	50
1 gal. each	6
Corks for ½ gal., per doz.	20
Corks for 1 gal., per doz.	30

Preserve Jars and Covers

½ gal., stone cover, per doz.	75
1 gal., stone cover, per doz.	1 00

Sealing Wax

5 lbs. in package, per lb.	2
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FRUIT JARS

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

LAMP BURNERS

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

LAMP CHIMNEYS—Seconds

Per box of 6 doz.	
No. 0 Sun	1 45
No. 1 Sun	1 54
No. 2 Sun	2 25

Common

No. 0 Sun	1 50
No. 1 Sun	1 60
No. 2 Sun	2 45

First Quality

No. 0 Sun, crimp top, wrapped & lab.	2 10
No. 1 Sun, crimp top, wrapped & lab.	2 15
No. 2 Sun, crimp top, wrapped & lab.	3 15

XXX Flint

No. 0 Sun, crimp top, wrapped & lab.	2 75
No. 1 Sun, crimp top, wrapped & lab.	3 75
No. 2 Sun, crimp top, wrapped & lab.	3 95

CHIMNEYS—Pearl Top

No. 1 Sun, wrapped and labeled	3 70
No. 2 Sun, wrapped and labeled	4 70
No. 2 Hinge, wrapped and labeled	4 88
No. 2 Sun, "Small Bulb," for Globe Lamps.	80

La Bastie

No. 1 Sun, plain bulb, per doz.	90
No. 2 Sun, plain bulb, per doz.	1 15
No. 1 Crimp, per doz.	1 35
No. 2 Crimp, per doz.	1 60

Rochester

No. 1 Lime (65¢ doz)	3 50
No. 2 Lime (70¢ doz)	4 00
No. 2 Flint (80¢ doz)	4 70

Electric

No. 2 Lime (70¢ doz)	4 00
No. 2 Flint (80¢ doz)	4 40

OIL CANS

1 gal. tin cans with spout, per doz.	1 40
1 gal. galv. iron with spout, per doz.	1 75
2 gal. galv. iron with spout, per doz.	3 00
3 gal. galv. iron with spout, per doz.	3 75
5 gal. galv. iron with spout, per doz.	4 85
3 gal. galv. iron with faucet, per doz.	4 25
5 gal. galv. iron with faucet, per doz.	5 50
5 gal. Tilted cans.	7 25
5 gal. galv. iron Nacefas.	9 00

Pump Cans

5 gal. Rapid steady stream	8 50
5 gal. Eureka, non-overflow	10 50
3 gal. Home Rule	9 95
5 gal. Home Rule	11 28
5 gal. Pirate King	9 50

LANTERNS

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

LANTERN GLOBES

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

Push

Will sell anything the first time and Ceresota will sell itself after the first time. Housekeepers are slow to try new things, but quick to adopt the good. Customers do not lack appreciation, but they need to be convinced. Unless they have confidence in a merchant who recommends a new article, they will not try it, and unless the article is as good as the recommendation, they will not continue to use it. With the best trade, quality is a stronger argument than price. Competition is keener to-day than ever before, but merit never meant so much as it does now. The man who does better work or sells better goods than his neighbor can command a better price. Competent cooks know good flour when they bake it. Let your customers try Ceresota.

Olney & Judson
Grocer Company,

Western Michigan Distributors,
Grand Rapids, Mich.

The Northwestern Consolidated
Milling Company, Minneapolis.

Shoes and Leather

How the Manufacturer Helps the Shoe Salesman.

Written for the Tradesman.

The woman was fair, fat and forty, and she waddled as she walked the length of the store and sat down on a chair but a few feet from where I was standing. Her eyes were faded and there were plenty of crow's-feet about them, but she was dressed and made up like a girl of twenty.

"I wonder if I can get a pair of shoes that will fit and yet not be too small?" she demanded, with a smile meant to be very, very fascinating, as one of the clerks approached her with a pleasant "good morning." "I do have such trouble in getting shoes lately," she continued, in a tone meant to be confidential. "Every pair I've got is either too large or too small, and I'm just in misery with my feet every minute of the time."

"We have about everything in the shoe line," said the clerk. "What kind of a shoe do you wish?"

"Oh, something in kid, I suppose," was the reply. "Something that looks and wears well, yet is not too expensive."

"And the number?" asked the clerk, glancing down at his customer's rather pudgy extremities and making a quick estimate of his own.

"Oh, I don't care about the size," snickered the woman. "I want a pair that will be easy to walk in. I guess three's will be about the correct thing."

I saw the clerk smile as he turned away towards the shelves. I have seen enough of the shoe business to be able to guess what he was thinking. She wanted a pair of shoes having five dollars' worth of wear and style for three dollars, and she wanted to squeeze a number six foot into a number three or four shoe. This is what he was thinking. I saw him take a box of each of these sizes off the shelf, look at them, and set them back. Then he got down a box of five's and a box of six's and went over to where his customer was sitting.

"Here's something in three's," he said, unblushingly putting forth the six shoe, "that ought to be about right. While it is small in size, it fits the foot loosely; that is, any well-proportioned, graceful foot. I think it ought to be about the right thing for you."

The woman snickered while the clerk was taking off her old shoe and putting on the number six, which was about half a size larger than the shoes she was wearing. The fit was tight enough to cause her to remember her new shoes for many a day, but she declared that her foot felt lost in it.

"Well," observed that audacious clerk, "I thought that might be a little too big. Here's another style of three. I guess this will be about right."

He unblushingly took the five shoe out of the box and, after much squeezing and getting red in the face, got it on her foot.

"There," he declared, looking admiringly at the squeezed-up foot and the impressions of the bent-up toes, plainly to be seen through the leather, "there is a good fit, and it is the best three dollar shoe we have in the store."

But the woman wasn't satisfied. She evidently bought about one pair of shoes a year and she didn't want the important event to pass off too quickly or too lightly. She tried on shoe after shoe,

tried to beat the clerk down on the price and, finally, after asking for a box of polish, half a dozen pairs of shoe strings and a set of heel-plates, to be "thrown in," paid two dollars and a half for a pair of five's which professed to be three's, and went her way.

"Didn't the woman look at the numbers on the inside of the shoes you showed her?" I asked, after she had gone out.

"She couldn't have told anything by them if she had," replied the clerk. "The numbers on ladies' shoes are, in many instances, written in an unknown tongue," he added, taking down a pair. "See all those cabalistic characters?" he asked, pointing to the lettering on the lining of the shoe. "They mean something to those engaged in the shoe trade, but they would mean nothing to a customer like the lady who just went out. The manufacturers understand just what salesmen have to put up with in selling low numbers to fit big feet, and so they help us out. Of course, every manufacturer does not do this, but a good many of them do. For my part, I wish they all would."

"So you are obliged to encourage your lady customers in the belief that they have dainty little feet when half of them might wear the hired man's shoes with perfect ease?" I asked.

"I want to sell shoes," was the reply, "and I want to keep my job. Suppose I should dispute with a lady customer about the size of shoe she required? Some fine day the boss would come along and fire me bodily into the street. Even if he didn't do that, he would soon be obliged to discharge me for losing customers. Let the dear creatures think what they please, so long as they come here for their shoes."

"Do you have many cases like that last one?" I asked.

"Quite a few," was the reply. "Women in middle life are worse than young girls. Just as though it made any difference in their worth, ability or general appearance what size shoes they wear! I can understand how a woman can make a great event of buying a hat, but a pair of shoes! Well, that gets me!"

"Are ladies the only ones who pinch their feet?" I asked.

"I should say not," was the reply. "There are young dandies in this town who can give the ladies cards and spades and beat them out. These young fellows with their hair parted in the middle are enough to make a salesman take to farming. They begin coming into the store and looking over stock about a month before they have the money earned to buy the shoes with. They talk learnedly about what 'they' are wearing in New York and Chicago, and hint that it might be better to buy through one of the mail-order houses."

"I presume such conditions exist in all branches of trade," I remarked.

"Yes," was the reply, "but it's worse in shoes and clothing than in anything else. I've tried both. Folks want to throw style at a very cheap rate."

My own experience agreed with that of the salesman. Alfred B. Tozer.

An American woman living in Manila writes that the two greatest deprivations that she and her American friends have to undergo are fresh fruit and sweet milk. There is no berry of any sort to be had and no small fruit. There are plenty of bananas, but they have an insipid taste. Condensed milk is used exclusively by the American colony. Most of the vegetables that they use are canned.



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.

Our Styles for Spring

and summer are fine. If you have not seen them you ought to. They will suit your customers and make you money. We make the best River Shoes on earth. Try them. Agent for the Boston Rubber Shoe Co.

Rindge, Kalmbach, Logie & Co.,
 10-22 North Ionia Street,
 Grand Rapids, Mich.

You can always please

A Particular Customer

with our own make fine Vici or Horse Hide shoes. They fit, they wear, they look stylish.
 Write for prices.

Herold-Bertsch Shoe Co.,
 Makers of Shoe,
 Grand Rapids, Mich.

Lycomings Are the Best Firsts Keystones Are the Best Seconds

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

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

Clerks' Corner.

The Boy of To-day the Boy of All Time.
Written for the Tradesman.

A writer who is an ex-grocery man tells the boys what he would do if he were a boy again. He says, if he were beginning again, he would start in early and work later. He would wipe the counter and sweep the floor thoroughly, moving the barrels and boxes to do it, and work like a beaver all day, remembering that his time belonged to his employer, who pays him for it.

That is what he says he would do, and that's what he wants the boys to think he would do; but both he and the boys who read his article know that he would do no such thing. The fact that he says if he had his life to live over again he would do it shows pretty plainly that he didn't do it; and that is evidence enough that he was like boys in general and did no more than he had to and did it no better.

Human nature is the same the world over. It does not change much as the generations go by. The boy of fifty years ago was just as lazy as the boy is now. He got up in the morning when he had to and he did not go to bed until he was driven. He did the chores reluctantly and indifferently. He entertained no specially serious objections to letting somebody else bring in the wood and the water and he was perfectly willing to let the grass grow under his feet when he performed these homely duties. When the time came for him to work for a living he was not particularly anxious to overdo. There were certain inducements both at home and the store which, like the choosing of other evils, made him desirous of being on hand. He swept, but it was not the sweep of the just. As he looks to-day across the fields of time which separate him from the enchanted land of boyhood and there comes up before his vision that unpretending country store where his commercial life began, no recollection haunts him now of moving barrels to sweep under them—how could dirt get there? The idea! No picture comes to him of wiping the counter "top and front with a rag," nor does a single regret trouble him on that account. All he remembers or cares to remember is that, when it had to, that old turkey feather duster did very active service, to the great danger of bottles and caddies and cans and whatever they contained. That especially was the part of the stupendous whole which he hated—a big healthy boy doing women's work—and against which even now his soul rebels. He saw no use for it then and even now he wonders if the dust was not better on the bottles than in the air, to stifle those who breathed it and to settle again on the resting place where it had been disturbed.

All these things come back to him and, as an old man with his life behind him, he thinks if he had it to do over again he would do it better. He would have the interests of his employer more at heart. He would be constantly on the lookout to make the store attractive and increase the daily amount of sales. No goods should sink into dark corners and lie there unnoticed and finally forgotten. Into the light would he haul them, dust them, make them attractive if possible, affix a tempting price to them and sell them, to the great joy of all—if he were a boy again!

He didn't, and he wouldn't now; and, while such a boy as that to a cer-

tain kind of an employer would be a treasure, he would not be appreciated; and boyhood does not like to waste its sweetness on the desert air. In the first place the wages are the wages of ignorance and incompetency, and the boy does not, and would not if he could, do the work of skilled experience for three dollars a week. The fact is he is just a boy—a big, stout, careless, good-for-nothing boy, a plague, if there ever was one, and yet one nobody wants to get along without. How we like his forceful whistle as he goes knocking things about! How we like to look into his round rosy face full of fun and mischief! How we like to laugh at his awkwardness and, when it produces disaster, to call him names! When the world goes wrong what a comfort to have him to scold; and, generally, in sunshine and in storm, the boy of the olden time, of the present time, of all time—for he never changes, thank Heaven!—is a plague and a solace. He is lazy. He is careless. He wastes more than he earns; but he is the stuff that manhood is made of and out of this unpromising inefficiency comes the man who manages the important affairs of the world.

Boyhood, then, must have its day. Let it. It must run its course. Let it not be hindered; and, when manhood comes, let there be no regret over the happy-go-lucky past, for out of that past comes all that is noble and good and true in the history of the world.

Richard Malcolm Strong.

The Man Who Does.

Say,
Do you know the kind
Of a fellow who's
Just to the world's mind?
The kind the world can't lose?
The kind that folks enthuse
Over
And take off their hats to?
Why, it's the Man-Who-Does!
He's the fellow!
Not the man whose grandpa
Got there;
Not the fellow who would
If he could;
Not the gentleman who's going to do
Some day,
But the Man-Who-Does
Now, to-day!
No sitting around
Waiting
About him;
No expecting something to happen;
No looking for something to turn up.
No, sir!
He calls the turn
And calls 'em.
He takes off his coat
And doesn't care
If he starts a little sweat!
He doesn't need a big
Brass-buttoned copper
To tell him to move on;
He keeps the procession humping
To keep up with him.
He's hustle from his feet
Up,
And from his head down.
He's not only in the Push,
But he is the Push,
The whole thing.
And say,
The way
He makes things come
And business hum
Is a caution.
The way the world
Takes that fellow up
And is good to him
Makes your heart glad.
He's all right,
He is.
He greases the wheels of Progress
And keeps the world spinning around.
And that's why we say,
Here's to the Man-Who-Does!
Bully for him!

The fruit of liberal education is not learning, but the capacity and desire to learn; not knowledge but power.

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.

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An Opportunity to Procure the Best Cook Book Published.



THE REVISED PRESIDENTIAL COOK BOOK
Containing 1400 tested recipes, information
on carving, how to cook for the sick, hints on
dinner giving, table etiquette, etc. It has 448
pages, is 8 1/2 x 6 inches in size, and contains
numerous illustrations. By sending

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There
Is
Mon-
ey
In
It

It pays any dealer to have the repu-
tation of keeping pure goods.
It pays any dealer to keep the SEY-
MOUR CRACKER.

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

For this class of people the SEY-
MOUR CRACKER is made.

Discriminating housewives recog-
nize its superior flavor, purity, de-
liciousness, and will have it.

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

National
Biscuit
Company
Grand Rapids, Mich.

The Buffalo Market

Accurate Index of the Principal Staples Handled.

Buffalo, N. Y., March 12.

Beans—Market is on the downward turn, receipts being more liberal and demand not as active as last week. Marrows sold at \$2.30@2.35 for fancy; medium, \$2@2.10; pea, \$2@2.10; white kidney, \$2.35@2.40; red fancy, \$2@2.10.

Butter—Prices were higher early last week and demand fairly active. Dealers were about cleaned up on fresh goods and it took a liberal supply to fill the empty places as buyers held off in anticipation of lower prices. Creamery sold readily at 26c for extras and 25c for firsts, with good to choice at 23@24c. Dairy scarce and anything choice would bring 23c. Packing stocks, 16@17c. Crock butter in good demand and firm at 18@22c. Rolls strong at 10@20c.

Cheese—Receipts of winter made stock are coming in quite freely and selling at 12@12½c for best; old cheese, 12½@13c; skims are poor as a rule; anything, fair to good, sells at 10@11c.

Eggs—We have had an unsettled market the past week. Opening at about 19c, the price dropped to 17c before Thursday and on Friday and Saturday 15@15½c was accepted for strictly fresh and demand slow at the inside price for fair sized lots. With anything like a fair demand, the market would have held up as receipts were comparatively light. To-day's market is easy on all kinds, strictly fresh, 14½@15c and storage finest 12c per doz. It is believed prices have reached a point at which consumers will begin to take hold more freely. Duck eggs, 30c asked, but buyers were not bidding above 25c and only in a small way.

Dressed Poultry—Market took another spurt, owing to very light receipts and continued active demand throughout the week. Everything offered was taken on arrival except a few skins, and these were finally cleaned up at the close of the week at what were considered good prices. Fancy small turkeys sold at 13c; large young, 11@12c; thin and coarse, 9@10c; old Toms, 10c. Chickens, fancy, 13c; good to choice, 11½@12½c, fair lots, 11c; fowl, fancy, 11½@12c; fair to good, 10@11c; old roosters, 8@9c; broilers, 14@15c; capons, 12@14c. Ducks, 12@14c.

Live Poultry—Receipts were a little more liberal but nowhere near sufficient to supply the demand. Some complaint on account of the advance asked, but buyers were forced to take the offerings and market was firm throughout the week. Outlook is again strong. Turkeys sell at 11@12½c; chickens 11@11½c; mixed fowl and chickens, 10@11c; fowl, 10@11c; broilers, 14@15c. No ducks offered; would bring 80c@81c per pair.

Apples—So far apples arriving and stocks here in such close hands that it is difficult to fix quotations accurately. Holders turn down bids on fancy fruit at considerably higher prices than two weeks ago. Fancy quotable at \$3.50@4 and something extra at more; No. 1 \$2.75@3.25, and seconds \$1.75@2.50 from store.

Potatoes—We have had an excellent market, owing to light receipts from all sections and active demand. Sales in round lots here effected at 55@56c for fancy white and 52@54c for red, with small lots from store at 56@68c. Quality with few exceptions of frosted was fine; in fact, only one car of ordinary was on the market. Roads are still in poor condition and with no receipts from farmers this market will hold up steady. Would advise shipments as soon as possible as it is generally believed there is still a large quantity held back in the country.

Onions—Liberal supply and bulk is fairly good salable stock, although considerable badly spoiled stuff is also noticeable. Fancy Danvers or Globe sell at 44@45c and fair to good at 35@40c. White scarce. Red in good request and light supply. Havana onions dull.

Celery—California in fair supply but quality not desirable. Southern selling

fairly. Best trade is in Michigan and nearby fancy, bringing 70@80c, good to choice 35@45c, small common 20@30c per doz.

Cabbage—Scarce, strong and higher; demand active. Fancy Danish \$30@35, fair to good \$20@25 per ton.

Lettuce—Liberal receipts and market failed to clean up even at lower prices than last week. Fancy heads sold at 40@60c, boxes, 2 to 3 doz., 75c@\$1, fair to good 50@60c.

Pieplant—Quiet and easy. Fancy, per doz. bunches, 50@60c, common 40@45c.

Carrots—Higher, and good demand at 10@12 per ton.

Spinach—Scarce at \$2@2.25c per bbl. Turnips—Yellow, per bbl., 75@90c.

Squash—Scarce; sales were at 3c per lb.

Popcorn—Fancy 2@2½c per lb.

Maple Syrup—Fancy sugar 9@10c, syrup 65@75c per gal.

Dried Fruits—Apples, evaporated, 6@8c, raspberries 13@15c, blackberries 7@10c.

Dressed Meats—Scarce and wanted, particularly veal. Hogs \$5.75@6.25, veal 8½@9½c.

Hay—Good demand, light supply and market firm for prime at \$14.75@15, hay \$13.50@14.25.

Straw—Heavy receipts, light trade at lower prices. Wheat and oat straw 56.75@7.

An Old-Time Department Store.

"You say," said the Judge, taking a hand in the examination of the witness himself, "you knew the defendant fifty years ago?"

"I did, your Honor," answered the witness. "I was in business in the same village where he lived."

"What business were you following?"

"I was running a department store."

"A department store fifty years ago? Do you expect the Court to believe that?"

"That's what it was, your Honor. I sold dry goods, groceries, hats and caps, boots and shoes, clothing, confectionery, drugs and medicines, books, jewelry, stationery, wall paper, furniture, coffins, agricultural implements, hardware, crockery, glassware, tobacco, lumber, fresh meat and whisky and had the postoffice in one corner of the building. There isn't anything new about department stores nowadays, your Honor, except the elevators and the floor walkers with side-whiskers."

Buying Boy by the Bushel.

From the Boston Journal.

There is an angry woman in this city in a downtown boarding house who has wasted several days in an effort to find a certain huckster who worked a shrewd swindle on her. She bargained with him for fourteen bushels of potatoes, with the understanding that he was to put them in the cellar for her. The careful housewife counted the two-bushel bags—seven of them—and paid the man for that number. A short time after the huckster left a neighbor notified her that during the potato transaction she had seen a small boy crawling out of the front cellar window. An investigation showed that there were only ten bushels of potatoes, and that on two occasions the boy had been carried down cellar in the bag by the huckster, and had then climbed out of the window and back to the wagon again to repeat the swindle.

The wealthiest citizen of Middletown, Ind., is Mrs. Welsh, a widow, who has a modern and convenient hotel, which, when completed and furnished, will cost \$25,000. Not wishing to be dependent for fuel on any corporation, she had a gas well put down on her own lot and obtained an abundance of the precious fluid. She then went a step farther, and will put in an electric light plant for her own private use. She has also made a contract with the town board for a stipulated price to furnish thirty arc lights for the town.

In Virginia a company has been formed to make artificial marble of milk of lime, salt and marshmallow root, together with cement.

Expenses Paid by Five Different Houses.

From the New York Press.

About once a year five traveling salesmen meet, and the meeting never breaks up until morning. Business conditions are discussed, stories are told and odd or exciting adventures related. Jim Morrow, who represents one of the largest notion houses, finished his story, in which he had pictured himself selling impossible quantities of his wares to unwilling buyers, and Bill Burton, who was as slow and quiet as his companions were noisy, said, with his characteristic drawl, "You fellows are all selling lots of stock and making good money, but last season I sold less than any of you and made more money than any two. And the people I represent don't pay me a thing besides my expenses." The others listened calmly. "Want to give the secret away?" asked one. "We're ready for anything that means more money, but I don't see where 'cash' can come in where a man works for his expenses." "Of course you don't," remarked Burton. "But you will when I explain. It's your turn to buy, isn't it, Clark? It's a long story, and my throat's dry." After Clark's purchase had received proper consideration Burton began: "Last year I traveled for a concern that made dining-room furniture. I got a fair salary and sold enough of their goods to satisfy them. They also paid all my expenses. This year I hustled about a bit, and after I had made some calculations I was able to offer them my services without salary, provided they paid my expenses." Burton paused and looked over the group through half closed lids. The others looked expectant. "If that is intended as a funny story, old man, I must say that as a humorist you come last in the line," said Morrow. "The explanation is to come," Burton said slowly. "As you know, all furniture manufacturers are specialists; one concern makes parlor suits, another dining-room furniture, another sofas and lounges and others make only beds and bedroom fittings. Yet each retail store

sells all these goods. I now represent five firms, each of which makes furniture that does not come into competition with the product of the other four firms. Each one of those five firms pays my expenses, but none of them pays me a salary. Each item of carfare, every hotel bill and all incidental charges are repaid to me five times over, and it's a good thing for all my employers. As for myself, of course it is good for me, because when I stay at a \$5 a day hotel, I make more money than if I limited myself to the cheaper ones." "It's a good scheme," said Morrow. "Seems to me it's somebody's turn to buy," said Clark.

D. Boosing

General
Commission Merchant

SPECIALTIES

Butter Eggs
Poultry Beans

Ruling prices on the Buffalo market Monday, March 12:

Roll Butter.....	18	@20	c
Tub Butter.....	18	@21	c
Fowls, dressed.....	10½	@11	c
Chickens.....	11	@12	c
Geese.....	11	@12	c
Ducks.....	12	@13	c
Turkeys.....	10	@13	c

If our market is satisfactory, ship.

Correspondence solicited.

References: Bank of Buffalo and Dun's and Bradstreet's Agencies.

154 Michigan Street,
Buffalo, New York.

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.

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. Eggs declining. 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.

Fruits and Produce.

Battle Royal Between Pure Butter and Oleo.

The first blow in the fight now on for a tax of 10 cents per pound on oleomargarine, colored in the semblance of butter, has been struck, the dairy interest of the country scoring, according to Washington advices. These state that the bill introduced by Representative Grout, of Vermont, against oleo, and giving States authority over this imitation butter, even when brought from other States, has had its first hearing before the House Committee on Agriculture. Notwithstanding the agitation against oleomargarine has been and is strongest in the Middle West, the Eastern dairymen are supporting the cause. This applies also to the selling interests. C. Y. Knight, the champion of pure butter, says:

Tremendous influences are at work on both sides. There are some congressmen in prominent positions and representing dairying sections who have been prominent in Congress so long that they have an idea that their position is perpetual, and who seem to think very little about the people who elect them. These are likely to hear very strongly from the farmers upon this subject, for the fight now on is going to be a bitter one. The same interests are contesting the passage of this bill, as they were opposing the passage of the anti-color bill before the Illinois Legislature a year or so ago.

The oleo manufacturers have petitioned Congress against the passage of the Grout bill. In a circular letter just issued by Swift & Co., the claim is set up that the passage of the bill imposing a tax of 10 cents per pound on oleo would lower the price of beef cattle \$2 per head and that of hogs 20 cents a head. The circular further states that the average price of oleo has been about 10 cents per pound. Referring to this letter a butter dealer said:

A little figuring shows that a loss of \$2 a head on the 5,000,000 cattle marketed in this country last year would mean \$10,000,000 loss; 20 cents per head on the 15,000,000 hogs would mean another loss of \$3,000,000, or a combined loss of \$13,000,000 on raw material, which at the outside could not be worth more than 8 cents per pound on the \$3,000,000 pounds manufactured or \$6,500,000. In other words upon every dollar's worth of oleomargarine displaced the cattle and hog men alone would lose \$2, saying nothing of the amount to be sacrificed by the grower of cottonseed, which is made into oil.

This, however, is a mild statement when compared with the statements of the importance and magnitude of the oleomargarine industry. Thousands of men are said to be employed in the factories. It is also asserted that 25,000 men are engaged in handling the traffic, while manufacturers have \$15,000,000 invested in the business, and the dealers \$20,000,000 more. These statements do not hold water. It would cost \$18,000,000 a year to employ 25,000 persons at average wages. Six per cent. interest on \$25,000,000, said to be invested, would amount to \$2,100,000 more. The cost of raw material for 83,000,000 pounds of oleomargarine would be at least 8 cents per pound, or \$6,500,000; the 2 cent tax costs \$1,600,000 on 83,000,000 pounds, and it costs at least \$1,600,000 more to manufacture and ship the product, while the Government receives about \$300,000 a year from manufacturers, wholesalers and retailers' licenses. The whole gives the modest little sum of about \$30,000,000 as the expenses of producing 83,000,000 pounds of oleo—more than 35 cents a pound."—N. Y. Commercial.

The Poultry Situation in New York.

Many cars of live poultry came in last week which showed a very heavy

shrinkage owing to the fact that it was impossible to get water for the fowls. One car from Eaton, Ohio, started Saturday with a full tank of water but by Sunday morning the tank was solid ice and it was so cold everything was frozen along the route and it was impossible to get water until car arrived here middle of the week. Naturally the stock was poor, shrinking over 1,600 lbs. or 8 per cent. Others in with poultry tell about the same story and nearly all cars had a heavier shrinkage than usual at this time of year.

* * *

When the market was falling on live poultry last week, some of the receivers were notified to hold stock for a higher market than current at the time the poultry arrived. The market last week, however, was just as heavy and weak on fowls at 10c as it was the previous week on a 11c basis and dealers generally looked forward to a 9c market this week. This being the case receivers felt justified in selling the poultry rather than carry over into this week. First of this week, however, advices indicated such light supplies for the week that jobbers bid the market up 1/2c in hopes of cleaning up their heavy accumulations at a profit.

* * *

The most profitable ducks seem to be the white feathered varieties, the Pekin duck apparently having a preference over all other kinds for general market purposes. Ducks grow faster than chickens, cost no more to raise and generally need less care. An important item in duck raising is the income from the feathers. With geese only the largest breeds should be kept. The Toulouse, African, or any other large breed is all right, and it costs no more to raise a large bird than a small one. The market is never overstocked with large, fat geese.

* * *

The guinea fowls come the nearest to being self-supporting of all kinds of poultry and there is always an outlet for them, generally at satisfactory prices. Receipts here are mostly of live although some shippers kill and ship with feathers on. Prices range about the same for both live and dressed.

* * *

Live poultry receivers are continually at odds with some of the railroad companies owing to over-charges on cars of poultry coming from the West. A car recently came in which had traveled East with a severe rain storm and the receiver claimed the water had soaked the car, which was old, and leaked in and soaked the poultry to the extent of two tons which he seriously objected paying freight on. The poor railroad representative—well one would have thought he was a "market reporter."

* * *

The supply of live poultry has been so much in excess of current wants during the past week or two that dealers have carried an unusually large accumulation and while prices have declined, they have worked down gradually and had jobbers withdrawn their support the market would have gone to pieces entirely, most any time during the past two weeks.—N. Y. Produce Review.

A Grape Cider Exposed.

Internal revenue officers have recently been investigating the cider sold by grocers, especially in country towns, with the result that the Department holds that dealers must pay tax as retail liquor dealers. The dealers are especially numerous in country towns where no liquor is sold. The cider, it is stated, causes intoxication if imbibed in sufficient quantities.

LAUHOFF BROS.

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

Flaked Peas
Beans
Rice

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

BEANS

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

CULL BEANS AND SCREENINGS

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

ALFRED J. BROWN SEED CO.

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



Highest Market Prices Paid. Regular Shipments Solicited.

98 South Division Street,

Grand Rapids, Mich.

FIELD SEEDS

Clover—Medium, Mammoth, Alsike, Alfalfa, Crimson Clover. Timothy, Red Top, Blue Grass, Orchard Grass, Field Peas.

If have Beans, carlots or less, Potatoes carlots, to sell write or telephone

MOSELEY BROS.

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

Beans and Potatoes Wanted

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

The Vinkemulder Company,
Grand Rapids, Mich.

ENGRAVERS

BY ALL THE
LEADING PROCESSES

PORTRAITS, BUILDINGS,
MACHINERY,
STATIONERY HEADINGS,
EVERYTHING.

HALF-TONE
ZINC-ETCHING
WOOD ENGRAVING

TRADESMAN COMPANY
GRAND RAPIDS, MICHIGAN.

The Meat Market

Opportunity For the Butcher to Secure New Trade.

The beefsteak dinner originated in New York City some years ago, but for a long time had not much claim to being popular, even in the city of its birth. Within the past three years, however, there has been a steadily growing fondness for the dinners, and the frequency with which they are given is increasing, and the distance from New York to the cities in which they are given is lengthening, and the butchers should be happy and wide awake to the possibilities this new social fad presents to them. Their preparation is very simple. Several hundred pounds of beef is bought, and, after being cut into small square slices about corresponding with the size of the meat in a roast beef sandwich, is briskly broiled over a quick fire, and is served between slices of bread dipped in butter. With these hot beef sandwiches is furnished beer, and this constitutes the dinner, with the addition in some cases of celery. With ordinary judicious handling, several hundred persons may, in a hall not equipped with any of the requirements for cooking except a range, be supplied with beef in abundance and within a few hours several thousand persons may be thus fed without friction, without confusion, and at relatively small expense. No elaborate preparations are required; no waiters except volunteers are needed.

The beefsteak dinner has become the proper thing for political club affairs, and has entirely displaced the old-time chowder party. Jersey City has several clubs that make no claim to be anything other than organizations composed of men who like the steaks, and who have joined hands for the purpose of meeting every two weeks to talk and eat beefsteaks. One of these is the Columbia Club. At its dinners a butcher does the broiling, and certain members act as waiters, each attired in a long, white butcher gown. At the last dinner an alderman and a congressman donned the gown of butchers, and seemed to enjoy themselves. The first beefsteak dinner to win prominence was given by the United Dressed Beef Co., of New York City, about three years ago. The spread of the then novelty to the place where it may safely be called a fad dates from that time. Rapidly they have assumed a more important position, and are now conducted on a gigantic scale. One was held in New York City several weeks ago at which 3,000 guests sat down. They ate 3,500 pounds of beef.

We have already hinted at the possibilities this fad presents to the butcher, and now we will go into those possibilities in detail. Every city in the United States has one or more political or social clubs, and very many of the members of those clubs have heard of beefsteak dinners, but only in general way. They know beefsteak is eaten at them, but they do not know how it is prepared, or what is necessary to make them enjoyable and successful. When a confectioner knows a church is preparing to give a sociable, at which refreshments are to be served, he immediately hustles to secure the order for the ice cream. When the butcher knows that a beefsteak dinner is on the calendar he should set about to secure the order for furnishing the steaks. He should also offer his services as cook to broil the steaks, or if he doesn't care to undertake the work,

should offer one of his clerks to superintend the broiling. There is no knack about it; no knowledge of the art of cooking is necessary. The steak is simply put on a "quick" fire and taken off when broiled. For doing that work he or his clerk could command good pay, and it would act as a cinch on securing the order for the steaks.

There are not beefsteak clubs in 1 per cent. of the cities, but with the information contained in this article, to the butcher who cares to start one or suggest to some friend that he start one, the work will be easy.—Butchers' Advocate.

Pronounces Horse Meat All Right.

Prof. W. H. Wiley, head chemist of the United States Department of Agriculture, has been investigating the edible and culinary fitness of horse meat. He has about completed the task he set for himself, and while some of the results are now known, their details will not be given to the public until a special bulletin is issued by the department. The horse that was used in the experiment was killed and the carcass was handled exactly as that of a steer is in the slaughter houses. Then it was cut into tenderloin, sirloin and rump steaks, shoulder and flank roasts.

In these shapes deceit as to its origin is practically impossible. The merest tyro in anatomy could not be deceived into buying horse meat for beef. The cuts show a marked difference in the shapes of the bones of the roast, the character of the fat of the steaks and the grain of the meat in toto, that of the horse flesh being exceedingly coarse. The sausage into which the meat was transferred was less easily distinguished. The identity of the composition, however, was readily disclosed by microscopic observations.

In the second lesson the Government meat inspectors were taught to determine the difference in taste between a tenderloin of horse and its counterpart of beef. Combinations with other meats were also made. Ninety per cent. of horse meat was mixed with 10 per cent. of beef or pork, 80 per cent. of the former with 20 per cent. of the latter, and so on down the scale of proportion. Up to 50 per cent. the presence of horse meat is easily determined either by taste or microscopic observations. Under that it is more difficult, and when the proportion of equine flesh reaches 5 per cent. its detection is practically impossible.

Professor Wiley says that he found horse meat good to eat, and that it tastes like lobster, and contains 1 per cent. more sugar than either beef or pork; it is no less nutritious, and in roasts or steaks it presents as palatable an appearance.

The Man Who Fathers the Parcels Post Bill.

Wm. E. Curtis in Chicago Record.

The description which Senator Wolcott gave of Senator Pettigrew yesterday during the Philippine discussion was not complimentary. He compared Mr. Pettigrew with those unhappy people who view the world with jaundiced vision, who rail against the success of others and view with suspicion and hatred every other person whose life and whose efforts are crowned with success. They see some wicked motive in the conduct of everybody but themselves. When the sun shines they see only the shadow it casts, and behind every good act they find lurking some sinister and unworthy purpose. "It is fitting that such people should be represented here," said Senator Wolcott, "and I know of nobody in the whole United States so fitted to speak for them as the Senator from South Dakota who, during all the years that I have served with him, has never had a kind or friendly word to say of any person or any cause."

The cheapest advertising is not that which costs the least money, but that which brings the largest returns for the amount of money spent.

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

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 March 9 was: Fresh Eggs, 16c; Live Chickens, 11c; N. Y. dressed, 12½c; fully dressed, 14½c; Butter, 20¢/23c; Medium Beans, \$2.25; Marrows, \$2.50.

W. B. STOPPARD & CO.,

COMMISSION MERCHANTS,

SYRACUSE, NEW YORK.

YES

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.

Northrop, Robertson & Carrier,

Lansing, Michigan.

Commercial Travelers

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

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

United Commercial Travelers of Michigan
Grand Counselor, J. N. 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.

Address of President Schreiber to M. K. of G.

Bay City, March 10.—In assuming the trust, and its attending responsibilities, imposed upon us by the late convention, held in Bay City in December last, a few observations may not be out of place.

Primarily, we wish to congratulate the order on the very efficient manner with which the affairs of the order have been conducted during the year just closed. The thanks of the order are due in the fullest measure the officers and directors for the judicious and economical administration given us by them.

While numerically the order may not be as strong as it has been in some years of its history, in point of quality it surpasses all previous records. The "drones" and "backsliders" have been eliminated and the membership to-day represents only hustling, wide-awake material, anxious for its prosperity and jealous of its reputation. With such a spirit pervading its ranks, the year nineteen hundred should prove one of the most successful in its history. With an era of renewed prosperity and business activity before us, a condition due in a great measure to the judicious and discriminating work of the commercial traveler, our beloved order should make very rapid strides in popularity, increased membership and financial strength, surpassing all previous records. This can be accomplished by concerted action on the part of our members, by each of us acting as a missionary and bringing home to those still outside our fold the manifold advantages and benefits derived from affiliation with our cause. It is the great body of any organization that needs must develop the principles and aims for which it is organized—the officers are simply the servants, placed in their respective positions to carry out the work and wishes of the body. Without the able assistance and active co-operation on the part of every individual member, the work of the officers must of necessity be handicapped and more or less fruitless. If every member of the Michigan Knights of the Grip would but consider his membership in this light, and realize that as a stockholder in this organization his efforts in its behalf will lessen his own pro-rata expense for carrying on the work for which we are bound together, how glorious would be the results. If every member would hustle for the order as he hustles for trade while on the road pursuing his chosen vocation, what grand results would be accomplished. And if every member could but partially realize the great good the little mite he contributes from time to time in the shape of assessments and dues is productive of; if every member could but see the deep sense of gratitude of the bereaved widow and orphan, whose perhaps sole support has made his last trip, leaving the dear ones possibly without the visible means of support, on receiving this little stipend, he would be amply and grandly repaid for the share he had in it, for he has assisted in one of the noblest works of charity—assuaging grief and alleviating suffering. How many of us would hesitate to go down into our pockets to help a poor unfortunate fellow traveler, or his dear ones, in distress? Through

this worthy organization we do more than this—for by concerted action and systematized work we accomplish much greater results and at less cost to ourselves. Let us then, individually and collectively at all times and places, and under all conditions and circumstances, carry out the aims and purposes of the noble order of which we are part and parcel; let us not consider our work done until every eligible commercial man is enrolled in our membership and in this manner exercise the true spirit of sweet charity and fraternal brotherhood. Let our deeds and actions make manifest that we realize and live these great principles.

There is another side—perhaps a sordid one—to consider. In organization there is strength, and what to us individually seem insurmountable obstacles are easily overcome by united effort. If travelers in Michigan enjoy superior hotel accommodations, improved bus and baggage service, simple interchangeable mileage books and numerous other advantages, the Michigan Knights of the Grip claim the credit therefor, for their efficient committees labored unceasingly for such reforms, the success of which is enjoyed equally by non-members as well as members. Gratitude, then, should prompt those yet outside our ranks to affiliate with an organization capable of bringing about such pronounced results. In soliciting new material we have a strong and just claim to present to them by citing above well grounded facts. It, therefore, ought not to be difficult for us, if each does his share, to increase our membership even beyond the two thousand mark during this year, and now the question is: Will we do it?

While the death rate of our order during the past year—especially the last quarter of the year—has been large, twenty-one answering the last summons during 1899, it bears favorable comparison with kindred organizations. We have met out liabilities promptly—thanks to your promptness in remitting assessments and dues—and with a normal death rate this year, we hope to keep the per capita cost down to the low figure of previous years; by numerically strengthening our membership, it can be reduced.

It shall be our earnest endeavor to give you a careful and economical administration and we trust that when we meet in annual convention in December next, we can relinquish our trust to our successors, confident that we did our duty as we saw it and that whatever has been done under our administration, was done solely with the aim for "the greatest good for the greatest number." Edward J. Schreiber, Pres.

How Manley Jones Shocked the Legislators.

If there is one thing a commercial traveler dislikes more than another, it is elaborate ceremonies, and if the spirit of his profession is in him, he generally finds some way to let his prejudices be known. One evening Manley Jones happened to sit at the same table with a certain committee from the Legislature, who talked with excessive formality.

It was "Will the gentleman from Lenawee do this?" and "Does the gentleman from Washtenaw want that?" the ordinary force of direct address being carefully eschewed.

For nearly ten minutes Manley suffered in silence. Then he turned to the waiter and said in deep oratorical tones: "Will the gentleman from Ethiopia please pass the butter?" The remedy was effective.

Ionia Standard: M. E. Simpson and W. C. Peer will go on the road for John V. Farwell & Co., Chicago, Mr. Simpson being assigned the State of Iowa, and Mr. Peer Kansas. Mr. Peer has been summoned to his work at once. Mr. Simpson expects to be called upon to report for duty in about ten days.

The Joke Was on the Landlord.

He was a kicker of high degree, was this traveler. The moment he arrived at the hotel he began grumbling.

"Landlord, I may be in late for supper and I want you to keep it warm for me," he had said as he passed out of the hotel.

"That fellow must be a crank of the first water," said the landlord to a traveler of our acquaintance who was just paying his bill preparatory to leaving.

Now this traveler is a chronic joker and he said to the landlord: "Don't you know that fellow?" (alluding to the grumbler).

"No," said the landlord, "it is his first time here."

"Pshaw," said the joker, "I thought you were onto him."

"Why?" asked the landlord.

"Why, that fellow is subject to fits," said the joker. "He'll have 'em right at the table while eating, and frightens everybody out of their wits. Seems that he has 'em if you feed him meat or eggs."

"Well," said the landlord, "I'm glad you told me. I'll post the waiters to steer clear of one of his fits."

So when this traveler arrived for supper he, of course, ordered steak and eggs, only to find that they were suddenly "out." He grumbled some of course, but nothing like what he did at the breakfast table when the steak and eggs failed again just before reaching him. He might have gotten away in the belief that the hotel was weak in the steak and egg line, had not a late comer seated himself opposite, and calling for steak and eggs was promptly served. The grumbler's indignation here arose to the boiling pitch. He upbraided the waiter as having lied and demanded an explanation. The waiter could only stammer that he had observed the landlord's orders. Then our kicker hied himself to the landlord for an explanation. Having no other recourse the landlord had to "fess up" his reason. The kicker began to realize that he had been made the butt of a joke. He left, vowing vengeance upon all concerned, especially the joking traveler if he should ever meet him.

This story illustrates the extremes travelers will go to in order to have a little fun. The landlord in this case seemed to think the joke was on himself.

Thirteen Blacksmiths Combine.

Kokomo, Ind., March 10.—The thirteen blacksmiths of the city have gone into a combine, the thirty-three journeymen and apprentices joining them. The purpose of the organization is to raise prices of work in consonance with the rise in the cost of iron as engineered by the Iron and Steel Trust. The advanced price of all kinds of structural metal has compelled the smiths to make a marked advance in the price of smithing. The farmer is the worst sufferer on account of the increase in the cost of horseshoeing. The city teamsters are also objecting on the same grounds.

Broomcorn Combination Injures the Small Manufacturer.

From the Middleton, Ind., News.
Wm. P. Blackman's broom factory in Irondale is quiet. The proprietor has been compelled to close down the plant because of the exactions of the broomcorn trust. The trust required that Mr. Blackman should buy not less than \$300 worth of broomcorn. Under no circumstances would they sell a less amount. Mr. Blackman could not buy so much, and until a new crop grows or until the trust modifies the rule Mr. Blackman's factory will remain silent.

How to Brush a Hat.

Some men will buy two or three black derby hats a season, and these will always look rusty and old. Other men will buy not more than one a year, and that will never lose its deep and brilliant gloss.

"I'll tell you why it is," said a Monroe street hat dealer the other day. "It is because one man brushes his hat with a stiff bristled whisk, and the other rubs his softly with a piece of woolen cloth. The felt of a hat is such a delicate stuff

that a stiff whisk applied to it has pretty much the effect that a curry comb or a rake would have on a suit of clothes. It wears the nap off, exposing the bare gray foundation in short order. A piece of woolen cloth, rubbed over a hat with a circular motion that conforms to the grain, doesn't rub off the nap at all, but keeps it lustrous and firm and of good color. I buy one two-an'-a-half hat a year, and rub it each morning with a bit of flannel. I guarantee that it outlasts three \$5 hats that are raked and scraped with whisks every day."

Organized to Exterminate Trading Stamps.

The trading and premium-stamp companies, which are doing a land-office business in Altoona, are to be crushed out of existence if Altoona merchants can accomplish the feat. The merchants have organized, with 120 members, and held a big meeting, adopted by-laws and elected officers. It was agreed as the first blow at the stamp business to offer cash customers a 5 per cent. discount instead of stamps. This is just the beginning, and the outcome of the fight will be watched with interest by merchants everywhere.

Copemish Courier: Everyone who is acquainted with the firm of H. S. Rogers Co. knows that Mr. Rogers' three daughters take entire charge of the business; in fact, are proprietor, clerk and chore boy. But it seems that one commercial traveler wasn't very well posted as to who the head of the firm was. The drummer came along Tuesday forenoon, set down one of his grips, opened the door and stuck his head in. Not seeing a man in the store, he said, "The boss isn't in?" and shut the door and went on his way. The girls haven't got through laughing yet.

The Frank B. Taylor Co., which has removed its notion and department store supply house from Jackson to Detroit, where it is located at 135 Jefferson avenue, is represented on the road by A. P. McPherson, of Detroit, and A. H. Bowen, of Jackson. Other salesmen will be added to the force later.

There are some women who always use the same kind of judgment in allowing a poor steak to be passed off on them that they exercised years ago in selecting a husband.

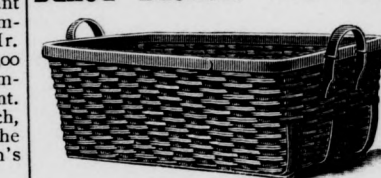
Cheboygan Tribune: Horatio McArthur has taken a position as traveling salesman for F. C. McDonald & Co., of Bay City, selling lubricating oil.

Have You Played Crokinole?

It's the game of the year. TRIUMPH Crokinole Boards are best. Send for our handsome catalogue. It explains all.

Dillenbaugh-Alton Mfg Co., Portland, Mich.

Ballo Baskets Are Best



Is conceded. Uncle Sam knows it and uses them by the thousand.

We make all kinds. Market Baskets, Bushel Baskets, Bamboo Delivery Baskets, Splint Delivery Baskets, Clothes Baskets, Potato Baskets, Coal Baskets, Lunch Baskets, Display Baskets, Waste Baskets, Meat Baskets, Laundry Baskets, Baker Baskets, Truck Baskets.

Send for catalogue. BALLQU BASKET WORKS, Belding, Mich.

Drugs--Chemicals

Michigan State Board of Pharmacy

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

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

Examination Sessions

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. MAXN, Detroit.
Treasurer—J. S. BENNETT, Lansing.

New Cider Preservative.

The French have made a medical study of cider, doubtless partly because it takes the place of wine, and the result of such study has led experts to the conclusion that the presence of malic acid and of tannin in cider makes it of great hygienic value. Some dyspeptics can not drink it, but in some forms of intestinal trouble it is helpful. It is recommended especially to gouty persons.

To be wholesome, however, cider must be in good condition and especially it must not be too hard. The old method of putting up cider in a strong and securely corked bottle, along with three or four raisins and a tablespoonful of sugar to a pint, is still practiced in this country, and the result is a delightful beverage with all the effervescence of champagne; but this method of preserving cider is expensive and troublesome. The French have discovered a cheaper method, and that is to place in cider that is to be preserved from hardening a small quantity of the subnitrate of bismuth. It is found that a partly consumed barrel of rapidly hardening cider may thus be preserved for months. The hardening process is not altogether arrested, but it goes on very slowly.

The French have also discovered a method of preserving the bright transparency of cider. Most cider when exposed to the light becomes clouded and brown. This change is due to the chemical action of tannin and sometimes of iron contained in the cider. Save in appearance the beverage is none the worse for the change, and, indeed, a cider that quickly turns brown is regarded as especially wholesome for some persons because of its being rich in tannin. To preserve the clear beauty of cider, however, the French use citric acid in quantities varying with the natural acidity of the cider, usually about sixty grains to the gallon. With citric acid and subnitrate of bismuth cider may thus be kept indefinitely, not only fine in color but almost at a uniform condition of fermentation.

Legitimate Substitution.

The substitution question is one of many phases, some of which are entirely ignored by proprietary medicine manufacturers in their customary hot-headed arraignment of the practice. The Ayer people, for instance, dote on the substitution of their remedies for those of Dr. Jaynes, by those in need of curative agents which are retailed as proprietaries, and the chief aim of their advertising is to convince the reader of the wisdom of substituting for the remedies he has been using those of the advertiser. Dr. Jaynes employs the same methods and like resources. Thus a brand of substitution that is thoroughly legitimate and commercial is developed. Owing to the more liberal education,

skillful training and business acumen of the retail druggist of to-day, as compared with his brother of a quarter of a century ago, or even the preceding decade, he has quite naturally become an Ayer or Jaynes in a small way himself; he has a "World's Dispensary" of his own, as it were, a la Dr. Pierce—only his world is local, not national or international. Then he, like Ayer, Jaynes and Pierce, becomes a substitutor of the competitive type. He puts his knowledge and reputation up against those of the proprietor in a distant city and says to his neighbors, "take your choice." He sells his own goods on their merits, and if he deserves success at all, he wins patronage, i. e., his remedies are substituted for the proprietor's by his patrons.

The honorable pharmacist, however, will never cross the boundary line of legitimate substitution; he will never sell goods under false claims, or under false titles. He will never trade on the reputation of other manufacturers, nor substitute his own preparations for those of any other manufacturer, except with the knowledge and consent of the patron, and then only in the belief that his own are of equal merit or better than those displayed. And, above all, he will never make use of a wrapper similar to that used on any well-known preparation, and thus deceive the public.

The proprietor has a right to demand that dishonest substitution, wherever practiced, shall cease, and that retail druggists co-operate with him in the prevention of frauds of this and every kind and in the prosecution of such offenders. The honorable pharmacist will do this not only without any thought of compensation, but as a duty; but, in all candor, isn't it about time for the proprietor to exercise a little discrimination when arranging substitution and substitutors, and in so doing avoid the blunder of confusing legitimate competition with trade piracy?—Paint, Oil and Drug Review.

Twenty-six out of Seventy-six.

Grand Rapids, March 10—The Michigan Board of Pharmacy held a meeting in this city Mar. 6 and 7. There were seventy six applicants present for examination, fifty-eight for registered pharmacist certificates and eighteen for assistant papers. Sixteen applicants received registered pharmacist papers and ten assistant papers. Following is a list of those receiving certificates:

Registered Pharmacists—D. Ahearn, Kinde; W. S. Bower, Petoskey; C. A. Everett, Rochester; W. H. Friess, Pt. Austin; D. M. Gleason, Lansing; F. G. Glass, Vernon; J. G. Hollands, Detroit; W. A. Hubbard, Midland; J. McEwen, Escanaba; K. H. Nelson, Cedar Springs; F. D. Patterson, Three Rivers; A. B. Robertson, Lansing; W. A. Stecker, Carleton; W. J. Thew, Saginaw; P. Vellama, Grand Rapids; C. B. Warner, Marlette.

Assistant Pharmacists—C. B. Braden, Grand Rapids; J. L. Buckrell, Flint; F. H. Duerr, Benton Harbor; A. B. Flagg, Pentwater; W. T. Glimm, Grand Rapids; C. W. Headley, Mt. Pleasant; F. W. Neundorff, Saginaw; O. Shauhan, Elsie; G. F. Stickney, Gowen; T. W. Sibilsky, Eagle River.

The next meeting of the Board will be held at Star Island June 25 and 26.

A. C. Schumacher, Sec'y.

The Name "Vichy" Common Property.

The United States Circuit Court of Appeals has affirmed an opinion of the Circuit Court, which denied to the Vichy Company, as lessee, and the Republic of France, as principal, the right to enjoin makers of mineral waters from using the word "Vichy" as a name for their products. The appellants sought to establish trade-mark rights in the name, but the courts hold that any one may use it.

The Drug Market.

Opium—Is excited and higher, on account of reported damage to the growing crop by frost.

Morphine—Is as yet unchanged.

Quinine—Is quiet, but the undertone is strong. Manufacturers are very firm in their quotations.

Carbolic Acid—Has declined, on account of supplies coming forward from primary markets.

Salicylic Acid—Has declined, on account of lower prices for carbolic acid.

Salicylate Soda—Has declined for the same reason.

Alcohol—Advanced again 1c per gallon on the 12th and is tending higher. An agreement has been effected between the so-called trust and outside distillers.

Cocoa Butter—Has declined, on account of lower prices at the last Amsterdam auction sale.

Cuttle Fish Bone—Has been advanced 5c per lb., on account of the very light stocks, both here and in foreign markets. Another advance of 5c per lb. is predicted.

Haarlem Oil—Competition among importers has tended to reduce the price about 40c per gross.

Lycopodium—Has been advanced 1c per lb., on account of small stocks.

Cyanide Potassium—Has been advanced, on account of new customs classifications.

Salicin—Is very firm at the extreme price noted last week.

Oil Sandalwood—Has been advanced 50c per lb., on account of the high cost of wood.

Gum Camphor—Is in a very firm position and another advance is looked for.

Should a Pharmacist Be a Graduate.

Ann Arbor, March 12—The question is becoming somewhat agitated, whether it is not advisable to have the pharmacy laws of the different states so changed, before a person can become a registered pharmacist, it will be necessary for the applicant to furnish an affidavit that he is a graduate of a recognized school of pharmacy, besides showing affidavits for at least one year's practical experience.

In other words, a person—no matter how much practical experience they have had—must be a graduate of some recognized school of pharmacy before he can appear before a board of pharmacy for examination.

I have my own views on this subject and would like to get the sentiment of the druggists of the State of Michigan on this matter.

I am satisfied that this question will come before the Board of Pharmacy at no very distant date; therefore I am anxious to know the sentiment of the gentlemen that are interested in the subject.

If the law was so changed, it would probably not take effect until two years after the change was made.

Druggists interested will please address

A. C. Schumacher.

Is a Welcome Visitor.

Hancock, March 10—I am in receipt of a marked copy of the Tradesman, noting the fact that I have been re-engaged as manager of the City Drug Store for another year. Mr. Bram is a regular subscriber of the paper and I wish to assure you that it is a most welcome visitor, as we all look for it every week and read it from cover to cover, from myself to our 10-year-old boy. I assure you right now that if I ever change my position from here to a store where the Michigan Tradesman is absent, I shall at once see that it goes with me.

I have been suffering for the last two weeks with a badly-burned hand, caused by the explosion of a gasoline stove, which nearly cost me the loss of my home

We have enjoyed a most flattering trade for the past two years and feel that we are in a fair way to greatly increase same during the next twelve months. We are remodeling and refurbishing the store throughout and expect to have a strictly up-to-date place when through. Arthur T. Ellsworth.

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

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

FLAVORING EXTRACTS AND DRUGGISTS' SUNDRIES

Have You Bought Wall Paper

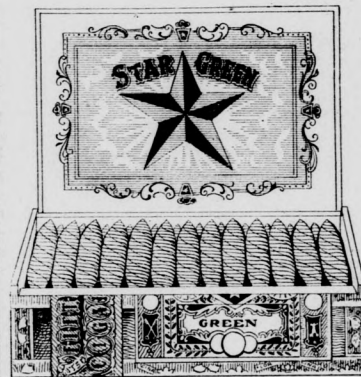
For the coming season? If not, it would pay you to send for our samples. We will express them to you prepaid. Our assortment is the best shown on the road today. Twenty-six different factories represented.

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.



BETTER THAN EVER. SOLD BY ALL JOBBERS

MANUFACTURED BY

H. VAN TONGEREN,
HOLLAND, MICH.

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



CHAS. A. COYE,

11 Pearl Street, Grand Rapids, Mich.
Send for prices.

WHOLESALE PRICE CURRENT.

Advanced—
Declined—

Acidum		Conium Mac. 50¢ 60		Scilla Co. @ 50	
Aceticum \$ 60¢ 8		Copaiba 1 15¢ 1 25		Tolutan @ 50	
Benzoleum, German. 70¢ 16		Cubebae 90¢ 1 00		Prunus virg. @ 50	
Boracic 37¢ 40		Exechthitos 1 00¢ 1 10		Tinctures	
Carbolicum 48¢ 50		Erigeron 1 00¢ 1 10		Aconitum Napellis R 60	
Citricum 36¢ 5		Gaultheria 2 00¢ 2 10		Aconitum Napellis F 60	
Hydrochlor. 8¢ 10		Geranium, ounce. 75		Aloe 60	
Nitrosum 12¢ 14		Gossypii, Sem. gal. 50¢ 60		Aloes and Myrrh. 60	
Oxalicum 12¢ 14		Hebroma 1 50¢ 2 00		Arnica 50	
Phosphoricum, dil. 15		Juniper 90¢ 3 00		Assafetida 50	
Salicylicum 65¢ 70		Lavendula 1 35¢ 1 45		Atrape Belladonna. 60	
Sulphuricum 13¢ 14		Limonia 1 25¢ 2 00		Aurant Cortex 50	
Tannicum 38¢ 40		Mentha Piper 1 50¢ 1 60		Benzoin Co. 50	
Tartaricum 38¢ 40		Mentha Verid. 1 10¢ 1 15		Boraxma 50	
Ammonia		Morruhu, gal. 4 00¢ 4 50		Cantharides 75	
Aqua, 16 deg. 4¢ 6		Myrcia 75¢ 3 00		Capcium 50	
Aqua, 20 deg. 6¢ 8		Olive 10¢ 12		Cardamon 75	
Carbonas 13¢ 15		Picis Liquida, gal. 6¢ 35		Cardamon Co. 75	
Chloridum 12¢ 14		Ricina 96¢ 1 05		Castor 1 00	
Aniline		Rosmarini 1 00¢ 1 00		Catechu 50	
Black 2 00¢ 2 25		Rose, ounce. 6 50¢ 8 50		Cinchona Co. 50	
Brown 80¢ 1 00		Succini 40¢ 45		Cinchona 50	
Red 45¢ 60		Sabina 90¢ 1 00		Columba 50	
Yellow 2 50¢ 3 00		Santal 2 75¢ 7 00		Cubeba 50	
Bacae		Sassafras 50¢ 55		Cassia Acutifol. 50	
Cubebae 12¢ 14		Sinapis, ess., ounce. 1 50¢ 1 60		Cassia Acutifol Co. 50	
Juniperus 6¢ 8		Tigil 49¢ 50		Digitalis 50	
Xanthoxylum 75¢ 80		Thyme, opt. 6¢ 1 60		Ergot 50	
Balsamum		Theobromas 15¢ 20		Ferri Chloridum 50	
Copaiba 50¢ 55		Potassium		Gentian 60	
Peru 2 00		Bi-Carb. 15¢ 18		Gentian Co. 60	
Terabin, Canada 40¢ 45		Bichromate 13¢ 15		Guaiac 60	
Tolutan 40¢ 45		Bromide 52¢ 57		Guaiac ammon. 50	
Cortex		Carb 12¢ 15		Hyoscyamus 75	
Abies, Canadian. 18		Chlorate, po. 17 & 19 16¢ 18		Iodine 75	
Cassia 12		Cyanide 35¢ 40		Iodine, colorless. 50	
Cinchona Flava. 18		Iodide 2 65¢ 2 75		Kino 50	
Euonymus atropurp. 30		Potassa, Bitart, pure 28¢ 30		Lobelia 50	
Myrica Cerifera, po. 20		Potassa, Bitart, com. 7¢ 15		Myrrh 50	
Prunus Virgini. 12		Potass Nitras, opt. 6¢ 8		Nux Vomica 75	
Quillaja, gr'd. 15		Potass Nitras 6¢ 8		Opi. 50	
Sassafras 15		Prussiate 23¢ 26		Opi, comphorated. 1 50	
Ulmus, po. 15, gr'd 15		Sulphate po. 15¢ 18		Opi, deodorized. 50	
Extractum		Radix		Quassia 50	
Glycyrrhiza Glabra. 24¢ 25		Aconitum 20¢ 25		Rhatany 50	
Glycyrrhiza, po. 28¢ 30		Ailth 22¢ 25		Rhel 50	
Hematox, 15 lb. box 11¢ 12		Anchus 10¢ 12		Sanguinaria 50	
Hematox, 15 13¢ 14		Arum po. 25¢ 30		Serpentaria 50	
Hematox, 1/4s. 14¢ 15		Calamus 20¢ 40		Stromonium 60	
Hematox, 1/4s. 16¢ 17		Gentiana, po. 15 12¢ 15		Tolutan 60	
Ferru		Glycyrrhiza, pv. 15 16¢ 18		Valerian 50	
Carbonate Precip. 2 25		Hydrastis Can. po. 75		Zingiber 20	
Citrate and Quina 75		Hydrastis Can., po. 12¢ 15		Miscellaneous	
Citrate Soluble. 40		Hellebore, Alba, po. 15¢ 20		Ether, Spts. Nit. 3 F 30¢ 35	
Ferrocyanidum Sol. 40		Inula, po. 15¢ 20		Ether, Spts. Nit. 4 F 24¢ 3	
Solut. Chloride 2		Ipecac, po. 25¢ 4 35		Alumen 30¢ 4	
Sulphate, com'l. 80		Iris plox, po. 35 & 38 25¢ 30		Alumen, gro'd., po. 7 40¢ 50	
Sulphate, com'l., by bbl, per cwt. 7		Jalapa, pr. 25¢ 30		Antimoni, po. 40¢ 50	
Flora		Maranta, 1/4s. 22¢ 25		Antimoniet Potass T 40¢ 50	
Arnica 14¢ 16		Podophyllum, po. 75¢ 1 00		Antipyrin 20	
Anthemis 22¢ 25		Rhel, cut. 75¢ 1 35		Antifebrin 48	
Matricaria 30¢ 35		Rhel, pv. 35¢ 38		Argent Nitras, oz. 10¢ 12	
Folia		Spigelia 40¢ 45		Arsenicum 38¢ 40	
Barosma 38¢ 40		Sanguinaria, po. 15 40¢ 45		Balm Gilead Buds. 1 50¢ 1 60	
Cassia Acutifol, Tinnevely 20¢ 25		Senega 60¢ 65		Bismuth S. N. 9	
Cassia, Acutifol, Alix. 25¢ 30		Smilax, officinalis H. 10¢ 12		Calcium Chlor., 1s. 12	
Salvia officinalis, 1/4s and 1/4s 12¢ 20		Smilax, M. 10¢ 12		Calcium Chlor., 1/4s. 12	
Uva Ursi 8¢ 10		Scilla 10¢ 12		Calcium Chlor., 1/4s. 12	
Gummi		Symplocarpus, Fostidus, po. 25		Calcium Fructus, po. 15	
Acacia, 1st picked. 65		Valeriana, Eng. po. 30 15¢ 20		Capsici Fructus, po. 15	
Acacia, 2d picked. 65		Valeriana, German. 15¢ 20		Capsici Fructus B. po. 15	
Acacia, 3d picked. 65		Zingiber a 12¢ 16		Caryophyllus, po. 15 12¢ 14	
Acacia, sifted sorts. 45¢ 65		Zingiber j. 25¢ 27		Carmine, No. 40. 3 00	
Alce, Barb. po. 18 & 20 12¢ 14		Semen		Cera Alba 50¢ 55	
Alce, Cape. po. 15. 12¢ 14		Anisum 12¢ 15		Cera Flava 40¢ 45	
Alce, Socotri. po. 40 55¢ 60		Apium (graveolens). 13¢ 15		Cocculus 60	
Ammoniac. 28¢ 30		Bird, Is. 4¢ 6		Cassia Fructus. 10	
Assafetida 50¢ 55		Carui 11¢ 12		Centraria 45	
Benzoinum 13		Cardamon 1 25¢ 1 75		Cetaceum 60	
Catechu, Is. 12		Coriandrum 80¢ 10		Chloroform 1 10	
Catechu, 1/4s. 62¢ 65		Cannabis Sativa 45¢ 50		Chloroform, squibs 1 65¢ 1 90	
Camphore 65¢ 70		Cydonium 75¢ 1 00		Chondrus 20¢ 25	
Galbanum 1 00		Chenopodium 10¢ 12		Cinchonidine, P. & W. 35¢ 48	
Gamboge 65¢ 70		Dipterix Odorata. 1 00¢ 1 10		Cinchonidine, Germ. 35¢ 48	
Guaiacum 1 25		Foeniculum 70¢ 9		Cocaine 5 30¢ 5 50	
Guaiacum, po. \$1.25 60		Fonugreek, po. 3 1/4¢ 4 1/2		Cork, list, dis. pr. et. 35	
Mastic 1 25		Lini 3 1/4¢ 4 1/2		Crota 2	
Myrrh 40		Lini, gr'd. bbl. 3 1/2 4¢ 4 1/2		Crota, prep. 9¢ 11	
Opi 3 35¢ 4 80		Lobelia 45¢ 50		Crota, precip. 8	
Shellac 25¢ 35		Pharlaris Canarian. 45¢ 50		Crota, Rubra 15¢ 18	
Shellac, bleached. 40¢ 45		Rapa 1 8¢ 10		Cudbear 6 1/4¢ 8	
Tragacanth 50¢ 80		Sinapis Alba 11¢ 12		Cupri Sulph. 75¢ 90	
Herba		Sinapis Nigra 11¢ 12		Dextrine 75¢ 90	
Absinthium, oz. pkg 25		Spiritus		Ether Sulph. 75¢ 90	
Eupatorium, oz. pkg 25		Frumentum, W. D. Co. 2 00¢ 2 50		Emery, all numbers. 8	
Lobelia 25		Frumentum, D. F. R. 2 00¢ 2 25		Emery, po. 6	
Majorum 25		Juniperis Co. O. T. 1 25¢ 1 50		Ergota 85¢ 90	
Mentha Pip. oz. pkg 23		Juniperis N. E. 1 65¢ 2 00		Flake White 12¢ 15	
Mentha Vir. oz. pkg 23		Saccharum Co. 1 90¢ 2 10		Galla 25	
Rue 22		Spt. Vini Galli. 1 75¢ 6 50		Gambler 8¢ 9	
Tanacetum V oz. pkg 25		Vini Oporto. 1 25¢ 2 00		Gelatine, Cooper. 35¢ 60	
Thymus, V. oz. pkg 25		Vini Alba. 1 25¢ 2 00		Gelatine, French. 75 & 10	
Magnesia		Sponges		Glassware, flint, box 70	
Calcined, Pat. 55¢ 60		Florida sheeps' wool 2 50¢ 2 75		Less than box. 11¢ 13	
Carbonate, Pat. 18¢ 20		Nassau sheeps' wool 2 50¢ 2 75		Glue, brown. 15¢ 25	
Carbonate, K. & M. 18¢ 20		Velvet extra sheeps' wool, carriage. 2 50¢ 2 75		Glue, white. 17¢ 28	
Carbonate, Jennings 18¢ 20		Extra yellow sheeps' wool, carriage. 2 50¢ 2 75		Glycerina 25	
Oleum		Hard, for slate use. 1 50		Humulus 25¢ 55	
Absinthium 6 50¢ 6 75		Yellow Reef, for slate use. 1 40		Hydrarg Chlor Mite 85	
Amygdala, Dulc. 30¢ 50		Syrups		Hydrarg Chlor Cor. 1 05	
Amygdala, Amare. 8 00¢ 8 25		Acacia 50		Hydrarg Ammoniat 1 17	
Anisi 1 35¢ 2 00		Aurant Cortex 50		Hydrarg Unguentum 50¢ 60	
Aurant Cortex 2 25¢ 2 30		Zingiber 50		Hydrargyrum 80	
Bergamli 2 40¢ 2 60		Ipecac 50		Ichthyobolla, Am. 65¢ 75	
Caliputi 80¢ 85		Ferri Iod. 50		Indigo 75¢ 1 00	
Caryophylli 35¢ 45		Rhel Arom. 50		Iodine, Resubi. 3 90¢ 4 00	
Cedar 2 75		Smilax Officinalis. 50		Iodoform 4 00	
Chenopadi 1 25¢ 1 35		Senega 50		Lupulin. 50	
Cinnamoni 35¢ 40		Scilla 50		Lycopodium 60¢ 65	
Citronella 35¢ 40		Linseed, pure raw. 59 62		Macis 65¢ 75	

Our Stationery Department

Is meeting with universal favor and we have so far received many flattering congratulations from our friends and customers, who are much pleased with the fact that they will be able to purchase this class of goods from us in connection with Drugs and Druggists' Sundries.

We now have in stock and offer for sale—

Fine Bulk Stationery of all weights, qualities and sizes, with Envelopes to match.

Box Paper, Writing and Pencil Paper Tablets, Blank Books, Counter Books, Memorandums, Exercise Books, Office Scratch Books.

Faber, Eagle, American and Dixon Pencils.

Spencerian, Esterbrook, Gillott, Sheffield and Standard

Steel Pens.

Penholders, Slates and Slate Pencils, Black Board and Rubber Erasers, Rubber Bands, School Rules, Pencil Boxes.

Notes, Drafts and Receipts.

Dennison Roll Crepe, French and American Tissue Paper,

Japanese Napkins, Gold and Silver Paper, Ordinary and Lace Shelf Paper.

Shipping and String Tags, Gum Labels, etc.

Specie Purses, Gents' Wallets, Ladies' Wallets, Bill Books, etc.


Our representative, Mr. W. B. Dudley, will call upon you soon and one inspection of his line will convince you that we are leaders in the Stationery Line and that we have the goods and make the prices that you wish for.

Hazeltine & Perkins
Drug Company

Grand Rapids, Mich.

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, 1/2 lb. 1 85 Star, 1 lb. 3 10 Plenie Tails 2 25 Mackerel Mustard, 1 lb. 1 75 Soused, 1 lb. 2 80 Soused, 2 lb. 1 75 Tomato, 1 lb. 2 80 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 Pears Standard 70 Fancy 80 Peas Marrowfat 1 00 Early June 1 60 Early June Sifted 1 60 Pineapple Grated 1 25@2 75 Sliced 1 35@2 25 Pumpkin Fair 65 Good 75 Fancy 85 Raspberries Standard 90 Salmon Red Alaska 1 35 Pink Alaska 95 Sardines Domestic, 1/2 8@ Domestic, Mustard 8@22 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 Acmé 13@ Amboy 14@ Elsie 15@ Emblem 14@ Gem 13@ Ideal 13@ Jersey 14@ Riverside 14@ Brick 12@ Edam 12@ Leiden 17@ Limburger 13@ Pineapple 50 Sap Sago 75 CHICORY Bulk 5 Red 7 CHOCOLATE Walter Baker & Co.'s German Sweet 23 Premium 35 Breakfast Cocoa 46 Tunkel Bros. 21 Vienna Sweet 28 Vanilla 31 Premium 31 H. O. Wilbur & Sons. Imperial Sweet 22 Nelson's Premium 25 Sweet Clover, 1/2 25 Sweet Clover, 1/4 27 Premium Baking 33 Double Vanilla 40 Triple Vanilla 50 COCOA Webb 30 Cleveland 40 Epps 42 Van Houten, 1/2 42 Van Houten, 1/4 40 Van Houten, 1/8 40 Colonial, 1/2 35 Colonial, 1/4 33 Huyler 45 Wilbur, 1/2 41 Wilbur, 1/4 42 COCOA SHELLS 20 lb. bags 2 1/2 Less quantity 3 Pound packages 4 CLOTHES LINES Cotton, 40 ft. per doz. 1 00 Cotton, 50 ft. per doz. 1 20 Cotton, 60 ft. per doz. 1 40 Cotton, 70 ft. per doz. 1 60 Cotton, 80 ft. per doz. 1 80 Jute, 60 ft. per doz. 80 Jute, 72 ft. per doz. 85		CIGARS The Bradley Cigar Co.'s Brands Advance \$35 00 Bradley 35 00 Clear Havana Puffs 22 00 "W. H. B." 55 00 "W. B. B." 55 00 H. & P. Drug Co.'s brands Fortune Teller 35 00 Our Manager 35 00 Quintette 35 00 G. J. Johnson Cigar Co.'s brand. S. C. W. 35 00 Phelps, Brace & Co.'s Brands. Royal Tigers 55@80 Royal Tigerettes 35 Vincente Portuondo 35@70 00 Ruhe Bros. Co. 35@110 00 Hilson Co. 35@70 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 E. M. Schwarz & Co. 35@110 00 San Telmo 35@70 00 Havana Cigar Co. 18@35 00 A. B. Ballard & Co. 35@70 00 LaGora-Fee Co. 35@70 00 S. I. Davis & Co. 35@185 00 Hene & Co. 35@90 00 Benedict & Co. 75@70 00 Hemmett Cigar Co. 35@70 00 G. J. Johnson Cigar Co. 35@70 00 Maurice Sanborn 50@175 00 Bock & Co. 65@300 00 Manuel Garcia 80@375 00 Nueva Mundo 85@175 00 Henry Clay 85@500 00 La Carolina 96@200 00 Standard T. & C. Co. 35@70 00 COFFEE Roasted A-I-C HIGH GRADE COFFEES Special Combination 20 French Breakfast 20 Lenox 25 Vienna Cigar Co. 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 subject 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 foil 1/2 gross 85 Hummel's tin 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 specially printed cover without extra charge. Coupon Pass Books Can be made to represent any denomination from \$10 down. 50 books, any denom. 1 50 100 books, any denom. 2 50 500 books, any denom. 11 50 1,000 books, any denom. 20 00 Credit Checks 500, any one denom. 2 00 1,000, any one denom. 3 00 2,000, any one denom. 5 00 Steel punch 75 CREAM TARTAR 5 and 10 lb. wooden boxes 30 Bulk in sacks 29 DRIED FRUITS—Domestic Apples Sundried 10@6 1/2 Evaporated, 50 lb. boxes 7@7 1/2 California Fruits Apricots 15 Blackberries 10 Blackberries 10 Peaches 10 Pears 10 Pitted Cherries 7 1/2 Prunelles 7 1/2 Raspberries 7 1/2 California Prunes 100-120 25 lb. boxes 4 90-100 25 lb. boxes 4 1/2 80-90 25 lb. boxes 5 70-80 25 lb. boxes 5 1/2 60-70 25 lb. boxes 6 50-60 25 lb. boxes 6 1/2 40-50 25 lb. boxes 7 1/2 30-40 25 lb. boxes 8 1/2 cent less in 50 lb. cases Raisins London Layers 2 Crown 1 75 London Layers 3 Crown 2 00 Cluster 4 Crown 2 25 Loose Muscatels 2 Crown 7 1/2 Loose Muscatels 3 Crown 8 1/2 Loose Muscatels 4 Crown 8 1/2 L. M., Seeded, choice 10 L. M., Seeded, fancy 10 1/2 DRIED FRUITS—Foreign Citron Leghorn 11 Corsican 12 Currents Patras, cases 6 1/2 Cleaned, bulk 6 1/2 Cleaned, packages 7 1/2 Teel 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 15 Sultana 2 Crown 17 Sultana 3 Crown 17 Sultana 4 Crown 17 Sultana 5 Crown 17 Sultana 6 Crown 17 Sultana package 17 FARINACEOUS GOODS Beans Dried Lima 5 1/2 Medium Hand Picked 2 15@2 25 Brown Holland 28 Cereals Cream of Cereal 30 Grain-O, small 1 35 Grain-O, large 1 35 Grape Nuts 1 35 Postum Cereal, small 1 35 Postum Cereal, large 2 25 Farina 24 1 lb. packages 1 25 Bulk, per 100 lbs. 3 00 Haskell's Wheat Flakes 36 2 lb. packages 3 00 Hominy Barrels 2 50 Flake, 50 lb. drums 1 00 Lauhoff Bros. Flaking Mills. Rice Flakes, 3 doz pkg case 2 85 Flaked Peas, 3 doz pkg case 2 85 Flaked Beans, 3 doz pkg case 2 85 35 Chene St., Detroit, Mich. Maccaroni and Vermicelli Domestic, 10 lb. box 60 Imported, 25 lb. box 2 50		Pearl Barley Common 2 50 Chester 2 50 Empire 3 00 Grits Walsh-DeRoo Co.'s Brand.  24 2 lb. packages 1 80 100 lb. kegs 2 70 200 lb. barrels 5 10 Peas Green, Wisconsin, bu. 1 30 Green, Scotch, bu. 1 35 Split, bu. 3 Rolled Oats Rolled Avena, bbl. 3 75 Steel Cut, 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 2 oz. 4 oz. Vanilla D. C. 1 10 1 80 Lemon D. C. 70 1 35 Vanilla Tonka 75 1 45 FOOTE & JENKS' JAXON Highest Grade Extracts Vanilla 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 20 2 oz panel 75 3 oz taper 2 00 4 oz taper 1 50 JENNINGS' D. C. Vanilla 2 02 D. C. Lemon 2 02 2 oz. 1 20 2 oz. 1 20 3 oz. 1 50 3 oz. 1 50 4 oz. 2 00 4 oz. 2 00 6 oz. 3 00 6 oz. 3 00 No. 8 4 00 No. 8 4 00 No. 10 6 00 No. 10 6 00 No. 2 T. 1 25 No. 2 T. 1 25 No. 3 T. 2 00 No. 3 T. 2 00 No. 4 T. 2 40 No. 4 T. 2 40 Northrop Brand Lem. Van. 1 20 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 20 2 oz. doz. 75 XXX, 2 oz. obert 1 25 XXX, 4 oz. taper 2 25 XX, 2 oz. obert 1 00 No. 2 D. 2 oz. obert 75 XXX D D pch, 6 oz 2 25 XXX D D pch, 4 oz 1 75 K. P. pitcher, 6 oz 2 25		FLY PAPER Perrigo's Lightning, gro. 2 50 Petrolatum, per doz. 75 HERBS Sage 15 Hops 15 INDIGO Madras, 5 lb. boxes 55 S. F., 2, 3 and 5 lb. boxes 50 JELLY V. C. Brand. 15 lb. palls 35 30 lb. palls 62 Pure apple, per doz. 85 LICORICE Pure 30 Calabria 25 Sicily 14 Root 10 LYE Condensed, 2 doz. 1 20 Condensed, 4 doz. 2 25 MATCHES Diamond Match Co.'s brands. No. 9 sulphur 1 65 Anchor Parlor 1 50 No. 2 Home 1 30 Export Parlor 4 00 Wolverine 1 50 MOLASSES New Orleans Black 11 Fair 14 Good 20 Fancy 24 Open Kettle 25@35 Half-barrels 30 extra MUSTARD Horse Radish, 1 doz. 1 75 Horse Radish, 2 doz. 3 50 Bayle's Celery, 1 doz. 1 75 PICKLES Medium Barrels, 1,200 count 5 90 Half bbls, 600 count 3 48 Small Barrels, 2,400 count 6 90 Half bbls, 1,200 count 3 95 PIPES Clay, No. 216 1 70 Clay, T. D., full count 65 Cob, No. 3 85 POTASH 48 cans in case. Babbitt's 4 00 Penna Salt Co.'s 3 00 Domestic Carolina head 6 1/2 Carolina No. 1 5 Carolina No. 2 4 Broken 3 1/2 Imported. Japan, No. 1 5@6 Japan, No. 2 4@5 Java, fancy head 5@5 1/2 Java, No. 1 5 Table 5 SALERATUS Packed 60 lbs. in box. Church's Arm and Hammer 3 15 Deland's 3 00 Dwight's Cow 3 15 Emblem 2 10 L. P. 3 00 Sodio 3 15 Wyandotte 100 3 00 SALT Granulated, bbls. 80 Granulated, 100 lb. cases 85 Lump, bbls. 75 Lump, 145 lb. kegs. 80 SALT Diamond Crystal Table, cases, 24 3 lb. boxes 1 40 Table, barrels, 100 3 lb. bags 2 85 Table, barrels, 40 7 lb. bags 2 50 Butter, barrels, 280 lb. bulk 2 50 Butter, barrels, 20 14 lb. bags 2 60 Butter, sacks, 28 lbs. 27 Butter, sacks, 56 lbs. 62 Common Grades 100 3 lb. sacks 2 15 60 5 lb. sacks 2 05 25 10 lb. sacks 1 95 50 5 lb. sacks 40 25 lb. sacks 22 Warsaw 56 lb. dairy in drill bags 30 15 lb. dairy in drill bags 15 Ashton 56 lb. dairy in linen sacks 60 Higgins 56 lb. dairy in linen sacks 60 Solar Rock 56 lb. sacks 25 Common Granulated Fine 1 00 Medium Fine 1 05 SALT FISH Cod Georges cured 5 Georges genuine 5 1/2 Georges selected 5 1/2 Strips or bricks 6 9 Pollock 3 1/2 Halibut. Strips 14 Chunks 15	
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Herring	
Holland white hoops, bbl.	11 00
Holland white hoops, 1/2 bbl.	6 00
Holland white hoop, keg.	75
Holland white hoop mehs.	85
Norwegian	
Round 100 lbs.	3 60
Round 40 lbs.	1 75
Scaled	15 1/2
Boaters	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 40 lbs.	15 00
No. 1 10 lbs.	6 30
No. 1 8 lbs.	1 35
No. 2 100 lbs.	10 50
No. 2 40 lbs.	4 50
No. 2 10 lbs.	1 15
No. 2 8 lbs.	1 00

Trout	
No. 1 100 lbs.	
No. 1 40 lbs.	2 75
No. 1 10 lbs.	1 40
No. 1 8 lbs.	1 37

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	
JAXON	

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

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

Rub-No-More	
100 12 oz bars	3 00

SILVER	
Single box	2 95
Five boxes, delivered	2 90

Scouring	
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	15
Cassia, Saigon, in rolls	55
Cloves, Amboyina	15
Cloves, Zanzibar	13
Mace	55
Nutmegs, 75-80	55
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	25
Cassia, Saigon	18
Cloves, Zanzibar	48
Ginger, African	15
Ginger, Cochlin	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 Starch	
40 1-lb. packages	6 1/2
20 1-lb. packages	6 1/2
10 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.	

Domino	5 35
Cut Leaf	5 50
Crushed	5 50
Cubes	5 25
Powdered	5 20
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. bags Fine Gran.	5 20
5 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 50
No. 9	4 45
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	
Corn	

Barrels	17
Half bbls	19
1 doz. 1 gallon cans	3 15
1 doz. 1/2 gallon cans	1 85
2 doz. 1/4 gallon cans	1 00

Pure Cane	
Fair	16
Good	20
Choice	25

TABLE SAUCES	
LEA & PERRIN'S SAUCE	

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, 30 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
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WICKING	
No. 0, per gross	20
No. 1, per gross	25
No. 2, per gross	35
No. 3, per gross	55

WOODENWARE	
Baskets	

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

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

Clothes Pins	
Boxes, gross boxes	65

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

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

Tubs	
20-inch, Standard, No. 1	7 00
18-inch, Standard, No. 2	6 00
16-inch, Standard, No. 3	5 00
20-inch, Dowell, No. 1	3 25
18-inch, Dowell, No. 2	2 25
16-inch, Dowell, No. 3	4 25
No. 1 Fibre	9 45
No. 2 Fibre	7 95
No. 3 Fibre	7 20

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

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

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

Provisions	
Barreled Pork	

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

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

Smoked Meats	
Hams, 12 lb. average	@11 1/4
Hams, 14 lb. average	@11
Hams, 16 lb. average	@10 3/4
Hams, 20 lb. average	@10 1/2
Ham dried beef	@14
Shoulders (N.Y. cut)	@7 1/4
Bacon, clear	@9 1/4
California hams	@7 1/4
Boneless hams	@9 1/4
Boiled hams	@16
Picnic Boiled Hams	@11 1/2
Berlin Hams	@8 1/2

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

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

Beef	
Extra Mess	10 00
Boneless	11 50
Rump	11 50

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

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

Casings	
Pork	20
Beef rounds	3
Beef middles	3
Sheep	60

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

Canned Meats	
Corned beef, 2 lb.	2 70
Corned beef, 14 lb.	19 50
Roast beef, 2 lb.	2 70
Potted ham, 1/4	55
Potted ham, 1/2	55
Deviled ham, 1/4	55
Deviled ham, 1/2	55
Potted tongue, 1/4	55
Potted tongue, 1/2	55

Grains and Feedstuffs	
Wheat	

Wheat	68
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Winter Wheat Flour	
Local Brands	

Patents	4 20
Second Patent	3 70
Straight	3 50
Clear	3 00
Graham	3 50
Buckwheat	6 00
Rye	3 25
Subject to usual cash discount	
Flour in bbls., 25c per bbl. additional	
Ball-Barnhart-Putnam's Brand	
Diamond 1/4	3 60
Diamond 1/2	3 60
Diamond 3/4	3 60

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

Pillsbury's Best 1/4	4 15
Pillsbury's Best 1/2	4 05
Pillsbury's Best 3/4	3 95
Pillsbury's Best 1/4 paper	3 95
Pillsbury's Best 1/2 paper	3 95
Ball-Barnhart-Putnam's Brand	
Duluth Imperial 1/4	4 20
Duluth Imperial 1/2	4 10
Duluth Imperial 3/4	4 00

Lemon & Wheeler Co.'s Brand	
Gold Medal 1/4	

Gold Medal 1/4	4 00
Gold Medal 1/2	3 90
Gold Medal 3/4	3 80
Parisian 1/4	4 00
Parisian 1/2	3 90
Parisian 3/4	3 80

Olney & Judson's Brand	
Ceresota 1/4	4 20
Ceresota 1/2	4 10
Ceresota 3/4	4 00

Worden Grocer Co.'s Brand	
Laurel 1/4	4 10
Laurel 1/2	4 00
Laurel 3/4	3 90

Meal	
Bolted	1 90
Granulated	2 10

Hardware

Some Wrongs Which Need Righting.

We have our "great wrongs" and our "small wrongs." The former have been and are too painfully apparent to demand any attention from me at this time, and it is not my province to deal with them in this paper.

The thought occurred to me, however, that it might be well to have brought before our notice some of the "smaller wrongs" which it seems to me we have to contend with, and which, like the little worm that attacks the ship's-timber and soon causes the loss of the vessel, or the "pin-hole" in the bottom of the kettle which slowly but effectually drains its contents, just so surely eat into and consume that which goes to make up the balance on the right side of the ledger.

One wrong that I will call attention to is the system among certain manufacturers of giving premiums with their goods, which is invariably some article of hardware.

In the good old days these snide concerns were wont to induce the unsuspecting public to purchase their adulterated wares by giving them a chromo; but the chromo days are past, and now nothing apparently will suffice so well as a bait for the sucker to bite at as some article which the would-be consumer sees has real merit in it; and then he argues, "if the goods are not all right, the premium is, for it is a useful article of hardware."

These unscrupulous manufacturers have not been slow to see the point and avail themselves of the opportunity to make big sales of their questionable product and immense profits, even after paying more for the premium than the article which accompanies it costs them.

In this way we find a pound can of adulterated baking powder offered for 60 cents, and accompanying it as a premium is a double roasting pan that is reasonably worth 50 cents, or a lantern that a hardware dealer would lose money on at 50 cents, going with this can of baking powder, both for 60 cents. And so I might mention galvanized pails, granite ironware, buggy whips, pocket knives, butcher knives, and a hundred other articles in the hardware line.

If this wholesale premium business was confined to baking powder alone we might be able to stand it, but what is true of it is equally true of other articles, such as bicycles given away with tobacco sales; scales with dry goods purchases; children's express wagons and children's carriages with clothing sales; all of which cut into the legitimate hardware dealer's business just that much, and go to make up the difference between a profitable and an unprofitable business.

It may be that you have not given this matter much attention, and are of the opinion that it does not amount to much; but if this is the case I will just ask you to make it your business to watch for the next three months the amount of hardware that is turned over in your town in this way and you will change your mind.

In conversation with the leading dealer in general merchandise in my home town, he assured me that two-thirds of his customers asked for goods with which premiums were given; and his customers will compare favorably in intelligence with those of any other community.

I asked him if they were not aware that the goods were of an inferior quality? He replied that the goods were certainly inferior to those sold in the regular way, but that did not seem to make any difference; they want the premium.

The wrong exists; how can it be righted? It can not be done locally by withholding patronage from the merchants who follow this practice. All of the general dealers of my home town are friendly to me, and, I believe, try to keep the thing down as much as they can, but they say that their farmer customers, especially, will go to other towns where they can get the premium goods if they do not keep them.

We can not meet the competition by selling the premium articles at a low price; I have tried that. I filled one of my show windows with double roasting pans that cost me \$4.75 a dozen, and priced them at 25 cents each. But do you suppose that I could sell them while the baking powder and roasting pan reign was on? No, sir! They would pass right by the window, go next door and pay 60 cents for a pound can of baking powder and a roasting pan.

What, then, can be done? It seems to me that the manufacturers of hardware, hardware specialties and tinware are the ones to right the wrong.

These premiums are not manufactured by the people who use them. They can not afford to start a factory for the purpose of making each a different article that they use as a premium, but they buy them from the very people who manufacture them for us, and in most cases must buy them for less than the regular legitimate dealer does. Then why can not we strike at the fountain head and induce manufacturers to discontinue selling their product to those who contemplate using it as a premium?

Another wrong which needs righting is the handling of tinware, house-furnishing goods, cordage, axle grease and machine oils by grocery stores.

I maintain that a grocery store has no more right to sell these goods than a hardware store has to sell tea, coffee and sugar. Some one says, Why don't you do it? I reply, just simply for the reason that I am in the hardware business and hardware men are in the habit of minding their own business and keeping their noses out of other people's.

I don't do it for the reason that it is a well established fact in commerce that the man who handles one line of goods, and does it right, is not only able to give his customers better satisfaction, sell them better goods for less money, keep a better establishment, but will make a success of business, while the road is strewn with the carcasses of the fellows who keep a little of every line that everybody else has, never have what their customers want in their own line, and finally "lose their ass in the bargain."

Exclusive dealers have killed their thousands of "keeping-everything fellows," but the trouble is that there is always some other fool to take their place and repeat the experience.

How can this wrong be righted? Grocery stores purchase these goods from wholesale grocery and crockery houses. Now, I believe that wholesale grocery and crockery houses have no more right to keep tinware, lanterns, house-furnishing goods, cordage, etc., than wholesale hardware houses have to keep prunes, canned goods and earthenware.

I take it for granted that hardware dealers as a class buy their tinware, house-furnishing goods, cordage and

F. J. Sokup

Manufacturer of

Galvanized
Iron
Skylight
and
Cornice
Work

Gravel, Tin, Steel, and Slate Roofing and Roofing Materials at market prices. Write for estimates.

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Grand Rapids, Mich.

Bell and Citizens Phones 261.

THE BPS PAINT

Is sold only by representative dealers. Limited space prohibits our giving but a few. Ask your neighbors in Michigan what they think of it:

Morley Bros., Saginaw.
F. M. Taylor, Port Huron.
L. B. Brockett & Son, Battle Creek.
Julius Campbell, Traverse City.
Goodyear Bros., Hastings.
Karl & Dekker, Muskegon.
E. F. Birdsell Co., Evart.
Smith & Glass, Alma.
Loeser & Lehr, Jackson.

Write at once for special inducements for 1900.

Syrup and Sugar Makers' Supplies



Write for prices.

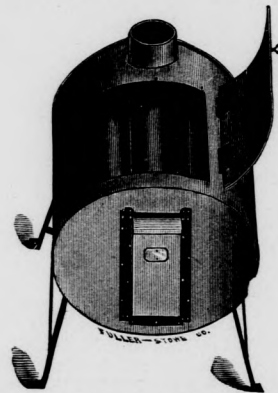
Wm. Brummeler
& Sons,

Manufacturers of

TINWARE AND
SHEET METAL
GOODS.

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

CAR STOVES



All complete with Pipe, Elbow and Collar only
\$2.50 EACH

Best made stove for the purpose on the market.

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

Four Kinds of Coupon Books

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

TRADESMAN COMPANY, Grand Rapids, Mich.

like goods from hardware jobbers or manufacturers. If any one of you do not, then you are entitled to no sympathy if grocery stores do cut into your trade; for if a traveler for a wholesale grocery or crockery house can sell you these goods he will continue to sell the grocer on the opposite corner.

The remedy, then, it seems to me, is, in the first place, hardware dealers, buy your house-furnishing goods, etc., from hardware jobbers, and if wholesale grocery and crockery houses continue to handle these goods, as much as I dislike mixing stocks, it seems that the only solution will be for hardware jobbers to put in certain lines of groceries and earthenware sufficient to enable them, as well as their retail dealers, to get, dollar for dollar, what they lose by this contemptible practice.

Travelers for wholesale grocery and crockery houses frequently try to induce purchases from hardware dealers by "baiting." I heard of a recent occurrence of this character where "Ham's cold blast lanterns" were offered by one of these concerns at \$1.75 a dozen less than hardware jobbers were selling them at.

In conclusion let me say that we must be loyal to those from whom we expect loyalty and not allow our trade to be subverted into unfriendly channels by biting at seductive baits. We must use our influence, individually and collectively, with jobbers and manufacturers to co-operate with us in stamping out the small as well as the great wrongs from which our business is suffering.

They can only assist us when we have appraised them of these wrongs with which we are confronted, but which they may be ignorant of, and I apprehend that if we make ourselves heard in this way many of the wrongs now existing and which may hereafter crop up will be speedily and effectually "righted."

H. N. Joy.

An Epistle to a Shoe Salesman.

A shoe salesman, while on a recent Western trip, received from a friend at home a letter which gave him what he considered some excellent advice, as follows:

Think not of the morrow, but let your light so shine to-day, and each and every day, separately, individually and collectively, on the countenances of the Westerners, that you may reap an abundant harvest of dollars. Remember that unto him who receives is given yet more, and he receives, some one hundred fold, some a thousand, and some a million, billion, trillion fold. Also, because you voyage forth the first day of the week and return, having toiled unceasingly from early morn until dewy eve, weary and heavyladen, and again repeat the performance to an empty house on the second, third and fourth days, be not entirely cast down.

Any show will draw that is sufficiently advertised, even if it is unworthy. Make people think it is good and you are all right. As much, if not a great deal more, can be learned from failure than from success. Let, then, the lean days bring forth, at the end of the week, the fifth and sixth days so fat that they can hardly waddle. Brood not over your ill-success, but think only of the man to whom next you are going to sell. Make him glad to see you; make him believe that you are his best friend, and have come all the way from your city simply to see and serve him.

Staying at Home.

A lady residing in North Columbus, meeting a girl the other day who had lately been in her service, enquired: "Well, Mary, where do you live now?" "Please, ma'am, I don't live nowhere," rejoined the girl, "I'm married."

GOTHAM GOSSIP.

News From the Metropolis—Index to the Market.

Special Correspondence.

New York, Mar. 10.—The coffee market fails to develop much strength and the orders received have been for small lots. During February the world's visible supply decreased 114,000 bags, but while this amount was larger than anticipated it has exerted no influence toward higher prices. In store and afloat the amount aggregates 1,307,725 bags, against 1,267,854 bags at the same time last year. No. 7 closes fairly firm at 8½c. Mild grades show little if any change, good Cucuta being held at 11c. Sugar buyers appear to be well stocked and the volume of business going forward is very light, notwithstanding a reduction of ten points made during the week. The market, in fact, seems to be almost demoralized. Orders are very generally for small lots to piece out broken.

The tea market moves along in a fairly steady manner and, upon the whole, the situation grows more encouraging. The demand is fair and prices at the auction show some slight improvement. Little has been done in the way of invoice trading.

Offerings of rice have been comparatively light and yet the supply seems ample enough to meet all wants. Quotations show no change.

The volume of business in spices is not large, but prices are very firmly adhered to and would-be buyers gain nothing by shopping around. Singapore pepper, 12½c@12¾c in an invoice way.

Trade in molasses is very quiet and dealers show little if any interest in the situation. Prices, however, show no weakness, prime centrifugal being held at 30@37c. Syrups are firm, with volume of business light.

The canned goods market is woefully dull, as compared with a month ago, and hardly a thing is doing. But it can't always be so, and already there is more enquiry for futures than existed a week ago. Future California fruits are generally 12½@15c higher than last year. More interest seems to be shown in spot salmon.

Lemons and oranges show better demand and prices have advanced somewhat. Bananas are active and quotations show some advance, Port Limons, firsts, per bunch, being quotable at \$1.40; Aspinwalls, \$1.30.

The butter market, as to prices, is about as last week, but the general situation is hardly as encouraging and a decline is looked for, as the arrivals are becoming larger and the demand is not especially active. Extra Western creamery, 26c; thirds to firsts, 20@25c; imitation creamery, 21@23½c for extras and 20@22c for firsts; Western factory, 19@20c; rolls, choice, 19@20c.

In eggs, prices show a very decided decline and, with the liberal receipts promised for next week, it is likely we shall yet further decline. Western prior goods can hardly be called worth more than 13@13½c and even near-by stock will not range higher than 14c.

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.

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

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

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 Sinks	65

Elbows

Com. 4 piece, 6 in., per doz.	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 1/2
Yerkes & Plumb's	dis 40&10
Mason's Solid Cast Steel	dis 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, mineral, jap. trimmings	85
Door, porcelain, jap. trimmings	1 00

Lanterns

Regular 0 Tubular, Doz.	5 25
Warren, Galvanized Fount.	6 00

Levels

Stanley Rule and Level Co.'s	dis 70
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Mattocks

Adze Eye	\$17 00. dis 60
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Metals—Zinc

600 pound casks	7 1/2
Per pound	8

Miscellaneous

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

Molasses Gates

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

Pans

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

Patent Planished Iron

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

Planes

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

Nails

Advance over base, on both Steel and Wire	
Steel nails, base	060
Wire nails, base	3 65
20 to 60 advance	Base 5
10 to 16 advance	10
8 advance	20
6 advance	30
4 advance	45
3 advance	70
2 advance	
Fine 3 advance	15
Casing 10 advance	25
Casing 8 advance	35
Casing 6 advance	25
Finish 10 advance	35
Finish 8 advance	45
Finish 6 advance	85
Barrel 1/2 advance	

Rivets

Iron and Tinned	50
Copper Rivets and Burs	45

Roofing Plates

14x20 IC, Charcoal, Dean	6 50
14x20 IX, Charcoal, Dean	7 50
20x28 IC, Charcoal, Dean	13 00
14x20 IC, Charcoal, 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

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

Shells—Loaded

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

Shot

Drop	1 60
B B and Buck	1 85

Shovels and Spades

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

Solder

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

Squares

Steel and Iron	65
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Tin—Melyn Grade

10x14 IC, Charcoal	\$ 8 50
14x20 IC, Charcoal	8 50
20x14 IX, Charcoal	9 75

Tin—Allaway Grade

10x14 IC, Charcoal	7 00
14x20 IC, Charcoal	7 00
10x14 IX, Charcoal	8 50
14x20 IX, Charcoal	8 50

Boiler Size Tin Plate

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

Traps

Steel, Game	75
Oneida Community, Newhouse's	40&10

Oneida Community, Newhouse & Norton's

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, Nicked	30
Coe's Genuine	30
Coe's Patent Agricultural, Wrought. 70&10 ..	

COUPON BOOKS

SUPERCEDE
BOOK-KEEPING
DISPUTED ACCOUNTS
BAD DEBTS

ACCURACY
PROFIT
CONTENTMENT

We make four grades of books in the different denominations.

CIRCULARS ON INQUIRY
SAMPLES

TRADESMAN COMPANY.

GRAND RAPIDS, MICH.

What Organization Has Done For Bay City Grocers.

Bay City, March 10—Friday evening, March 10, the grocers of West Bay City gave a very enjoyable entertainment, followed by a lunch, to which all grocers of the two cities, with their wives and families, were invited. The evening was particularly fine and, as the reputation of the West sides as entertainers is unsurpassed, a large number availed themselves of so favorable an opportunity of meeting their friends and competitors on common ground and where the cares of business might all be laid aside and all rivalry be forgotten for a time. A very pleasant evening was spent and all present voted the West Side grocers very superior entertainers, although the program was handicapped by the fact that it is Lenten season and that some prominent parts had to be omitted. Messrs. Geo. Gougeon, Ed. West and Geo. Baston were particularly industrious and tactful in their efforts to make the evening the banner social session of the Retail Grocers' Association.

Similar social gatherings have been held by the grocers at intervals during the winter months and the benefits derived therefrom have been very marked. Men who formerly eyed each other askance when meeting on the street or morning market may now be found, arm in arm, discussing some mutually interesting business problem. Competition undoubtedly has not been diminished, but opposition has almost disappeared among the members of the organization. The wives and daughters, too, have formed acquaintances and have developed sincere friendships among themselves, and there are many little groups of grocers' families which meet in different sections of the city for social purposes, and there is probably no line of business in Bay City where the spirit of brotherhood is better developed than among the grocers who are members of the Bay Cities Retail Grocers' Association.

The public social sessions are held for the purpose of getting the grocers together, whether members of the Association or not, and demonstrating the fact that a trade rival is not such a bad fellow after all, once you get a glimpse of the better side of his disposition, which is always the case at these gatherings. Visiting grocers are not urged to join the Association, but they draw their own inferences from what they see and hear.

A few days ago a committee from the Association was appointed to act with a similar committee of clerks and butchers for the purpose of submitting a request that the shipyards change the pay night from Tuesday to Monday evening. The members were courteously received and their request granted. This will render it unnecessary to keep the West Side stores open Tuesday evenings, as formerly, and also shows how readily a request so reasonable as this is granted when coming from an organization of grocers, instead of from individuals.

E. C. Little, Sec'y.

The Grain Market.

Wheat has been very uninteresting the past week. There is nothing new to report except that there was no gain in prices. The visible made a small decrease of about 300,000 bushels. The Government report came showing the amount in all positions rather less than was anticipated—about 252,700,000 bushels, or about 3,000,000 bushels less than for the corresponding time last year, which is rather bullish when we take into consideration the small amount available in first hands, as last year there was far more in farmers' granaries than this year. The opening of spring will decide if prices will advance or not, as the outlook for winter wheat in Ohio is 10 points below that of last year; in fact, it is the worst showing in many years, so far as Ohio is concerned. Michigan and Indiana are also at present in about the same condition as

last year. It will take extraordinarily good weather to produce much more grain than was raised last year in the two last named States.

Corn has made an advance, as stocks are low, while exports are large and feeding absorbs a large amount, and farmers are not free sellers.

Oats remain stationary and all offers are taken up at old prices, while exports are rather slack. We can not say that the prices will enhance from present outlook.

Rye remains in the same old rut. There is nothing in sight to raise prices from the present value. I think prices will sag some.

Beans remain at \$2. Some think they will go higher, but that is doubtful, as \$2 is pretty steep.

The flour trade for both local and domestic market is fair. The demand has been fully up to expectations. Foreign enquiry has been good, with some sales.

Millfeed is as scarce as ever and the mills can only supply the local demand at full prices.

Receipts have been only moderate, being 41 cars of wheat, 21 cars of corn, 20 cars of oats and 3 cars of hay.

Millers are paying 68c for wheat.

C. G. A. Voigt.

Statistics Concerning the Bean, Apple and Potato Crops.

Grand Rapids, March 13—Undoubtedly many of your readers will be interested in knowing which counties in this State produce the largest amount of beans, potatoes and apples.

The total number of bushels of beans raised during 1898 was 1,762,944 bushels. According to statistics compiled by the Secretary of State, the five counties producing the largest amount of beans during the year were as follows: Genesee, 259,974 bushels. Eaton, 186,565 bushels. Livingston, 147,964 bushels. Shiawassee, 135,487 bushels. Jackson, 122,689 bushels. The total number bushels of potatoes raised during 1898 was 22,335,520 bushels.

The five largest potato producing counties in this State for the year 1898 are as follows:

Oakland, 1,636,508 bushels. Kent, 1,316,937 bushels. Montcalm, 1,244,462 bushels. Leelanau, 823,283 bushels. Osceola, 609,649 bushels.

The total number of acres planted with potatoes during the year 1898 was 232,917.

The total number of bushels of apples raised during the year 1898 was 6,024,975.

The five largest apple producing counties in this State during 1898 were as follows:

Kent, 378,134 bushels. Tuscola, 297,327 bushels. Oakland, 295,601 bushels. Ionia, 282,952 bushels. Lapeer, 212,235 bushels.

You will notice from these statistics that Kent county is ahead on the list of apples and second on the list of potatoes.

It has been only a short time, however, since Kent county was also the leader for being the largest potato producing county in the State.

In comparing the acreage for potatoes between Wisconsin and Michigan, we find that for the year 1897 Wisconsin had 219,026 acres and Michigan had 206,790 acres.

During the year 1897 Michigan had 219,544 acres planted to apple orchards, and the five counties having the largest number of acres in apples for the year 1897 was as follows:

Oakland, 9,704.50 acres. Berrien, 7,837.50 acres. Lenawee, 7,272.75 acres. Allegan, 7,221.87 acres. Kent, 7,102.25 acres.

E. A. Moseley.

Hides, Pelts, Furs, Tallow and Wool.

Hides shrink in weight in curing and have also shrunk in price during the past few weeks. The past week has showed lower values than for months previous. The tanners are having their innings and have clubbed the market down to where they thought it safe to buy and then made the largest single purchase on record—100,000 hides. The price stays down, with no hopes of a speedy revival.

Pelts are in good demand, with light offerings. Values are no higher.

Furs are few and far between in Northern Michigan. The demand is good, but it is too late to ship for London March sales. A decline is anticipated on some kinds, such as rat and coon.

Tallow is in fair demand, with unchanged prices. The export trade is light and stocks suitable for soapers are ample.

Wool is dragging and, while held strong by dealers for large lines, the small lots are sold at a lower range. To effect a sale of any magnitude a concession of price must be made, although full high values are expected to rule on the coming clip. A decline of 7 per cent. on fine and of 10 per cent. on cross-bred wools in London does not stiffen our market. Wm. T. Hess.

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 advertisement taken for less than 25 cents. Advance payments.

BUSINESS CHANCES.

FOR SALE—NEARLY NEW CAR-SHAPED house made by Rock Falls Manufacturing Co.; also runners for same. Will sell at a bargain. Box 426, Shelby, Mich. 262

WANTED—STOCK OF DRY GOODS, GROCERIES and shoes that will invoice from \$2,000 to \$4,000, in a good town. Address Lock Box 31, Lyons, Mich. 261

ATTENTION! FOR SALE—FINEST CORNER grocery and market in Chicago. Good opportunity for the right man. Big business. Address A. Rueter, Garfield and Seminary Aves., Chicago, Ill. 260

PARTIES HAVING STOCKS OF GOODS OF any kind, farm or city property or manufacturing plants, that they wish to sell or exchange, write us for our free 24-page catalogue of real estate and business chances. The Derby & Choate Real Estate Co., Lansing, Mich. 259

DRY GOODS STORE TO LET, CARO, MICHIGAN, from April 1; best stand in Tuscola county; growing town; rich country; large beet sugar factory. Enquire of Burnham & Co., Lansing, Mich. 258

SIDE LINE SALESMAN WANTED ON COMMISSION to carry a line of suspenders. Spiral Manufacturing Co., Kalamazoo, Mich. 257

FOR SALE—COUNTRY STORE IN SOUTH Central Michigan on railroad; stock about \$3,000; a fine paying business the year around; very small expense; will pay 40 per cent. clear profit every year; owner going into larger business; easy terms; a snap for the right person. Address No. 256, care Michigan Tradesman. 256

DRUG STOCK WANTED. WILL GIVE good business real estate, valued at \$1,500, and cash for drug stock invoicing about \$2,500; or will exchange for first-class fixtures. Frank R. Baggett, Ludington, Mich. 255

FOR SALE—GOOD OPENING FOR PRACTICAL dry goods and clothing man; new stock; best country. Address J. S. Bicknell, Shepherd, Mich. 264

ELEGANT MODERN HOUSE FACING CAPITAL grounds, earning \$300 rent. Will exchange for hardware, implement or general stock in small town. Address Box 186, Lansing, Mich. 263

FOR SALE—WELL-ESTABLISHED IMPLEMENT business in live town of 2,500 in Southern Michigan. Clean stock, which invoices \$1,000. Small competition. Payment must be part cash. Address Lock Box 286, Otsego, Mich. 249

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; 2 1/2 miles north of Fennville. Will exchange for dry goods or general store. Address, Lock Box 27, Allegan, Mich. 246

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

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

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

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

FOR SALE 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

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 BUSINESS, fortified by long established family influence to help build up big trade. Town over 6,000; excellent farming country; store, 22x70, situated near farmers' sheds; small competition, none near; rent low in order to assist anyone looking for excellent spot to start in business in Southern Michigan. Address, at once, I. H., care Michigan Tradesman. 211

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 inventories about \$2,000. Cash sales \$17,000 for 1899. A bargain to the right party. Address H. M. L., care Michigan Tradesman. 200

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

FOR SALE—FINE HOTEL AND SMALL live 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 OR EXCHANGE FOR GENERAL Stock of Merchandise—60 acre farm, part clear, architect house and barn; well watered. I also have two 40 acre farms and one 80 acre farm to exchange. Address No. 12, care Michigan Tradesman. 12

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

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

MISCELLANEOUS.

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 UNDERSTANDS telegraphy. First-class references required. Address Glen Arbor Lumber Co., Glen Arbor, Leelanau Co., Mich. 215

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

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

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
and 10:00pm.

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

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

Parlor cars on all trains to and from Detroit
and Saginaw. Parlor cars on afternoon trains
to and from Chicago. Pullman sleepers on night
trains. Parlor car to Traverse City on morn-
ing 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 Cln. + 7:10am + 9:45pm
Kalamazoo and Ft. Wayne. + 2:00pm + 2:00pm
Kalamazoo, Ft. Wayne Cln. + 7:00pm + 6:45am
Kalamazoo and Vicksburg. +11:30pm + 9:10am
7:10am train has parlor car to Cincinnati,
coach to Chicago; 2:00pm train has parlor car to
Fort Wayne; 7:00pm train has sleeper to Cincin-
nati; 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, 7:10am +3 02pm *11 32pm
Ar. Grand Rapids, 9 45pm 6 45am
Train leaving Grand Rapids 7:10am has coach;
11:30pm train has sleeping car; train
leaving Chicago 3:02pm has coach; 11:32pm has
sleeping car for Grand Rapids.

Muskegon Trains.
GOING WEST.
Lv. Grand Rapids, 7:10am +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 +8 10am +12 15pm +4 00pm
Ar. Grand Rapids, 9 30am 1 30pm 5 20pm
+Except Sunday. *Daily.

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W. C. BLAKE,
Ticket Agent Union Station.

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Best route to Manistee.

Via C. & W. M. Railway.

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

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Grand Rapids, Mich.

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E. A. STOWE, Grand Rapids; Treasurer, J. F.
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