

MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$1 PER YEAR

Volume XVII.

GRAND RAPIDS, WEDNESDAY, MARCH 21, 1900.

Number 861

The Royal Worcester Pattern



A Rich, Swell Border Design

on A. J. Wilkinson's high-grade English ware. This dainty creation is the exact copy of one of the most popular patterns from the famous

Royal Worcester Potteries

The extreme richness of the effect and the artistic simplicity of the shapes and design will appeal at once to lovers of high-grade wares. Two gold lines add brightness to the soft coloring produced by contrasting shades of Florentine green. Liberal gilding on the knobs and handles and all large pieces.

We sell to
dealers only



42-44 Lake Street,
Chicago.

Original Crate Assortment

30 sets Teas, handled, per set.....	\$ 87 1/2	\$26 25
2 doz Plates, 8 inch, per doz.....	1 64	3 28
12 doz Plates, 7 inch, per doz.....	1 42	17 04
4 doz Plates, 6 inch, per doz.....	1 20	4 80
8 doz Plates, 5 inch, per doz.....	98	7 84
1 doz Plates, 7 inch, Soup Coupe, per doz.....		1 42
8 doz Fruit Saucers, 4 inch, per doz.....	66	5 28
1 doz Oatmeals, per doz.....		1 31
6 doz Individual Butters, per doz.....	44	2 64
1/2 doz Sugars, per doz.....	5 25	2 63
1/2 doz Creams, per doz.....	2 63	1 32
1/2 doz Bread Plates, per doz.....	2 63	66
1/2 doz Bowls, 30s, per doz.....	1 75	88
1/2 doz Dishes, 8 inch, per doz.....	2 19	55
1/2 doz Dishes, 10 inch, per doz.....	3 94	1 97
1/2 doz Dishes, 12 inch, per doz.....	6 56	3 28
1/2 doz Dishes, 14 inch, per doz.....	9 19	2 30
1 doz Bakers, 3 inch, per doz.....		1 53
1/2 doz Bakers, 7 inch, per doz.....	2 63	1 32
1/2 doz Bakers, 8 inch, per doz.....	3 94	1 97
1/2 doz Scallops, 7 inch, per doz.....	2 63	1 32
1/2 doz Scallops, 8 inch, per doz.....	3 94	1 97
1 doz Covered Dishes, 8 inch, per doz.....		10 50
1/2 doz Covered Butters, 5 inch, per doz.....	7 88	3 94
1/2 doz Sauce Boats, per doz.....	3 50	1 75
1/2 doz Pickles, per doz.....	2 63	1 32
1 doz Oyster Bowls, 30s, per doz.....		1 75
		\$110 82
Less 10 per cent.....		11 08
		\$ 99 74
Crate and Cartage.....		2 50
		\$102 24

Save 10 per cent.

by buying in original assortments

YOU ARE IN BUSINESS

to make money. You want to make it easy and to keep on making it; that's what you are here for. We want to help you. Put in

ROYAL TIGER
10 CENTS



TIGERETTES
5 CENTS

A SMOKER'S SMOKE and watch your business grow. It'll surprise you the amount of business the mere fact of your having these brands in stock will bring to you. Try it and be convinced.

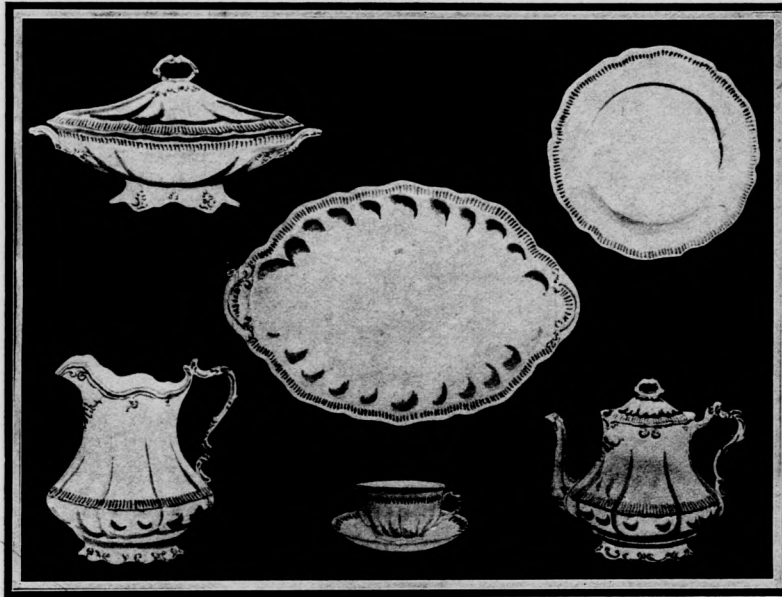
PHELPS, BRACE & CO., DETROIT, MICH.

LARGEST CIGAR DEALERS IN THE MIDDLE WEST

F. E. BUSHMAN, MANAGER

JENNESS & McCURDY

STATE AGENTS FOR



JOHNSON BROS.' P. G. "NEW CENTURY" SHAPE

71-75 JEFFERSON AVE., DETROIT, MICH.

FURNITURE BY MAIL

MAGAZINE PRICES OUTDONE

\$18.50

FREIGHT
PRE-PAID.



Our Desk No. 261, illustrated above, is 50 in. long, 34 in. deep and 50 in. high; is made of selected oak, any finish desired.

The gracefulness of the design, the exquisite workmanship, the nice attention to every little detail, will satisfy your most critical idea.

Is sent on approval, freight prepaid, to be returned at our expense if not found positively the best roll top desk ever offered for the price or even 25 per cent more.

Write for our complete Office Furniture Catalogue.

SAMPLE FURNITURE CO.
Retailers of Sample Furniture.
LYON PEARL & OTTAWA STS.
GRAND RAPIDS MICH.

HOUSE HOLD FURNITURE } BEFORE BUYING FURNITURE OF ANY KIND WRITE US FOR ONE OR ALL OF OUR "BIG 4" CATALOGUES OF HOUSEHOLD FURNITURE

WE PREPAY FREIGHT

FURNITURE BY MAIL

MAGAZINE PRICES OUTDONE

There's Satisfaction

in having our chair in your home. After you've used it for several years—given it all kinds of wear—that's the time to tell whether or not the chair is a good one. Our goods stand every test. The longer you have it the better you like it.



Arm Chair or Rocker No. 1001.

Genuine hand buffed leather, hair filling, diamond or biscuit tufting.

Sent to you freight prepaid on approval for

\$24.75

Compare the style, the workmanship, the material and the price with any similar article. If it is not cheaper in comparison, return at our expense.

SAMPLE FURNITURE CO.
Retailers of Sample Furniture.
LYON PEARL & OTTAWA STS.
GRAND RAPIDS MICH.

HOUSE HOLD FURNITURE } BEFORE BUYING FURNITURE OF ANY KIND WRITE US FOR ONE OR ALL OF OUR "BIG 4" CATALOGUES OF HOUSEHOLD FURNITURE

WE PREPAY FREIGHT

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
Scallop Nappies, 8 inchper doz. 1.62



Hall & Hadden

18 Houseman Building
Grand Rapids, Mich.

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

"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.

MICHIGAN TRADESMAN

Volume XVII.

GRAND RAPIDS, WEDNESDAY, MARCH 21, 1900.

Number 861

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 29 to 31 inclusive. Customers' expenses paid.

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

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

Michigan Fire and Marine Insurance Co.
Organized 1881.
Detroit, Michigan.
Cash Capital, \$400,000. Net Surplus, \$200,000.
Cash Assets, \$800,000.

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

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

Tradesman Coupons Save Trouble. Save Money. Save Time.

IMPORTANT FEATURES.

- Page.
2. Shoes and Leather.
 3. Changing Values.
 4. Around the State.
 5. Grand Rapids Gossip. The Produce Market.
 6. The Buffalo Market.
 7. Fruits and Produce.
 8. Editorial.
 9. Editorial.
 10. Dry Goods.
 11. Strange Anties of the Chair.
 12. Woman's World.
 14. Hardware.
 15. Selling Goods by Sample. Hardware Price Current.
 16. The Meat Market.
 17. Commercial Travelers.
 18. Drugs and Chemicals.
 19. Drug Price Current.
 20. Grocery Price Current.
 21. Grocery Price Current.
 22. Getting the People.
 23. Gotham Gossip. Crockery and Glassware Quotation.
 24. High Prices Ahead. Business Wants.

AN ACT OF BLASPHEMY.

When the officers sent by the chief priests and Pharisees to arrest Jesus had returned from the temple where He had taught, to the marvel of the Jews, with unexecuted warrant and were asked, "Why have ye not brought Him?" they answered simply, "Never man spake like this man."

Yet there is a man in Kansas who assumes to "demonstrate how Jesus would run an up-to-date newspaper were He on earth." It matters little unto his fellows what this man's name is. It matters much to his fellows that this man's vocation is that of a minister of the gospel. Is he blasphemer or sensation monger? Much of both and little of anything else. The fact that he is of the clergy will not allow immunity from this indictment—rather will that fact prejudice him guilty on the dual counts submitted. Jesus, if on earth, would not run a newspaper. His wondrously taught doctrines have not been carried to the four corners of the world, since He died for them a finite death on Calvary, through such an instrumentality, nor will they ever be. This Kansas minister, with something of that vulgar thirst for notoriety that gave the temple of Diana to the ashes of consuming fire, has declared, in effect: "If Jesus were on earth He would conduct a daily newspaper, perhaps at Topeka, Kansas, and I being the only man amongst all the multitude of men on earth qualified for the employment, He would make me His managing editor."

That this Kansas minister proclaims that his work of Jesus in the role of a daily newspaper publisher is to be rendered without compensation does not mitigate his offense against ministerial sanctity and conscience. On the contrary, it enlarge and emphasizes it in that it leaves no apparent motive save that of an unnatural sacrilege. We look for the compensation sought and can find it nowhere but in an ill-conceived thirst for notoriety—the most pitiable reward that a follower of the Humble Nazarene has ever craved from mortals pleading to be shown the way that leads to life everlasting.

It is bad enough for men to scoff at

the creations of orthodoxy. Few do. These few find incentive for blasphemy in the doings of the pulpit, oftener than not. Strong men and women are not swept away from the safe anchorage of abiding faith in the teachings of the Saviour, and the supremacy over all created things of the Godhead, by the sensational clatter of the mountebanks and Pharisees of the ministry and of the church, but the weak and superficial are. Even these, however, must contemplate with feelings of revulsion men of the ministry who cease to be teachers of the word to become chief priests in the temples of sensationalism, where naught that is pure can thrive and whence truth is forever fled.

Write charlatan and blasphemer against the name of any man, whether of the clergy or the laity, who assumes to speak, write or act like that man who made His enemies wonder at the feast of the tabernacles, "How knoweth this man letters, having never learned?" Such have no lofty purpose and do no honor unto Him for whom they assume to speak.

THE BRITISH WAR LOAN.

According to advices from London, the British war loan of \$150,000,000 has been subscribed for twenty times over. This loan has been placed on the market as distinctively a war loan to meet the extraordinary expenditures resulting from the war in South Africa. It is to run for ten years, and is to bear interest at the rate of 2½ per cent. The issue price of the loan is 98½.

For the first time on record, a European government loan has been offered for subscription in this country. The Bank of England, the agent of the British government, in floating the loan, authorized a prominent Wall Street firm to solicit subscriptions to the war loan in New York. A good part of the total issue was subscribed for; but as the loan has been so heavily over-subscribed in Europe, it is hardly likely that the American bidders will receive the bonds for which they have applied. The offering of government bonds on the American market is, nevertheless, a tribute to the growing importance of New York as a financial center.

An advertisement is something like a mechanic's tool. You should not expect a dull saw to do good work, nor to bore a clean hole with a broken auger. A dull pick makes slow work, a plow that does not scour turns up little soil; so a meaningless, unattractive advertisement does injustice to your ability as a business man, narrows your sphere of business, and is unprofitable.—D. T. Mallett.

Truth tellers will be more in demand when more people wish to know the truth.

People who can sit in the lap of luxury never want to take a walk or saw wood.

The cost of experience is not counted by men who succeed.

A SPRIG OF GREEN.

It has been said that life would not be worth living if it were not for sentiment, and those words express a great truth.

If man's life were made up of the gratification of the merely physical appetites, he would be upon the low level of the beasts that perish. Fortunately, he is endowed with an intellectual and spiritual nature which can elevate him to sublime heights but little lower than those that are reached by the angels. No matter how humble may be his station, there is scarcely a human being that is incapable of having kindled in his soul a spark of noble and generous sentiment that proclaims his kinship to the loftiest and the proudest.

And one sympathetic touch will oftentimes kindle that spark and cause it to flame up into some grand expression dedicated to patriotism, honor and glory. Such is the sentiment aroused on St. Patrick's day among the millions of the Irish race and its descendants by the display of a simple sprig of green foliage.

Few persons to-day have any definite ideas concerning the missionary priest who taught religion and civilization over fifteen hundred years ago to wild and warlike tribes of barbarians; nor do they give any special heed to the legend which tells how the earth, when the great messenger of Christianity passed along, became starred with miniature crosses of verdure. But, all the same, on the morn of St. Patrick's, the displaying of a spray of green foliage arouses the Irish people to the highest points of patriotic enthusiasm.

The reason is simple: The cruciform sprig of the shamrock has come to stand in the minds and hearts of the Irish people for the entire life and history of their Green Island and the wonderful race of people who have illustrated in every land their patriotism, courage and devotion, and have made the ages resound with their oratory and poetry.

The glory and the greatness of the Irish people, their sufferings, their defeats and their misfortunes, make up a thrilling and romantic story the moving events of which are evoked by the sprig of green on St. Patrick's day, and it shows the tremendous power of a simple suggestion when it is set to arouse the enthusiasm and to play upon the sympathies of the human heart.

Sentiment is the mighty force that produces such results, and it proves its kinship to something divine, because it can raise our human nature to such sublime heights of imagination, aspiration and hope. It is sentiment that keeps alive all that is noble, good and great in humanity. It is that which brings us into a spiritual harmony with divine things, and without it man would be little better than the besets of the field.

It is through such ennobling influences that the sprig of green is dear to the heart of the Irishman fifteen centuries after it gained its first significance under the ministrations of the Apostle to the Irish race.

Shoes and Leather

Trials and Tribulations of the Shoe Dealer.

"In 1873, when I commenced, there were only one-half the number of jobbers in business that there are at the present day. While it is true there were not so many dealers to sell goods to, yet with the increase of both dealers and jobbers came the greater increase in competition, and the harder work to sell one's goods. My salesmen found it much easier to sell goods twenty-five years ago than they do to-day, consequently I did not find myself employing so many men, and my expenses were fully 50 per cent. smaller. You might say that I sell more goods these days than I did then. That is true, yet the increased expenses and the smaller margin of profits of to-day prevent my business paying me so well in proportion as it did in the days gone by. In 1873, my annual rent for ample space to do my business was \$1,200 per year. In this year, 1900, I am paying \$5,500 per year, or nearly five times as much, so it is but natural that my business should necessarily grow to a very great extent in order to make enough profit to pay my extra expenses.

"In 1873 we could carry a stock to meet the requirements of our trade with one-third the capital it now takes. In those days there was not such a variety of styles in demand, the changes did not come so often and goods that sold one spring and summer found a market the next season, in case we were unlucky enough to carry them over. There were few manufacturers who were selling the retail trade, and the field of the jobber was a greater one than to-day, and consequently less opposition to contend with. In this year, 1900, the greater part of the shoe manufacturers are selling the retail trade, even firms who are now supplying us, so we have to figure on every discount in order to meet this opposition. There is, however, just one element in our favor, that is, we, the jobbers, carry the stock, so the retail dealer can secure his goods without a day's delay.

"Now, our troubles do not cease here. We have to put up big fights with our manufacturers. When they present to us their samples and we order them for our salesmen, they are generally perfect. These samples are taken out, orders booked from them and, accordingly, we place our orders. What is the result? The manufacturer makes the goods and ships them to us; we fill the orders for the retail dealer, and back comes word that "goods are far from sample and will not be accepted." Twenty-five years ago we did not have much of this to contend with, consequently we could safely stock all goods received by us from our manufacturer. But times have changed in these twenty-five years; now we are obliged to keep a couple of examiners and go through nearly every case of goods we receive before we ship them to our customers. So you see the manufacturer is not the only one in our trade who has troubles.

"But I do not stop here. We have still a greater trial. In years past we had a comparatively easy time in handling our rubber department. We could buy from whom we pleased and sell at such prices as we pleased. How is it now? Entirely different. Since the organization of the United States Rubber Co. they have placed certain prices on their goods, allow a certain time for payment and make certain dis-

counts. The result is, our profits on rubber goods are very much curtailed. Then we have another opposition this year of 1900 that we did not have in 1875. In those days, about all the rubber manufacturers sold their products through the jobber, now the new companies organized in recent years are selling the retail trade direct; consequently, we lose a vast business in that way.

"In 1875, there was less risk in selling the trade than the present day. As a general rule, the financial conditions of dealers were better, and we had fewer failures and smaller losses, but how is it now? The most important person in a strong jobbing house to-day is the credit man. In other days, this honor was accorded to the business man, or the head and front of the house, but to-day, no matter how smart a head you have, no matter how much business he brings you, the financial man could wreck the whole establishment if he does not thoroughly understand his role.

"Twenty-five years ago we never broke a case of goods, be it a 12-pair case of men's shoes, or a 60-pair case of women's goods. The cases were regular sizes, and if a man ordered goods he expected to take them as they came. To-day our establishment is almost ten times as large, because we have to carry broken lots, and we have to peddle out in single pairs just what our customers demand. We are doing almost a retail business, and, in fact, we carry a whole stock for many of our city and suburban customers, who only have enough goods on their shelves to make a show, and who buy two or three times a week duplicates of what they have sold since the last order. The extra expense entailed by this method is enormous, for in place of simply marking a case and sending it, we have to have stock clerks, packers and shippers, all of which makes an extra cost in the distribution.

"Then, we are having ten times as many returned goods as we used to have years ago. This is apropos of the 'not-up-to-sample' complaint. Our customers show less backbone to-day than those of a quarter of a century ago. If a customer of theirs comes in and claims to have worn a pair of shoes only two or three weeks—and the sole is worn through or the upper broken—instead of showing this customer that he is either designedly or unintentionally untruthful, they accept his story, send the shoes back to us and demand a new pair. Of course we endeavor to do the square thing in the matter and make an allowance, and whenever we can we charge this to the manufacturer, but it too often happens that we have to stand the entire loss. People were not so particular twenty-five years ago, and business was done on a better basis than it is to-day.

"Ever since I have been in business I have heard the cry that the jobber must go. But I haven't gone yet, nor do I expect to for some years to come. Despite the fact that I am getting old, I have to do a much larger business, with many more people, at smaller profits and with much greater expenses, to make a living than was the case when I started in business. But I believe that there is a place for the jobber, and that, notwithstanding the many trials which come to him, he will be a necessary spoke in the wheel of business for many years to come.

"The shoe manufacturer has his trials, but many of those trials are brought upon his head because he has tried to be a jobber as well as a manufacturer. If he would stick to his trade he would have fewer trials, and, his competition removed, the jobber would be a much happier man. However, the jobber has got to take trade as he finds it and do the business he can, and this is what I am doing under the circumstances." — Boot and Shoe Recorder.

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.

Fit and Misfit

Shoes that fit cost no more than shoes that don't. Our Fine Vici and Horse Hide Shoes fit perfectly. In a perfect fit there is comfort, in comfort there is happiness. People will always come back to the source of their happiness. See the point? Our shoes are Trade Holders.

Herold-Bertsch Shoe Co.,
Makers of Shoes,
Grand Rapids, Michigan

Lycomings Are the Best Firsts Keystones Are the Best Seconds

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

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



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.

CHANGING VALUES.

Resources Greater Than Our Requirements.
Written for the Tradesman.

Business men are watching with much interest the almost unprecedented advance in prices of most manufactured goods and many natural products and there is much speculation as to the probability of continued advances, the wisdom of buying on present market and the ultimate effect such advances may have.

As regards natural products the price is usually regulated by supply and demand, which is as it should be, but whether or not this is equally true of manufactured goods is a question which is agitating the business world as it never did before, but which will not be discussed here. I wish merely to express an opinion concerning the present boom in prices and its probable continuance and effect.

Upon the list of advancing natural products the most prominent items are beans and broom corn. More beans are grown in Michigan than any other state in the Union and the market naturally centers in the best shipping points within the State. The average price of beans at harvesting time is about 75 cents per bushel. This season, with a fair crop, they have advanced to more than \$2 per bushel. The probabilities are that a greater acreage will be planted this year, and should the crop produce the average yield, normal prices will be the result.

Broom corn is grown wholly in Illinois, Kansas and California, with Chicago the great central market and distributing point. The average price is about \$75 per ton. Last year the crop was light and a company of jobbers combined their interests and bought everything in sight and have advanced prices to more than \$300 per ton. Hereafter, when there is a short crop the growers will refuse to sell and endeavor to make this enormous profit themselves.

Wheat seems to be the only product that has not advanced in price, and what it will or will not do is wholly a matter of conjecture, as is proven by the diversity of opinions among men who really are good authorities. It is a safe guess, however, that the average price of wheat will be higher this year than it was last.

Corn and oats are in good demand at advanced prices. Millers in Southern Indiana—one of the best of corn growing sections—are buying corn in Chicago and Minneapolis from which they manufacture meal and feed. Under the present low freight rates it is a profitable business.

All manufactured products, with the possible exception of flour, have made strong and continued advances and it seems the top is not yet reached. Selecting cotton goods from the long list of manufactured articles which have advanced, note the strength of the present market and the lack of supplies in the hands of the manufacturers, then with the present demand, is it likely that prices will soon decline? It can not be expected that there will be much change, if any, before September. Cotton goods are higher and in greater demand than they have been since 1893.

One of the most puzzling questions a buyer has to contend with, in conditions like these, is when to buy. It is safe to say that every man finally uses his own judgment, be it right or wrong, but a careful observance of market changes has convinced most buyers that

it is wisest to purchase on an advancing market, and the wisdom of this course is borne out by the fact that it is also much easier to sell on an advancing market than on a declining one. It is true, too, that a better margin of profit is to be obtained on an advancing market. Trade is always active during an advance and inactive during a decline. The time to do business is when it can be done, and usually the man who waits for an opportunity lets an opportunity pass.

We now come to the effect of high prices, or rather, a boom in prices. It is quite true that prices are like a kite, as it rises so must it fall, and it is a noticeable fact that whenever prices advance quickly they also fall quickly. After each period of unusual activity in the business world there comes a corresponding season of dulness. About every ten years there occurs a business depression very closely approaching a panic. It usually requires about one year to bring about this condition of affairs and about five years to recover from its effect. It would be supposed that these things would teach the American business man caution, and it may in some cases, but as each cycle of ten years passes it witnesses thousands of fortunes lost and but few regained.

It seems that these changes are wrought by excessive competition. Doubtless "competition is the life of trade," but in excess it is surely the death of trade.

Is it not a fact that a new manufacturing industry is no sooner started than capitalists from all parts of the country rush into competition? Observe, for instance, the beet sugar and Portland cement industries of this State. At the present rate of increase in the number of factories being built, how long will it be before the business is unprofitable for all?

Observe, again, the cotton mills being erected in the South. In a year or two cotton manufacturers will not be unable to find a supply for the demand, as is now the case, but will be unable to find a demand for the supply. Then manufactured goods become a glut on the market, factories close, throwing help out of employment and the country is again in the throes of a business depression. This is not a prediction of such a calamity, but a statement that it does occur periodically.

It would seem that the resources of this great and magnificent country of ours are greater than its requirements.
L. F. Baker.

Will Soon Export Lemons to Foreign Countries.

California lemons this year will cut more of a figure in the markets of the United States than ever before. The crop is larger, considerably more than previous years, and it is claimed that the quality is much better. The packing will receive more attention, and under many well-known brands will appear fruit which will take its place against any foreign lemons received. We are likely to see much higher prices on California lemons, since the quantity of lemons afloat from foreign ports is not over one-half the usual amount at this season of the year, and at prices which have been maintained at the auctions in New Orleans, Baltimore, New York and Boston during the past month or six weeks, it leaves nothing to the grower and packer and offers no encouragement for increased shipments. This is a very favorable point in the California situation and no doubt California will see a good demand for her best lemons.

History is repeating itself in the lemon industry of the United States. Foreign prunes, foreign raisins, figs, etc., and almost all lines of foreign dried fruits

were used exclusively in the United States until within recent years, but California has been able to produce an article equal, in fact better. The time is near at hand when we will be exporting lemons to foreign countries.

These facts demand more than passing attention. The lemon industry in the United States is but in its infancy. This year will launch it on a firm basis, and as the crop increases (which it certainly will, since the new orchards are beginning to bear in California) the supply of lemons for the United States will come from the Pacific Coast State, and not from foreign countries as heretofore.

Take a Receipt for Everything

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

BARLOW BROS., GRAND RAPIDS, MICHIGAN.

The Sun Fruit Jar



NOTICE THAT LEVER.

THE ONLY PERFECTLY HERMETICALLY SEALED JAR

Restricted Price Guaranteed

The only jar on which a good percentage of profit can be made by both jobber and retailer.

A jar in which canning can be tested, and which dealers can guarantee to customers against loss by breakage through imperfections in the glass.

Easy to seal, easy to open, guaranteed, tested, uniform, strong, clean, simple.

No danger of fruit spoiling, no danger of burning hands in sealing, no prying to open, no grooves to gum, no metal to corrode or taint contents, no wire to stretch, no loss by breakage, no special rubbers or covers.

WE HELP YOU TO ADVERTISE

To facilitate sales we furnish printed matter and hangers (with our names omitted), electrotypes, sample cases and order books, or separate restricted price agreement to concerns who have salesmen out.

The Sun Fruit Jar Co.

74 Wall Street

New York City

Agents, Hall & Hadden, Grand Rapids, Mich.

Granite



The best plastering material in the world. Fire proof, wind proof, water proof. Is not injured by freezing. No Glue, no acid. Ready for immediate use by adding water.

Office and works: West Fulton and L. S. & M. S. R. R.

Gypsum Products Mfg Co.,

Manufacturers and Dealers in

Calcined Plaster, Land Plaster, Bug Compound, etc.

Mill and Warehouse: 200 South Front Street. Office: Room 20, Powers' Opera House Block. Grand Rapids, Mich.

An enterprising agent wanted in every town. Send for circular with references.

Flaked Foods

Are the best and purest food products known. Our Flaked Peas, Flaked Beans and Rice Flakes, put up in one-pound cartons, produce the most nourishing, delicious and dainty dishes of any product sold in a grocery store. Costs no more than ordinary unflaked goods. If your jobber does not sell these goods, write us.

Lauhoff Bros. Flaking Mills, Detroit, Mich.

Around the State

Movements of Merchants.

Chesaning—Fred J. Storr has closed out his clothing stock at this place.

Tyre—A. E. Gunning & Co. have removed their general stock to Wolverine.

Detroit—John Summerfield has purchased the grocery stock of Anthony Patch.

Three Rivers—H. P. Hilton has purchased the harness stock of Mrs. Mary Engle.

St. Johns—George C. Robert, baker and confectioner, has sold out to Ernest F. Clark.

Mendon—Mrs. E. L. Watson succeeds Mrs. Lucinda M. Riley in the millinery business.

Hudson—The Beach Shoe Co. has purchased the shoe stock of Mrs. Julia J. Van Leuvan.

Escanaba—A. D. Depius and Albert Moran have purchased the grocery stock of E. F. Bolger.

East Jordan—The Bridge Hardware Co. succeeds Bridge & Nicholls in the hardware business.

Northville—Richardson & Brooks, proprietors of the Star Clothing House, have removed to Holly.

Owosso—J. R. Ketchum, of Lockport, N. Y., has purchased the stock of groceries of E. L. Bunting.

Hinchman—Edward E. Evans has purchased the grocery and dry goods stock of David S. Evans.

Cedar Springs—Fred Bartholomew, of Lake City, has purchased the bazaar stock of Mrs. J. W. Dunn.

Litchfield—J. R. Hadley & Co. have purchased the harness and implement stock of Wanless & Preston.

Holland—Frank DeLater, proprietor of the Snag Cigar Co., has sold out to the O. R. Johnson Cigar Co.

Sherman—A. S. Moorland & Son, recently of Hadley, now residents of Sherman, will shortly open a bank here.

Mt. Pleasant—Natie Seitner succeeds M. Seitner & Co. in the dry goods, shoe and men's furnishing goods business.

Hanover—Bert Sanderson has removed from Litchfield to this place and engaged in the dry goods and grocery business.

Harrietta—C. J. Benbow, dealer in dry goods, clothing and shoes, has decided to retire from business and is closing out his stock.

Three Rivers—A. T. Smith, publisher of the Leader, has removed to Constantine and engaged in the general merchandise business.

St. Joseph—Miss Maude V. Miller has sold her millinery stock to Mrs. A. Weston, and will remain with Mrs. Weston the coming season.

Homer—Fred Booth, of Eckford, the junior member of the meat firm of A. N. Booth & Son, has engaged in the meat business at Quincy.

Springport—The retail drug firm of Doak & Orrison has been dissolved. John E. Doak, a member of the old firm, is now the sole proprietor.

Sears—Rockwell & Brown, formerly of Brinton, have put in a stock of groceries at this place and will add a line of dry goods and shoes later on.

Laingsburg—The Doty, Webster & Reed Co. has purchased the general stock of Mrs. Wm. Dowden and has already taken possession of same.

Three Rivers—J. J. Carberry, merchant tailor, has sold out to A. J. Dell, of Detroit, and removed to Detroit, where he will engage in business.

Hastings—J. S. Goodyear has admitted his son, Dwight, to partnership in the dry goods business under the firm name of J. S. Goodyear & Son.

Pontiac—S. H. Reynolds, of this city, has formed a copartnership with his brother, T. J. Reynolds, of Saginaw, to engage in the paint and glass business here.

Ishpeming—The committee in charge of securing stock for the establishment of a Finnish co-operative store at this place reports pledges to the amount of \$4,000.

Owosso—R. N. Wilson, who has recently removed to this place from Columbiaville, has associated himself with his brother, L. D. Wilson, in the grocery business.

Berlin—A. E. McCulloch, the veteran druggist, died March 14, at his home in this village. He settled in Berlin in 1856. Deceased leaves a widow and three children.

St. Louis—L. B. Rumsey, of Leslie, has purchased the furniture stock and undertaking business of J. E. Bush. He is a graduate of the Chicago College of Embalming.

Owosso—H. A. Blackmar has sold his drug stock and fixtures to B. S. Webb, of Alma, who will remove them to the latter place. Mr. Blackmar is undecided as to his future.

Negaunee—Thomas Dwyer, for several years employed in the Iron Herald office, has engaged in the confectionery business in the building recently vacated by W. J. Hodge.

St. Joseph—Captain H. O. Wilson has purchased the fixtures and meat market owned by Peterson & Wilson and has leased the building and will continue the business at the same location.

Union City—A. D. Randolph has sold his cigar stock at Eaton Rapids to Dodge & Corey and removed to this place to engage in the bakery and restaurant business in the brick block recently erected.

Constantine—L. A. Snow, of Three Rivers, and Mr. Sevison, of this place, have purchased the J. H. Jones hardware stock and also the block in which it is located and have already taken possession of same.

Ann Arbor—Fred Wuerth and Robert Staebler have opened a clothing store in the building just vacated by Lindenschmitt & Apfel. Ed. Wolfel, formerly with the Noble Star Clothing House, will be with the new firm.

Cassopolis—E. E. Allgier, formerly in the employ of the Michigan Central Railroad Company at this place, has opened a grocery store here under the style of E. E. Allgier & Co. The name of the partner is unknown.

Albion—The Blue Front hardware stock has been sold by Geo. E. Dean to Earl M. Norton, of Lansing. Charles Osborne has purchased the bicycle line carried by Mr. Dean and has opened a bicycle agency and repair shop.

Sault Ste. Marie—John A. Gowan and Albert F. Pickford have formed a copartnership to engage in the hardware business. Both gentlemen were formerly with the Chippewa Hardware Co., Mr. Gowan being a member of the firm.

Plainwell—J. R. Schoonmaker has purchased the store building of S. B. Smith, and Mr. Smith has purchased Mr. Schoonmaker's stock of groceries and added them to his bazaar stock, and will remain in his present quarters for the summer. Mr. Schoonmaker will hereafter give his entire attention to his drug business.

Eau Claire—The Business Men's Association is at work trying to secure a new bank as well as other industries. Coal fields have been discovered on the farm of Chauncy Rees and a company is being formed to exploit the deposit.

Shelby—C. H. Tuller has purchased the furniture stock of Ira D. Bidsall and will consolidate it with his own stock and will occupy the brick store building in the Allen block. Mr. Bidsall has engaged with a wholesale house at Grand Rapids.

Menominee—Penberthy, Cook & Co. have begun the erection of a cold storage on their dock property, 50x100 feet in dimensions, two stories high, which will cost several thousand dollars. Several tons of fruit and produce can be kept in this cold storage.

Sault Ste. Marie—James H. McDonald, furniture dealer, and Byron C. Campbell, dealer in musical instruments and sewing machines, have formed a copartnership under the style of McDonald & Campbell. They will occupy the building in which Mr. McDonald is located for the present.

Houghton—The stock of furnishing goods and clothing of John Gottstein was sold by the sheriff for the benefit of creditors represented by R. T. Looney and Dunstan & Hanchette. The stock was bid in by L. Miller at \$960. It inventoried nearly \$2,000 and the claims represented aggregated about the same amount.

Dowagiac—Fordyce Savage and L. C. Huyck have purchased the grocery stock of Chas. Redding and will continue the business under the style of Huyck & Savage. Mr. Savage was formerly engaged in business in the Zelter block, but was lately in the employ of the Dowagiac Manufacturing Co. Mr. Huyck was for a number of years a prosperous farmer residing between Wakelee and Marcellus.

Saginaw—The stockholders of the Saginaw Produce & Cold Storage Co. have elected the following officers: President, Wm. Barie; Vice-President, John L. Jackson; Secretary and Treasurer, Henry M. Schmidt. The officers with George Deindorfer and John Meader constitute the board of directors. The location has not yet been decided upon, but it will be on the west side. A chemical refrigerating apparatus will be put in and it is expected that the plant will be ready for operation within ninety days.

Manufacturing Matters.

Ionia—A. H. Geck has engaged in the manufacture of cigars.

Manton—The Williams Bros. Co. has purchased the O. C. Craft sawmill.

South Haven—Hiland W. Sweet, flouring mill operator, has sold out to Bishop & Smith.

Sturgis—The Berridge Shears Co. succeeds Thos. B. Berridge & Son in the manufacture of shears.

Croswell—A. McAllister, proprietor of the cheese factory at this place, has leased the creamery at Applegate and will operate both factories during the season.

Thompsonville—Alex. Immerman, the Sherman general dealer, is now sole proprietor of the Welden Charcoal Co.'s business at this place, having recently purchased the interest of his partner.

Caro—The Peninsular Sugar Refining Co. has begun suit against the A. Wernicke Machinenban Acten Gesellschaft, of Halle and Saale, Germany, for \$500,000 damages for alleged breach of contract to construct a beet sugar refining plant at this place.

Delray—Articles of incorporation of the Delray Sash & Door Co. have been filed with the county clerk. The capital stock is \$25,000, of which \$16,300 is paid in. The stockholders are Paul A. Wagnitz, 875 shares; Henry G. Wormer, 625 shares; Alfred C. Wineman, 130 shares.

Detroit—The McArthur-Grafton Co. has been incorporated, for the manufacture and sale of lumber and buying and selling of timber land. The company is capitalized at \$21,000, all paid in, divided into 2,100 shares, of which Peter McArthur of this city and James E. Grafton and George Easton of Upper Sandusky hold 700 shares each.

Dowagiac—Mayor Richey has purchased F. L. Colby's one-third interest in the Colby Milling Co.'s State Roller and Crown flouring mills here, and goes from his position as head miller, which he has held for fourteen years, into the office of the company. Mr. Colby will move to Detroit and enter into the milling business as partner with a leading firm.

Boyer City—Follmer & Stowe have sold a third interest in their shingle and tie mill and their tract of cedar timber to John W. Balcom, formerly engaged in the manufacture of shingles at Seney, who will assume the active management of the business. Operations will be carried on under the style of the Follmer & Stowe Co., Ltd., the officers being as follows: Chairman, E. A. Stowe; Treasurer, C. C. Follmer; Secretary and General Manager, John W. Balcom.

Kalamazoo—A deal is on which will probably result in the sale of the Kalamazoo Casket Co. to the Globe Casket Co. The Globe Co., which was organized and owned many years by O. M. Allen, Sr., was recently reorganized by a company of gentlemen who bought the Allen stock, with R. D. McKinney as president and general manager. The Kalamazoo company has been owned and operated by Lyman Blakeslee. Mr. McKinney declines to give the details of the sale, but does not deny that it is contemplated.

Charlotte—There is a movement on foot among the stockholders of the Charlotte Chair Co., whose plant has stood idle for some years, to again start the wheels of the factory. For several days past Geo. C. Perkins, of Detroit, has been in the city, undertaking to interest the owners of the plant in his sanitary refrigerator. If the stockholders and others interested are willing to invest in the manufacture of the refrigerator, the company will probably be capitalized at \$50,000 and operations begin at once. The daily capacity would be 150 refrigerators.

The Boys Behind the Counter.

Cadillac—A. R. Labbe, formerly manager of the Leslie & Co. dry goods store, is now engaged as salesman with M. J. Present, of the New York store.

Sturgis—E. A. Randall, of Dowagiac, has taken a position as salesman in M. Estherson's dry goods store.

Hancock—Frederick Laurin has been engaged as assistant pharmacist at the City drug store.

Eaton Rapids—E. F. Ford, formerly with Glasgow Bros., of Jackson, has taken a clerkship in the dry goods store of S. Amdursky.

Battle Creek—Robert Lattin has taken the position in Leon & Jennings' grocery made vacant by the resignation of Perry Mykins.

Cadillac—Myron Cooper, who had been in the employ of E. G. Snider & Co., the Harristown grocers, for several months, has gone to Duluth, to take a position in a grocery in that city.

Grand Rapids Gossip

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—Have advanced 15@25c per bunch and trade is much more active than last week. The quality of the few arrivals is improved and larger sales are made. There is a strong feeling in all varieties and an impression prevails that there will be a further advance shortly.

Beans—The market for city picked stock hovers around \$1.95 in carlots, but is heavy and inactive, due to the determination of speculators to unload a portion of their holdings. It is estimated that there are less than 200 cars of beans yet in first hands in this State. As it requires 150 cars for seeding purposes, the surplus yet to come forward is small.

Butter—Butterine appears to have the call, in consequence of which the demand for the genuine is very limited. Factory creamery is slow sale at 24c, while dairy rolls command 20c for fancy and 18c for choice. Most of the receipts of dairy are poor in quality.

Cocoanuts—\$3.50 per sack of 100.

Beets—\$1.25 per 3 bu. bbl.

Cabbage—85@95c per doz. and very scarce and hard to get. 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—The market is strong and active, local dealers meeting with much difficulty in obtaining supplies sufficient to meet their requirements. 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 10c for No. 2 and 12c for No. 1.

Eggs—The continuance of cold weather last week prevented the drop in prices which was confidently predicted by dealers early in the week. Receipts of fresh find an outlet at 15@16c, without any accumulation.

Green Stuff—Grand Rapids forcing lettuce, 15c per lb. Onions, 20c per doz. Parsley, 30c per doz. Pieplant, 8c per lb. Radishes, 35c per doz.

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

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

Lemons—Sell fairly well at steady, unchanged prices, except for the best quality goods, which appear to be a little firmer. The visible supply is 125,000 boxes less than it was last year at this time, which has its influence in encouraging holders to remain firm in their views. Also the season is approaching when consumption increases and dealers are preparing for a larger demand.

Live Poultry—Pigeons, 50@60c. Squabs still fetch \$1.75 per doz. and are scarce at that. Chickens, 9@10c. Fowls, 8@9c. Ducks, 9c for young. Turkeys, 11c for hens and 10c for gobblers. Geese, 9c.

Maple Syrup—Selling at 75@85c 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 50@60c, according to quality.

Parsnips—\$1.75 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 without particular change. 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 demand is good for so early in the season.

Mammoth clover, recleaned, \$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@4.25 per bbl.

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

Tomatoes—Florida stock commands \$3.75 per crate.

Turnips—\$1 per bbl.

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

The Grain Market.

The situation in wheat values has not changed. Weather conditions favored an advance, but the amount of long wheat dumped on the market was large and prices could not be advanced. Saturday it made a spurt of 1c gain, but lost it all on Monday. While the cry is "No foreign demand," and we find that our exports are not as large as last year, they are large enough to take all the surplus, so the visible does not gain any, but rather declines slowly. As the roads are breaking up and the interior elevators in the Northwest are being drawn on heavily for milling purposes, we think the receipts will fall off very materially in the near future. As the sleighing has been good locally, our receipts have been somewhat better. Farmers have sold about all they care to sell at present prices, for what small lots are yet back are in strong hands and not likely to come onto the market unless better prices can be obtained.

Corn has eased off somewhat this week, not enough to make any perceptible change, only that prices are not as strong, but all that is offered is taken.

Oats remain firm and more enquiry can be reported.

Rye has advanced fully 1c, contrary to all expectations.

There is an active enquiry for beans at old prices. It will be hard work to raise them above the \$2 mark.

Flour is very firm, as the demand is some better for all grades.

Mill-feed is about the same as it has been for some time, as the mills are sold ahead yet. No change in prices can be recorded, \$16 per ton being the going price.

Receipts of grain have been large, being 79 cars of wheat, 21 cars of corn, 12 cars of oats, 1 car of flour and 5 cars of potatoes. When a car of wheat averages 700 bushels, you can see what an amount of wheat has come to this city. Millers are paying 68c for wheat.

C. G. A. Voigt.

Her Strong Point.

She has no dog to fondle,
She has no cat to pet;
She does not own a parrot,
She leads no social set;
She writes no learned papers
To read where women meet.
But she can get up dishes
Her husband likes to eat,
And they are saving money,
And find that life is sweet.

Becker & Bergeron have engaged in the grocery business at 659 South Lafayette street. The Ball-Barnhart-Putman Co. furnished the stock.

Henry Schaafsma succeeds Rosenmoom & Schaafsma in the hardware business at 786 North Lafayette street.

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

The Grocery Market.

Sugars—The raw sugar market is stronger, but prices show no change, 96 deg. test centrifugals being still offered at 4¾c. The demand for refined is good and the market is very firm at the advance of five points on all grades which took place on Monday. The margin between raw and refined sugar is now 5½c per 100 pounds, which nets the refiner a good profit. The margin between raws and refined was only 30c per 100 pounds at the corresponding period last year, when practically the same conditions prevailed as at present.

Canned Goods—Not for many years, if ever before, has the canned goods market remained quiet so long. There is almost no demand for futures and spot goods move only to fill actual requirements. The demand for all varieties is limited to the needs of present consumption and buyers show absolutely no disposition to anticipate their wants by buying for possible future distribution. First hands have only small supplies of anything left, except tomatoes and possibly some corn. Tomatoes are still depressed, both spot and futures. There is little or nothing doing in any grade or variety. Corn is firm, but not selling briskly at present. There is a small, steady consumptive demand which keeps the market in a healthy condition, even if it is quiet. Many have already made their purchases of future corn, but a number have not, and the future sales of this article for this season fall considerably short of previous years. The situation in peas is somewhat puzzling, owing to the high prices and the small supply on the spot. For spot goods there is a fair demand at full quotations, but prices are so high that buyers take only what they are actually compelled to take to supply present trade requirements. There is little taking of futures, partly because buyers think the price is too high, but more packers are afraid of the pea louse and dare not sell large quantities. In small fruits about the average amount of business for the season is being transacted, with no features to attract particular attention. There is considerable interest in future canned pineapples and a number of sales have been made during the past week. Salmon attracts more attention as the demand for the spring trade increases. Some varieties are scarce and the enlarging demand has a tendency to force prices up, although no quotable change has occurred as yet. There is a fair business in lobsters, but the supply in market is small and no more appears to be procurable except at practically prohibitive prices. The destruction has been so serious during recent years that more stringent laws for their protection are being enacted and the close season has been lengthened materially.

Dried Fruits—Still more business is noted in the dried fruit trade, although scarcely enough to increase prices materially. The additional business serves to encourage holders, however, and there is a stronger feeling in all lines. The increase is in the number of orders rather than in the size of individual demands. The outlook is considered more promising and an upward tendency is observable. There is more activity in prunes and they are selling in constantly increasing quantities. There is sufficient movement to create a healthy feeling and to change the price tendency, so that it is probable that an advance will soon take place. Raisins continue dull, with only small sales.

There are said to be about 115 cars in association sweat boxes, but most of them will go to the wineries. The bulk of the supply is composed of the lower grades, Orientals and Pacifics, and the demand for them is light at present. It is expected that there will be a better trade later, but at present the situation presents no encouraging features. The peach situation is unchanged. Several large sales of cheap peaches could be made if the stock could be found, but dealers are unable to find it. It is probable that holders, if there are any, will never have a more favorable time for disposing of any cheap goods that they have. For high grade peaches the demand at present is light, but all stocks are held steady and conditions are improving. The prospect for active trading is promising and holders are confident of enlarged business shortly. Apricots are wanted, but are hard to find and prices are too high to permit active trading. Dates are steady, with perhaps a slightly increased demand since the weather became more wintry. Prices are steady at about previous range. There is an improved demand for figs, March generally being an active month. Currants are firm, with no change in price. The evaporated apple market is practically unchanged, but the previously mentioned firmness continues and there are indications of improved prices. Sales are not large, but are numerous and the steady consumptive demand is having its influence in causing a firmer feeling, certain to result in advanced prices.

Rice—Rice remains steady in price, with a somewhat improved demand, which it is expected will increase as soon as the regular spring buying begins.

Tea—The demand for tea is considerably improved, especially for the better grades. Prices are firmly maintained, with an upward tendency to the market.

Molasses and Syrups—There is no change in the molasses market. The demand is fair, but is somewhat restricted on account of the high prices. The corn syrup market has advanced 1c per gallon, with a corresponding advance on cases. The demand for these goods is enormous, particularly for the syrup in cans, and still higher prices in the near future are very likely. The demand has been so large that, although the refinery has been running night and day, it is still behind on its orders to the amount of 600 cars.

Hides, Pelts, Furs, Tallow and Wool.

Hides have struck bottom and are on the advance for higher values. All stocks are closely sold up. Buyers are out in force and, when the country lots are bought up, prices will be more and hides a scarce article.

Sheep pelts are largely valued by wool on them, although the price varies as the wool market indicates. The whole trade is controlled by packers.

Furs are quiet, but firm, awaiting the outcome of the London sales.

Tallow indicates a lower value on a fair demand.

Wools are strongly held in the Eastern market, with light sales. Manufacturers' requirements are supplied on such terms as can be made for the time and, in some cases, on small lots, a concession of price is made. One requiring a large line would have to pay full values as quoted. Wm. T. Hess.

Mrs. Gertrude Quartell has sold her grocery stock at 38 Maple street to M. Van Zee & Co.

The Buffalo Market

Accurate Index of the Principal Staples Handled.

Beans—Market shows little strength owing to light trade and a desire on the part of several holders to clean up. The majority of sellers, however, are confident of a firmer market as soon as these few lots are out of the way. Marrows are selling at \$2.15@2.40; pea \$1.95@2.20; medium \$2@2.24; white kidney \$2@2.50.

Butter—A weak feeling prevailed last week up to the closing. Buyers took only sufficient to supply trade necessities and with quite a liberal supply of top grades at the opening this week the outlook is not encouraging. Low grades, anything which would sell at 20@22c, are wanted and all such offerings are disposed of on arrival. Rolls are especially active at 20c for fancy and 18@19c for good to choice. Fancy creamery was offered to-day at 25c; good to choice, 22@24c. Dairy 20@23c and packing stock 16@17c, crock butter 16@22c.

Eggs—All sorts of prices prevailed last week. Early figures were 14c and gradually advanced to 18c on Saturday. Receipts expected here earlier in the week failed to arrive and the few holders took advantage of the situation; several "smart" dealers who were first to break prices a week ago on a few hundred crates have been made to eat salt from the hands of those who had eggs in here on Friday and Saturday. Weather is considerably warmer to-day, with 17c extreme on fancy fresh and prospects are for lower prices as soon as any accumulation is shown. Strictly fancy sold to-day at 17@18c, storage 11@13c, duck eggs 20@21c.

Cheese—Very light demand for old cheese. New fancy selling fairly well at 12@12½c. Old quoted at 11½@13c, skims 8@10c.

Dressed Poultry—A little heavier receipts, but barely enough to go around and market continues strong. Fancy chickens cleaned up on arrival at 12@13c, fair to good 11@11½c. Fowl, fancy, 11½c, fair to good 10½@11c, old roosters 8½@9½c; turkeys, fancy, small, 12@13c; fair to good 11@11½c. Ducks scarce at 12@14c. No geese offered. Broilers will bring 14@15c. Capons 13@15c.

Live Poultry—Receipts fairly liberal and market slightly easier at the close of the week owing to unfavorable weather. Outlook, however, is for continued high prices for all kinds. Turkeys 11@11½c, chickens 10½@11c; broilers 13@15c; fowl 10@11c, ducks 9@11.50 per pair, geese 65c@81 each.

Apples—Strong, good local and shipping demand and offerings light. Fancy fruit selling at \$3.25@3.50, seconds \$2@2.75.

Strawberries—Good demand and light receipts; fancy \$40@45, fair to good \$25@30.

Potatoes—Trade has been quiet this week but supply is only fair and sellers are only slightly easier than last week on fancy round stock. Several lots of long and not very desirable potatoes have reached this market lately, which holders are rather anxious to work off. This is a good time to market stock, in the opinion of the best traders here, as with any improvement in roads a heavy movement is certain. No. 1 white is offered at 50@52c; No. 1 red 49@50c; No. 2 47@48c on the track, and from 3 to 5c higher from store.

Onions—Higher; better demand and really sound yellow stock is moving out quite freely at 48@50c; fair to good 40@42c, red 45@48c, white 60@65c. Green onions 10@15c.

Celery—Small common stuff is in heavy supply and lower. Fancy was affected by this and it was difficult to get above 50@60c for the best on offer. Small, short stuff sold at 10@15c.

Cabbage—Higher, active demand and very light supply. Fancy sold at \$38@40 per ton and fair to good at \$30@35 per ton. A few crates of California were received and sold at \$3.50@4 per crate.

Lettuce—Fair supply and active demand for fancy heads at 50@60c per

doz. Thin leafy lettuce 20@25c per bundle.

Radishes—Scarce; per doz. 18@25c. Pieplant—Dull; best offered at 50@60c per doz.

Carrots—Strong; fancy \$10@12 per ton.

Squash—Higher; sound selling at \$3 per 100 pounds.

Vegetable Oysters—Scarce and wanted; per doz. 50@60c.

Horseradish—Stronger, selling at \$6@6.50 per 100 pounds.

Dried Fruits—Apples quiet; evaporated fancy, 8c, fair to good 5@6½c. Raspberries 13@14c per lb. Blackberries 7@9c.

Dressed Meats—Hogs sold at \$5.75@6.25, veals, prime, 8@8½c, fair to good 7@7½c, spring lambs quoted at \$4.50@5.

Straw—Scarce and in good request. Oat and wheat \$7@7.50, rye \$8.50@9 per ton.

Hay—Firm; prime loose baled \$14.75@15, prime tight baled \$13.50@14.25, No. 2 \$11.50@12.

History of an Egg from Iowa to Cuba.

Fort Dodge, Ia., March 10—This city has become one of the centers of the egg and poultry business for the West. During the shipping season in the summer months large forces of girls are employed handling eggs taken from pickling vats in the egg houses, preparatory to shipment. One of the girls selected a large, smooth egg, and, in a moment of day-dreaming wrote her name and address upon it with an indelible pencil. It was placed in a case with 277 others and shipped to New York, where it found its way to the warehouse of an exporter and was one of the first shipments of American eggs made to Cuba.

Weeks slipped into months and the young lady forgot her romantic dreams of summer days and egg shells, but the maiden's message was working out her destiny. Early in December she received a letter which bore the postmark of Guines, Cuba. On the upper right-hand corner of the envelope were the words "official business." These were carefully cancelled and in the regulation place was a maroon-colored stamp. On opening it she found the following letter enclosed:

Guines, Cuba, Dec. 14, 1899—I am sure you had no idea into whose hands and to what distant lands the egg upon which you wrote your name would go. It came with a large shipment from the United States and was purchased by a Cuban merchant here, who, being unable to read English, brought it to me for translation. I would be very glad to have you answer this letter, as I am curious to know the one who adopted so novel a method of correspondence. I have a camera and have had a snapshot taken of myself with the egg in my hand. If you care for one of the pictures let me hear from you.

Charles Percy H. Smith. This letter was promptly answered, with a request for the picture, which arrived in due time, with another letter, in which Mr. Smith gave a more detailed personal account of himself.

Needless to say, this letter was answered as the first. Uncle Sam's excellent mail facilities assisted the young people in overcoming the obstacles of time and space. Letters followed fast if not furious, but the communications were of such nature that the public is not entitled to their contents. Sufficient to relate that the results have been so satisfactory that a recent letter from the Cuban Isle intimates that Mr. Smith will soon secure a leave of absence from his governmental duties, and his vacation will be spent in Iowa.

At Least One Valid Objection.

Miss Askew—So your marriage is put off?

Miss Crummy—Yes; papa is not at all satisfied with his position; mamma doesn't like his family connections; auntie thinks he is too careless in his dress, and I think—

Miss Askew—Yes, what do you think? That is the important thing.

Miss Crummy—I think I ought to wait until he asks me.

Report from the Representative of Michigan Grocers.

New York, March 15—I have the honor to acknowledge receipt of my credentials as representative of the Michigan Retail Grocers' Association to the Pure Food and Drug Congress held in Washington, D. C., March 7 to 9, inclusive.

There were present several delegates from other interests in Michigan, but your representative was appointed on the most important committee of that body—the Committee on Resolutions—and was enabled to carry through every amendment excepting the one for the substitution of Section 1 of the Babcock bill for Section 1 of the Brosius bill.

It is all-important that your Association should be keenly alive to the action of Congress and see to it that the guaranty proviso in Sec. 6 of the Brosius bill be retained. There is a formidable opposition to this provision and of an official character. I advise that every member of your Association and every member of every grocers' association of Michigan write their Congressmen in person, in favor of this measure, and avoid sending printed petitions, which are only thrown in the waste basket.

Frank N. Barrett.

Accustom yourself to think and act vigorously, and be prompt and decided for the right against wrong.

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	.....12	@13	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.

GLEASON & LANSING,

WHOLESALE DEALERS IN

BUTTER, EGGS, CHEESE, BEANS AND DRESSED POULTRY

BUFFALO, N. Y.

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

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

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.



Highest Market Prices Paid. Regular Shipments Solicited.

98 South Division Street,

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.

Fruits and Produce.

Observations by a Gotham Egg Man.

When Western shippers speculate in eggs at this season of year by ordering their goods held off the market for higher prices than obtainable on arrival, and when such withdrawals from sale result in a considerable accumulation of stock in first hands, there is often a lack of appreciation of the inherently unhealthy conditions which are thus often produced. Of course this withholding from sale is done in the belief that future supplies will run light enough to afford a clearance of accumulations at a higher range of prices, and when the expectations of speculative holders are thus realized the wisdom of their action is verified. But it frequently happens that shippers who order goods held for higher prices form their judgment as to future trade conditions from too narrow a range of information. Even although they may gauge the prospective supply with some accuracy, they fail to give due weight to the condition of the demand and the effect upon the consumptive outlets of a change in price. It often happens that the advance in wholesale prices caused by a general withdrawal of stock from sale reduces the consumptive outlets considerably, and if the decrease in current arrivals is not so great as anticipated, it follows that the first general effort to realize on the holdings in store causes a sudden and serious slump in values. This is the condition which resulted in so serious a drop in prices last week and although the drop then effected carried prices lower than could afterward be maintained, it showed to what wide fluctuations the market is exposed when considerable quantities of eggs previously withheld from sale are suddenly ordered sold. Unfavorable weather conditions during the latter part of February gave many shippers of eggs an impression that our market would soon run short of eggs and thousands of cases accumulated in first hands under limits. The withdrawal of this stock from sale resulted in so great a reduction of offerings as to cause considerable advance in prices, but the regular consumptive demands were fully supplied from day to day, and it was perfectly natural that any considerable effort to realize on accumulations would overstock the consumptive outlets and throw a surplus on the market which could only be sold at a price low enough to attract speculative and out-of-town buying. This brings us to emphasize the fact previously mentioned, that when prices are advancing under speculative holding of stock actually in hand the time to begin unloading is before people generally think the top is reached. When the tendency is upward it is always possible to sell. When everybody knows the top is reached there is no chance to force any unusual quantity to sale except at a more or less serious decline.

* * *

I have noticed some irregularity in the price of Western eggs during the past week because the quality of stock has not been at all uniform and buyers have shown a willingness to pay more for first-class goods than for the ordinary qualities. Many of the accumulations which have been carried along from week to week have been of very unsatisfactory quality and even among the fresh arrivals there has been a good deal of difference in size and cleanness.

It has been somewhat troublesome to specify these different qualities in making quotations so that they would be clearly understood by shippers, and in so doing it has been necessary to resort to terms which are not entirely satisfactory because somewhat indefinite. Some of the eggs arriving have shown better quality than usual because shippers have graded them to some extent, packing the very small and dirty separately. These goods, while not graded closely enough to come under the Exchange requirement for "extra," have yet been better than the minimum quality passable as firsts and buyers have preferred them at a slight premium in price. The expedient has been therefore resorted to of making a quotation for "selected choice" a little above the ruling rate for "firsts" in order to cover the sales actually made. But this is not altogether satisfactory because some goods which shippers call "selected" do not show quality to bring the premium, while occasional lots which are not selected run fine enough to sell about as high as any. However the arrangement has been the best possible under the circumstances. I am more than satisfied that if shippers would give us stock to meet the Exchange requirements of "extra" (according to the rules printed here two weeks ago) and authorize their agents to offer them as such on 'Change, they could obtain a very substantial, and, I believe, profitable, premium for that quality. Why doesn't somebody try it? It would cost nothing to make the experiment.—N. Y. Produce Review.

Unable to Tell Right From Wrong.

Wm. E. Curtis in Chicago Record.

There is a man about Washington—you see him at the capitol, at the hotels and at some of the clubs—who used to be famous and influential, but is now without money or influence, and lives on loans that from time to time he is able to secure from more fortunate friends. The other day he asked a certain senator for \$20, whereupon the latter said:

"Tom, you have been borrowing money from me for twenty-five years, and you have never paid me back a cent. How long do you propose to keep it up?"

"Until you get me something to do," replied the borrower frankly.

"That is impossible," replied the senator. "You ought to understand that a man of your record cannot obtain an office and should go to some place where people don't know you and seek employment."

"I don't understand it," replied the borrower bitterly. "Everybody seems to be down on me and to stand in my way. When I first knew you, senator, I was way up at the top of the heap, and you were a friendless and unknown man at the bottom. Now you are at the top and I'm at the bottom; and I can't understand how it has happened. It certainly isn't my fault."

"No, Tom," said the senator, kindly. "It isn't your fault; it's your misfortune. An inscrutable providence gave you a mind which is unable to tell right from wrong, and you have been a blank poor guesse."

Expect to Knock Out the Law.

Detroit commission merchants are sanguine that the legal proceedings instituted against Herbert E. Turnbull, having for their object the enforcement of the new license peddling law, will result in the statute being declared null and void by the Wayne Circuit Court. Such is said to be the opinion of the attorney of the Detroit Produce Exchange, which has undertaken the defense of Mr. Turnbull and proposes to take the case to the court of last resort, if necessary, to establish the validity or constitutionality of the law.

The Bean Market.

Beans at present are being depressed because of many being offered by speculators who bought them some time ago and are anxious to take profits. On the basis of to-day's market beans can be bought in Chicago to better advantage than in Michigan, considering the difference in freight. We believe, however, that after speculators are relieved of their stocks we will see a better market and we are advised that vegetables in the South have been killed and the crop thus put back from four to six weeks, which will also help the demand for beans. After the month of April the bean market will depend a great deal upon the receipts of foreign beans, but I can not see how Europe will have many to spare. E. L. Wellman.

We know of no worse sensation than to be in a hurry and find our path obstructed by some one who is very slow.

Balloo 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, Split 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.

BALLOO BASKET WORKS, Belding, Mich.

WANTED===

Potatoes, Onions, Apples, Cabbage, Beans, Honey, Eggs, etc. If you have any to offer name your price, quality and quantity, f. o. b. or delivered.

G. A. SCHANZ & CO.

WHOLESALE PRODUCE

58 W. Woodbridge St. and 22 Market St., Eastern Market, Detroit, Mich.

References: Ward L. Andrus & Co. and City Savings Bank, Detroit.

Poultry, Eggs and Butter==

Highest cash price paid at all times for small or carload lots. The best equipped poultry and egg establishment in the state. Write for prices.

J. COURT & SON, Marshall, Mich.

Branch house at Allegan, Mich

References: Dun or Bradstreet, First National Bank, Marshall, City Bank, Allegan.

Both Phones at Allegan.

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.

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.



Devoted to the Best Interests of Business Men

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

TRADESMAN COMPANY

One Dollar a Year, Payable in Advance.

Advertising Rates on Application.

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - MARCH 21, 1900.

STATE OF MICHIGAN } ss.
County of Kent }

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

I am pressman in the office of the Tradesman Company and have charge of the presses and folding machine in that establishment. I printed and folded 7,000 copies of the issue of Mar. 14, 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 seventeenth day of March, 1900.

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

GENERAL TRADE REVIEW.

The tide of business seems to have settled into a steady, even flow, influences usually causing wide fluctuations being so balanced as to counteract each other. For many weeks the price of transportation stocks has varied on the average but a few cents, and industrials would have made the same showing had they not been more subject to the manipulations of professional operators and clique interests. The downward tendency of last week has been turned to the opposite, the average of changes showing a slight gain. Among the influences which would seem to warrant a more rapid advance is the enactment of the new currency law. While there is great confidence in its ultimate value, its operation is necessarily preceded by some months of preparation. As a matter of fact its passage is attended by a greater stringency in the money market than since the recovery from the December panic. Not least among the restraining and depressing influences is the approach of the presidential season. There is nothing which will more quickly show the timidity of capital than uncertainty in political matters, and while there may be little expectation of radical change, it is very easy to hesitate on the possibility. The volume of business is large, in daily clearings this month 22.6 per cent. larger than in 1898, although 16.1 per cent. smaller than last year. New York shows the greatest decrease, 19.9 per cent., owing to speculative inactivity, but the chief outside cities average 7.3 per cent. less than last year, the Eastern cities, St. Louis and Louisville showing losses, while at Chicago the gain is insignificant.

Those who believe that iron will not decline in price materially are urging that a great part of the production has already been sold under contract at about current prices, covering the output of 70 per cent. or more of all fur-

naces for six or seven months to come, which they rightly say is a condition entirely unprecedented. But it is also true that current prices are made not by the larger quantity delivered under old contracts, but by the smaller quantity which has to seek a market from week to week, and which, if consumption does not increase, may not find the market large enough. A stronger point by far is that a great part of the Lake ore for the coming year has already been sold at \$5.50 a ton or thereabouts, several times the cost last year, and there is likely to be a scarcity of ore suitable for steelmaking, which will operate to sustain the price of steel, even if iron not fit for steel production should decline.

Notwithstanding the high price of cotton, the export movement of that staple is more than 50 per cent. greater than for the same time last year. The yielding in prices of wool is still confined to what are called special transactions, and some defect in quality or condition is usually suggested by way of explanation, but the fact is that moderate quantities are actually sold at prices much below those formerly paid, and still regularly quoted by many. The goods market is at present not satisfactory for men's goods, although there is much less complaint of cancellations than of late. In spite of the continued decline in the Chicago hide market, the outlook in the boot and shoe trade is more encouraging and prices have been advanced in some grades.

Revival of the industry of making cut nails is reported from Pittsburg. The reason assigned is a demand that comes from farmers, who complain that the wire nails do not hold shingles in place so long as the old cut nails. Shingles fastened with wire nails, it is said, are blown off from roofs after ten years' service, while those held by cut nails continue to hold. The acid used in annealing the wire from which wire nails are made conduces to the undoing of the nail, the loosening of the shingle and consequent damage. The demand for cut nails that reaches the Pittsburg factories is wholly from agricultural sections of the country. As the wire nail is much cheaper and preferred by carpenters the nailmakers are hoping to overcome the objection to its use by turning out a special nail thoroughly galvanized. Its lasting properties are guaranteed. The several factories, however, are increasing their facilities to meet the calls for cut nails.

St. Patrick's day appears to have been celebrated this year with far more enthusiasm in England than in Ireland. The reason for it is that the victories of the Irish generals, Roberts, Kitchener and French, in South Africa, and the valor displayed by the Irish soldiers in the British army there have at last touched English gratitude and brought English character to appreciative homage of the finest qualities of the sons of the Emerald Isle. The outcome must needs be a softening of race hatreds and a redressing of Irish grievances.

Marshall Field, the greatest merchant the world ever saw, recently remarked: "I would rather have my advertisement in one paper reaching the home than in forty sold on the street."

The man who has been there, and lived on mule meat, knows something about war that he does not gather from magazine writers.

HEADS OR HEELS.

The student knights of the gridiron of the Michigan State University not long ago met their friend, the enemy, of the University of Pennsylvania and came home with their visors down. It was heels against heels. They had met the enemy and were theirs. Early in March the student orators of the same institutions of learning met on the forensic field and our boys came home with their temples bound with bay. It was heads against heads. This time "We have met the enemy and they are ours;" and the Tradesman takes this opportunity to extend to the victors its hearty congratulations.

Aside from the subject which is essentially commercial, it is pleasing to note that the contest was free from the taint and the accompaniments of gate money. A congressman presided and was introduced by the Provost of the University. The audience was made up of Philadelphia's best in all that pertains to education and refinement. Society did not forget that this was a function where grace and beauty and position received rather than extended courtesy and honor and brightened the occasion with her presence. The Western Reserve University sent its President; Harvard a professor, and New York a distinguished physician as judges. There was the usual rendering of college songs with mandolin and banjo and a reception for the disputants at the University when all was over, and college and city and town and country can not help believing and saying that these are the academic honors that are best worth striving for and that in these contests of heads or heels between university and university, in the minds of those whose opinion is valuable the heads have the better of it one hundred to one.

In making this sweeping assertion the Tradesman does not forget all that is or can be implied in "a sound mind in a sound body." The commercial world, its immediate realm of effort, furnishes too many instances where an active mind in a frail body has been hopelessly wrecked upon the schools of trade to be unmindful of how much success depends upon the physical in business; but it remembers as well that this physical to be worth anything must have a well-trained brain to control it. There, if anywhere, is the training needed. "It is the mind that makes the body rich," and the thought is almost too trite to repeat, that a strong body with no mind is pure animalism. That is the one touch of nature which makes the sporting world kin; and when brawn is king, the prize fighter is a prince of the blood. Not that the sinew is to be looked down upon, not that bodily strength and vigor are unessential; but, at their best, they are only strong servants of a stronger master, who knows that he is master and when to use his strength. There are still Augean stables to clean and only Hercules can clean them; but while the task is one requiring the strength of a god, that strength is powerless unless the brain of a god directs it. Too often the brain of Hercules is lost sight of and his physical development alone considered worthy of esteem; and when that condition prevails, the athlete of the arena, although he lay aside the garb of the scholar, is on a level with the big-necked brute with which he fights, and with the brute receives the plaudits of the animal life that crowds the benches of the amphitheater, as his muscle shows him to be the better beast.

When, then, the boys came home from the contest with paeons upon their lips, and the Isthmian pine leaves in their hands their alma mater and the State upon whose strong arm she leans had every reason to rejoice over the splendid result. It was brain against brain and the Michigan Horatii can lay no happier garlands upon their cherishing mother's shrine than those they brought with them from that forensic strife. In the first place it was a manly battle of men with men. Manhood presided and all that is best in womanhood looked on with smiles and cheers. In the whole multitude not a satyr was seen. The law was not called upon to preserve the peace. No money changed hands upon the outcome and no bacchanalian feast disgraced the close. From classic halls the three went out with their shields, determined to come back with them or on them; and those same shields to-day, the pride of the University and the State, bear ample testimony to the fact that mind is still master of matter and that now as always, in Michigan at least, it is the prevailing opinion that, in a question of heads or heels, the heads have it a hundred to one.

There is something else: The world to-day is wanting more and more that kind of victorious manhood which the Ann Arbor victors represent. More and more as the years roll by the trained head is wanted in every life calling. This is, indeed, the country of the machine, but better than that it is the country of the man behind it. The shoemaker must stick to his last, but, unless the last and the shoe made on it show marks of thoughtful handling, work and workman are alike nothing. During the last twenty-five years no calling has been oftener enriched by the well-trained college graduate than that of the tradesman and during that same period no company of men have shown greater advancement. A clown is no longer wanted at the corner grocery. Men with brains are sought for for the department store. The traveling man who wants a day off to meet his classmates at the Commencement dinner is no longer a curiosity. Heads of commercial houses are making places in the ranks of their workmen for their sons, graduated or soon to be graduated. Men with the business harness on are constantly exchanging greetings with their classmates and, business over, grow young again by reliving the old college days. The country from one end to the other is permeated with their influence and from one end of the country to the other they are constantly called upon to fill places of public trust. Not a city to-day is suffering from trickery and ignorant mismanagement which does not feel the need of this head training to counteract and subdue the heel training of the preceding generation's riotous boyhood. This is the country's want to-day, and the Tradesman, in a position where it sees how widespread that want is, joins heartily with State and University in the rejoicing at the home-coming of these prize-bearing boys, because it sees here a convincing proof that the time is not far-distant when the heels shall give way more to the head and the head shall assume its rightful place in the management of the world's business.

When a girl says she will be a sister to a fellow she has turned down, she means she will borrow his hats and coats and neckties and things, to wear out with the young man she has accepted.

KLONDIKE OR NOME?

History is repeating herself, and recent history at that. The startling story of '49 now from the Distant Northwest has been told to eager hearers, and that part of communities who have been complaining that they never had a chance are sure now that the chance has come and that in the Klondike or at Nome they are going to pick up the nuggets of gold at the rate of nobody knows how many dollars an hour; and a year from now they will be walking the streets of their native town, the nabobs of the place and so at last admitted to be somebody. Just now these future millionaires are halting between two, not opinions, but places. Shall it be Klondike or Nome that will disgorge to them its enormous treasure? The latter will probably be the choice because there the least exertion will be called for to uncover the precious metal. It can be had for the picking up. One man—the statement is not to be questioned—in an hour picked up seventeen dollars' worth of gold. Ten hours of toil—the eight hour law has not there been passed—is a day's work worth doing. There is money in it; but even this amount per diem to the large majority who are going is much too small and it involves too much labor. It is the man with the brain that scoops in the ducats—the other fellow does the work. So then when the gold field has been reached all that is needed is to "watch out" and pretty soon, without the movement of a muscle, the money comes rolling in and presto! home we go millionaires.

This kind of idea makes good material for some very poor day-dreams, and for nothing else, and would not be worth the writing here if it were not a fairly accurate statement of what is actually going on in the minds of too many of these men who can always get rich or at least make a good living if they can only get somewhere else. Like old Langworthy's cow they are not contented until they get on the other side of the fence and then bellow until they get back again. At home there is no inducement to do anything. Everybody is against them and when mankind is disposed to assist, nature comes in and puts a stop to it. This year it was a flood. Last year the drought played the mischief with the crops. The year before the grasshopper was a burden. Next year the Klondike or the Nome will settle things.

Ever since Dewey threw open the golden gates of the morning, this class of men have been curious to know if there is any chance for a man to get on in the Philippines. Is trade good? Is there a chance for a man with a little money to forge ahead? Are the natives shrewd? What sort of business would be likely to pay best? Say a man had five hundred dollars; how could he double it soonest with the least effort? There are other questions; but, near or remote, they all circle around that center where with the smallest amount of energy the largest returns are to be found. It is still Klondike or Nome and the question will be settled by choosing the place where is the least to be done.

The attempt to better one's self is not a new one. Here individual history is the world's history; and it is as true today as it always has been that success or failure depends on the man more than on anything else. Will he who never did a stroke of work in his life go to the gold fields and, when he finds that the gold there must be dug for, dig for it? Not he. It is the last thing he will

do. He can dig at home; and on that "dig" the whole matter rests. The man who can go out into the wilderness and, grappling with nature as he finds her, wrest from her a fortune is the man to go to Klondike or Nome or stay at home. Wherever chance or circumstance puts him, there he pitches his tent and goes to work. Fortune may frown and he laughs at her. Nature turns to him the cold shoulder and, undismayed, he studies her and by his push and pluck wins her favor. No cad is he. No lout is he—no thing of circumstance. So the world wants him and greets him with extended hands. The Klondike and Nome urge him with beckoning finger to come to them. He goes or stays with the same result—success.

It is not the place, then, that fixes the fortune, but the man. There is something in adventure; a new country with new experiences may stir into wakefulness what has been asleep. Danger may call forth qualities until then unknown; but the manhood so brought out will not be found incompetent, the very character which the responsible places of the world do not want and will not have. Without doubt Manila has golden prizes for the right kind of men; but the man who is a failure at home is not the one to win them. The keen, the bright, the active, the smart, the ready brain and the willing hand—these are the elements of success and there is no need of taking them to Alaska to set them to work.

This busy city of Grand Rapids has more than one instance to establish the fact, if it need establishing. Right here where, to the homeborn, there was no chance, the aspirant for making his way in the world took off his coat and went to work. Misfortune blocked his way. He thrust her from his path. Fire burned what little he had earned. He swept the hot ashes from the ground and, without wincing, laid there on the hot earth the foundations of a future fortune. How that man has fought in the very face of fate! How he "while his companions slept was toiling upward in the night." How unkindness and indifference—by far the worse—misused him; and how fearlessly and manfully—there's the secret of it—he has kept bravely on until now, with the world ashamed of herself, he points to the work he has done and, with commendable pride, declares to her, "In spite of you!"

It is always so. It is not the field. It is the man. The mountain sides of Klondike and the water courses of Nome may gleam with gold and the incompetent will remain incompetent within touch; but he who goes to work, asking no odds and receiving none, will find his field in his dooryard and will make that dooryard an inspiration to others as it has been to him and will enable them to be as indifferent as he was to locality. Klondike or Nome or Grand Rapids!

There is a time for all things. The man who marries at leisure may repent in haste.

The cream of society has not been skimmed from the milk of human kindness.

The days of small things are not to be despised. They are nursery days.

A congregation will stick to a preacher who sticks to his text.

Russia prepares for peace or war by building railroads.



Here It Is!
The Holmes Generator

Just what you have been looking for. The latest, the best, the safest, the most durable and most saving of carbide on the market. It has the improvements long sought for by all generator manufacturers. No more wasted gas, no over heating, no smoke, no coals on burners. Only one-tenth as much gas escapes when charging as in former machines and you **cannot blow it up**. It's safe, it's simple. It is sold under a guarantee. You put the carbide in and the machine does the rest. It is perfectly automatic. A perfect and steady light at all times. No flickering or going out when charged. Do not buy a Generator until you have seen this. You want a good one and we have it. It's made for business. Fully approved by Board of Underwriters. Catalogue and prices cheerfully sent on application. Experienced acetylene gas agents wanted. Limited territory for sale. Also dealers in Carbide, Fixtures, Fittings, Pipe.

Holmes-Bailey Acetylene Gas Co.
Manton, Michigan.



The Imperial Gas Lamp

Fully covered by U. S. Patents

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

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

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

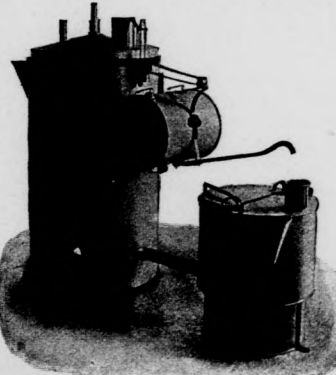
The Imperial Gas Lamp is generally conceded to be the best value, all things considered. Satisfaction assured.

Write for catalogue.

The Imperial Gas Lamp Co.,
132 and 134 Lake St.,
Chicago, Ill.

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

Acetylene Gas Better than ELECTRIC LIGHT and in Quality Next to SUNLIGHT.....



After 10 months this statement is made by one who has used the Cline Machine, which is made only by the Alexander Furnace & Mfg Co. of Lansing, Mich.

Lansing, Cal., Feb. 1st, 1900.
Alexander Furnace & Mfg Co., Lansing, Mich.

Dear Sirs: The Cline Acetylene Gas Machine which I bought from you through E. Carl Bank in March, 1899, was received and set in operation on the fifth of April and has been in nightly use ever since, and has never failed to give the nearest approach to daylight of any machine or light yet brought to my attention. It works automatically and to my entire satisfaction and I would not exchange it after ten months' use for electricity or any other artificial light. The machine shows no signs of wear, it is made from the best of material and will last for years.

Yours respectfully,
A. L. ADAMS, M. D.

Write the Alexander Furnace & Mfg Co., Lansing, Mich., for full information.

Dry Goods

The Dry Goods Market.

Staple Cottons—It has been expected for some little time that certain lines of bleached cottons would be advanced, but these advances did not materialize, and the break in raw cotton has undoubtedly spoiled the prospects of any immediate advances. The only change that has come over them is the placing of quotations "at value." This is considered by many as a positive sign that the goods are on the point of advancing, but others argue that while it was expected that they would advance, the changes that have come over the market for raw cotton would decidedly hinder this. The demand for goods for quick delivering is something very large in all grades, and even advanced prices are offered where there is any possibility of getting the goods at once. Brown sheetings and drills in all weights show no changes in condition and the same is true of wide sheetings, cotton flannels, blankets, etc. The demand for denims, ticks, plaids and coarse colored cottons generally is limited only by the disposition and ability of sellers to accept contracts. There is almost nothing available for quick supplies, and few sellers are willing to accept contracts for distant dates.

Dress Goods—The dress goods market this week lacks anything in the way of snap. Buyers are proceeding about their business in a leisurely fashion and do not appear to be in any hurry to get through. From present indications, it is likely that the season will be rather an extended one. Business is running along in a smooth channel, without showing any unique preference in regard to style. Many different lines seem to be about equal, as far as choice is concerned, and the buyers are covering a wide range of styles. The orders throughout are moderate, but of a nature indicating that they will be substantial. Prices of all wool or worsted goods are naturally very high, and buyers have hesitated a long time over plunging upon the fine grades. Cheap goods have frequently shown by far the better business. As yet it is impossible to say whether plain goods or fancies will predominate. The buyer himself is in doubt as to what he shall do; whether it will be a plain goods or a fancy goods season. Some of them, to be sure, have made up their minds, and have placed orders for fancies very heavily. The greatest difficulty that confronts the buyer to-day is the question of price. It has been customary for him to have certain goods at certain prices year after year, but the great changes that have come over the market this season often make it impossible to carry out this condition, and the result is that he must break the custom, and charge more for these goods, or lose his profit in order to retain his reputation, which too frequently is based upon just this matter. A dry goods firm dislikes very much to upset an established custom; in fancy goods it matters very little, but in plain goods it is a serious problem for the retailer; for in these goods the established prices are more often to be found. On the higher priced goods the situation is easier, because there is more confidence in the actual values. The buyer feels more sure that he can secure the right prices than he does on the so-called manipulated lines. This question of set prices has been met by the mills, by putting into such fabrics enough cotton

to bring them out at the proper prices, and as a rule it has not been necessary to make enough change in the make-up to affect the appearance of the goods. Thus the retailer is in many cases enabled to meet the demands of his customers, if not with the same goods that he has sold them in past years, at least with goods that look the same, and that will probably give fair satisfaction. That these goods will give satisfaction, however, is not sure, and the merchant may find it a little difficult to dispose of all he buys. The buyer fully realizes this, and this is the cause of his hesitancy and extreme deliberation.

Knit Goods—Any manufacturer who has any available goods on hand will be able to sell them at a much higher figure than they commanded during the preceding season. The demand for bal-briggans has reached enormous proportions, and has caused the market to be practically bare of them. The demand has not subsided, but has to go unsatiated. The only goods that may still be obtained are some lines of flat wool goods. These lines as a rule sell more slowly than most other lines, but this year a great deal larger business was accomplished, and the variety left is not nearly as large as is usually the case at this time of the year. There have been times during the past season when the business transacted in the lower grades of these goods was very small, but of late there has been an increased demand for them, and the chances are that the full capacity of the mills will soon be under orders.

Hosiery—There is still very little change in the hosiery situation, conditions remaining almost identical with those in the underwear business. There is very little cancellation. In fact, the manufacturers would not mind if there were more of it, as they could sell the goods at a big advance. In one case that came to our notice, a well-known hosiery house had only one cancellation; a few minutes after the order was cancelled the goods were sold at an advance of 20 per cent. The lines of seamless hosiery are selling fairly well, but if the prices charged fully covered the advance in raw material, much fewer orders would have been taken. The chances are in favor of a rising market, as hosiery yarns are steadily rising, and the manufacturers will be forced to raise prices as well. Importers have had a very busy week in hosiery, and have booked a large number of orders. They are greatly handicapped by the slowness of the deliveries by the foreign manufacturers. Prices are very firm. One of the chief reasons for the delay in delivering goods is on account of the great coal strike in Germany, which seriously handicaps the working of the machinery.

Carpets—The large houses claim that the retail trade is two weeks behind. Some do not expect any active business on new goods before the first of April, when the usual spring house-cleaning time begins. Some large department and smaller retail stores have this year as usual held their regular clearing sales of old stocks during February and March. The retailers, having anticipated the last advances on carpets, placed orders early with the jobbers and manufacturers, and it is not expected that the duplicate business will be very large. As a result, the advances will be harder to obtain. From a wholesale standpoint the carpet situation is in a healthier condition than it has been for years. All indications are that there will be no jobs on the market at the end of the season.

Hot Weather Goods

Organdies, Dimities, Challies and Lawns, ranging in widths from 24 to 32 inches, in all the newest colorings, such as New Blues and Bright Pinks, which will be in great demand this coming season. Also plain cords, small and large figures, in all colors. Our line bears inspection. Write for samples.

P. STEKETEE & SONS,
WHOLESALE DRY GOODS.

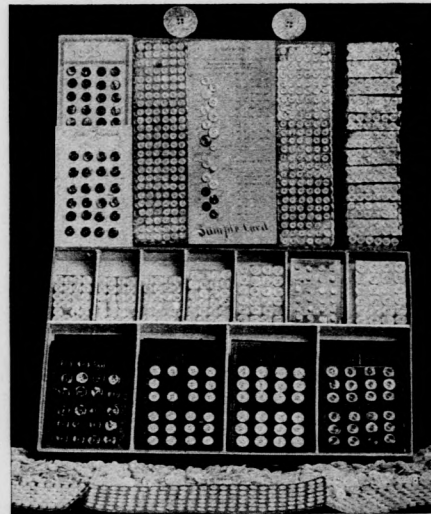
Grand Rapids, Michigan.

Pearl Buttons on Approval

Display Carton 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

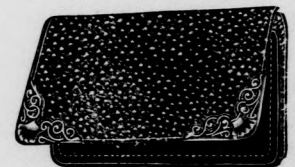
Unexcelled in workmanship and durability. Every pair guaranteed. Write us and our agent will call on you.

Michigan
Suspender
Company,
Plainwell, Mich.



An Item

That is very essential to a well kept notion stock is the pocket book. We are not manufacturers of these goods, but modestly claim the assortment we are now showing is equal to that of many of them. If your stock is low, sort up now and get the pick of the line. Prices range from 40 cents to \$4 50 per dozen.



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

Strange Antics of the Chain.
Written for the Tradesman.

There was recently witnessed in a Northern Michigan village an exhibition which entitles it to be called strange, being nothing less than an ordinary iron linked chain climbing a pole planted centrally in the village square.

As the entertainment was about to begin, the fact was heralded by a merry jingling of the chain as it was slowly creeping up the smooth surface of a strong pole about a dozen feet high, the very strangeness of which act riveted the feet of passers-by, even those who were on business bent remaining to watch.

The seemingly unnecessary coincidence was that at each end of the chain a heavy ring was secured, one encircling the pole loosely, allowing it freely to follow the chain up or down, while to prevent its being slipped over the top there was securely nailed, with its open chine up, a barrel, to the top of which the chain entertainer climbed, poised its weight there a moment, then noisily tumbled into the barrel.

The chain soon reappeared at the top and, carefully following the outer rim of the barrel, proceeded with a few turns to wind its entire length about the same, when it retraced its way until unwound again, then threw itself in its entire length down on to the top of a very large box fastened to the foot of the pole, up which it extended fully one-half its length. The rattling caused could readily have been heard two blocks away.

In its caperings about the top of this box it fell off the side farthest from the pole, where its length was not sufficient to reach the ground, but its strength was enough to prevent breaking. So it started to creep back up the smooth side of that box, which feat it actually accomplished, aided to some extent no doubt by the short cleats nailed there apparently for that purpose.

The chain now took several turns about the top of the box, when, incautiously getting too near, it fell over the edge and all in a heap on the ground. Then, remaining stationary but a moment, as if ashamed of its own awkwardness it sullenly crawled its farthest limit inside the box, a hole in one corner forming a means of ingress. But the inside air evidently did not suit his chainship, for it came out again almost immediately, and with many a noisy jingle and rattle went as far around the big box as its end, still attached to the pole, would allow it to go, then back again and around the other way, as if to test the length and strength of the tie that bound it to its post of duty. Returning, it ascended partly up the pole, only to fall in a jangling heap at its foot, from which it started off in a tangent as far from the pole as it could possibly extend in a straight line. Maintaining a stiff rigidity, it described a true circle with its outer end, the center of which was the pole, until further progress that way was stopped by the box, which only caused the chain to turn and go as far the other way as the trio—its length, the box and the pole—would permit. The while its entire length had more the appearance of a solid bar of iron than a chain with its many interlocking links.

Now forward and backward a full dozen times, only to double itself back to the foot of the pole again, up which it seemed to glide snake fashion until it went over into the barrel with a merry rattle. Thence out once more and kerflop down to the ground, after having

utilized the top of the box as a halfway landing.

While quiet was maintained for a space of half a minute, it was asserted by those standing near that this was a regular daily occurrence. Then the chain straightened rigidly out towards the bystanders, one of whom placed within reach of the free end of the chain a bottle of beer! This was instantly seized and elevated fully four and a half feet from the ground and, although no human hand was near, that beer was slowly poured through the iron ring at the outer free end of the chain, with motions almost identical with what would have been witnessed had an old toper been giving an object lesson about the ways and means of settling the drink question by removing the source of temptation.

Simultaneously with the dropping of the bottle began as rapid movements of that chain as though a full-grown boy was celebrating Halloween by shaking its free end up and down on the metal roof of some convenient building. It fairly danced—now in, now out, now up, now down, now flat on the earth; again up the pole, on top, around and in the box, continuously jingling its merry jangle as though highly pleased at its own antics.

Anon a stick of wood was seized as though by human hands, thrust through the outer ring and twisted hard one way until the chain, from seeming exhaustion, fell on the ground as one might if choked almost to strangulation. This was repeated again and again until the stick fell outside the circle the chain moved in, when the tensely tightened chain fell limp and lifeless on the ground, whence with a heartless jingle it slunk off into the box out of sight of men, as though it realized it was drunk and ought to hide its links from the public gaze.

Let us now look more closely for the cause of these "Strange Antics of the Chain." If we do we shall see that there is a neck inside the outer ring—which accounts for where the beer went, as all necks are built that way. A head was on one end of this neck, while a body held attachment to the other end, a combination of impediments to prevent its slipping out of its environment. That neck, that head, that body were the component parts of a half-grown bear—which ends our story with its title head, explaining in fullest measure all these recorded and most truly "Strange Antics of the Chain."

L. A. Ely.

Buyer of Bad Bills.

From the Kansas City Journal.

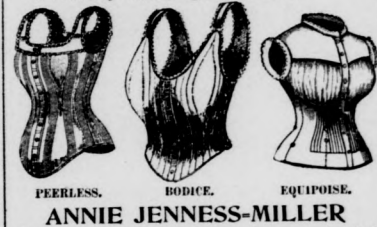
J. J. Bick, a Monroe county man, has a peculiar way of making a living. His plan is to buy bad debts, sue the debtor, get judgment, and then watch for an opportunity to force a settlement. He has been snubbed, slighted, made a target for ancient eggs and cabbage and the like, but he goes serenely on piling up judgments against thirty or more persons at one term of court and figuring on the prosperity he will enjoy when he collects the \$50,000 he has been legally promised in the last few years.

From the Woman's Standpoint.

From the Western Club Woman.

Dr. Shradly says: "The curse of American men is striving after luxuries for their wives." Any one who has traveled across the country and watched the rise of big barns alongside of little houses, or noted the presence of sulky plows and mowers where wringers and washing machines are considered a luxury, will believe his statement implicitly.

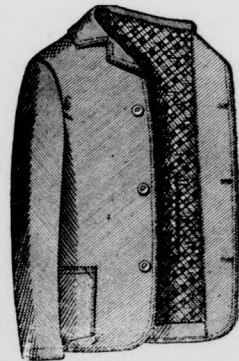
Madame Salisbury's Peerless Hygienic CORSETS
Graceful, Healthful, Perfect Fitting
Combining Health, Comfort, Beauty and Durability with Elegance of Form.



ANNE JENNESS-MILLER
Says that "personal beauty and grace are elements of power." Freedom and grace of movement cannot be obtained when confined in a stiff corset. Thousands of sensible women wear our Peerless Waist or Bodice, Perfect Corset Substitutes, also our Jersey-Fitting Union Suits, Egyptian Tights and Divided Skirts. For PATTERNS, and finely illustrated pamphlet on "Artistic Hygienic Dressing," send 2c stamp. Agent wanted in every town.
Madame C. F. Salisbury.
Battle Creek, Mich.

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.

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

FLEISCHMANN & CO.
SPECIAL OFFER:

An Opportunity to Procure the Best Cook Book Published.



THE REVISED PRESIDENTIAL COOK BOOK Containing 1400 tested recipes, information on carving, how to cook for the sick, hints on dinner giving, table etiquette, etc. It has 448 pages, is 8 1/2 x 6 inches in size, and contains numerous illustrations. By sending FLEISCHMANN & CO., 419 Plum Street, Cincinnati, Ohio, 10 two-cent postage stamps and 25 of our Yellow Labels, one of which is attached to each cake of our Compressed Yeast, this splendid publication will be forwarded to your address by return mail free of all charges.

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

The Michigan Wall Paper Co.-Limited

Dealers in

Wall Paper, Painters' Supplies,
Window Shades.

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

202 Randolph St.,

Detroit, Mich.

Woman's World

How Women Can Make the City Great.

It is deplorably true that women, as a general thing, have very lax and hazy ideas of their duty as citizens. They criticise and regret the shortcomings of their town, but it seldom occurs to them that they are in any way responsible for the faults they condemn. A woman will grow eloquent, for instance, denouncing the filthy conditions of the streets, yet let her own sidewalk go unswept, and permit her servants to throw trash in the gutters, and to leave her garbage can on the back porch to smell to high heaven and offend every passer-by. In the same way she may deplore the lack of prosperity and of enterprise in her town and contrast it to its disadvantage with the progressive and thrifty cities of other sections of the country, yet tell you in the next breath that she always buys her clothes in New York, and her silverware and china in Chicago. Moreover, she does this with a serene faith in her perfect consistency. She never dreams that she is to blame or that she has failed in her duty as a citizen, whatever other people may have done. When things go wrong it's always somebody else's fault. Not hers, thank goodness!

Not all women are like this, fortunately, and a notable example of the woman whose patriotism really means something was given last week when a Kansas City girl presented an object lesson to the women of her city that the women of other places may learn to their profit. There was a masquerade ball given in that town, and this up-to-date young woman, instead of going to it attired to represent "Marie Stuart," or "A Lady of the Time of Louis IV.," or something equally romantic and far-fetched, appeared as a maid who was made in Kansas City. Every article of her costume was composed of things manufactured in that city and bore the name of the manufacturers and plants at which they were made. On her wrists she wore bracelets of twist tobacco, manufactured there, her hat, gloves, shoes, frock were all of home product, and she carried a little box from which she distributed chewing gum and candy, all "made in Kansas City." It is unnecessary to say that she was the success of the evening, and more than that, she was a revelation to all the other women present that their own town made everything a woman actually needed for her attire.

The Kansas City girl is the kind of a woman who is a good citizen, and who helps build up a town, and her example is one that should peculiarly commend itself to the women of Grand Rapids. There is no one thing that keeps this city back more than the fact that we have so few women who "are made in Grand Rapids." The sending away shopping habit is a worse blight on trade than a quarantine, but we have it so badly that even many women who have their clothes made here are snobby enough to pretend that they are made in the East. Only fancy, if all the women here who have money to spend were made in Grand Rapids instead of New York and Chicago, what a boom to the retail trade it would be, what splendid factories we might build, what a big, rich, progressive city we should have!

It is a burning shame, but it's gospel truth, that nowhere else is civic pride at a lower ebb than it is here, and nowhere is a prophet so entirely without

honor in his own country as with us. Our writers have to make their reputation elsewhere before we will take the trouble to read what they write. Our song birds have to spread their wings and fly away from home, and it is only after they have come back with a laurel wreath they got elsewhere that we add our little sprig of green to it.

Then there is the school question. We have a magnificent public school system, yet numerous good citizens act on the theory that a Grand Rapids education is not good enough for their children and that they must send them off to school or else they haven't done their full duty by them. They have to come back with the unmistakable stamp of some Eastern college on their education or else we are suspicious of it. To obtain this is always a sacrifice of the sweetest years of one's children's lives—the years that alone belong to us before the world claims them; often it is a terrible sacrifice of comforts if the parents are of small means, and it is pitiful to think of so much being offered up on the altar of a mere illusion. Ninety-nine times out of a hundred the money and the child could both be better kept at home. It is distance that robs the far-off college in its haze of superior scholarship, and the school around the corner is every whit as good, and capable of teaching Reginald and Sophia a lot more than they will ever learn.

There is also another side to this matter, and one well worthy of consideration. Youth is the time of making friends. It is only when the heart is at the springtime of life that it throws out tendrils that cling about another heart. Many of the most advantageous social and business connections are formed on the playground and in the schoolroom. There boys and girls come to know each other, and the intimacy thus formed they carry out into the world of affairs. The boy who knows that Tom could always be trusted to play fair, that Bob would cheat and lie and that Dick was slow but sure has an intimate working knowledge of the character of the men with whom he is going to do business, when he gets grown and starts out for himself, that is about as valuable a piece of information as any college could impart to him. The girl who has found out through many years of going to school with her that another girl is thoroughly sweet and sympathetic is not going to drop her because of any little difference in social standing or wealth, and many a poor girl owes a good match to having gone to school with her future husband's sister. All of these pleasures and advantages the boy and girl lose who are sent off from home to school. However devoted they are to their chums, they part at the schoolroom door, seldom, if ever, to meet again, and then with hearts and lives estranged by distance and difference in pursuits and pleasures. Except under very peculiar circumstances the education that is made in Grand Rapids is good enough for the girls who expect to marry here and the boys who expect to do business here.

In some of its phases, this depreciation of everything that is made in Grand Rapids and the glorification of everything that has a foreign trade-mark are very amusing. For one thing, it makes us a bright and shining mark for every kind of a pretentious humbug. We take strangers at their own valuation and have an especial weakness for buying literary gold bricks. All that is

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 Widdicombe Bldg., Grand Rapids, Mich.

WORLD'S BEST

S. C. W.

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

H. M. Reynolds & Son,

Manufacturers of

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

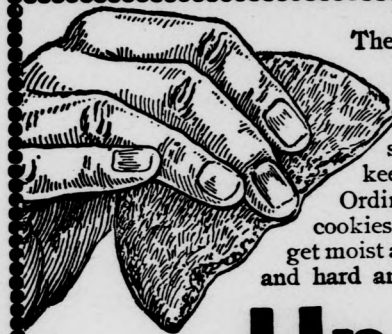
Grand Rapids, Mich.

ESTABLISHED 1868

Detroit, Mich.

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

Foot 1st St.



The new wafer is just right (just crisp enough, just sweet enough, just *gingery* enough) and the sealed, air tight package keeps it just right until eaten. Ordinary ginger cakes and cookies, sold in the usual way, get moist and soggy in damp weather and hard and tough in dry weather.

Uneededa Jinjer Wayfer

keeps fresh and deliciously crisp and tender. Its high quality is assured by the fact that it comes from the ovens which bake Uneededa Biscuit.

Made by NATIONAL BISCUIT COMPANY,
which owns the registered trade mark Uneededa.



necessary is for the seller to wear eye-glasses, and have a New England accent, and the nerve to assure us that they are the greatest thing alive, and all the rest is dead easy. We furnish the faith to believe anything. It would take volumes to tell the times we have been taken in and done for, the unknown and spurious idols before which we have burned incense and the receptions and dinners we have bestowed upon lions who had never dared to roar at home. I recall one particular case of a woman, some years ago, who posed around for several months and who was spoken of in bated breath as "a distinguished authoress from —." Nobody seemed able to recall the titles of her books, but we didn't blame her for that. With characteristic humility, we attributed our ignorance to our unfamiliarity with what is best in literature until one adventurous spirit asked her plump out what her books were about. "Oh," she replied sweetly, "I haven't written anything yet, but I intend to write a book sometime." Wasn't that a delicious illustration of our peculiarity? Home talent has to be able to read its title clear, but with strangers it's another story.

We also want more opinions made in Grand Rapids. We don't want to accept Boston's opinion of us, or New York's opinion, or Chicago's, or San Francisco's. We have been altogether too much in the way of agreeing with them when they were kind enough to point out our faults to us. What we want to do is to be more assertive of our virtues. We need to appreciate our blessings and call other people's attention to them. Find a progressive city, and you will find one whose citizens spend their lives from the cradle to the grave chanting paeans of praise in its honor. It may be truthfully urged that women have neither the money nor the training to build factories and inaugurate great enterprises, or even to make and enforce laws for the good of their town, but no one will deny they do most of the talking. That is their opportunity, and every woman who is firmly convinced that she lives in the only town on earth, and doesn't mind saying so, is worth her weight in gold as a good citizen. Too long have we taken the good dollars that were made in Grand Rapids and spent them elsewhere. It is time for the women to realize that they have something to do with the prosperity of a town as well as the men, and when we have more women of the Kansas City girl's type, who are "made in Grand Rapids," we shall have the great city of which we dream. Dorothy Dix.

Some of the Overpraised Virtues.

Sometimes it must occur to even the most casual observer that good women are often the victims of their own virtues and that many of the precepts laid down for their guidance are more honored in the breach than the observance. Take, for instance, the old adage that, "What is worth doing at all is worth doing well." That apparently unassailable maxim has slain its thousands and sent its tens of thousands to insane asylums and sanitariums.

A woman brought up in that faith feels it nothing short of a crime to baste a thing up, if she can put out her eyes and get a backache putting in little, close stitches, although the basting might answer every purpose just as well. She considers it her duty to make a burnt offering of herself over the kitchen stove preparing fancy dishes for her

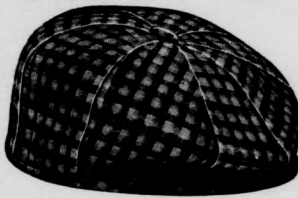
family, although she knows perfectly well she might save herself, and they would be better off if she gave them plain food to eat. She grows old before her time sweeping, dusting and polishing up her over-clean house, but she despises the woman who gives her house cleaning a lick and a promise and then goes off to enjoy herself, yet between the two the latter has the truer philosophy of life. There is an art of slighting work, as well as doing it, that is worth learning.

Then there is patience. Patience is universally believed to be a good woman's long suit. A reasonable amount of it is, without doubt, highly to be commended and recommended, but it is a virtue that is very easily overdone. Truth compels one to admit that woman's patience is at the bottom of a good many of the crying evils of the day. It is never the patient mistress who has good servants. It is the woman whose eagle eye is going to see every neglected duty and who is going to raise Cain about it who gets her tablecloths put on straight and her beds swept under. It is the patient friends who can be counted on to forgive who have to exercise that virtue seventy and seven times. The impatient woman who isn't going to be put off with any old thing is treated with respect, and doesn't have anything to forgive. It is the patient woman, moreover, who is responsible for nine-tenths of the drunken husbands. It is because there are no patient husbands who sit up with a saintly smile to let drunken wives into the house at unseemly hours that keeps women in the paths of sobriety and decency.

Another thing is unselfishness. Volumes have been written to exploit this crowning virtue of womanhood. Romance and poetry hold it aloft as the beacon light towards which the entire sex should struggle. Yet there have been more useless suffering and idiotic self-sacrifice committed in its name than for all other causes in the world combined. The perfectly unselfish woman is the instigator of selfishness in others. The ideally unselfish wife makes a tyrant of her husband before he knows it. She is always willing to give away without a word, and he lets her do it. She is always anxious for him to have the best of things, and he takes them. It is the woman who has a proper degree of selfishness and who asserts and gets her share of the good things of life that remains her husband's companion and friend. The unselfish mother is the one who drops out of her set in society to rock her babies to sleep—who, when her children are older, goes in a shabby turned frock to let her girls have real lace and bangles, and who stays in the kitchen to serve the meals, instead of sitting at the head of her own table. Of course, such devotion, such angelic self-sacrifice, make her the object of adoration in her family? Not at all. Invariably her children despise her. No one ever saw a perfectly unselfish mother whose children didn't have a contempt for her. It is the selfish mother who has good and admiring children. The truth is that there are many good qualities that we need to season life, but we want to use them with forbearance and judgment. Salt is a necessity, but too much of it ruins a dinner. Cora Stowell.

No trade is so well established that it can ignore advertising and no trust is so strong that it can defy competition.

HATS



Caps and Gloves

Spring and Summer Styles at Cut Rates to Cash Buyers

\$ 2.25 per doz. goods	.....	\$72.00
4.50 per doz. goods	.....	4.00
6.00 per doz. goods	.....	5.50
7.50 per doz. goods	.....	7.00
9.00 per doz. goods	.....	8.50
12.00 per doz. goods	.....	11.25
13.50 per doz. goods	.....	12.50
Less 2 per cent.		

Wholesale only. Call or send for samples.

Walter Buhl & Co.,
Detroit, Mich.

Our line of WORLD Bicycles for 1900



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

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

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

An Interesting Price List

Our New Harness Price List is out and you can have it by asking for it. It tells about the 85 styles of harness that we make. It is a harness you can sell to your customer with a guarantee and we will stand behind you. Makes satisfied customers, and that is what you want.

Brown & Sehler,
Grand Rapids, Mich.

RUBBER STAMPS

You can do business with. Write now to **BUSINESS STAMP WORKS.** 49 and 50 Tower Block, Grand Rapids, Mich. Catalogue for the asking. Both Phones 2255.

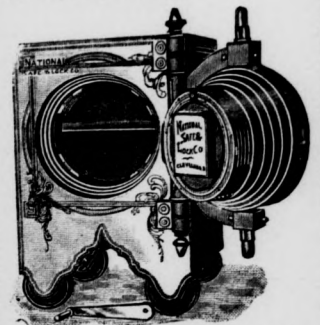
Awnings, Tents, Flags,

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.

The National Safe & Lock Co.



The above cut of our celebrated CANNON BREECH SCREW DOOR BANK SAFE represents the acme of perfection in safe building. The screw action with which the door of this safe is secured is an exact duplicate of the Vickers' Sons and Maxim guns adopted by the U. S. Government. Recent bank robberies have demonstrated the door to be the point of attack and nitroglycerine the irresistible agency of destruction and that old methods of defense can not stand new modes of attack, hence we lay such stress upon the strength and close fit of our door. There is no instance on record where one of these safes has ever been opened by an expert or burglars. Ask our competitors if they can show a like record.

Estimates furnished on fire and burglar proof vaults, deposit boxes, etc. We carry a full line of fire and burglar proof safes in stock.

THE NATIONAL SAFE & LOCK CO., 129 Jefferson Ave., Detroit, Mich.

W. M. HULL, Manager.

Aluminum Money

Will Increase Your Business.



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

Hardware

How to Build up Trade by Advertising.

After thinking about the matter I concluded that if there was any one thing in my business experience in which I had no method it was in advertising. This brought the question up as to the meaning of the word advertising, and, on looking up different definitions for it, I decided that "Making public what you wish others to know" was about the best definition that I could find. This means, keep the public talking about you and about what you are doing and what you have to sell. Ben Butler once said that he would rather people would talk mean about him than say nothing about him, and sometimes I think the business man who goes along quietly in the even tenor of his way and says nothing himself and has no one else saying anything about him would better have somebody talking mean about him than saying nothing.

I have tried various means of publishing to the people with whom I wished to do business the fact that I had the goods they wanted in sufficient quantities to supply their needs and at prices at which they could afford to buy them. I think one of the best ways to reach the trade is by personal letters. I have a list of all the farmers in my county and some names in adjoining counties, not only including the landowners, but the better class of renters also, and I mail to them, at least three times a year, a personal letter calling their particular attention to certain lines of seasonal goods, both in the hardware and implement lines, and if I have any special bargains to offer I mention them and quote prices on them.

In addition to this I have, for several years, sent out calendars the first of the year to my farmer customers, being careful to send nice ones that they will keep during the year.

I advertise quite largely, both by display advertisements and locals, in both the newspapers in our town, and at some seasons of the year in other papers published in other towns in the county. I aim to change my display advertisement at least once every two weeks and often every week. I think it is very important in advertising to be honest with your customers. Avoid the stereotyped statements that you see in so many advertisements, "that our stock this spring is larger than ever before," "our prices are lower than ever," and a number of others of very similar character. I do not mean by this that in advertising a person should not claim all the advantages he has, but, first, be sure that you have advantages. If you know that you own a certain line of goods at a lower price than your competitors are paying for them, explain this to your customer and take all the credit for looking after his interest that you can, and, if you are advertising that you are making special prices or offering special bargains in any line of goods, be very sure that your prices are special and that the bargains you are offering are really better than your customer can get at other stores in your neighborhood.

I believe a man to be a good advertiser must, first, be a good buyer; second, he must be thoroughly honest with his trade. This naturally brings up the question of quality in goods we handle. If you have a second-class article in stock that you have bought at a low figure do not advertise it as a first-class

article. In the implement business especially stick to good reliable goods, manufactured by factories with standing reputation and capital, even if you can not make as much profit on the sale of their goods at the time as you could on some outside brand.

If you can get the people in your county to believe that a certain line of plows, cook stoves or wagons are the best goods of their kind made and thus build up a large trade on them, your business, to that manufacturer, is worth more and they can afford to give you lower prices than if you handle a half dozen different kinds of implements or stoves and try to tell the people that they are all equally good. There can only be one best thing. Satisfy yourself who makes the best thing in each line you handle, from a pocket knife up to a threshing machine, then go to work for that line and continue to handle it from year to year as long as you are satisfied that it remains at the head. Ask a fair legitimate profit, and no more, on these lines and then maintain your prices without regard to what competitors ask for similar goods.

Make good to your customers every statement and warrant made on your best lines, without regard to what it costs you. Meet competitors' prices and beat them on some other lines bought for that purpose, even if you lose money on these other lines. Keep posted on what your competitors are selling and if they are getting more trade on any line than you are, find out the reason, then direct your advertising so as to change this state of affairs as soon as possible.

E. A. Rea.

One Good Turn Deserves Another.

From the Muskegon Chronicle.

A Muskegon commercial traveler once found himself stalled in a snowdrift. On board was a miscellaneous collection of passengers, but the wailing which most attracted his attention was that of an old lady who thought she could be contented if she only had a "cup of tay." The gallant drummer had some tea samples in his grip and a happy thought struck him. He climbed into the baggage car and got a lamp and a pan and made some fairly presentable tea. But he had reckoned without his host or his tea. One cup was the match that set aflame an appetite for tea that should have been a subject for the late Dr. Keeley. She called for more tea and the drummer's precious Oolong samples disappeared like the snowdrifts ahead didn't. Eventually a smile stole across the woman's face, but took nothing else in particular. The drummer and his gripsack sank exhausted. Then an old man across the aisle broke in with a timid, "Now, you haven't a drop of whisky wid you, have you?" The drummer had something traveling under that alias, a brand of Baldwin whisky guaranteed to kill at a hundred yards. He passed the bottle over. The fellow-passenger took a long pull and said: "Thank ye, sir. You have saved me life."

"And," the drummer murmured as he gazed at the empty flask, "lengthened mine."

He Had the Cash.

He lacked refinement, culture, grace,
He had no charm of form or face,
To see him read would pain your sight,
'Twas misery for him to write.
And yet, like all that's human, he
Had one trait of humanity—
And that the best, I might here state—
At making money he was great.

Wherefore around him all men flocked,
And women, too, and were not shocked
At things he'd do or things he'd say,
In his rough, coarse and brutal way,
They merely smiled indulgently,
And said: "How free from guile is he!
He doesn't have to try to please—
We love his eccentricities."

Fasting is a hungry fad that does not last.

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.

121 S. Front St., Opposite Pearl.
Grand Rapids, Mich.

Bell and Citizens Phones 261.

YOU ARE LOOKING

for a paint that will sell. We are looking for a hustling dealer in your town. You know where we are. Let us know where you are and we will do the rest.

The Patterson-Sargent Co.,

Manufacturers of B P S Paints and Varnishes.

CLEVELAND,
CHICAGO,
NEW YORK.

Syrup and Sugar Makers' Supplies



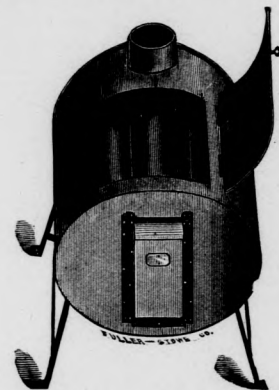
Write for prices.

**Wm. Brummeler
& Sons,**

Manufacturers of
TINWARE AND
SHEET METAL
GOODS.

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

CAR STOVES



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

Best made stove for the purpose on the market.

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

Four Kinds of Coupon Books

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

TRADESMAN COMPANY, Grand Rapids, Mich.

Selling Goods by Sample—The Butterine Question.
Written for the Tradesman.

I am interested in the proceedings of the seventh annual convention of the Michigan Retail Grocers' Association, and notice that the trend of remarks made by different speakers was that competition is very sharp in all lines and in all localities. It would seem as if parties controlling a less capital than from three to five thousand dollars would do well to think twice before engaging in a general retail trade. The standard motto of Missouri and Kentucky should be constantly borne in mind, that "The longest pole takes the persimmons;" and in this age of trusts the honest man may be a competitor with thieves. At the present time the larger dealers in all lines seem determined to freeze out all those whose purses are known to be limited. They frequently commence by selecting a certain number of standard necessities in every family and selling them at a trifle less than they have paid in the original packages, and in the smallest quantities asked for. Being able to buy in much larger lots than the suburban stores, they lose less—if anything—than their suburban neighbors, even should they attempt to meet their prices, and the result is those who count their wealth in dimes instead of dollars go—often with a sigh of regret—from the store of an old friend to the store of a stranger where the dimes will buy more. I notice from the remarks of one general dealer in a small town that he has used the mails occasionally to a limited extent in sending samples of dry goods to his customers—and possibly others—with good results. The writer would enlarge upon this idea of using the mails to a certain extent in exhibiting samples of goods, and give a good reason why, under certain restrictions, it should be resorted to:

Only a few days ago I listened to a conversation in which a middle-aged lady remarked that a certain store, where she made most of her purchases of dry goods, was so badly lighted that it was hardly possible accurately to examine the texture, and more particularly the color, of dress goods, and when that fact was mentioned and she had asked for a small sample to take home and examine in a good light, with the aid of her glasses, she was courteously but firmly told that they did not give out samples. She then went to a better lighted store and made her purchase. She further said: "I was afterward surprised to find a lady friend wearing the same goods I had first examined, and was refused a sample of, which in the broad light of day, on the street, presented the most lovely colors, even better, to my taste, than anything I had purchased. "Now, if merchants in cities from two to five hundred miles away find it profitable to send samples to entire strangers, it is pertinent to ask why the proprietor of the village or even the crossroads store should not, upon receiving new stock which may be mailed, proceed at once to send more or less samples, with price, which, from knowing most of the parties well, he is almost certain they will want sooner or later. The fair sex are known to be gregarious and in the broad sunlight of their own homes will examine, admire and talk over with their neighbors the pros and cons and then go or send for "some of those goods." And it is reasonable to suppose that, if the merchant is capable of selecting with judgment

for the customers of his own locality at least, his general trade will soon increase and many times over repay for the stamps and stationery used.

The tendency of mercantile trade is to recede a century, in one respect—that is, in keeping on hand almost every article required about the farm, house or shop, in city or country. The writer predicts that the next generation will hardly see a retail establishment with one single line of goods, for the reason that goods will be produced at a price so low that any single line "will not pay." Make a note of that, as we do not expect to be here to remind you of our prophecy!

The remarks of B. S. Harris, of Grand Rapids, before the convention, on "Should the Sale of Butterine be Prohibited?" is emphatically a timely and important article. Wherever the writer finds it for sale he appoints himself "a committee of one" to examine it closely and in very many cases, in winter, finds it superior in both appearance and flavor to most of the small and occasional churnings of butter brought in from the country. The best butter-makers in the country, among farmers, place comparatively small amounts on the market during the winter, as they are aware that it will not grade with the grass-fed article, hardly any two churnings being alike, the result being to their disadvantage, while others who only milk one or two cows, and scrimp their own table to make a few really necessary purchases in the absence of cash, can not be expected always to bring the quality up to standard under these conditions. It will be perforce a second grade article and quite generally inferior to butterine. The points are well taken by Mr. Harris that "Butterine is a pure, sweet, clean and nutritious article of food;" and for cooking purposes alone, taking the place of much objectionable lard and other grease, it is a boon to the cooks of our country, and any legislation toward its suppression in the open market, even as a shortening, would be in the nature of a crime. Frank A. Howig.

How to Smoke a Cigar.

Before igniting a cigar, it is necessary to its complete enjoyment to secure a draught through it. This is done by removing a small portion of its pointed end. This can be achieved by the use of a knife or the teeth, or, as some prefer, by pinching the end off between the nails of the thumb and of the second finger of the right hand, the cigar being held firmly but tenderly in the left hand. This process may be reversed by persons who are what is vulgarly termed left-handed. The end of the cigar having been removed, the cigar is carried to the mouth. Hold the exterior end to a lighted match or gas lamp flame and suck at the cigar more or less vigorously, as the case demands. This will cause the tobacco to become ignited, and the resultant smoke will follow the vacuum produced by the inhaling process, and so into the mouth. This process may then be continued indefinitely, or until the cigar has burned so short that your mustache or your lips are in danger of getting scorched. The end of the cigar has not to be kept between the teeth all this time. On the contrary, it can be removed from time to time at your convenience, but care must be taken not to keep it out of the mouth for so long a time that the fire will go out.

Different Points of View.

Mr. Growells—What! You want a new bonnet? Why, I think the one you have is very becoming.
Mrs. Growells—Yes, and so do the neighbors; they think it is becoming very old and decrepit.

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		
Flow.....	50		
Buckets			
Well, plain.....	\$4 00		
Butts, Cast			
Cast Loose Pin, figured.....	65		
Wrought Narrow.....	60		
Cartridges			
Rim Fire.....	40&10		
Central Fire.....	20		
Chain			
Com.....	8 c.	7 c.	6 c.
BB.....	9	7 1/2	6 1/2
BBB.....	9 1/2	8 1/4	7 1/2
Crowbars			
Cast Steel, per lb.....	6		
Caps			
Ely's 1-10, per m.....	65		
Hick's C. F., per m.....	55		
G. D., per m.....	45		
Musket, per m.....	75		
Chisels			
Socket Firmer.....	65		
Socket Framing.....	65		
Socket Corner.....	65		
Socket Sileks.....	65		
Elbows			
Com. 4 piece, 6 in., per doz.....	net 65		
Corrugated, per doz.....	1 25		
Adjustable.....	40&10		
Expansive Bits			
Clark's small, \$18; large, \$26.....	30&10		
Ives' 1, \$18; 2, \$24; 3, \$30.....	25		
Files—New List			
New American.....	70&10		
Nicholson's.....	70		
Heller's Horse Rasps.....	60&10		
Galvanized Iron			
Nos. 16 to 20; 22 to 24; 25 and 26; 27, List 12 13 14 15 16.....	28		
Discount, 70.....	17		
Gas Pipe			
Black.....	40&10		
Galvanized.....	50&10		
Gauges			
Stanley Rule and Level Co.'s.....	60&10		
Glass			
Single Strength, by box.....	dis 85&5		
Double Strength, by box.....	dis 85&10		
By the Light.....	dis 85		
Hammers			
Maydole & Co.'s, new list.....	dis 33 1/2		
Yerkes & Plumb's.....	dis 40&10		
Mason's Solid Cast Steel.....	30c list 70		
Hinges			
Gate, Clark's 1, 2, 3.....	dis 60&10		
Hollow Ware			
Pots.....	50&10		
Kettles.....	50&10		
Spiders.....	50&10		
Horse Nails			
Au Sable.....	dis 40&10		
Putnam.....	dis 5		
House Furnishing Goods			
Stamped Tinware, new list.....	70		
Japanned Tinware.....	20&10		
Iron			
Bar Iron.....	3 c rates		
Light Band.....	3 1/2 c rates		
Knobs—New List			
Door, mineral, jap. trimmings.....	85		
Door, porcelain, jap. trimmings.....	1 00		
Lanterns			
Regular 6 Tubular, Doz.....	5 25		
Warren, Galvanized Fount.....	6 00		
Levels			
Stanley Rule and Level Co.'s.....	dis 70		
Mattocks			
Adze Eye.....	\$17 00. dis 60		
Metals—Zinc			
600 pound casks.....	7 1/2		
Per pound.....	8		
Miscellaneous			
Bird Cages.....	40		
Pumps, Cistern.....	70		
Screws, New List.....	80		
Casters, Bed and Plate.....	50&10&10		
Dampers, American.....	50		
Molasses Gates			
Stebbins' Pattern.....	60&10		
Enterprise, self-measuring.....	30		
Pans			
Fry, Acme.....	60&10&10		
Common, polished.....	70&5		
Patent Planished Iron			
"A" Wood's patent planished, Nos. 24 to 27.....	10 75		
"B" Wood's patent planished, Nos. 25 to 27.....	9 75		
Broken packages 1/4c per pound extra.....			
Planes			
Ohio Tool Co.'s, fancy.....	50		
Sciota Bench.....	60		
Sandusky Tool Co.'s, fancy.....	50		
Bench, first quality.....	50		

Nails	
Advance over base, on both Steel and Wire	
Steel nails, base.....	050
Wire nails, base.....	3 65
20 to 60 advance.....	Base
10 to 16 advance.....	5
8 advance.....	20
6 advance.....	30
4 advance.....	45
3 advance.....	70
2 advance.....	15
Fine 3 advance.....	25
Casing 10 advance.....	35
Casing 8 advance.....	25
Casing 6 advance.....	35
Finish 10 advance.....	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, Alloway Grade.....	5 50
14x20 IX, Charcoal, Alloway Grade.....	6 50
20x28 IC, Charcoal, Alloway Grade.....	11 00
20x28 IX, Charcoal, Alloway Grade.....	13 00
Ropes	
Sisal, 1/2 inch and larger.....	11 1/2
Manilla.....	17
Sand Paper	
List acct. 19, '86.....	dis 50
Sash Weights	
Solid Eyes, per ton.....	25 00
Sheet Iron	
com. smooth. com.	
Nos. 10 to 14.....	\$3 20 \$3 00
Nos. 15 to 17.....	3 20 3 00
Nos. 18 to 21.....	3 30 3 20
Nos. 22 to 24.....	3 40 3 30
Nos. 25 to 26.....	3 50 3 40
No. 27.....	3 60 3 50
All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
Shells—Loaded	
Loaded with Black Powder.....	dis 40
Loaded with Nitro Powder.....	dis 40&10
Shot	
Drop.....	1 60
B B and Buck.....	1 85
Shovels and Spades	
First Grade, Doz.....	8 60
Second Grade, Doz.....	8 10
Solder	
1/2@1/2.....	20
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
Squares	
Steel and Iron.....	65
Tin—Melyn Grade	
10x14 IC, Charcoal.....	\$ 8 50
14x20 IC, Charcoal.....	8 50
20x14 IX, Charcoal.....	9 75
Each additional X on this grade, \$1.25.	
Tin—Alloway Grade	
10x14 IC, Charcoal.....	7 00
14x20 IC, Charcoal.....	7 00
10x14 IX, Charcoal.....	8 50
14x20 IX, Charcoal.....	8 50
Each additional X on this grade, \$1.50	
Boiler Size Tin Plate	
14x56 IX, for No. 8 Boilers, } per pound..	10
14x56 IX, for No. 9 Boilers, }	
Traps	
Steel, Game.....	75
Oneida Community, Newhouse's.....	40&10
Oneida Community, Hawley & Norton's.....	65&16
Mouse, choker, per doz.....	15
Mouse, delusion, per doz.....	1 25
Wire	
Bright Market.....	60
Annealed Market.....	60
Coppered Market.....	50&10
Tinned Market.....	50&10
Coppered Spring Steel.....	4 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, Nickered.....	30
Coe's Genuine.....	30
Coe's Patent Agricultural, Wrought.....	70&10

COUPON BOOKS
SUPERCEDE
BOOK-KEEPING
DISPUTED ACCOUNTS
ACCURACY
ASSURE PROFIT
BAD DEBTS
CONTENTMENT
We make four grades of books in the different denominations.
ON INQUIRY
TRADESMAN COMPANY, GRAND RAPIDS, MICH.

The Meat Market

Advertising Holiday Poultry in March.

I crossed one of the ferries to Jersey City a few days ago, and from the upper deck looked down at the wagons being driven off the boat. I noticed that among them were two butcher wagons, and that they belonged to wide awake men. The top of each wagon was lettered in large characters, calling attention to the fact that Mr. So-and-So was prepared to furnish the finest meats at "right prices." "Now," I said to myself, "the Jersey City butchers must be hustlers and plumb up to date." But the idea was rudely shattered when I got on a trolley car and saw this sign:

GO TO BROWN'S
for your Holiday
Poultry.

The idea of Brown, or any one else, advertising holiday poultry in March was so absurd that I made a memorandum of this address, and in the course of the day called upon him. "Mr. Brown," I said, "I am one of those inquisitive mortals who make themselves disliked by meddling in other people's affairs, laboring under the impression that they are doing their fellow men a good turn." Brown was looking at me through a cloud of tobacco smoke that went up in a straight line from what appeared to be a very poor cigar. He was puzzled. I could see that at the start he took me for an agent of some kind, but later his expression changed and he had made up his mind that I was a beggar with a new brace game. "You," I continued, "are throwing away money, by using advertising space in a way that makes your name a joke, and—"

Brown's patience had run its limit by this time, and he interrupted me to say: "Will you be so good as to inform me what you are coming to?" "Why," I asked, "do you not advertise spring lamb instead of holiday poultry, as you are doing, in the cars?" A light of amusement broke over Brown's face. I detected a merry twinkle in his eyes. "Well," he said slowly, as he looked straight at me, "I might say a lot of things about that. Suppose I tell you I am now advertising for the next Christmas holiday trade? Suppose I say I haven't had time to substitute something for the last Christmas advertising? Suppose I say the advertisement refers to the coming holiday—St. Patrick's Day—and that I am trying to introduce the style of eating poultry on that day? Or suppose I say I leave that advertisement up to make talk and attract attention, as I have attracted yours? There are some guesses for you."

Before I could recover from the confusion into which he had thrown me, Brown retired into his ice house. An English butcher who had been listening smiled at me knowingly, so I said to him: "Why does Brown leave that advertisement up?" "You can blow me if I know," replied the Englishman. He didn't know, so I didn't "blow" him. I am going to Jersey City again some day to get Brown's secret out of him.—Stroller in Butchers' Advocate.

Serious Outcome of a Foolish Remark.

Fifteen cents' worth of liver is said to be the direct cause of a suit for \$15,000 recently begun against Edward D. Pelton, a Cleveland meat dealer.

A son of a customer walked into Pelton's shop and asked for 15 cents' worth of liver. Pelton wrapped the meat in

paper, and, handing it to the boy, remarked, in a jocular manner, "This is nigger steak." The boy went home and told his mother. She was offended at Pelton's little joke, and determined to have a personal interview in regard to it. She sailed into the shop, and before Pelton had the least inkling of what was coming, he says, she let fly several missiles.

He succeeded in putting her out of the shop, and she continued the bombardment from the street. To protect his windows from being smashed he went out and drove her away and was obliged to push her several times, but used no unnecessary violence.

The lady avers, in her petition for damages, in the amount of \$10,000, that Pelton kicked her, inflicting bruises that have required the attention of a physician ever since. Her husband is of the opinion that he, too, has cause for action against Pelton, because his wife is unable to perform her household duties. He asks for \$5,000.

How to Make Prime and Pure Lard.

Prime Steam Lard: One of the essentials to turning out a choice article is that the stock be cooked immediately. Allowing it to accumulate from day to day until enough is available to fill the tanks results in something inferior. The best results are obtained by having the tanks in readiness prior to killing, and then placing the stock in them as soon as possible. The cooking process should last for from 7 $\frac{3}{4}$ to 8 hours, under a sixty pound steam pressure. At the start, and for an hour and three-quarters after, cook it with plenty of water, and after allowing it to settle draw off the water, after which finish the cooking with fresh water. Be sure to have the cocks so arranged that gases will escape. The water should be let into the tanks slowly and from the bottom, which makes the drawing off of the lard easy.

Pure Kettle Rendered Lard: Take the leaf lard from the hog and hash it; then run it into a jacket kettle and heat it; cook it for six hours, at a temperature of 240 degrees. The kettle must have an agitator which will stir or turn the stock constantly. While cooking use 10 pounds of salt to 2,500 pounds of leaf lard. Having run off the pure kettle rendered lard, put the remaining stock into the tanks for prime steam.

Only the Sluggard Has Cause For Complaint.

T. F. Sotham says that with a decrease of 30 per cent. in the number of beef cattle in ten years; with an increase of 30 per cent. in the population of our meat-eating country; with prosperity installed in every industry; with foreign demand increasing and foreign nations dependent upon us; with a balance of trade annually in our favor amounting to \$12 per capita increase in the currency of the country; without a cloud in the sky to obscure the sunshine from a happy, industrious and prosperous people, only the sluggard and the ignorant have cause for complaint, and the cattleman who is not successful has only his own neglect to lay hold of the abounding essential of success to blame for his failure.

A Frenchman has been granted a patent for a new process for sterilizing meat, consisting of grating the meat and mixing it with a quantity of flour, after which it is subjected to a sterilizing bath composed of vinegar, salt, ginger, spices and acetate of potash.

WANTED

We are always in the market for Fresh

BUTTER AND EGGS

36 Market Street.

R. HIRT, JR., Detroit, Mich.

All Grades of Dairy Butter

Bought at a stated price on track. If you have any to offer write to-day for prices and particulars.

Stroup & Carmer,

Citizens Phone 2530

38 S. Division St., Grand Rapids, Mich.

Geo. N. Huff & Co.,

WHOLESALE DEALERS IN

Butter, Eggs, Poultry, Game, Dressed Meats, Etc.

COOLERS AND COLD STORAGE ATTACHED.

Consignments Solicited.

74 East Congress St., Detroit, Mich.

WANTED==Butter, Eggs, Poultry and Country Produce.

Our Market—The average price during the past week was: Fresh Eggs, 17c; Live Chickens, 12c; N. Y. dressed, 13c; fully dressed, 15c; Turkeys, full dressed, 17c; Medium beans, \$2.10; Marrow, \$2.35.

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.

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

Commercial Travelers

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

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

United Commercial Travelers of Michigan
Grand Counselor, JNO. A. MURRAY, Detroit; Grand Secretary, G. S. VALMORE, Detroit; Grand Treasurer, W. S. MEST, Jackson.

Grand Rapids Council No. 131, U. C. T.
Senior Counselor, JOHN G. KOLB; Secretary-Treasurer, L. F. Baker.

Michigan Commercial Travelers' Mutual Accident Association
President, J. BOYD PANTLIND, Grand Rapids; Secretary and Treasurer, GEO. F. OWEN, Grand Rapids.

Gripsack Brigade.

Fred Gray, representing Walter Buhl & Co., is showing his line at the Morton House this week.

Fennville Herald: Chas. H. Barker is packing up his stock of bazaar goods and expects to start in the spring as a traveling salesman.

Sault Ste. Marie News: Gilbert H. Moore has taken a position as traveling salesman for the Delta Hardware Co., of Escanaba. Mr. Moore will begin his new duties about April 1.

H. F. Campbell, formerly engaged in the drug business at Sherman, has secured a position with the Parmelee Medicine Co. as traveling salesman. His territory will be in this State.

John D. Mangum, who resided in Grand Rapids several years ago while employed as traveling salesman for S. A. Welling, but who has been engaged in the clothing business at Marquette several years, has been nominated for Mayor of that city.

Eaton Rapids Journal: George E. Ganiard, who has been clerking for the Knapp Grocery Co. for some time past, has gone to Chicago, to take a position as traveling salesman for the wholesale grocery house of W. J. Quan & Co. He will travel in Southern Michigan.

Evert Review: Charlie Morford, who has been in the employ of the Evert Hardware Co. for the past six years, has taken a situation as traveling representative of The A. G. Harbaugh Co., of Cleveland, Ohio, dealers in paints, oils, lubricators, etc. Mr. Morford's territory will be from Saginaw to Ludington, and north of the F. & P. M. line.

Buy as You Need—Pay as You Go.

The contribution on "Speculative Buying," which appeared on the editorial page of last week's Tradesman, attracted considerable attention and was the occasion of frequent comment, judging by the following:

Grand Rapids, March 19—In regard to the subject of "speculative buying," as applied to the retail trade, I am very sorry that I have not the time to write you at length on this important matter; neither do I think it necessary to say any more than that I most heartily concur in the sentiments expressed by the writer on this subject in your last week's issue. It seems to me that he thoroughly covers the field, and if I should write an article for you on the subject it would be only to emphasize the strong points in that article.

I think it goes without saying that no jobber would encourage speculative buying, even by the best of the trade, were it not that he feared "the other fellow" would stock them up. It has been the policy of this company to discourage the principle of speculative buying and only to advise the purchase of goods in anticipation of regular wants on certain staples which the retailer in the natural course of trade would dispose of in two or three months. We believe that anything further than this is not attended with satisfactory

results to the retail dealer. Quick sales, moderate profits, prompt payment and prompt collections, are watchwords that we keep constantly before our minds.

Amos S. Musselman.
Grand Rapids, March 20—I read with much pleasure the article on "Speculative Buying" in the Tradesman of March 14 and I think the writer hits the nail on the head. I have always contended that the smaller and, therefore, fresher, brighter and more up-to-date a retailer keeps his stock, the better he is off. I have in the past bought fifty cases of corn in the fall, paid for it long before it was sold, and in the latter part of winter or spring paid the same or less price for a few cans of the same goods, despite the assurance of the agent that it would surely be higher. Now, if a retailer loads up at the twenty-five or fifty can rate on all kinds of canned goods, soap, etc., he soon finds he has quite a load to carry. I do not favor buying futures to any extent, and think the dealer who keeps his stock well in hand and discounts his bills will be the successful one. E. D. Winchester.

Commenting on this subject the American Artisan remarks: The Michigan Tradesman of recent date contained a strong communication from a Detroit jobber protesting against speculative buying, and urging a hand-to-mouth policy on the retailer. We will warrant that more attention would be given to this article after markets had been going down for a year than in this year, which has witnessed so steady an upward movement in prices. Unquestionably thousands of retailers, in common with manufacturers and jobbers have made handsome profits out of what this Detroit jobber characterizes as "speculative buying," although nearly all buying is more or less speculative for that matter.

The stove concerns that paid the fattest dividends last year were those that loaded up with pig prior to December, '98. The jobbers who are planning to erect new residences are those who invested very heavily in goods early in '99 confident that prices would rise.

The retailers who, like the dealer at one hardware convention, complained that they sold at \$2.50 nails they bought at \$1.35 when the wholesale price was \$2.75 made good money, although not as much as their foresight in speculative buying would have given them had they taken full advantage of the selling side of the question.

The man who runs his business on the 24 hour plan is safer against losses caused by shrinkages of values than the speculative buyer, but at the same time chance of making large profits is immeasurably less, as the man who buys in large quantities for a rise has the material leverage of reduced prices made on large quantities of goods in his favor.

The Jolly Traveling Man.

I kind o' like to see 'em come,
They look so mighty smilin';
They sort o' liven up the town
An' keep the pot a-billin';
The landlord hurries in an' out,
An' has a brisker walk,
An' all the loafers stan' about
An' grin to hear 'em talk.

They ask the merchant o' his health,
An' if the trade is pleas'n';
An' take an' shake his hand as if
They'd never leave off squeeze'n';
An' then with grip a-standin' nigh,
A-tradin' an' a-lyin',
The merchant vows the goods are high,
But still he can't help buyin'.

An' if there's any news a-shore,
They're sure to bring it to ye;
An' when they meet ye in the store,
They act as if they knew ye;
We allus like to see 'em come,
It sets us all a-smilin'.
Because they liven up the town
An' keep the pot a-billin'.

One day an Irishman when passing through a street in a certain city saw in a baker's window the words: "Excellent Pies Sold Within." He went in and bought one. He tasted it before he left the shop and complained to the baker of its being hard and dry. The baker replied: "Get away, man, I made pies before you were born." "Well," said Pat, "this must be one of them," and he left the shop with indignation.

MEN OF MARK.

H. G. Harris, the Detroit Produce Commission Merchant.

Herbert G. Harris was born at New Haven, Macomb county, May 15, 1867. His father and mother were both natives of the Empire State, the former having been a stationary engineer by occupation. Mr. Harris resided in New Haven until he was 14 years of age, when the family removed to Junction City, Kas., locating on a farm, where they remained three years. When he was 17 years of age, Mr. Harris sought and obtained a clerkship in a grocery store at Junction City, where he remained a year. Actuated by a desire to see more of the country, Mr. Harris went farther West, finally locating in Colorado, where he clerked a year in a general store. He then returned to Detroit and entered the employ of his father, G. W. Harris, who was then engaged in the grocery business at 405 Ferry street, where he remained eighteen months. On the de-



struction of the store by fire, he worked eighteen months in the Peninsular Car Works, laying out work in the carpenter department. He then worked three years for H. E. Turnbull, the Cadillac Square produce dealer, taking charge of the butter and egg departments. He then formed a copartnership with Joseph Frutchey, engaging in the commission business at 350 High street, under the style of Harris & Frutchey. Four years later the firm opened another store at 60 Woodbridge street, west, the partners dividing their time between the two stores.

Mr. Harris was married Jan. 16, 1894, to Miss Flora Griffin and has one child, a daughter four years old. He is a member of Protective Home Circle, a fraternal insurance organization, and he has found time to identify himself with several organizations having for their object the moral and material advancement of the people.

Mr. Harris attributes his success to hard work and rigid economy. He has always aimed to make his word as good as his bond and has never defaulted on his bond. He enjoys the confidence and respect of the trade to an unusual degree for one so young in years and has every reason to be satisfied with the success he has achieved and the prospects the future has in store for him.

Couldn't Leave His Business.

There is a moral taught by the following which it might be well for many a father to take unto himself: "Mamma," said 3-year-old Freddy, "are we going to heaven some day?" "Yes, dear, I hope so," was the reply. "I wish papa could go, too," continued the little fellow. "Well, and don't you think he will?" asked his mother. "Oh, no," replied Freddy, "he couldn't leave his business."

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.

Mixed Paints

Guaranteed most durable paints made. Sell well. Wear well. One agent wanted in every town. Write to the manufacturers

A. M. Dean Co.,
230-232 E. Kalamazoo Ave.,
Kalamazoo, Mich.

We are the sole agents for the new Welsbach mantle—the YUSEA.

It gives 100 candle power, can stand a little more and only costs 50 cents.

We will put it on for you without charge.

GRAND RAPIDS GAS LIGHT CO.,
Pearl and Ottawa Streets.

ALABASTINE is the original and only durable wall coating, entirely different from all kalsomines. Ready for use in white or fourteen beautiful tints by adding cold water.

LADIES naturally prefer ALABASTINE for walls and ceilings, because it is pure, clean, durable. Put up in dry powdered form, in five-pound packages, with full directions.

LL kalsomines are cheap, temporary preparations made from whitening, chalks, clays, etc., and stuck on the walls with decaying animal glue. ALABASTINE is not a kalsomine.

EWARE of the dealer who says he can sell you the "same thing" as ALABASTINE or "something just as good." He is either not posted or is trying to deceive you.

ND IN OFFERING something he has bought cheap and tried to sell on ALABASTINE'S demands, he may not realize the damage you will suffer by a kalsomine on your walls.

ENSIBLE dealers will not buy a lawsuit. Dealers risk one by selling and consumers by using infringement. Alabastine Co. own right to make wall coating to mix with cold water.

HE INTERIOR WALLS of every church and school should be coated only with pure, durable ALABASTINE. It safeguards health. Hundreds of tons used yearly for this work.

NBUYING ALABASTINE, customers should avoid getting cheap kalsomines under different names. Insist on having our goods in packages and properly labeled.

USANCE of wall paper is obviated by ALABASTINE. It can be used on plastered walls, wood ceilings, brick or canvas. A child can brush it on. It does not rub or scale off.

STABLISHED in favor. Shun all imitations. Ask paint dealer or druggist for tint card. Write us for interesting booklet, free. ALABASTINE CO., Grand Rapids, 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. MANN, Detroit.
 Treasurer—J. S. BENNETT, Lansing.

Some Window Displays That Have Paid.

Somebody has aptly said that "dressing" a window well is doing a big business on a small capital, and it is very evident that druggists are beginning to realize this, for all over the country they are taking a great deal more interest in window decorating than ever before. People can be reached through the medium of the show window who could never be reached in any other way. They may have never entered your store, but some day a glance at your window, attractively arranged with some article, reminds them that they need just that article, and in they come. Then comes in the part of the salesman to please the customer by the proper treatment necessary to gain a regular patron.

Below I give a description of several windows which have paid me handsomely. This I know positively by direct results, and by the crowds which have congregated in front of the windows. All these displays are very inexpensive, and can be easily arranged by any one with small amount of trouble and time. I always regard what money is spent on window dressing as one of the best kinds of advertising, and find that I always get more results from this source than from any other. It is always a good point to let your newspaper advertisement and your window "talk" about the same thing. And I have found that the more often we dress windows, the easier it is to get up really good displays.

The following Easter display I conceived and carried out a year ago, and it proved wondrously successful. It is safe to say that fully four-fifths of the people in town came to see it, and by special request of quite a number of people it was kept in the window for a week after Easter.

The bottom of the window was covered with real grass-covered sod. In the right rear corner a hill was piled up to the wall, and in about the middle of the hill was a pretty, natural spring of water, which was continually running and falling into a lake at the foot of the hill. In the lake were a lot of gold fish, small terrapin, and several China ducks at the edges; and around the edge of the lake was a border of rocks, fishing places, and Easter eggs. Several frogs were arranged in the position of fishermen with hooks and lines; and in the lake were two egg-shell boats with daintily dressed dolls in each. In each front corner was a true hen's nest containing colored eggs, and a white rabbit was near one of the nests as if going in. Near the front of the window was a funeral party arranged around a coffin, in which was laid a plain egg labeled "Egg Dies." All of the funeral party had handkerchiefs to their eyes. Next to the party was a beautiful egg colored

by the paper dye labeled "Egg Dyed."

A little to the left of the center of the window was a very black "cullud" girl with a dress of many colors, holding a sign, "Every color of the rainbow for 5 cents." Near her was a small merry-go-round with pickaninnies in the egg-shell carriages. The left rear corner had a large palm for the first day, and then I put in a dozen large calla-lilies. Around the edges of the pond were several bunches of fresh violets and hyacinths. And all around the window in prominent places were stones having painted on them the sign, "Egg Dyes;" also dozens of eggs dyed all colors and styles. The effect was very pretty. On one of the rocks near the lake was a small stuffed alligator with a little negro baby in his mouth; and around on the hill in places were small cotton cranes, ducks and chickens. On top of the hill was a large stone painted "Paas Dyes," and above this a United States flag with this card attached to both stone and flag, "Colors that never run." The large wheel in the rear of the window was decorated with cheese-cloth in every color of the rainbow, and was kept turning, making a beautiful harmony of colors. This was a bicycle wheel, and was kept revolving by a large clock-work. The upper part of the window was decorated with cheese-cloth curtain of yellow and pink, and the sloping top was a board frame covered with white and strips of every color of the rainbow crossing each other. A large red cut of an egg formed the center.

The spring was supplied from a large tank of water, rubber tubing being used to run the water in, and another tube was used to carry off the water and thus prevent it from running over. A large pan of tin was used for the lake, and its sides were concealed. The merry-go-round was run by clockwork as was the color wheel.

A yellow kid sitting on the side of the mountain was constantly nodding his head to and fro, holding in his hand this card, "Paas Egg Dyes, de fines' dat eber happened, 5 cents."

Another window unique in its way: Cover the bottom of the window with lumps of coal placed on black paper, and build up a hill in one corner with large lumps; fix a road running across the front of the window; at the side of the window, and at the end of this road, put a large toy house with a sign of "Drug Store" in front; tack on the sides of this house signs of "White Pine Cough Cure, 25 cents," "One-day Cold Cure, 25 cents," etc. Have a doll standing in the door dressed as a man, and along the road going to the drug store have several dolls dressed as both men and women, with wraps around their necks; in several places on the coal field and the hill, put bottles and boxes of your cough and cold cure, and on the top of the hill stand a United States flag; at the back of the window put a large sign:

YOUR COUGH CAN BE STOPPED
for 25 cents.

YOUR COLD CAN BE CURED
for 25 cents.

You ought to try these remedies.

They are Guaranteed.

Cover the floor of the window with large packages of stock food, all of one size; then build up a wall of packages to form a horseshoe, having each tip rest against the front glass. This looks well when formed with the largest sizes on the bottom, medium sizes in the middle, and small sizes on the top. It

gives an appearance of being a very deep window, and the effect is beautiful. Now hang a small wire from the ceiling, and fix on this an improvised pair of scales; make these scales by fastening a long stick horizontally to the wire, letting a string fall down from each end of this stick, and placing a saucer in each string to form the scale pans. Then place in one pan a three-pound package of stock food, together with the sign, "Quality High;" on the other pan put a three-pound weight, a 50-cent piece, and the sign, "Price Low, 3 pounds 50 cents." Let this pan be just a little heavier than the other. Make a small ladder, and label each step of this with such legends as "3 pounds 50 cents," "Best Quality," "Price Low," etc. On the top rung of the ladder have the legend "Success;" and on this rung also place a package of the stock food and put a Brownie on it, holding the sign, "It has reached the top rung of Success; 3 pounds 50 cents." Make a small cattle-pen and put into it several toy horses, cows, hogs, chickens, etc., and label the pen with the sign, "It makes them all fat and healthy; 3 pounds 50 cents."—Leslie Newman in Bulletin of Pharmacy.

The Drug Market.

Opium—The growing crop is reported severely damaged by frost and unfavorable weather, causing an advance in the primary markets and a 20c advance in this market. Should reports of damage be confirmed, higher prices will rule.

Morphine—Is unchanged.

Quinine—P. & W. have reduced their price 4c per ounce. German is as yet unchanged.

Carbolic Acid—Is in better supply and lower.

Salicylic Acid—Has also declined.

Alcohol—Has been advanced 1c per gallon.

Cod Liver Oil—Was steadily declining, but cable received notes advance of \$2 per barrel in the primary market, on account of small catch. The market is at present unsettled.

Glycerine—Another advance is looked for, on account of small stocks and higher prices for crude.

Cuttle Fish Bone—Is very firm at the late advance.

Lycopodium—Stocks are getting smaller and prices have again advanced.

Sulphuric Ether—Has been advanced, on account of higher prices for alcohol.

Balsam Peru—Has declined.

Oil Cloves—Has been advanced, on account of higher prices for spice.

Canary Seed—Is tending higher, on account of unfavorable reports of the growing crops.

German Quince Seed—Is getting scarce and has advanced.

Cloves—Are steadily advancing and higher prices are looked for.

Linsed Oil—Has advanced 2c per gallon.

Some Whys For Druggists.

Why the retail druggist is not more particular about the quality of drugs he buys?

Why he does not systematize his buying that he may get the best goods at the lowest market price, instead of digging up a few shorts every day or two for Tom, Dick or Harry, as the case may be?

Why he kicks about cutters and will not help out the people who try to protect him?

Why he stays behind the prescription case doing nothing, while the patient drummer waits out in front to see him,

post him up, and, if possible, get his order?

Why he does not take advantage of the market before an advance and lay in a supply? The argument is mighty poor that "when he pays more he charges more."

Why he buys goods from the specialty men who sell department stores and kicks if the drug salesman does the same thing?

Why he does not solicit trade of the laundries, dye works, barber shops and candymakers in his town?

Why he does not carry a better assortment of physicians' supplies, such as fever thermometers, hypodermic syringes and needles?

Rubber Cover for Mortars.

A German pharmacist uses a rubber cap for mortars containing a sleeve in the center which fits over the pestle. The outer rim of the cap is provided with an elastic band which enables it to clasp firmly the top of the mortar. Sufficient play is given to the pestle to enable the operator to powder the drug contained in the mortar without any access of air. The cap is said to be very useful in pulverizing hygroscopic substances.

Have You Bought Wall Paper

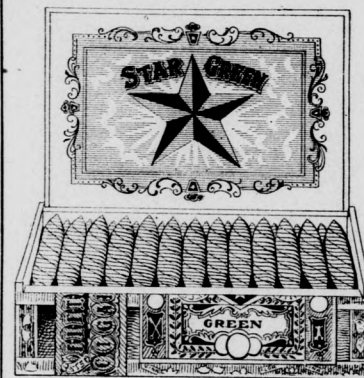
For the coming season? If not, it would pay you to send for our samples. We will express them to you prepaid. Our assortment is the best shown on the road today. Twenty-six different factories represented.

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.

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

WHOLESALE PRICE CURRENT.

Advanced—
Declined—

Acetium \$ 6@ 8	Conium Mac. 50@ 60	Scilla Co. @ 50
Benzoeum, German. 70@ 75	Copaiba 1 15@ 1 25	Tolutan @ 50
Boracie @ 10	Cubeba 90@ 1 00	Prunus virg. @ 50
Carbolicum 37@ 40	Excelsithos 1 00@ 1 10	
Citricum 48@ 50	Erigeron 1 00@ 1 10	Tinctures
Hydrochlor. 3@ 5	Gaultheria 2 00@ 2 10	Aconitum Napellis R 60
Nitrosum 8@ 10	Geranium, ounce @ 75	Aconitum Napellis F 50
Oxalium 12@ 14	Gossippi, Sem. gal. 50@ 60	Aloes 60
Phosphorium, dil. @ 15	Hedeoma 1 65@ 1 70	Aloes and Myrrh 60
Salicylicum 65@ 70	Juniper 1 50@ 2 00	Arnica 50
Sulphuricum 1 1/2@ 1 50	Lavendula 90@ 2 00	Asafetida 50
Tannicum 90@ 1 00	Limonis 1 35@ 1 45	Atropa Belladonna 60
Tartaricum 38@ 40	Mentha Piper 1 25@ 2 00	Benzoin 50
	Mentha Verid. 1 50@ 1 60	Benzoin Co. 50
Ammonia	Morrhua, gal. 1 00@ 1 15	Barosma 50
Aqua, 16 deg. 4@ 6	Myrica 4 00@ 4 50	Cantharides 75
Aqua, 20 deg. 6@ 8	Olive 75@ 3 00	Capsicum 50
Carbonas 13@ 15	Pleis Liquida 10@ 12	Cardamon 75
Chloridum 12@ 14	Pleis Liquida, gal. @ 35	Cardamon Co. 75
	Ricina 96@ 1 05	Castor 1 00
Aniline	Rosmarini @ 1 00	Catechu 1 00
Black 2 00@ 2 25	Rosa, ounce 6 50@ 8 50	Cinchona 50
Brown 80@ 1 00	Succini 40@ 45	Cinchona Co. 60
Red 45@ 50	Sabina 90@ 1 00	Columba 50
Yellow 2 50@ 3 00	Santal 2 75@ 3 00	Cubeba 50
	Sassafras 50 @ 55	Cassia Acutifol. 50
Bacca	Sinapis, ess., ounce @ 65	Cassia Acutifol Co. 50
Cubeba po. 15 12@ 14	Tigili 1 50@ 1 60	Digitalis 50
Juniperus 6@ 8	Thyme, opt 40@ 50	Ergot 50
Xanthoxylium 75@ 80	Thyme, opt @ 1 60	Ferri Chloridum 35
	Thebromas 15 @ 20	Gentian 50
Balsamum		Gentian Co. 60
Copaiba 50@ 55	Potassium	Guaiaca 50
Peru @ 1 85	Bi-Carb 15@ 18	Guaiaca ammon. 60
Terabin, Canada 40@ 45	Bichromate 13@ 15	Hyoseyamus 75
Tolutan 40@ 45	Bromide 52@ 57	Iodine 75
	Carb 12@ 15	Iodine, colorless 50
Cortex	Chlorat po. 17 9@ 19	Kino 40@ 50
Abies, Canadian 18	Cyanide 35@ 40	Lobelia 50
Cassia 12	Iodide 2 65@ 2 75	Myrrh 50
Cinchona Flava 18	Potassa, Bitart, pure 28@ 30	Nux Vomica 50
Euonymus atropur. 30	Potassa, Bitart, com. @ 15	Opil. 75
Myrica Cerifera, po. 30	Potass Nitras, opt. 7@ 10	Opil, camphorated 50
Prunus Virgini 12	Potass Nitras 6@ 8	Opil, deodorized 1 50
Quillaja, gr'd 12	Prussiate 23@ 26	Quassia 50
Sassafras po. 18 15	Sulphate po 15@ 18	Rhatany 50
Umas po. 15, gr'd 15		Rhei 50
Extractum	Radix	Sanguinaria 50
Glycyrrhiza Glabra 24@ 25	Aconitum 20@ 25	Serpentaria 50
Glycyrrhiza, po. 28@ 30	Althae 22@ 25	Strogonium 60
Hematox, 15 lb. box 11@ 12	Anchusa 10@ 12	Tolutan 60
Hematox, 1/2 13@ 14	Arum po @ 25	Valerian 50
Hematox, 1/4 14@ 15	Calam 2@ 4	Veratrum Veride 50
Hematox, 1/8 16@ 17	Gentiana po. 15 12@ 15	Zingiber 20
	Glycyrrhiza, pv. 15 16@ 18	
Ferru	Hydrastis Canad. @ 75	Miscellaneous
Carbonate Precip. 15	Hydrastis Can., po. 12@ 15	Ether, Spts. Nit. 3 F 30@ 35
Citrate and Quina 2 25	Heliolebo, Alba, po. 15@ 20	Ether, Spts. Nit. 4 F 34@ 38
Citrate Soluble 75	Inula, po 15@ 20	Alumen, gro'd., po. 7 3@ 4
Ferrocyanidum Sol. 4	Ipeacac, po 4 25@ 4 35	Annatto 40@ 50
Solut. Chloride 15	Iris plox., po. 35@ 38 35@ 40	Antimoni, po. 4@ 5
Sulphate, com'l. 2	Jalapa, pr. 2@ 4	Antimoni et Potass T 40@ 50
Sulphate, com'l. by 8	Maranta, 1/4 @ 35	Antipyrin @ 25
bbi, per cwt. 70	Podophyllum, po. 22@ 25	Antifebrin @ 20
Sulphate, pure 80	Rhei 75@ 1 00	Argent Nitras, oz. @ 48
	Rhei, cut @ 25	Arsenicum 10@ 12
Flora	Rhei, pv 75@ 35	Balm Gilead, Buds 3@ 4
Arnica 14@ 16	Spigella 35@ 38	Bismuth S. N. 1 50@ 1 60
Anthemis 22@ 25	Sanguinaria, po. 15 35@ 38	Calcium Chlor., 1/2 @ 9
Matricaria 30@ 35	Serpentaria 40@ 45	Calcium Chlor., 1/4 @ 10
	Senega 60@ 65	Cantharides, Rus. po @ 75
Folia	Smlax, officinalis H. @ 40	Capsici Fructus, af. @ 15
Barosma 38@ 40	Smlax, officinalis @ 25	Capsici Fructus, po. @ 15
Cassia Acutifol, Tin- 20@ 25	Scilla, po. 35 10@ 12	Caryophyllus, po. 15 12@ 14
nevely 25@ 30	Symplocarpus, Foti- @ 25	Cera Alba 50@ 55
Cassia, Acutifol, Alx. 25@ 30	us, po. @ 25	Cera Flava 40@ 42
Salvia officinalis, 1/4 12@ 20	Valeriana, Eng. po. 30 15@ 20	Coccus @ 40
and 1/2 8@ 10	Valeriana, German. 12@ 16	Cassia Fructus @ 35
Uva Ursi 8@ 10	Zingiber a 12@ 16	Centraria @ 10
	Zingiber j. 25@ 27	Cetaceum @ 45
Gummi		Chloroform 55@ 60
Acacia, 1st picked @ 65	Semen	Chloroform, squibbs @ 1 10
Acacia, 2d picked @ 45	Anisum, po. 15 @ 12	Chloral Hyd Crst. 1 65@ 1 90
Acacia, 3d picked @ 35	Apium (graveleons). 13@ 15	Chondrus 20@ 25
Acacia, sifted sorts. @ 28	Bird, 1/2 4@ 6	Cinchonidine, P. & W 38@ 48
Acacia, po. 45@ 65	Carul, po. 18 11@ 12	Cinchonidine, Germ. 38@ 48
Aloe, Barb. po. 1/2 12@ 14	Cardamon 1 25@ 1 75	Cocaine 5 30@ 5 50
Aloe, Cape, po. 15. @ 15	Coriandrum @ 75	Corks, list, dis. pr. et @ 70
Aloe, Socotri, po. 40 @ 30	Cannabis Sativa 4 1/2@ 5	Cresosotum @ 35
Ammoniac 55@ 60	Cydonium 75@ 1 00	Creta, prep. @ 2
Assafetida, po. 30 28@ 30	Chenopodium 10@ 12	Creta, prep. 9@ 11
Benzoinum 50@ 55	Dipterix Odorate. 1 00@ 1 10	Creta, Rubra @ 8
Catechu, 1/2 @ 15	Foeniculum @ 10	Crocus 15@ 18
Catechu, 1/4 @ 14	Foeniculum, po. 7@ 9	Cudbear @ 24
Catechu, 1/8 @ 16	Foenugreek, po. 3 1/2@ 4 1/2	Cupri Sulph. 6 1/2@ 8
Camphora 62@ 65	Lini, grd. bbl. 3 1/2 4@ 4 1/2	Dextrine 7@ 10
Euphorbium, po. 35 @ 40	Lobelia 35@ 40	Ether Sulph. 75@ 90
Galbanum @ 1 00	Pharlaris Canarian. 4 1/2@ 5	Emery, all numbers. @ 8
Gamboge 65@ 70	Rapa 4 1/2@ 5	Emery, po. 85@ 90
Guaiacum, po. 25 @ 30	Sinapis Alba 9@ 10	Flake White 12@ 15
Kino po. \$1.25 @ 1 25	Sinapis Nigra 11@ 12	Gala @ 23
Mastic @ 60		Gambler 8@ 9
Myrrh po. 45 @ 40	Spiritus	Gelatin, Cooper @ 60
Opil, po. 4.50@ 4.80 3 40@ 3 50	Frumentum, W. D. Co. 2 00@ 2 50	Gelatin, French 35@ 60
Shellac 25@ 35	Frumentum, D. F. R. 2 00@ 2 25	Glassware, flint, box 75 @ 10
Shellac, bleached 40@ 45	Frumentum 1 25@ 1 50	Less than box @ 8
Tragacanth 50@ 60	Juniperis Co. O. T. 1 65@ 2 00	Glue, brown 11@ 13
	Juniperis Co 1 75@ 3 50	Glue, white 15@ 25
Herba	Saacharum N. E. 1 90@ 2 10	Gran. Paradisi @ 25
Absinthium, oz. pkg 25	Spt. Vini Gallii 1 75@ 6 50	Humulus 25@ 55
Eupatorium, oz. pkg 20	Vini Oporto 1 25@ 2 00	Hydrarg Chlor Mite @ 95
Lobelia, oz. pkg 23	Vini Alba 1 25@ 2 00	Hydrarg Chlor Cor. @ 1 05
Majorum, oz. pkg 25		Hydrarg Ox Rub'm. @ 1 17
Mentha Pip. oz. pkg 28	Sponges	Hydrarg Ammoniat 50@ 60
Mentha Vir. oz. pkg 25	Florida sheeps' wool @ 1 50	Hydrarg Unguentum 50@ 60
Rue, oz. pkg 25	carriage. 2 50@ 2 75	Hydrargyrum @ 80
Tanacetum V oz. pkg 22	Nassau sheeps' wool @ 1 25	Ichthyobolla, Am 65@ 75
Thymus, V. oz. pkg 22	carriage. 2 50@ 2 75	Indigo 75@ 1 00
	Velvet extra sheeps' wool, carriage. @ 1 50	Iodine, Resubl. 3 90@ 4 00
Magnesia	Extra yellow sheeps' wool, carriage. @ 1 25	Iodoform @ 50
Calcined, Pat 55@ 60	Grass sheeps' wool, carriage. @ 1 00	Lupulin @ 50
Carbonate, Pat 18@ 20	Hard, for slate use. @ 75	Lycopodium 65@ 70
Carbonate, K. & M. 18@ 20	Yellow Reef, for slate use. @ 1 40	Magnesia, Sulph, bbl @ 1 1/2
Carbonate, Jennings 18@ 20		Manna, S. F 50@ 60
	Oleum	
Absinthium 6 50@ 6 75	Absinthium @ 50	
Amygdale, Dulc 30@ 50	Aurant Cortex @ 50	
Amygdale, Amaræ 8 00@ 8 25	Zingiber @ 50	
Anisi 1 85@ 2 00	Ipecac @ 60	
Aurant Cortex 2 25@ 2 50	Ferri Iod @ 50	
Bergamili 2 40@ 2 60	Rhei Arom @ 50	
Calicuti 80@ 85	Smlax Officinalis 50@ 60	
Caryophylli 80@ 85	Senega @ 50	
Cedar 35@ 45	Scilla @ 50	
Chenopadii @ 2 75		
Cinnamoni 1 25@ 1 35		
Citronella 35@ 40		

Menthol @ 3 25	Seidlitz Mixture 20@ 22	Linseed, pure raw 61 64
Morphia, S. P. & W. 2 35@ 2 60	Sinapis, opt. @ 18	Linseed, boiled 62 65
Morphia, S. N. Y. Q. @ 30	Snuff, Maccaboy, De @ 30	Neatsfoot, winter str 54 60
& C. Co. 2 25@ 2 50	Voes @ 41	Spirits Turpentine 61 67
Moschus Canton @ 40	Snuff, Scotch, De Vo's @ 41	
Myristica, No. 1 65@ 80	Soda, Boras 9@ 11	Paints BBL. LB.
Nux Vomica, po. 15 @ 10	Soda et Potass Tart. 23@ 25	Red Venetian 1 1/2 2 @ 8
Op Sepia 30@ 35	Soda, Carb. 1 1/2@ 2	Ochre, yellow Mars 1 1/2 2 @ 4
Pepsin Saac, H. & P. @ 50	Soda, Bi-Carb. 3@ 5	Ochre, yellow Ber 1 1/2 2 @ 3
D Co @ 1 00	Soda, Ash 3 1/2@ 4	Putty, commercial 2 1/2 2 1/2 @ 3
Pleis Liq. N. N. 1/2 gal. @ 2 00	Soda, Sulphas @ 2	Putty, strictly pure 2 1/2 2 1/2 @ 3
doz @ 1 00	Spts. Cologne @ 2 60	Vermilion, Prime 13@ 15
Pleis Liq., quarts @ 1 00	Spts. Ether Co. 50@ 55	American 13@ 15
Pleis Liq., pints @ 85	Spts. Myrcia Dom. @ 2 00	Vermilion, English 70@ 75
Pil Hydrarg, po. 80 @ 50	Spts. Vini Rect. bbl @ 7	Green, Paris 14@ 18
Piper Nigra, po. 22 @ 18	Spts. Vini Rect. 1/2 bbl @ 7	Green, Peninsular 13@ 16
Piper Alba, po. 35 @ 30	Spts. Vini Rect. 10gal @ 7	Lead, red 6 1/2@ 7
Plix Burgun @ 7	Spts. Vini Rect. 5 gal @ 7	Whiting, white Span @ 70
Plumbi Acet. 10@ 12	Strychnia, Crystal. 1 05@ 1 25	Whiting, gliders @ 90
Pulvis Ipeacac et Opil 1 30@ 1 50	Sulphur, Subl. 2 1/2@ 4	White, Paris, Amer @ 1 00
Pyrethrum, boxes H. & P. D. Co., doz. @ 75	Sulphur, Roll @ 2 00	Whiting, Paris, Eng. cliff @ 1 40
Quassia 8@ 10	Tamarinds 8@ 10	Universal Prepared 1 00@ 1 15
Quina, S. P. & W. 35@ 45	Terebenth Venice 28@ 30	
Quina, S. German 37@ 47	Theobroma 52@ 55	Varnishes
Quina, N. Y. 33@ 43	Vanilla 9 00@ 16 00	No. 1 Turp Coach 1 10@ 1 20
Rubia Tinctorum 12@ 14	Zinc Sulph 7@ 8	Extra Turp 1 00@ 1 10
Saccharum Lactis pv 18@ 20		Coach Body 2 75@ 3 00
Salicin 6 00@ 6 25	Oils	No. 1 Turp Furn. 1 00@ 1 10
Sanguis Draconis 12@ 14	Whale, winter BBL. GAL. 70 70	Extra Turk Damar. 1 55@ 1 60
Sapo, W 40@ 50	Lard, extra 55 65	Jap. Dryer, No. 1 Turp 70@ 75
Sapo M 10@ 12	Lard, No. 1 35 40	
Sapo G @ 15		

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.

SALT FISH
Cod
Georges cured @ 5
Georges genuine @ 5 1/2
Georges selected @ 5 3/4
Strips or bricks @ 6
Pollock @ 3 1/2

Halibut
Strips 14
Chunks 15

Herring
Holland white hoops, bbl. 11 00
Holland white hoops, 1/2 bbl. 6 00
Holland white hoop, Keg. 85
Holland white hoop mechs. 85

Mackerel
Mess 100 lbs. 17 00
Mess 40 lbs. 7 10
Mess 10 lbs. 1 85
Mess 8 lbs. 1 51

Trout
No. 1 100 lbs. 2 75
No. 1 40 lbs. 1 40
No. 1 10 lbs. 30
No. 1 8 lbs. 25
No. 1 5 lbs. 15

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

SAUERKRAUT
Barrels 5 00
Half barrels 2 75

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

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

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

JAS. S. KIRK & CO.'S BRANDS.
American Family, wrp'd. 2 66
Dome 2 75
Cabinet 2 20
Savon 2 50
White Russian 2 35
White Cloud, laundry 6 25
White Cloud, toilet 3 50

White Cloud, toilet 3 50
Dusky Diamond, 50 8 oz. 2 10
Blue India, 100 1/2 lb. 3 00
Kirkoline 2 50
Eos 2 50

Rub-No-More
100 12 oz bars 3 00

SILVER
Single box 2 95
Five boxes, delivered 2 90

Scouring
Sapoflo, kitchen, 3 doz 2 40
Sapoflo, hand, 3 doz 2 40

SODA
Boxes 5 1/2
Kegs, English 4 3/4

SPICES
Whole Spices
Allspice 11
Cassia, China in mats 12
Cassia, Batavia, in bund 25

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

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

Clothes Pins
Boxes, gross boxes 65



Kingsford's Corn
40-lb. packages 6
20-lb. packages 6 1/2
Kingsford's Silver Gloss
40-lb. packages 6 1/2
6-lb. boxes 7 3/4

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

Common Corn
20-lb. packages 4 1/2
40-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 40
Cut Leaf 5 55
Crushed 5 55
Cubes 5 30
Powdered 5 25
Coarse Powdered 5 25
XXXX Powdered 5 40
Standard Granulated 5 15
Fine Granulated 5 15

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

Pure Cane
Fair 16
Good 20
Choice 25

TABLE SAUCES
LEA & PERRIN'S SAUCE
The Original and Genuine Worcestershire.

Rub-No-More
100 12 oz 3 50

WASHING POWDER
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

Mop Sticks
Trojan spring 9 00
Eclipse patent spring 9 00
No 1 common 8 00
No. 2 patent brush holder 9 00
1/2 #. 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 3 25
16-inch, Dowell, No. 3 4 25

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 15
17 In. Butter 1 30
19 In. Butter 1 45
Assorted 13-15-17 1 75
Assorted 15-17-19 2 50

YEAST CAKE
Yeast Foam, 1 1/2 doz 50
Yeast Foam, 3 doz 1 00
Yeast Cre m, 3 doz 1 00
Might Yeast, 3 doz 1 00
Sulcic Yeast, 3 doz 1 00
Warner's Safe, 3 doz 1 00

Provisions
Barreled Pork
Mess. @ 11 00
Back @ 12 75
Lard back @ 12 75
Short cut @ 11 75
Pig @ 15 00
Bean @ 10 00
Family @ 12 25

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

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

Lards-In Tierces
Compound 6 1/2
Kettle 6 1/2
Vegetable 6 1/2
55 lb. Tubs, advance 7 1/2
80 lb. Tubs, advance 7 1/2
50 lb. Tins, advance 7 1/2
20 lb. Pails, advance 7 1/2
10 lb. Pails, advance 7 1/2
5 lb. Pails, advance 7 1/2
3 lb. Pails, advance 7 1/2

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

Beef
Extra Mess. 10 00
Boneless 11 50
Rump 11 50

Pigs' Feet
Kits, 15 lbs. 80
1/2 bbls., 40 lbs. 1 50
3/4 bbls., 80 lbs. 2 75

Tripe
Kits, 15 lbs. 70
3/4 bbls., 40 lbs. 1 25
3/4 bbls., 80 lbs. 2 25

Casings
Pork 20
Beef rounds 10
Beef middles 10
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
Potated ham, 1/2 55
Potated ham, 1/4 55
Deviled ham, 1/2 1 00
Deviled ham, 1/4 1 00
Boiled tongue, 1/2 55
Potted tongue, 1/2 1 00

Grains and Feedstuffs

Wheat
Wheat 68

Winter Wheat Flour
Local Brands
Patents 4 20
Second Patent 3 70
Straight 3 50
Clear 3 00
Graham 3 50
Buckwheat 6 00
Rye 3 25
Subject to usual cash discount.

Ball-Barnhart-Putman's Brand
Diamond 1/2 3 60
Diamond 3/4 3 60
Diamond 1 3 60
Diamond 1 1/2 3 60
Diamond 1 3/4 3 60
Diamond 1 1/2 3 60
Diamond 1 3/4 3 60

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

Spring Wheat Flour
Clark-Jewell-Wells Co.'s Brand
Pillsbury's Best 1/2 4 25
Pillsbury's Best 3/4 4 15
Pillsbury's Best 1 4 05
Pillsbury's Best 1 1/2 4 05
Pillsbury's Best 1 3/4 4 05

Ball-Barnhart-Putman's Brand
Duluth Imperial 1/2 4 20
Duluth Imperial 3/4 4 10
Duluth Imperial 1 4 10
Duluth Imperial 1 1/2 4 00

Lemon & Wheeler Co.'s Brand
Gold Medal 1/2 4 00
Gold Medal 3/4 3 90
Gold Medal 1 3 80
Gold Medal 1 1/2 4 00
Parisian 1/2 3 90
Parisian 3/4 3 90
Parisian 1 3 80
Parisian 1 1/2 3 80

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

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

Meal
Bolted 1 90
Granulated 2 10

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

Corn
Corn, ear lots 41
Less than ear lots 29

Oats
Car lots, clipped 21
Car lots, clipped 31
Less than car lots 19

Hides and Pelts
The Cappon & Bertscher Leather Co., 100 Canal Street, quotes as follows:
Hides
Green No. 1 @ 7
Green No. 2 @ 6
Bulls @ 5
Cured No. 1 @ 8 1/2
Cured No. 2 @ 7 1/2
Calfskins, green No. 1 @ 9
Calfskins, green No. 2 @ 7 1/2
Calfskins, cured No. 1 @ 10 1/2
Calfskins, cured No. 2 @ 8 1/2

Pelts, each 50 @ 1 25
No. 1 @ 4 1/2
No. 2 @ 3 1/2
Washed, fine 22 @ 24
Washed, medium 26 @ 28
Unwashed, fine 18 @ 20
Unwashed, medium 20 @ 22

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

Oils
Barrels
Eocene @ 13 1/2
Perfection @ 12
XXX W. W. Mich. Hdt @ 12
W. W. Michigan @ 11 1/2
Diamond White @ 11
D. S. Gas @ 12 1/2
Deo. Naptha @ 12 1/2
Cylinder 29 @ 34
Engine 19 1/2 @ 23 1/2
Black, winter @ 10 1/2

Fresh Meats

Beef
Carcaass 5 1/2 @ 7 1/2
Forequarters 6 @ 6 1/2
Hindquarters 7 @ 6 1/2
Loins No. 3 9 @ 14
Ribs 8 @ 14
Rounds 6 1/2 @ 7
Chuck 6 @ 6 1/2
Plates 4 @ 5

Pork
Dressed @ 6 1/2
Loins @ 8 1/2
Boston Butts @ 7
Shoulders @ 7 1/2
Leaf Lard @ 7 1/2

Mutton
Carcaass 7 @ 8
Spring Lambs 9 @ 10

Veal
Carcaass 7 1/2 @ 9

Crackers

The National Biscuit Co.
quotes as follows:
Butter
Seymour 5 1/2
New York 5 1/2
Family 5 1/2
Salted 5 1/2
Wolverine 6

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

Oyster
Faust 7
Farina 5 1/2
Extra Farina 6
Saltine Water 5 1/2

Sweet Goods-Boxes
Animals 10 1/2
Assorted Cake 10
Belle Rose 9
Bent's Water 15
Buttercups 13
Cinnamon Bar 9
Coffee Cake, Iced 10
Coffee Cake, Java 10
Cocoanut Tally 10
Cracknels 15 1/2
Creams, Iced 8 1/2
Cream Crisp 9
Crystal Creams 10
Cubans 11 1/2
Currant Fruit 11
Frosted Honey 12 1/2
Frosted Cream 9
Ginger Gems, 1/2 of sm. 9
Ginger Snaps, XXX 8
Gladiator 10
Grandma Cakes 9
Graham Crackers 8
Graham Wafers 10
Honey Fingers 12 1/2
Imperial 8
Jumbles, Honey 12 1/2
Lady Fingers 11 1/2
Lemon Wafers 14
Marshmallow 15
Marshmallow Walnuts 16
Mixed Plie 11 1/2
Milk Biscuit 7 1/2
Molasses Cake 8
Molasses Bar 9
Molasses Bar 12 1/2
Molasses Bar 12 1/2
Newtown Crackers 12
Oatmeal Wafers 10
Orange Crisp 9
Orange Gem 8
Penny Cake 9
Pilot Bread, XXX 7
Pretzels, hand made 7 1/2
Sears' Lunch 7 1/2
Sugar Cake 8
Sugar Cream, XXX 8
Sugar Squares 8
Sultanas 12 1/2
Tutti Frutti 16 1/2
Vanilla Wafers 14
Vienna Crimp 8

Cornmeal
Grandma Cakes 9
Graham Crackers 8
Graham Wafers 10
Honey Fingers 12 1/2
Imperial 8
Jumbles, Honey 12 1/2
Lady Fingers 11 1/2
Lemon Wafers 14
Marshmallow 15
Marshmallow Walnuts 16
Mixed Plie 11 1/2
Milk Biscuit 7 1/2
Molasses Cake 8
Molasses Bar 9
Molasses Bar 12 1/2
Molasses Bar 12 1/2
Newtown Crackers 12
Oatmeal Wafers 10
Orange Crisp 9
Orange Gem 8
Penny Cake 9
Pilot Bread, XXX 7
Pretzels, hand made 7 1/2
Sears' Lunch 7 1/2
Sugar Cake 8
Sugar Cream, XXX 8
Sugar Squares 8
Sultanas 12 1/2
Tutti Frutti 16 1/2
Vanilla Wafers 14
Vienna Crimp 8

Imperial 8
Jumbles, Honey 12 1/2
Lady Fingers 11 1/2
Lemon Wafers 14
Marshmallow 15
Marshmallow Walnuts 16
Mixed Plie 11 1/2
Milk Biscuit 7 1/2
Molasses Cake 8
Molasses Bar 9
Molasses Bar 12 1/2
Molasses Bar 12 1/2
Newtown Crackers 12
Oatmeal Wafers 10
Orange Crisp 9
Orange Gem 8
Penny Cake 9
Pilot Bread, XXX 7
Pretzels, hand made 7 1/2
Sears' Lunch 7 1/2
Sugar Cake 8
Sugar Cream, XXX 8
Sugar Squares 8
Sultanas 12 1/2
Tutti Frutti 16 1/2
Vanilla Wafers 14
Vienna Crimp 8

Imperial 8
Jumbles, Honey 12 1/2
Lady Fingers 11 1/2
Lemon Wafers 14
Marshmallow 15
Marshmallow Walnuts 16
Mixed Plie 11 1/2
Milk Biscuit 7 1/2
Molasses Cake 8
Molasses Bar 9
Molasses Bar 12 1/2
Molasses Bar 12 1/2
Newtown Crackers 12
Oatmeal Wafers 10
Orange Crisp 9
Orange Gem 8
Penny Cake 9
Pilot Bread, XXX 7
Pretzels, hand made 7 1/2
Sears' Lunch 7 1/2
Sugar Cake 8
Sugar Cream, XXX 8
Sugar Squares 8
Sultanas 12 1/2
Tutti Frutti 16 1/2
Vanilla Wafers 14
Vienna Crimp 8

Imperial 8
Jumbles, Honey 12 1/2
Lady Fingers 11 1/2
Lemon Wafers 14
Marshmallow 15
Marshmallow Walnuts 16
Mixed Plie 11 1/2
Milk Biscuit 7 1/2
Molasses Cake 8
Molasses Bar 9
Molasses Bar 12 1/2
Molasses Bar 12 1/2
Newtown Crackers 12
Oatmeal Wafers 10
Orange Crisp 9
Orange Gem 8
Penny Cake 9
Pilot Bread, XXX 7
Pretzels, hand made 7 1/2
Sears' Lunch 7 1/2
Sugar Cake 8
Sugar Cream, XXX 8
Sugar Squares 8
Sultanas 12 1/2
Tutti Frutti 16 1/2
Vanilla Wafers 14
Vienna Crimp 8

Imperial 8
Jumbles, Honey 12 1/2
Lady Fingers 11 1/2
Lemon Wafers 14
Marshmallow 15
Marshmallow Walnuts 16
Mixed Plie 11 1/2
Milk Biscuit 7 1/2
Molasses Cake 8
Molasses Bar 9
Molasses Bar 12 1/2
Molasses Bar 12 1/2
Newtown Crackers 12
Oatmeal Wafers 10
Orange Crisp 9
Orange Gem 8
Penny Cake 9
Pilot Bread, XXX 7
Pretzels, hand made 7 1/2
Sears' Lunch 7 1/2
Sugar Cake 8
Sugar Cream, XXX 8
Sugar Squares 8
Sultanas 12 1/2
Tutti Frutti 16 1/2
Vanilla Wafers 14
Vienna Crimp 8

Imperial 8
Jumbles, Honey 12 1/2
Lady Fingers 11 1/2
Lemon Wafers 14
Marshmallow 15
Marshmallow Walnuts 16
Mixed Plie 11 1/2
Milk Biscuit 7 1/2
Molasses Cake 8
Molasses Bar 9
Molasses Bar 12 1/2
Molasses Bar 12 1/2
Newtown Crackers 12
Oatmeal Wafers 10
Orange Crisp 9
Orange Gem 8
Penny Cake 9
Pilot Bread, XXX 7
Pretzels, hand made 7 1/2
Sears' Lunch 7 1/2
Sugar Cake 8
Sugar Cream, XXX 8
Sugar Squares 8
Sultanas 12 1/2
Tutti Frutti 16 1/2
Vanilla Wafers 14
Vienna Crimp 8

Imperial 8
Jumbles, Honey 12 1/2
Lady Fingers 11 1/2
Lemon Wafers 14
Marshmallow 15
Marshmallow Walnuts 16
Mixed Plie 11 1/2
Milk Biscuit 7 1/2
Molasses Cake 8
Molasses Bar 9
Molasses Bar 12 1/2
Molasses Bar 12 1/2
Newtown Crackers 12
Oatmeal Wafers 10
Orange Crisp 9
Orange Gem 8
Penny Cake 9
Pilot Bread, XXX 7
Pretzels, hand made 7 1/2
Sears' Lunch 7 1/2
Sugar Cake 8
Sugar Cream, XXX 8
Sugar Squares 8
Sultanas 12 1/2
Tutti Frutti 16 1/2
Vanilla Wafers 14
Vienna Crimp 8

Imperial 8
Jumbles, Honey 12 1/2
Lady Fingers 11 1/2
Lemon Wafers 14
Marshmallow 15
Marshmallow Walnuts 16
Mixed Plie 11 1/2
Milk Biscuit 7 1/2
Molasses Cake 8
Molasses Bar 9
Molasses Bar 12 1/2
Molasses Bar 12 1/2
Newtown Crackers 12
Oatmeal Wafers 10
Orange Crisp 9
Orange Gem 8
Penny Cake 9
Pilot Bread, XXX 7
Pretzels, hand made 7 1/2
Sears' Lunch 7 1/2
Sugar Cake 8
Sugar Cream, XXX 8
Sugar Squares 8
Sultanas 12 1/2
Tutti Frutti 16 1/2
Vanilla Wafers 14
Vienna Crimp 8

Imperial 8
Jumbles, Honey 12 1/2
Lady Fingers 11 1/2
Lemon Wafers 14
Marshmallow 15
Marshmallow Walnuts 16
Mixed Plie 11 1/2
Milk Biscuit 7 1/2
Molasses Cake 8
Molasses Bar 9
Molasses Bar 12 1/2
Molasses Bar 12 1/2
Newtown Crackers 12
Oatmeal Wafers 10
Orange Crisp 9
Orange Gem 8
Penny Cake 9
Pilot Bread, XXX 7
Pretzels, hand made 7 1/2
Sears' Lunch 7 1/2
Sugar Cake 8
Sugar Cream, XXX 8
Sugar Squares 8
Sultanas 12 1/2
Tutti Frutti 16 1/2
Vanilla Wafers 14
Vienna Crimp 8

Imperial 8
Jumbles, Honey 12 1/2
Lady Fingers 11 1/2
Lemon Wafers 14
Marshmallow 15
Marshmallow Walnuts 16
Mixed Plie 11 1/2
Milk Biscuit 7 1/2
Molasses Cake 8
Molasses Bar 9
Molasses Bar 12 1/2
Molasses Bar 12 1/2
Newtown Crackers 12
Oatmeal Wafers 10
Orange Crisp 9
Orange Gem 8
Penny Cake 9
Pilot Bread, XXX 7
Pretzels, hand made 7 1/2
Sears' Lunch 7 1/2
Sugar Cake 8
Sugar Cream, XXX 8
Sugar Squares 8
Sultanas 12 1/2
Tutti Frutti 16 1/2
Vanilla Wafers 14
Vienna Crimp 8

Candies

Stick Candy
Standard 7 @ 7 1/2
Standard H. H. 7 @ 7 1/2
Standard Twist 7 1/2 @ 8
Cut Leaf @ 8 1/2

Jumbo, 32 lb. @ 6 1/2
Extra H. H. @ 8 1/2
Boston Cream @ 10
Beet Root @ 7

Mixed Candy
Grocers @ 6
Competition @ 6 1/2
Special @ 7
Conserve @ 8 1/2
Royal @ 6 1/2
Ribbon @ 6 1/2
Broken @ 6 1/2
Cut Leaf @ 8 1/2
Industry Rock @ 6 1/2
Kendergarten @ 8 1/2
French Cream @ 9
Dandy Pan @ 8 1/2
Hand Made Cream mixed @ 14
Nobby @ 8 1/2
Crystal Cream mix @ 12

Fancy-In Bulk
San Blas Goodies @ 11
Lozenges, plain @ 9
Lozenges, printed @ 9
Choc. Drops @ 11
Eclipse Chocolates @ 13
Choc. Monumentals @ 13
Gum Drops @ 5
Moss Drops @ 8 1/2
Lemon Sours @ 9
Imperials @ 9 1/2
Ital Cream Bonbons 35 lb. pails @ 11
Molasses Chews, 15 lb. pails @ 13
Jelly Date Squares @ 10 1/2
Iced Marshmallows @ 14
Golden Waffles @ 11

Fancy-In 5 lb. Boxes
Lemon Sours @ 50
Peppermint Drops @ 60
Chocolate Drops @ 65
H. M. Choc. Lt. and Dk. No. 12 @ 90
Gum Drops @ 30
Licorice Drops @ 27 1/2
A. B. Licorice Drops @ 50
Lozenges, plain @ 55
Lozenges, printed @ 55
Imperials @ 55
Molasses @ 60
Cream Bar @ 55
Hand Made Creams @ 55
Cream Buttons, Pep. and Wint. @ 65
String Rock @ 60
Burnt Almonds 1 25 @ 68
Wintergreen Berries @ 68

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

Fruits
Oranges
Fancy Navels 3 25 @ 3 50
Extra Choice 3 00 @ 3 25
Seedlings 2 50 @ 2 75
Fancy Mexicans @
Jamaicas @
Strictly choice 360s. @ 30
Strictly choice 300s. @ 25
Fancy 300s. @ 30
Ex. Fancy 300s. @ 30
Extra Fancy 360s. @ 30

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

Foreign Dried Fruits
Figs
California, Fancy @ 10
Cal. pkg. 10 lb. boxes @ 8
Extra Choice, 10 lb. boxes, new Smpna @ 13
Fancy, 12 lb. boxes new @ 14
Imperial Mikados, 18 lb. boxes @
Pulled, 6 lb. boxes @
Naturals, in bags @ 5 1/2
Dates
Fards in 10 lb. boxes @ 10
Fards in 60 lb. cases @ 6
Persians, P. H. V. lb. cases, new @ 5 1/2
Sairs, 60 lb. cases @ 5

Nuts
Almonds, Tarragona @ 17 1/2
Almonds, Ivica @
Almonds, California, soft shelled @ 15 1/2
Brazil, new @ 7 1/2
Filberts @ 13
Walnuts, Grenobles @ 15
Walnuts, soft shelled California No. 1 @ 13
Table Nuts, fancy @ 12 1/2
Table Nuts, choice @ 11
Pecans, Med @ 10
Pecans, Ex. Large @ 12 1/2
Pecans, Jumbos @
Hickory Nuts per bu. Ohio, new @ 1 75
Cocconuts, full sacks @
Chestnuts, per bu @
Peanuts
Fancy, H. P., Suns 5 @
Roasted @ 6 1/2
Choice, H. P., Extras @
Choice, H. P., Extras Roasted @
Span. Shelled No. 1. 6 1/2 @ 7

Fish and Oysters
Fresh Fish
White fish @ 9
Trout @ 9
Black Bass @ 8 1/2
Halibut @ 15
Clasques or Herring @ 5
Bluefish @ 11
Live Lobster @ 30
Boiled Lobster @ 30
Cod @ 11
Haddock @ 9
No. 1 Pickerel @ 8
Pike @ 7 1/2
Perch @ 5
Smoked White @ 9
Red Snapper @ 10
Col River Salmon @ 14
Mackerel @ 18

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

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

Shell Goods.
Clams, per 100 1 00
Oysters, per 100 1 00 @ 1 25

Getting the People

Some Good Advertisements and Some Not So Good.

P. H. Brumm, of Nashville, writes as follows under date of March 15:

Enclosed find a sample advertisement which I have clipped from our local paper, the Nashville News, and send you for criticism. I read your criticisms every week in the Tradesman with great interest and have gained some valuable information with reference to advertising. I am also sending two circulars which I ran in our local paper during the holidays—the lamps one week and the china next—each week having three hundred circulars printed identical with the advertisement and the same as samples enclosed, which I distributed around in farmers' wagons and places where the local paper would not reach all.

Mr. Brumm's advertisement is tastefully set, but the wording is a little

Correct Buying Enables Us to sell at

Correct Prices!

Don't blame us if you do not get the benefit of some of our bargains.

A harvest of bargains. Yours if they stay. Our store is the field. Ours if they don't. The public the reaper.

The quality is always there. The price is always right. You might pay more. You can't get better values.

- Cream of Wheat Flour, only..... 50 cents none better.
- Self Rising Buckwheat Flour, per pkg. 10 cents 85 per cent. pure buckwheat.
- Pure Buckwheat, 10 lb. sack, only..... 30 cents absolutely pure.
- Our Special Blend Coffee, only..... 25 cents you will never buy any other if you try this.
- Dried Peaches, only..... 10 cents very fine.
- We always pay cash for Butter and Eggs.

P. H. BRUMM, the Grocer.

bit stilted and, in consequence, lacks convincing quality. The heading, "Correct Buying Enables us to Sell at Correct Prices" is a little indefinite and the whole advertisement sounds as if Mr. Brumm were talking at his readers rather than to them. This is a mistake. The more direct and personal an advertisement can be made the stronger it is. If you can write an advertisement that will make each reader feel as if it was intended especially for him the better its chances are of success. In other words, to repeat the advice I have already given many times before, "Talk in each advertisement as you would to a customer on the other side of the counter." Mr. Brumm's advertisement does not conform to this standard.

The two circulars submitted are attractive in appearance, but they are full of technical descriptions of the lamps and china, evidently reproduced direct from the jobber's catalogue. One thing in particular I strongly object to—the use of stock numbers—for instance, No. A-64-641. This is the way Mr. Brumm designates one of his lamps. What does John Jones, who looks over this circular, care whether the lamp is No. A-64-641 or Q-41-144? It is nothing to him. In other words, it is unessential; it does not add weight to the description and, therefore, it is useless. A stock number has a place in the jobber's catalogue because it is used in ordering. It has no place in a circular addressed to the people whose only means of getting the goods advertised are to come in and purchase them direct over the counter.

* * *

John A. McClelland, of Portland, encloses a circular which is reproduced herewith. The wording is good, but the display is decidedly poor. In the nine

display lines there are seven different kinds of type, which, with the body type, make eight. Two kinds would

Something New for Portland SPECIAL SALE

Ladies' Tailor-Made Suits Friday Afternoon, Mar. 9; All day Saturday, Mar. 10

We have arranged with one of the largest and best cloak and suit manufacturers in the United States, who will beat our store on above dates with his entire line of Tailor-Made Suits.

LADIES—If you want a new suit this spring you Must Not Miss seeing this Elegant Line. There will be Hundreds of styles to select from. In Fact, it is a rare thing to see such a mammoth line as this, even in the largest cities, and now you have the opportunity to see this very large line right here at home where you can take plenty of time to select. Just What You Want and at a Great Saving in Price.

Don't Forget Dates, Friday and Saturday, Mar. 9th-10th. Come, and tell your friends to tell their friends to Come. We want you to see this line whether you buy or not.

John A. McCLELLAND.

have sufficed and three would have been a safe limit. The body of the circular is attractive in its wording, but would have been much stronger if the heading had not taken up two-thirds of the room.

* * *

The circular of Spanier's Market, Lansing, is fairly good and should produce results. While it contains nothing but prices, the prices are the most important point in a meat advertisement.

What Cash Will Do With Meats at the Cadillac Market.

Pork Steak Ham	10 c
Pork Chops	10 c
Pork Roast	10 c
Pork Steak	8 c
Pork Side	8 c
Pork Strip	8 c
Porter House Steak	12 1/2 c
Sirloin Steak	12 1/2 c
Round Steak	10 c
Shoulder Steak	8 c
Beef Stew	5, 6, 7 c
Kettle Roast	6, 7, 8 c

THIS IS AT SPANIER'S MARKET, 123 Michigan Ave. East.

tisement. The man who runs a meat market should be a steady advertiser, both in the newspapers and by means of circulars. Every bundle that he sends out should contain a circular quoting prices and, in addition to this, circulars should be distributed liberally among the houses in the neighborhood. It might be a good plan for a meat dealer who is not a grocer to make some arrangement with a grocer, who is not a meat dealer, for each to distribute the other's circulars in their packages. In this way both would possibly gain new customers and neither one would be harmed.

W. S. Hamburger.

Questionable Method of Advertising.

A questionable advertising scheme was recently employed by a firm in a Southern city. The junior partner of the firm swore out a warrant for the arrest of the senior partner on the ground that he was selling goods below cost, and that the firm was constantly losing money thereby. The case came up in court, and the counsel for the senior partner asked for a postponement in order to have more time to prepare his case. The judge granted the request, bail was fixed, and the senior member released. As he left the courtroom the junior partner arose and exclaimed, "If he is released the sacrifice will go on!" The news soon spread, and the firm did a better business. When the case was again called no plaintiff appeared, and the charge was dismissed. The firm had succeeded in their object—advertisement.

The Inyentor of Pepsin Gum.

Ten years ago Miss Nellie M. Horton, to whom George A. Manning, of Boston, was married in Elmira, N. Y., last week, was a stenographer in Cleveland. To-day she is reputed worth not less than \$300,000.

This she made herself, as the inventor of a chewing gum.

At the time Miss Horton had her "idea" she was employed in the office of a pepsin manufacturer. She had always been fond of chewing spruce gum. One day when arranging her papers for the day's work she said to her employer, "Don't you think it would be a good idea to put pepsin in gum?" A laugh was the only reply.

Then the matter dropped, but Miss Horton had started to think of the possibilities of a gum containing pepsin as a digestive agent. She experimented first with her favorite spruce, but soon rejected it as unsuitable.

Some other agent for the pepsin was evidently needed, and after each day's work was over, Miss Horton in her own room planned and experimented to get the proper substance. After many failures she was at last successful. The present pepsin chewing gum, the companion of a nation of school girls, and international fad, had been invented and Miss Horton was the Edison. Had she but known it her fortune was made from that day.

With characteristic energy, she lost no time in placing the result of her experiments before the man she worked for. This time he did not laugh. Instead, he paid the bright young woman \$50,000 for the formula and gave her an interest in the business.

Never had an idea caught the public so quickly before. A nation of pepsin gum chewers soon developed, and it really seemed as if for years the country had waited for some one's fertile brain to conceive the idea of such a chewing gum. It filled a longfelt want in reality, and in consequence Miss Horton's bank account grew and grew.

SALTED PEANUTS

NEW PROCESS

Guaranteed to keep fresh for sixty days. Delicious, Appetizing, Nutritious.



CRYSTAL NUTS

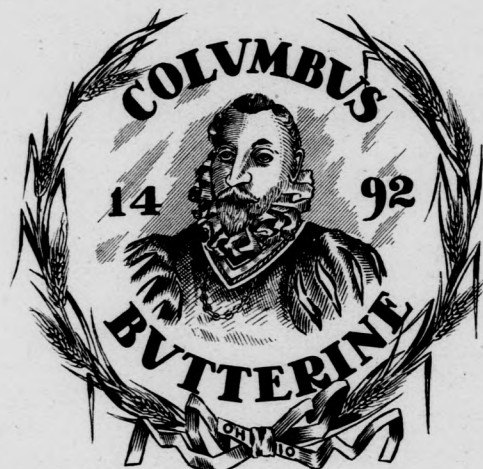
THE IDEAL FOOD

Made from nuts, fruits and grains carefully combined, thoroughly cooked, ready to be served at once. Samples of the above sent free on application.

Lambert Nut Food Company, Battle Creek, Mich.

ENLIGHTENMENT

incident to the "Twentieth Century" upon wholesome and nutritious food products elicits special appreciation for our matchless quality of BUTTERINE.



"PURITY" Butterine is better than butter. It is a revelation, because "We Have Perfected the Art of Butterine Making in the United States."

If you desire a "Money Maker" and "Trade Winner" you've a want we can satisfy.

THE CAPITAL CITY DAIRY CO., COLUMBUS, OHIO

Correspondence solicited.

GOTHAM GOSSIP.

News From the Metropolis—Index to the Market.

Special Correspondence.

New York, March 17—The coffee market during the week has shown some improvement. Reports from Europe show a hardening tendency there and, as receipts at Rio and Santos have been quite small, the market here has shown a good degree of firmness and dealers are disposed to regard the situation as very encouraging. Rio No. 7 closes at 8½c and is not sold for less in any case that your correspondent can learn of. Futures rule stronger and the whole tone is decidedly firmer than last week. The amount of Brazil coffee in store and afloat now aggregates 1,256,042 bags, against 1,296,202 bags at the same time last year. Sellers of mild coffees are not showing any anxiety to part with holdings upon present values and, upon the whole, the market is comparatively quiet. Good Cucuta is quotable at 11c. East India growths have shown little movement and remain at about unchanged rates.

There is simply an everyday sort of movement in the sugar market and the whole trade seems to be waiting for the coming of spring—or something. Prices have not been moved during the week and, as a rule, dealers seem to have on hand sufficient stocks to meet immediate demands, so the outlook is for a very "mild" market for some time to come. In the stock market there seems to be a better feeling over sugar and an advance of a few points has taken place.

Precious little is doing in the tea business and quotations have become somewhat irregular. Buyers seem to have fair supplies and are taking only enough to keep up broken assortments. The auction sale will take place Wednesday of next week, but the offerings will be small and the general market will be slightly affected.

While trading in rice is not especially active, it is perhaps, all that could be expected at this time of year. Prices are well sustained and holders are confident that the future will be favorable. Little is doing in foreign rice, which rules steady at recent rates.

The spice market is firm and quotations are generally too high to meet the approval of buyers. Jobbers report a fair trade at full values.

Offerings of molasses are light. So is the demand, which continues to be of a hand-to-mouth character. Prices, however, are well sustained and the situation is not without some encouragement that a little later there will be visible improvement. New Orleans prices are comparatively above those of New York at the moment. Good centrifugal molasses is quoted within the range of 20 @28c; prime 30@37c. Syrups remain pretty much as they have for a month, although there seems to be a firmer feeling every day. Prime to fancy sugar, 20@27c.

Not a ripple of excitement exists in canned goods. Fish, flesh and fowl are alike pretty much unheeded in in cans. Baltimore brokers report a similar situation there and, unless a change comes soon, all the prophecies that have been made during the past month by "those who are in a position to know" will have to be taken with a grain of salt. Futures are higher, as a general thing, than at the beginning of the year and yet there seems to be a good deal of hesitancy on the part of buyers to take hold with animation, nor do sellers seem to be especially anxious, thinking, perhaps, that sufficient unto the day is the evil thereof. Spot prices are about identical with previous quotations.

Lemons are active and the sale at auction the other day was as lively as could be desired. Prices showed an advance of about 25c per box. Sicily fruit, 300s, are worth from \$3.50@2.40 per box; 360s, \$2.40@3.25. Oranges are active and prices firmly adhered to. Florida brights are worth \$4@5 and up to \$6 or more for fancy stock. California navels, \$2.65@3.75. Bananas are firm and higher, running up as high as \$1.60 per bunch for firsts. Aspinwalls, \$1.40@1.45.

There is an increasing enquiry for nearly all grades of really desirable dried fruits and prices are firmly held at full quotations.

Best Western creamery butter is generally held at 25c, although it is said a trifle more was obtained in some instances. The demand is fairly active and, with light receipts, the situation is one of firmness. Thirds to firsts, creamery, 20@24c; imitations, 18@22c; factory, 17@20c; rolls, 18@20c.

Cheese jobbers report quietude, as a rule, and, as receipts have been enlarged by stock coming from many points, the market is hardly satisfactory as a week ago. Fancy small size is worth 13½c, but this is top.

The demand for eggs is quite active, especially for good goods and prices are firmly maintained. Nearby stock is held at about 17c, with best Western at 15@16c.

Beans are quiet, with choice pea quotable at \$2.10@2.12½ for Michigan in barrels and \$2.07½ in bags. Choice medium, \$2.10; marrow, \$2.15@2.20.

Should Draw the Line at the Grave.
From the Chicago Tribune.

The woodworkers' unions of this city have appointed a committee to unionize the coffin factories, following the action of the annual convention of woodworkers held recently at Grand Rapids. When they have succeeded in unionizing the factories they then propose to unionize the grave-diggers. When this is accomplished the grave-diggers will refuse to inter a body unless it is brought to its last resting place in a casket or coffin with a union label on it. To make their job complete they should unionize the doctors, druggists, nurses, undertakers, and embalmers, and see to it also that the funeral baked meats and brewed drinks and the floral tributes bear the union label. Why, indeed, should they not go so far as to declare that a non-union corpse shall not be allowed Christian burial?

The three great events of life are birth, marriage and death. The unions may yet control the environments of all three. The secretary of the woodworkers' unions says: "We already have the union label on all cradles made," which makes it necessary for the non-union father to walk the floor with the non-union babe. If the coming generation must be rocked in union cradles, or not at all, why should it not be married by a union priest with a union labeled license, and a union mandolin band, arrayed in union trousseau, and receive no gifts not bearing the union label? Born with a union label and married with a union label, it follows that one's shroud should bear the union label also, and that the grave-diggers, with union labeled spades, should sternly refuse to perform their offices for any person not brought to them in a union casket, with affidavits setting forth that he was attended by union doctors and nurses, that he took only union labeled drugs, and was prepared for his last rest by union embalmers. And then let the unions complete their work by demanding that the stone which marks his grave shall bear the union label also, with an epitaph approved by the unions.

Having unionized us all, from the cradle to the grave, will the unions stop even there? Will they extend their authority over the resurrection and refuse to rise if Gabriel should summon them with a non-union trumpet? And will they decline to enjoy the delights of paradise because the angels are playing on non-union harps? The tyrannical exercise of authority by the unions is getting to be not only intolerable but ludicrous. It will soon be difficult for a man to live unless he has union labels upon himself and all his belongings. After he is dead and outside of all earthly jurisdiction it is indecorous, as well as greswome, to insist upon plastering his grave with union labels. Union control should stop with life.

It Works Both Ways.

"Personal appearance is a helpful factor in business success."

"Yes, and business success is a helpful factor in personal appearance."

Crockery and Glassware

AKRON STONWARE.

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
FRUIT JARS	
Pints	4 50
Quarts	4 75
Half Gallons	6 50
Covers	2 00
Rubbers	25
LAMP BURNERS	
No. 0 Sun	35
No. 1 Sun	45
No. 2 Sun	65
No. 3 Sun	1 00
Tubular	45
Security, No. 1	60
Security, No. 2	80
Nutmeg	50
LAMP CHIMNEYS—Seconds	
Per box of 6 doz.	
No. 0 Sun	1 45
No. 1 Sun	1 54
No. 2 Sun	2 25
Common	
No. 0 Sun	1 50
No. 1 Sun	1 60
No. 2 Sun	2 45
First Quality	
No. 0 Sun, crimp top, wrapped & lab.	2 10
No. 1 Sun, crimp top, wrapped & lab.	2 15
No. 2 Sun, crimp top, wrapped & lab.	3 15
XXX Flint	
No. 0 Sun, crimp top, wrapped & lab.	2 75
No. 1 Sun, crimp top, wrapped & lab.	3 75
No. 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. filling 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

Four Years Ago

We secured the agency for **Ceresota Flour**. Prior to that time the brand was unknown in this territory, but we satisfied ourselves that the flour was the best money could buy, and we so guaranteed it to our customers. (It is easy for millers to claim, as many of them do, the best flour in the world, but that is no proof of quality.) Our opinion of **Ceresota** is not based on what the manufacturers say of it. We rely upon the testimony of those who use it rather than those who make it. We know by the enormous increase in our sales, by the repeating orders, and by the reports of expert bakers that **Ceresota** has extraordinary merit. **Ceresota** never comes back to the grocer who sells it, because it never disappoints the housekeeper who uses it. We don't ask you to believe. Give your customers an opportunity to try **Ceresota**, and it will speak for itself.

If you are not supplied with advertising matter, ask for it.

Olney & Judson
Grocer Company,

Western Michigan Distributors,
Grand Rapids, Mich.

HIGH PRICES AHEAD.

Strong Situation in Cheese at Home and Abroad.

About six weeks remain of what is usually understood as the trade year for cheese. It is true that there is often a demand for old stock during May, and numerous sales are sometimes made at satisfactory prices, but as a rule most holders like to close out and start a new deal by May 1.

But short as the remaining season appears to be there is time enough to effect a very close clearance of stock, and at the highest prices that the trade have known for some years past. It is seldom that the middle of March shows such a strong position as exists to-day. Throughout every producing or consuming country of the world the stock of cheese is unusually light, and the severity of the weather and heavy snow storms will prevent the making of new cheese any earlier than last year, and possibly the season may be a little later.

Looking back to the first of January when there was a compilation of visible stocks of cheese it was shown that the quantity in sight was about 153,000 boxes less than on the same date in 1899. To what extent the dealers in this country and England had stocked up was not generally known, but it has since been demonstrated that because of the high prices ruling during the fall and winter they did not buy much ahead, and have consequently been on the market since almost constantly. New York merchants have reported an exceedingly good distributive trade right along, and although the buying has been conservative and for current use the consumption has been remarkably free considering the high prices ruling. The upward turn to values has come steadily but gradually, and the advances have not seemed to check the movement to anything like the extent that it has in some former years.

But the large and somewhat unexpected export demand has undoubtedly been the main source of strength. British markets have been stiffening ever since the turn of the year and stock has sold much faster than most operators had any thought of. The reduced holdings in England led to large buying in Canada until that country was nearly drained, and about a month ago attention was turned this way. At that time a few of our local dealers wanted to lighten their stocks somewhat and they met shippers on the basis of $11\frac{3}{4}$ @12c for finest full cream, at which about 15,000 boxes were taken in a very short time. Since then there has been constant buying, and exporters have followed the market up to 13c for large sizes, at which several fancy parcels have been taken, with one line of gilt edge quality purchased within a few days at close to $13\frac{1}{2}$ c. The chief demand, however, has been for underpriced goods, and stocks of these are now nearly exhausted. Among the recent purchases of these for export were various sized lines of 100 boxes up to 700 boxes at a cost of, say $11\frac{1}{2}$ @12c, with a little better grade at $12\frac{1}{4}$ @ $12\frac{1}{2}$ c. Shippers still want this class of goods as they are very scarce across the water. If the foreign demand continues, and it seems quite likely to, nothing can prevent a further advance here as there are no more cheese left in this country than the home trade can take care of. Present high prices are naturally causing a search for stock and the country is being scratched with a fine tooth comb. We have seen some lots that must have been hidden

away for more than a year; but no matter what the condition or quality everything sells now. It is merely a guess as to the quantity left in this city at the present writing, but the most reliable estimates are placed at 25,000 to 30,000 boxes, including both large and small sizes, with a very large proportion of the latter. Sales are being effected at $13\frac{1}{4}$ c for fancy small white, and $13\frac{1}{2}$ @ $13\frac{1}{2}$ c for colored, with indications pointing to a 14c quotation before the close of the season.—N. Y. Produce Review.

Circular Letter Sent Out by Bay Cities Grocers.

Bay City, March 19—At the last regular meeting of the Association, the following resolutions were unanimously adopted:

Resolved—That it is the sense of this meeting that the Bay Cities Retail Grocers' Association unite with the Bay City Butchers' Association in holding a mid-summer carnival this summer; and

Resolved—That the present Carnival Committee of this Association prepare and present at the next regular meeting a final report of last year's carnival; and

Resolved—That a new committee be elected at the next regular meeting to take the carnival in hand in conjunction with a similar committee of the Butchers' Association to be appointed.

The fact that the Bay Cities Retail Grocers' Association will next winter be called upon to entertain the annual convention of the Michigan Retail Grocers' Association, at which we hope to see some four or five hundred representative grocers of the State, many of whom will be accompanied by ladies, will make it necessary for our Association to have a considerable fund on hand at that time.

It is our earnest desire that the new committee be a very representative and efficient one, and to obtain such an one it will be necessary to have a large representation at the next meeting Tuesday evening, March 27.

Be sure to come and bring your neighbor grocers with you. To avoid some of the mistakes and disappointments of last year's efforts, we must get our shoulders to the wheel early. A great success was scored last year, but with the experience then acquired we should be able to produce an attraction this year that will eclipse anything of the kind ever attempted in the city. Be sure to come, whether a member of the Association or not. E. C. Little, Sec'y.

Do Not Take Kindly to Trading Stamps.

Hastings, March 17—We had a representative here last week who said he was from Grand Rapids, trying to introduce the trading stamp scheme. He said there were over 150 merchants in Grand Rapids giving out stamps. I told him I did not think there were that many fools here and that he could not find them, as I have seen most of the merchants since and no one whom I saw bit at his bait. I told him that he must think I was a blank fool and that I would report him to the Michigan Tradesman, which I happened to be reading at the time he called. He asked if the Tradesman had said anything about trading stamps. I told him that it had said enough, so he left. Phin Smith.

Beware of Lowenstein Bros.

Traverse City, March 17—Geo. W. Lardie has received a draft from his attorneys in Pittsburg in settlement of his claim against Lowenstein Bros., whom he caused to be arrested on a charge of fraud. It is probable that the case will now be dropped, as Mr. Lardie is not now likely to appear against them at the trial, inasmuch as he has received his money.

The Tradesman has heretofore cautioned its readers to have no dealings with this house and is disposed to repeat the warning, because the partners appear to be utterly devoid of integrity.

Horse Meat Business Rapidly Increasing.

United States Vice-Consul Blom writes from Copenhagen as follows:

Several years ago I called the attention of the Danish dealers in horse meat to the American supply. I have now to report that the business is increasing rapidly, and the meat from the United States gives satisfaction. The consumption of horse meat in Denmark is comparatively large. Copenhagen is a distributing port for Sweden, Norway, Finland, Russia, and the German Baltic.

The average self-made man is so proud of his maker that he brags about him.

Business Wants

Advertisements will be inserted under this head for two cents a word the first insertion and one cent a word for each subsequent insertion. No advertisements taken for less than 25 cents. Advance payments.

BUSINESS CHANCES.

FOR SALE, CHEAP—ONE FOURTEEN foot and one eighteen foot oak top counter; one ten foot show case; one Crandall typewriter. D. Christie, Muskegon, Mich. 279

FOR SALE—DRUG STOCK ABOUT \$3,000. Within 50 miles of Grand Rapids. Will sell or rent building. Enquire Hazeltine & Perkins Drug Co., Grand Rapids. 278

DRUGGIST, MIDDLE AGED, LARGE EXPERIENCE, good references, would like the management or position of dispenser in a drug store with the privilege of buying if satisfactory. No objection to small town. Address 276, care Michigan Tradesman. 276

FOR SALE—MODERN 60 BARREL FLOURING mill; steam power; located in fine town Southern Michigan; splendid trade; no opposition; might consider improved farm with good buildings in exchange. Address Box 172, Jonesville, Mich. 275

HOTEL FOR SALE OR RENT. STEAM heat, electric light, hardwood floors. In good condition and a good opening. Address No. 272, care Michigan Tradesman. 272

FOR SALE—PENTWATER DRIVING PARK and four well-bred mares in fold and eight Shetland ponies. F. O. Gardner, Pentwater, Mich. 270

WANTED—POSITION BY DRUGGIST (assistant); Scandinavian and speaks Finnish and Swedish languages; eight years' experience; good references furnished. Address L. Box 60, Bessemer, Mich. 269

WANTED—I WANT TO EXCHANGE SOME very desirable Grand Rapids city property for a well-located stock of hardware. W. H. Gilbert, 67 Pearl St., Grand Rapids. 265

NEW CLOTHING AND MEN'S FURNISHING Goods stock for sale in best town of 6,000 in Northern Michigan; best location; doing big business. Address 267, care Michigan Tradesman. 267

TO RENT—SPACE IN OUR DEPARTMENT store suitable for millinery, ladies' underwear or druggists' sundries or shoes. Splendid chance for some one. May's Department Store, 47-53 Canal St., Grand Rapids. 266

WANTED—HARDWARE STOCK, ABOUT \$2,000, in good town or location for new stock. Address No. 280, care Michigan Tradesman. 280

JEWELER—GOOD OPENING AND LOCATION in liveliest town in Michigan. Address at once, Dunwell, the Druggist, Otsego, Mich. 281

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

ATTENTION! FOR SALE—FINEST CORNER grocery and market in Chicago. Good opportunity for the right man. Big business. Address A. Rueter, Garfield and Seminary Ave., Chicago, Ill. 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—GOOD OPENING FOR PRACTICAL dry goods and clothing man; new stock; best country. Address J. S. Bicknell, Shepherd, Mich. 264

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

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 295, Otsego, Mich. 249

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

80-ACRE FARM, 60 ACRES IN FRUIT; 900 apple trees, 3,000 peach trees, 150 pear trees, 400 plum trees, 400 cherry trees, 10 acres grapes, 30 acres fine house and barn; 2 1/2 miles north of Pennville. 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 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 2395, Battle Creek, Mich. 245

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

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

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

FOR SALE—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, 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

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, Sarnia, Mich. 209

FOR SALE—STOCK OF GROCERIES IN good town of 5,000 inhabitants. Stock in ventories about \$2,000. Cash sales \$17,000 for 1899. A bargain to the right party. Address H. M. L., care Michigan Tradesman. 200

FOR SALE AT A BARGAIN—TWO 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

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 SHAFING, HANGERS AND PULLEYS formerly used to drive the Presses of the Tradesman are for sale at a nominal price. Lower 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. 983

MISCELLANEOUS.

SITUATION WANTED AS REGISTERED pharmacist or physician on salary or percentage; capable and best of references furnished. Address No. 277, care Michigan Tradesman. 277

WANTED—SITUATION BY REGISTERED druggist. Address No. 274, care Michigan Tradesman. 274

REGISTERED PHARMACIST WISHES POSITION where there will be an opportunity to purchase one-half interest or stock later on. Address Pharmacist, care Michigan Tradesman. 273

WANTED—POSITION IN SHOE STORE. Capable of managing the same. Manager of store for three years past. A1 references. Address Box 609, Marshall, Mich. 271

WANTED—POSITION AS TYPEWRITER or clerk by young lady of good character; A1 references furnished. Address, stating salary, Box 125, Kalkaska, Mich. 268

ALL ROUND A1 REGISTERED PHARMACIST wishes position; fifteen years' experience; can do buying and managing, if desired. Address No. 282, care Michigan Tradesman. 282

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

WHOLESALE SUGARS AND COFFEES

Get our Prices Before Buying Elsewhere MOSELEY & SHELBY

No. 25 TOWER BLK. GRAND RAPIDS

Travelers' Time Tables.

Pere Marquette Railroad

Chicago.

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

Traverse City, Charlevoix and Petoskey.

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

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

Detroit.

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

Saginaw, Alma and Greenville.

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

Parlor cars on all trains to and from Detroit and Saginaw. Parlor cars on afternoon trains to and from Chicago. Pullman sleepers on night trains. Parlor car to Traverse City on morning train.

Every day. Others week days only.
GEO. DEHAVEN, General Pass. Agent.
Grand Rapids, Mich.
January 1, 1900.

GRAND RAPIDS & INDIANA RAILWAY
December 17, 1899.

Northern Division.

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

Southern Division

Kalamazoo, Ft. Wayne Cin.	Going South	From South
Kalamazoo and Ft. Wayne.	+ 7:10am	+ 9:45pm
Kalamazoo, Ft. Wayne Cin.	+ 2:00pm	+ 2:00pm
Kalamazoo and Vicksburg.	+ 7:00pm	+ 6:45am
7:10am train has parlor car to Cincinnati, coach to Chicago; 2:00pm train has parlor car to Fort Wayne; 7:00pm train has sleeper to Cincinnati; 11:30pm train, sleeping car and coach to Chicago.	+ 11:30pm	+ 9:10am

Chicago Trains.

TO CHICAGO.

Lv. Grand Rapids, 7:10am	12:00pm	*11:30pm
Ar. Chicago, 2:30pm	8:45pm	7:00am

FROM CHICAGO

Lv. Chicago, 13:02pm	*11:32pm
Ar. Grand Rapids, 9:45pm	6:45am

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

Muskegon Trains.

GOING WEST.

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

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

GOING EAST.

Lv. Muskegon, 8:15am	+ 12:15pm	+ 4:00pm
Ar. Grand Rapids, 9:30am	1:30pm	5:20pm

+Except Sunday. *Daily.

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

MANISTEE & Northeastern Ry.
Best route to Manistee.

Via C. & W. M. Railway.

Lv. Grand Rapids, 7:30am	.....
Ar. Manistee, 12:06pm	.....
Lv. Manistee, 8:40am	3:55pm
Ar. Grand Rapids, 2:40pm	10:00pm

TRADESMAN ITEMIZED LEDGERS

SIZE—8 1/2 x 14.
THREE COLUMNS.

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

INVOICE RECORD OR BILL BOOK

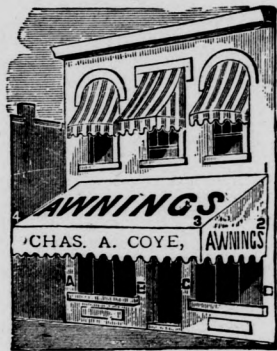
So double pages, registers 2,850
invoices \$2 00

Tradesman Company
Grand Rapids, Mich.

MERCANTILE ASSOCIATIONS

- Michigan Retail Grocers' Association**
President, C. E. WALKER, Bay City; Vice-President, J. H. HOPKINS, Ypsilanti; Secretary, E. A. STOWE, Grand Rapids; Treasurer, J. F. TATMAN, Clare.
- Grand Rapids Retail Grocers' Association**
President, FRANK J. DYK; Secretary, HOMER KLAP; Treasurer, J. GEORGE LEHMAN
- Detroit Retail Grocers' Association**
President, JOSEPH KNIGHT; Secretary, E. MARKS; Treasurer, C. H. FRINK.
- Kalamazoo Retail Grocers' Association**
President, W. H. JOHNSON; Secretary, CHAS. HYMAN.
- Bay Cities Retail Grocers' Association**
President, C. E. WALKER; Secretary, E. C. LITTLE.
- Muskegon Retail Grocers' Association**
President, H. B. SMITH; Secretary, D. A. BOELKINS; Treasurer, J. W. CASKADON.
- Jackson Retail Grocers' Association**
President, J. FRANK HELMER; Secretary, W. H. PORTER; Treasurer, L. PELTON.
- Adrian Retail Grocers' Association**
President, A. C. CLARK; Secretary, E. F. CLEVELAND; Treasurer, WM. C. KOEHN
- Saginaw Retail Merchants' Association**
President, M. W. TANNER; Secretary, E. H. McPHERSON; Treasurer, R. A. HERR.
- Traverse City Business Men's Association**
President, THOS. T. BATES; Secretary, M. B. HOLLY; Treasurer, C. A. HAMMOND.
- Owosso Business Men's Association**
President, A. D. WHIPPLE; Secretary, G. T. CAMPBELL; Treasurer, J. W. COLLINS.
- Pt. Hurons Merchants' and Manufacturers' Association**
President, CHAS. WELLMAN; Secretary, J. T. PERCIVAL.
- Alpena Business Men's Association**
President, F. W. GILCHRIST; Secretary, C. L. PARTRIDGE.
- St. Johns Business Men's Association**
President, THOS. BROMLEY; Secretary, FRANK A. PERCY; Treasurer, CLARK A. PUTT.
- Perry Business Men's Association**
President, H. W. WALLACE; Secretary, T. E. HEDDLE.
- Grand Haven Retail Merchants' Association**
President, F. D. VOS; Secretary, J. W. VERHOEKS.
- Yale Business Men's Association**
President, CHAS. ROUNDS; Secretary, FRANK PUTNEY.
- Grand Rapids Retail Meat Dealers' Association**
President, L. M. WILSON; Secretary, PHILIP HILBER; Treasurer, S. J. HUFFORD.

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



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

For Sale Cheap

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

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

There Is Money In It



It pays any dealer to have the reputation of keeping pure goods. It pays any dealer to keep the SEYMOUR CRACKER. There's a large and growing section of the public who will have the best, and with whom the matter of a cent or so a pound makes no impression. It's not how cheap with them; it's how good. For this class of people the SEYMOUR CRACKER is made. Discriminating housewives recognize its superior flavor, purity, deliciousness, and will have it. If you, Mr. Dealer, want the trade of particular people, keep the SEYMOUR CRACKER. Made by

National Biscuit Company
Grand Rapids, Mich.

MICA AXLE GREASE

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

ILLUMINATING AND LUBRICATING OILS

WATER WHITE HEADLIGHT OIL IS THE STANDARD THE WORLD OVER

HIGHEST PRICE PAID FOR EMPTY CARBON AND GASOLINE BARRELS

STANDARD OIL CO.

H. LEONARD & SONS

IMPORTERS AND JOBBERS



OPALESCENT ASSORTMENT GLASS NOVELTIES.

6 Dozen Articles—12 Kinds—for \$6.00

A "sure cure" for dull days. One of the foremost leaders in attractive glass novelties. Contains one-half dozen each of the twelve articles illustrated above in three assorted colors, crystal, blue and canary opalescent, many of which will sell readily for 25 cents.

- | | | |
|-------------------------|-----------------|--------------------------|
| No. 562 Card Receiver. | No. 562 Vase. | No. 562 Rose Bowls. |
| No. 563 Card Receiver. | No. 561 Vase. | Opaline Brocade Celery. |
| Klondike Card Receiver. | No. 521 Vase. | Ruby Opaline Rose Bowls. |
| Intaglio Footed Jelly. | Trough Bon Bon. | Pump Vase. |

A bargain for 19c special sale.

H. LEONARD & SONS, Grand Rapids, Mich.

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

The Advance

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



Ten cent
Smokers
NEVER KICK
when they
can get the
IMPROVED
"W. H. B"

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



Tanglefoot Sealed Sticky Fly Paper

Catches the Germ as well as the Fly.

Sanitary. Used the world over. Good profit to sellers.
Order from Jobbers.

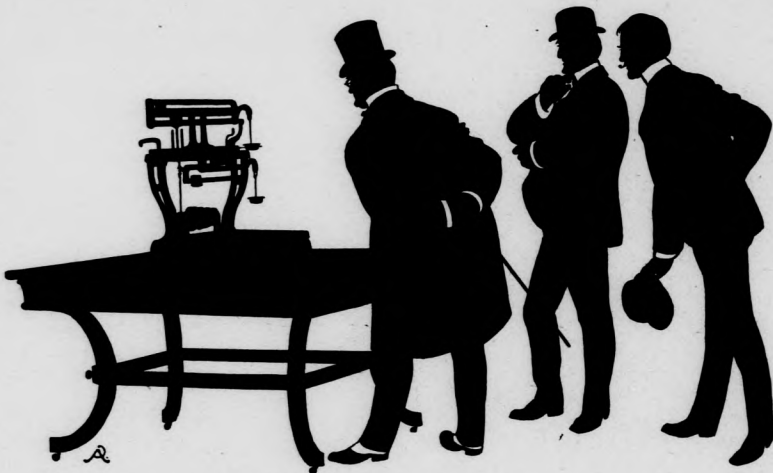
The Grand Rapids Paper Box Co.

Manufacture

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

GRAND RAPIDS PAPER BOX CO., Grand Rapids, Mich

Isn't It a Curious Thing



That a man will cling so tenaciously to a bad habit? These men are inspecting the Money Weight System. Have you looked into it? When are you going to throw away that bad habit—that old pound and ounce scale and invest in the profit saving system—the Mon-

ey Weight System. Sit right down and write us WHEN.

THE COMPUTING SCALE CO., Dayton, Ohio