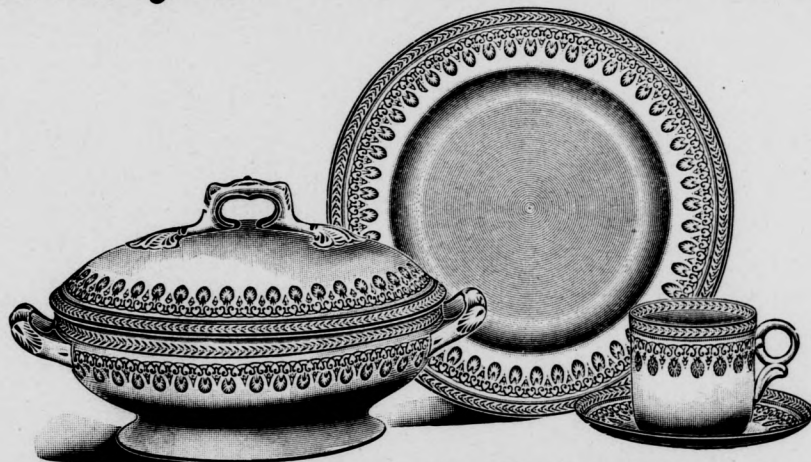


Volume XVII.

GRAND RAPIDS, WEDNESDAY, MARCH 28, 1900.

Number 862

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	1 42
8 doz Fruit Saucers, 4 inch, per doz.....	66	5 28
1 doz Oatmeals, per doz.....	1 31	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
1/4 doz Bread Plates, per doz.....	2 63	66
1/2 doz Bowls, 30s, per doz.....	1 75	88
1/4 doz Dishes, 8 inch, der 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
1/4 doz Dishes, 14 inch, per doz.....	9 19	2 30
1 doz Bakers, 3 inch, per doz.....	1 53	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	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	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

Royal Tigers, 10 cents

have that natural, delicate aroma and sweet taste so dear to the heart of the discriminating smoker, and embody all that is good in cigars. Workmanship, material and quality are all there and so delightfully blended as to make a most enjoyable and satisfying smoke.

Tigerettes, 5 cents

are as far ahead of the ordinary five cent cigar as Royal Tigers are ahead of other cigars, as day is ahead of night. They are in a distinct class by themselves and have well earned their title of

A Smoker's Smoke

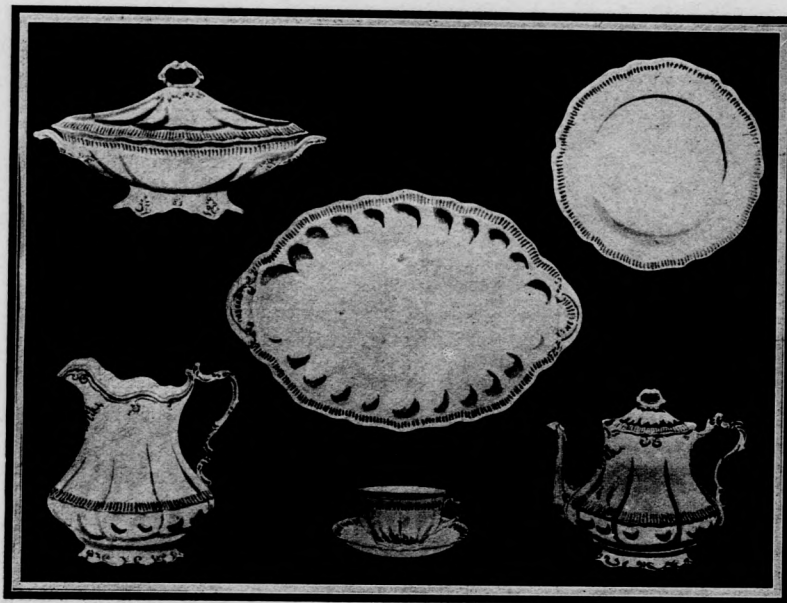
Phelps, Brace & Co., Detroit

Largest Cigar Dealers in the Middle West.

F. E. BUSHMAN, Manager

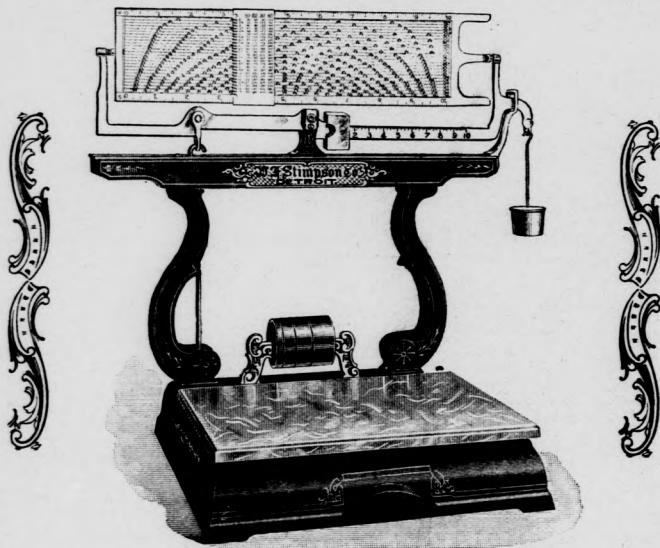
JENNESS & McCURDY

STATE AGENTS FOR



JOHNSON BROS.' P. G. "NEW CENTURY" SHAPE
71-75 JEFFERSON AVE., DETROIT, MICH.

Important to Scale Users



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

W. F. STIMPSON CO., Detroit, Mich.

"Sunlight"

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

Walsh-De Roo Milling Co.,
Holland, Mich.

Do you know we are selling

English Earthenware?

We suppose not; but allow us to convince you that we are by sending you a sample line of two or three patterns. Express charges paid both ways if they are not what you want. Our salesman will call on you if you want to see the complete line.

HALL & HADDEN.

18 Houseman Building,
Grand Rapids, Mich.

MICHIGAN TRADESMAN

Volume XVII.

GRAND RAPIDS, WEDNESDAY, MARCH 28, 1900.

Number 862

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.

Improvement
 In other lines, why not in coffee selling? A. I. C. high grade coffees are what you want. Quality right. Plan right. Results remarkable. Address
A. I. C. Coffee Co.,
 21 and 23 River Street, Chicago.

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.
 Private Credit Advances
 Collections and Commercial
 Litigation
 WIDDCOMB 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. Palms, Wm. C. Yawkey, David C. Whitney, Dr. J. R. Book, Eugene Harbeck, Chas. F. Peltier, Richard P. Joy, Chas. C. Jenks.

Tradesman Coupons Save Trouble. Save Money. Save Time.

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GENERAL TRADE REVIEW.

The harmonizing of adverse interests in the Carnegie company and the acquisition of the Third Avenue street railway property in New York by the Metropolitan company are factors which are effective in raising stock values all along the line. The average of improvement of transportation stocks for the week was \$2.26 per share and of industrials \$1.44. The much talked of Third Avenue led with a rise of \$35.25 a share. The money market has become much easier and this with the assurance from the enactment of the currency bill has some effect, but much more is attributed to the settlements mentioned.

The harmonizing of the Carnegie interests are also of vast importance in the iron situation, giving as they do the assurance of no radical changes in competition or in the methods of management. The great scarcity in steelmaking iron is now a principal bull element in the iron manufacture. Prices of anthracite foundry, Eastern and Southern forge and steel plates are weaker, but Bessemer pig is hard to buy at the prices quoted and higher are predicted.

Nothing startling appears in grain, which has fallen with decreased exports. But the merchandise exports from New York, including not less than 35,000 bales of cotton, have amounted in three weeks to \$43,916,895, or 63.8 per cent. more than last year, while the imports in three weeks have been \$272,000 less than last year. While the figures point to an excess of exports over imports considerably exceeding \$50,000,000 in New York, it can not be assumed that the increase elsewhere has been as large. Meanwhile the money market is undisturbed, and although clearings are 10.8 per cent. smaller at New York and 7.3 per cent. smaller at other chief cities in March thus far than last year, when the great corporations were being formed, they are nevertheless 32.1 per cent. larger at New York, and 32.2 per cent. larger at other cities than in 1898, when transactions were considerably greater than had ever been known in March.

The tendency of prices in the boot and shoe market is upward in spite of the decline in the Chicago hide market. The effect of the advance has been a

considerable curtailment of orders and works are with fewer orders than for a long time.

In textiles the woolen market maintains nominally its high quotations, but the little movement there is in the trade is at concessions. Many grades of woolen goods sympathize with the raw staple in dulness. European demand still holds the price of cotton at a small fraction below ten cents. Exports have been 520,429 bales this month, against 276,251 last year, and at such prices that instead of \$8,500,000 last year, probably \$23,500,000 is paid this month. Including Southern consumption of 103,000, there have come into sight 449,925 bales this month, against 476,719 last year; but Northern spinners have taken only 108,745, against 138,997 last year. Europe appears to need about 215,000 bales more than its commercial and mill stocks to run until September at the consumption now reported, while Northern mills apparently have more than enough, with 1,251,000 bales in commercial stocks left to meet Southern and foreign needs. But the idea that foreigners will buy much beyond their needs, in order to carry over as much to cent cotton as they would carry of 6 cent cotton, has yet to meet the test of events. Goods for delivery months hence are sold very little and at some concessions.

A second Pan-American congress will be held next winter and already there are evidences that it will be interesting and valuable. It is worth something for the republics on this continent to be well acquainted with each other. These conferences bring them into closer touch. European influences anxious for trade and commercial advantage have not hesitated to attempt to make disturbances and occasion differences between the United States and other American republics lying to the southward. It is true that the export trade of this country to the South American republics has fallen off quite considerably in the last few years, and indeed the same is true of our exports to all South and Central American countries. There has been a corresponding loss in imports as well. In 1892 the United States imported from these countries coffee to the value of \$120,000,000, while last year the imports were only \$48,000,000. Sugar and molasses amounted to \$87,000,000 in 1894, and last year only \$38,000,000. India rubber is about the only article showing any substantial increase in imports, the business in that having increased \$8,000,000 in the last ten years.

A Boston man has been making hundreds of dollars by selling "three star ring good luck boxes," the alleged production of Hindoos with magical powers. As usual, an unfeeling postal inspector has killed the romance in the story by discovering that the boxes were turned out by a factory at Lynn for 5 cents each.

A young man who does no labor to speak of during the year can easily persuade himself that he is overworked in the spring.

THE TROUBLE IN CHINA.

The fact that American missionaries in China have been maltreated and the further fact that American warships are concentrating on the coast of China are subjects of some concern to public men at the national capital. The maltreating of missionaries in China is no new thing and of itself need cause no fears of serious trouble. Neither is it anything unusual to send warships to the coast of China, as this country has maintained for many years a squadron in Chinese waters; in fact, the "China Station" is one of the regular flag commands of the service.

It must be remembered, however, that China of to-day is not the China of a decade and more ago. The territory of the Chinese empire is now divided up into what are known as spheres of influence, in each of which some European power claims an exclusive right to intervene or operate. For this reason some of the powers are disposed to view the sending of warships to Chinese waters as unwarranted interference on our part.

In the present case the missionaries maltreated resided in that part of China claimed by Germany as her legitimate sphere of influence. The German government has even offered to protect American missionaries residing within the sphere of influence in question. This offer the Washington Government can accept with all propriety, without, however, surrendering our undoubted right to protect our citizens with our own ships and military force if it should be deemed proper to do so.

This country is committed to the "open door" policy, and can not for a moment recognize the sphere of influence claims. Our treaty rights with China force us to look to the Chinese government for redress where our citizens residing in China suffer injury, and no sphere of influence claims can for a moment be permitted to stand in the way of our doing our full duty by Americans, wherever they reside. If the Government deems it proper to send warships to Chinese waters, and even to land troops on Chinese soil, it has a perfect right to do so and no foreign government would have the least right to interfere so long as forcible action on our part was merely of a punitive character, and was free from all attempt at territorial aggrandizement.

The excitement caused by sending warships to China should warn our people that the retention of the Philippines will embroil us permanently in the Eastern question, and lead to no end of complications. International complications are the natural penalties of an imperial policy.

It is said Delaware sportsmen have made contracts with a New York millinery supply house for 20,000 birds. This useless and cruel slaughter is to feed the vanity of women who are without hearts and try to borrow the plumage of dead birds to make themselves beautiful.

A wit can do more with one idea than a dull man can do with a dozen.

Fruits and Produce.

When Will the Egg Shipper Learn the Lesson?

All along during my fifteen years' experience in the business there have been egg speculators—operators who bulled or discounted the market—and their wrecks lie along the shores of time. Every state in the Northwest has contributed the "defuncts" to the trade—"knows ails" who thought they could control the markets, control prices, control production, but who, alas! would be much better off to-day if they had only been better able to control themselves.

It remained for the development of the ammonia process cold storage system to build the great cold storage houses in the consuming centers during the past six to ten years. That has furnished the modern system of speculation in eggs. During the past few years three out of five of the gatherers and shippers of eggs in the West have joined the speculators' class, many of whom I know in former years had done a legitimate, conservative business, buying and selling on the market, making fair earnings, such as a fair prosecution of this business allows. This modern system, to my mind, has been very hurtful to the trade. Weak human nature, in its eager desire to become rich, overweeningly ambitious to be known as a large handler of eggs, has succumbed to the seductive propositions of the big storage houses and aggressive commission merchants, accepted their advances, and waded in beyond its depth, only to be in the end overwhelmed in the ebb and flow of the tide of mercantile transactions—some lost forever, others stranded like a wreck, the big storage house getting its storage charges and advances out of the salvage, and the commission merchant his commissions and advances and interest, while the poor shipper holds the bag.

Will the shipper learn the lesson of experience? Can he not see that, under the present system of storage, considering the vast capacity of the storage houses and the increased production of eggs, in storing large quantities of eggs he departs from legitimate business ventures, becomes a mere speculator, a gambler with the cards stacked against him.

I make this one general assertion, that the shipper who continues to store large quantities of eggs, under present conditions, year after year, stares ruin in the face as surely as the gambler who bucks the wheel and keeps at it.

There is a legitimate storage for the shipper. He is buying and shipping eggs on the market, paying a fair market price, venturing like an enterprising merchant within his capital to develop and widen his business. Competition will require his storing a few eggs in order to fairly hold his own, but never more than his capital will fairly admit of, nor more than he can well dispose of in the fall and early winter within restricted outlets; and then he must be willing to accept early small profits, or even a loss in order to get rid of a surplus.

No shipper can afford to own eggs in public cold storage after December 1, or 15 at the latest, and the wisest shippers sell their holdings just as soon as a profit appears, although it's within a week after the eggs go into storage, and they never let September go by without decreasing their holdings largely.

As an almost universal rule the West-

ern shipper is storing from two to five times as many eggs as he should. Can he not see that, with this increased storage capacity, every handler of eggs in the East carries large quantities on his own account with which to largely supply his trade as the season arrives for using storage eggs (which is right and legitimate), and that those eggs will be moved and furnished to consumption just as soon as a margin allows and, that this storage business is now conducted on the most even and legitimate percentage of profit, such as any other business allows?

Experience has taught us this lesson now for a number of years, and still the inordinate greed of the country shippers to buy all the eggs they see or can hear of, and that, too, with money furnished by storage houses or commission merchants on an I. O. U. attached to a warehouse receipt, forces this unnatural condition of things, unreasonable prices in the West and ownerships of a great many more eggs in storage than good business policy will justify. Shippers who might with some reason own two or three cars in storage talk of ten or twenty, and shippers who could afford to carry five or ten cars talk of twenty-five to fifty, and some who might own ten to twenty-five cars must put away fifty to sixty. Under such a condition of affairs, is it any wonder that unnatural, forced prices are paid everywhere throughout the West during the storage season?—A. W. Johnson in Egg Reporter.

His Way Clear.

Briggs—Nothing remains but to ask the girl.

Griggs—Do you think she will consent?

Briggs—Oh, yes. I am going to tell her that her parents are dead against it.

Anti-Trust Sugars

We are in a position to furnish you cane New York Sugar all grades, from 1 to 100 barrels or more at prices that will warrant you buying of us.

Some Other Money Savers

Matches (anti-trust)
Coffees (full line), Teas,
Cereals, Table Relishes,
Lambert's Peanuts, etc.

Write us for prices. We can interest you.

Moseley & Shelby,
25 Tower Bldg,
Grand Rapids, Mich.



We have our own Straw Board Mills, carry heavy stock.

Prompt shipments.

Write for prices.

Flint Egg Case and Filler Co.
FLINT, MICH.

SEEDS

We carry a full line of FARM and GARDEN SEEDS. Best grades and lowest prices. Send us your orders and you will get good treatment. LARGEST STOCKS, BEST QUALITY.

ALFRED J. BROWN SEED CO.
GROWERS, MERCHANTS AND IMPORTERS
GRAND RAPIDS, MICH.

FIELD SEEDS

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

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

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

Beans and Potatoes Wanted

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

The Vinkemulder Company,
Grand Rapids, Mich.

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.

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.

Getting the People

Encouraging Words From Mason—Some Sparta Advertising.

C. S. Clark, of Mason, writes under date of March 22 as follows:

I have been much interested in your criticism of advertisements sent in by advertisers at different times and believe you are doing good work in showing your subscribers how to get the best value out of money expended for advertising. As I think that the judicious use of printers' ink is the mainspring of business success, I write to commend your efforts and also to submit an advertisement for criticism.

Mr. Clark's advertisement is reproduced herewith. I have this criticism to make of it: it asserts that Clark's bread

Ask Your Grocer For Clark's Bread.

The best bread in the city for only 4 cents a loaf. Don't take any other, but insist on having the best. If they are out of Clark's bread come to the City Bakery and get it.

Remember we can furnish you with Yeast, Salt Rising, Cream, Brown, Graham, Home-made, or any kind of bread you want, and at the reasonable price of

4 Cents a Loaf.

Why pay 5 cents for bread when you can get the best for less money. Use Clark's bread and no other and you are sure to be pleased.

At the City Bakery you will also find a full line of other baked goods.

C. S. CLARK, Prop.

is the best without giving any reasons for its superiority. Now, the people who read the newspapers are not used to swallowing statements whole—they want to know the why of every assertion that is made. What Mr. Clark should do is to tell why his bread is best. Let him speak of the care with which the flour is selected, the cleanliness of every operation in the making of the bread, the skill of the bakers who produce it—then he will give his readers something to remember—something that will always come to their minds whenever they think of bread. Mr. Clark's advertisement is very creditable as to its general appearance, and if he will adopt the plan suggested above, he should be able to stimulate the sale of his bread considerably.

The Hastings Drug Co., of Sparta, sends in an advertisement for criticism, which is one of the most attractively displayed that it has been my pleasure to see.

I have but one fault to find in it—the expression, "Exceedingly Comfortable Prices." The use of the word comfortable is incorrect and there is not the shadow of an excuse for it. There used to be a time when people thought that weird torturings of the English language added to the force of an advertisement—happily, that illusion is almost dispelled. There is no objection to making your advertisements masterpieces of literature, provided you don't polish the business out of them—but don't use inappropriate or absurd combinations of words in the hope of making your advertisements original. Originality is not to be desired when it comes at a sacrifice of common sense. The ravings of a lunatic are original, in the sense that no sane person would be likely to say such things—but they mark the lunatic still more plainly, for the same reason. As a general rule, the more plainly, the more simply, the more convincingly you talk in your advertisements, the more

good results you can expect. Remember, the majority of your readers are

HASTINGS DRUG CO.

"The Brick Store on the Corner."
Sparta, Michigan.

"Elegance fits nowhere as well as in the home."

NO expense of time or money is too great to lavish upon the home. Nothing has so much influence upon the character of young and old as home surroundings. No other place should be so pleasant or so dear to its inmates as the home. The entire character of a house is changed by its arrangements and decorations. An immediate transformation takes place with the transformation of its walls. There is no way of making elegant and pleasing changes in the home as cheaply and conveniently as with wall paper.

Harmonious Creations of Wall Paper Art

Abound in great numbers in our splendid stock of Wall Paper. Rich greens, dainty blues, cheerful yellows, warm reds, high colored floral patterns with shaded borders and blended ceilings are strong points of beauty in wall paper for 1900. Added to the strong points of beauty are

Exceedingly Comfortable Prices.

We shall open the season by a Special Sale of cheap papers, beginning at once.

- 1,000 rolls kitchen papers, choice of ten patterns and colors, two band border, with ceiling to match if desired, per roll. 1e
- 1,000 rolls sitting room, bed room and stair papers, two band borders, choice of ten colors and patterns, usually sell for 5c per roll. 2e
- 1,000 rolls parlor, bed room and sitting room papers, two band borders, full weight and length rolls, large number of patterns to select from, quality that usually sells for 6 1/2c per roll. 4c
- 1,000 rolls of remnants, both papers and borders, one and two rolls of a kind, just right for patching and repairing, worth up as high as 50c per roll, your choice, papers or borders, per roll. 5c

common people, of whom Lincoln said: "The Lord must have loved them—because he made so many of them."

W. S. Hamburger.

Willing Testimony.

"How do you like your new type-writer?" enquired the agent.

"It's grand," was the immediate reply. "I wonder how I ever got along without it."

"Well, would you mind giving me a little testimonial to that effect?"

"Certainly not. Do it gladly." So he rolled up his sleeves and in an incredibly short time pounded out this:

"After Using the automating Back-action a type writ, er for thre emonth and Over, I unhesitatingly pronounce it pronoe it to be al even more than the Manufacturs Claim? for it During the time in possession e ith ree month zid id has more than paid for itself in the ving of it and labor.—Johns \$ Gibb."

"There you are, sir."

"Thanks," said the agent, and most quickly went away.

A man who owes money has no right to be loafing and wasting the time of his creditors.

PREPARED 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.

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

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.

YUSEA MANTLES.

We are the distributing agents for this part of the State for the Mantle that is making such a stir in the world.

It gives 100 candle power, is made of a little coarser mesh and is more durable.

Sells for 50 cents.

Will outwear three ordinary mantles and gives more light.

GRAND RAPIDS GAS LIGHT CO.,
Grand Rapids, Mich.

Established 1780.

Walter Baker & Co. LTD.



Dorchester, Mass.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE COCOAS AND CHOCOLATES

on this Continent.

No Chemicals are used in their manufactures.

Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their Premium No. 1 Chocolate, put up in Blue Wrappers and Yellow Labels, is the best plain chocolate in the market for family use.

Their German Sweet Chocolate is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and be sure that they get the genuine goods. The above trade-mark is on every package.

Walter Baker & Co. Ltd.

Dorchester, Mass.

Send in your orders NOW for

Mackintoshes

We will make lower prices than ever.

Studley & Barclay,
Manufacturers and Jobbers in Rubber Goods and Mill Supplies,
4 Monroe Street,
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.

WORLD'S BEST

S.C.W.

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

Around the State

Movements of Merchants.

Alcona—Wm. Clark has purchased the general stock of Joseph Miller.

Detroit—Hester & Kramer have purchased the grocery stock of Chas. Merrell.

Clare—Pierce & McKinnon succeed Henry W. Pierce in the grocery business.

Niles—Hanna & Day, of Detroit, have opened millinery parlors at this place.

Frankfort—The drug stock of J. B. Collins & Son was recently partially destroyed by fire.

Cheboygan—Henrietta E. (Mrs. L. E.) Hamilton has removed her bazaar stock to Crystal.

Ann Arbor—Chas. Lampos succeeds J. Lampos in the bakery and confectionery business.

Flint—Edna L. Mason is succeeded by Hewes & Cameron in the drug and grocery business.

Eaton Rapids—A. W. Annis is closing out his boot and shoe stock and will retire from trade.

Detroit—Chas. G. Roehm, dealer in meats and vegetables, has sold out to Chas. J. Granier.

Eaton Rapids—Norton & Coster have purchased the bazaar stock of Mahala, Townsend & Co.

Springport—The drug firm of Doak & Orrison has been dissolved, John H. Doak succeeding.

Charlotte—F. A. Waltersdorf has engaged in the harness and vehicle business at this place.

Litchfield—Wanless & Preston have sold their harness, buggy and implement stock to J. B. Hadley & Co.

Fairfield—A. A. Goodsell & Co. have sold their drug, dry goods and grocery stock to M. F. Billings, of Rome Center.

Lake City—Fred Bartholomew has concluded the purchase of a bazaar stock at Cedar Springs and has removed to that place.

Three Rivers—H. P. Hilton, of Detroit, who recently purchased the harness stock of C. J. Engle, has taken possession of same.

Sherman—Ruthie Wheeler has purchased the merchandise stock of his father and will continue the business in his own name.

Cadillac—Jas. Broderick, formerly engaged with the Giant Clothing Co., of Grand Rapids, has opened a clothing store at this place.

Ithaca—The grocery and crockery firm of Ingles & Hiffner has been dissolved, the former purchasing the latter's interest in the business.

Lake Odessa—Jacob Lundquist has sold his meat market to Gardner Wight and Harry Hubbard, who will continue the business at the same location.

Saline—Wm. Judson has purchased the interest of Mr. McKinnon in the hardware stock of McKinnon & Jerry. The firm name will hereafter be known as Jerry & Judson.

St. Johns—S. A. Post, formerly engaged with the Crowe-Wesener Shoe Co., of Owosso, has purchased the interest of Mr. Woodruff, in the shoe firm of Woodruff & Trompe.

Crosswell—Wm. Owens and Wm. Prentiss, formerly engaged in the furniture and undertaking business under the style of Owens & Prentiss, have dissolved partnership, the former continuing the undertaking business and the latter taking the furniture stock.

Northville—Mark S. Ambler & Co. succeed the Ambler Mercantile Co. in the lumber, coal and ice business.

Evart—The Evart Telephone Co. has undertaken an extension of its toll line service from this place to Marion, taking in Avondale, Beech Tree Corners and Gormer en route.

Iron Mountain—The Iron Mountain Co-operative Society will shortly open a grocery store and meat market in the Spencer block. John Hathaway has been engaged as manager of the new company.

Ashley—Harry Rose has purchased a half interest in the dry goods, boot and shoe and grocery stock of B. Garrett, and will assume the management of the business. The new firm will be known as Garrett & Rose.

Manufacturing Matters.

Rose City—Ray Beach succeeds H. A. Beach & Son in the saw and flouring mill business.

Detroit—The Nonpareil Shirt Co., manufacturers of shirts, pants and overalls, will discontinue business about May 1.

Port Huron—The Thompson Woodenware Co. is fitting up the store formerly occupied by Carleton & Cole and will use it in connection with its business.

Holland—The stockholders of the Holland Sugar Co. were agreeably surprised this week when they received notice that a dividend of 4 per cent. would be paid on their amount invested.

Clare—Curtis Palmer, formerly engaged in the mercantile business at Colonville, has purchased an interest in the chair rod factory of R. Muscott, the firm name being Muscott & Palmer. Other specialties will also be manufactured.

Jonesville—The Leroux Cider and Vinegar Co., of Toledo, will establish a salting station at this place, having contracted with growers for 300 acres of pickles. The company is considering the idea of establishing a canning factory here also.

Three Rivers—The Armstrong-Durst Machine Works, of Chicago, have been secured to locate here, the contract being closed this morning. The factory will be located in the first ward near the Lake Shore & Michigan Southern Railway, on what is known as the old city pound. The company employs about fifteen people and cost the city \$1,500 and the site. Work will be commenced at once on a new building for them.

The Bean Market.

The market is showing stronger feeling and it looks now as though we should see higher values within a short time. Stocks are being gradually reduced to a very low point, both in the United States and Canada. Canada now has on hand from 130 to 140 cars. Michigan has about 200 cars, including the twenty cars at Detroit. California has about 100 cars and New York has just about what will be needed for seed. The demand has increased for choice hand picked pea beans somewhat during the past week and it is rumored in the New York market that a Government order has been issued to buy 570,000 pounds of beans, which will probably help the demand a little. Foreign beans continue to arrive, but receipts have been lighter for the past few weeks. Red kidney and other fancy grades are quiet and about 5c lower. E. L. Wellman.

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

The Boys Behind the Counter.

Lansing—Clyde M. Douglas has resigned his position in the grocery store of S. B. Taylor & Co., and taken a position in Leslie. He will be succeeded by Basil Crittenden. Harold Brum has also taken a position with the same firm.

Cadillac—Fred Woolston, who was employed as pharmacist in George D. Van Vranken's drug store, has gone to the home of his parents near Grand Rapids. Mr. Woolston's continued ill health made necessary the change.

Owosso—W. Lee Crowe, who was at one time a member of the firm of Hartshorn, Son & Crowe and later of Crowe & Payne, has taken a position with Hartshorn & Son as floor salesman.

Saginaw—Retail Clerks' union, No. 65, recently held a pleasant social gathering at Gage hall, in honor of Fred M. Campbell, one of the charter members, who recently returned to this city after an absence of several months. About fifty couples participated, the east side union and Bay City union being represented. A large attendance from Bay City had been expected, but an important meeting there prevented the attendance of some of the prominent members. During the early part of the evening dancing was enjoyed, and this was followed by a banquet. After the toothsome viands had been discussed there was a feast of reason. John W. Clark, President of the union, acted as toastmaster.

Cadillac—F. N. Kathe, of Cleveland, Ohio, has taken a position as clerk in Morgan & Murray's hardware store.

Owosso—Otto Stever has taken a position as clerk in Fred Carpenter's grocery.

Cadillac—Wellington Snider has resigned his position with Johnston & Kaiser, the grocers, and is now engaged with the Harristown grocers, E. G. Snider & Co. Fred Nye, of Flint, is Mr. Snider's successor at Johnston & Kaiser's.

Evart—Mrs. H. A. Bailey has resigned as book-keeper for the Davis Dry Goods Co. and has been succeeded by Miss Blanche Doolittle.

Port Huron—J. B. Vail, who has been associated with the Meisel dry goods house for the past thirteen years, has closed his connection with the business. He has completed arrangements for the removal of his family to Balfour, North Dakota, where he will take up a business which promises a large measure of prosperity.

Cadillac—Andrew Lindstrom has taken a position in Robert Johnson's grocery store.

Owosso—Fred Conkling, formerly shoe clerk for Goodspeed Bros., has entered the employ of Hookway & Sons. He will work in the clothing and shoe department. John Brown succeeds him at Goodspeed Bros.

Cadillac—George Webber has resigned his position in A. H. Webber's drug store. Hereafter he will be engaged as salesman in the Dunham & Cassler furniture and undertaking establishment.

The Grain Market.

Wheat during the week held its own under the most persistent bear reports. It seems impossible for the bear element to find any more reports to force a decline. The great bugbear is that Argentine has 60,000,000 or 70,000,000 bushels of wheat. Yet how insignificant that is when one State, Kansas, a few years ago alone raised nearly 90,000,000 bushels. Still the bears harp on Argentine with only the amount stated. We have about

54,000,000 bushels in sight, but the invisible is certainly not near as much as it was a year ago, so there is no use of trying to depress the market on that account, as it will all be needed before the new crop becomes available. May wheat closed to-day about where it did a week ago. Winter wheat held its own and is about 6c higher for cash as well as for May, making May about 73c.

Corn has been very active and advanced fully 1½c per bushel. May option is 3½c and all offerings are readily taken. It really looks as if the demand exceeded the supply at present as farmers are not ready sellers at present prices.

While the trade is large in oats, prices have only made a slight gain of ½c per bushel. They will probably remain at present prices.

Rye is only steady at last week's quotations, bringing about 60c in carlots for choice rye.

In beans the trade does not seem to be willing to go over the \$2 mark.

Flour has been very steady; in fact, prices are rather on the upgrade. Local and domestic demand is good, while foreigners are raising their bids.

Millfeed is still wanted at \$16 per ton. Corn and oat feed is fully \$1.50 per ton higher than last week.

Receipts have been: 71 cars of wheat; 20 cars of corn; 4 cars of oats; 1 car of rye; 3 cars of flour; 1 car of malt; 4 cars of hay; 1 car of straw.

Millers are paying 68c for wheat.
C. G. A. Voigt.

Youthful Diplomacy.

A South Division street grocer relates that a couple of days ago a little girl entered his emporium and timidly laying down a dime asked for ten cents' worth of candy.

"It's for papa," she said. "I want to surprise him when he comes home."

The grocerman proceeded to dig out some of his stock, when the little girl interposed.

"Don't give me that kind. Give me caramels. I just love caramels."

"But I thought these were for papa," the grocerman remarked.

"I know," explained the little girl, "but when I give them to papa he'll just kiss me and say that 'cause I'm such a generous little girl he'll give them all back to me. So you'd better give me caramels."

Sales by Misrepresentation.

As told by the South Dakota Retail Dealer, the catalogue houses are advertising a hay carrier sold under various names at prices below what a first-class carrier can be sold for, and are recommended by them as the very best on the market, and many people are led to believe that they are getting a bargain. It will be only a short time before they will find out that they have bought a carrier of old style, out of date, and dear at any price. When it comes to getting something good it can not be bought from a supply house as well as from the local dealers who are backed by the jobbers and manufacturers in the furnishing of good and satisfactory goods.

Cereal Trust Abolishes Card Prices.

The American Cereal Co. has granted to the jobbers of Chicago the privilege of selling its oats at any price they wish. The price established by the manufacturers at which the jobber was to sell to the retailer was never observed, and the abolition means very little.

For many years the Princess of Wales has suffered from constitutional deafness, but is such an expert lip-movement reader as to have no difficulty in carrying on conversation in an ordinary tone. Her mother, the queen of Denmark, is similarly afflicted.

Grand Rapids Gossip

Geo. F. Owen has removed his office and showroom from 40 South Division street to 130 Monroe street.

Jacob Engbrenhof has opened a grocery store at 119 Stocking street, purchasing his stock of the Olney & Judson Grocer Co.

Joppa Bros. have opened a grocery store at Jamestown Center. The stock was furnished by the Olney & Judson Grocer Co.

Myers & Chase have engaged in the grocery business at Watervliet. The Olney & Judson Grocer Co. furnished the stock. Mr. Myers was formerly engaged in trade at Glendale.

O. H. Ingerson has engaged in the general merchandise business at Hopkins. He purchased his grocery stock of the Olney & Judson Grocer Co., his hardware stock of the Clark-Rutka-Weaver Co. and his dry goods stock of P. Steketee & Sons.

Frank N. Cornell, for many years engaged in general trade at Sebewa, has opened a branch store at West Sebewa, placing Frank Mapes, who was in the employ of Mr. Cornell for five years, in charge. The stock was furnished by Grand Rapids jobbers—the dry goods from Voigt, Herpolsheimer & Co., the shoes from Rindge, Kalmbach, Logie & Co. and the groceries from the Ball-Barnhart-Putman Co.

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—Are higher, a recent advance of 10c having occurred. Supplies now arriving are of rather better quality than have come forward previously. As yet shipments have been small and, with improvement in the weather, the demand has increased, which has had its effect in causing an advance in prices. It is very likely that this demand will cause a still further advance shortly.

Butter—Receipts are increasing and there is an improved demand for genuine butter and less demand for the imitation. Factory creamery is slow sale at 24c, while dairy rolls command 20c for fancy and 18c for choice.

Beets—\$1.25 per 3 bu. bbl.

Cabbage—\$1@1.10 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 90c@1.15 per doz. Home grown will not be in market again for about four weeks.

Cocoanuts—\$3.50 per sack of 100.

Cranberries—Jerseys command \$10@11 per bbl.

Dressed Poultry—The market continues strong, 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 8@9c. Turkeys are in good demand at 11c for No. 2 and 12½c for No. 1.

Eggs—The warmer weather has resulted in the anticipated slump in prices, dealers paying 12c to-day, but predicting a 10c market before the end of the week.

Green Stuff—Grand Rapids forcing lettuce, 16@18c 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—The situation is chiefly interesting because the question of prices has been satisfactorily adjusted and the upward tendency has become marked. Buyers have taken hold with some of the old-time energy of late and prices have advanced 75c per box on all grades within the past two weeks. The demand appears to be principally for the better qualities at present.

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 capons and 10c for gobblers. Geese, 9c.

Maple Syrup—Selling at 75@85c per gal., as to quantity and quality.

Nuts—Ohio hickory command \$1.25 for large and \$1.50 for small. Butter-nuts and walnuts are in small demand at 60c per bu.

Onions—Home grown command 50@60c. according to quality.

Parsnips—\$1.40 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—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, 4¼c 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.

Hides, Pelts, Furs, Tallow and Wool.

The hide market shows more firmness, as was expected with a slight advance. The quantity is no greater, although Chicago collections are larger, with no sales of consequence, as the asking price is above buyers' views. The indications are that hides will go back to the old figure before offerings are made.

Pelts are not quotably higher, with few offered.

Furs are in good demand at fair prices, awaiting the outcome of present sales in London.

Tallow is in fair demand, with no higher values.

Wools are strongly held at the old price, with light sales and light demand. Supplies are getting low with the manufacturers, as they are running day and night on large orders. The new clip is close at hand and the outlook is good for fair prices. Wm. T. Hess.

Shorter Hours for Massachusetts Clerks.

The Committee on Labor of the Massachusetts House of Representatives gave a hearing last week on the bill limiting the hours of labor of grocery and provision clerks. This is the bill:

Section 1. The hours of labor of all employees of meat markets, provision, tea and grocery shops shall not exceed sixty hours per week, and no agreement between employer and employee for longer hours of labor shall be valid.

Sec. 2. Any employer who violates the provisions of this act by compelling or inducing an employee to work more than sixty hours per week, or by entering into an agreement with an employee to work more than the said sixty hours, shall forfeit a sum not exceeding \$50 for each offense.

The Grocery Market.

Sugar—The raw sugar market is very strong and prices have advanced to \$4.47, with a good demand at this price. The visible supply of raw sugar is 2,450,000 tons, against 2,480,000 tons at the same time in 1899. On account of the advance in raws the refined sugar market is very strong and an advance in price is daily expected.

Later—The market took an unexpected turn this morning. On account of the advance in raws, Havemeyer expected to advance prices, but when the market opened Arbuckle reduced his list five points. As a result, the market is demoralized and buyers hardly know where they are at.

Canned Goods—There are no features of moment in the market for either spot or future goods, and trade, as a whole, is disappointing to all alike. Holders who have expected a brisk demand are still waiting and there are no indications of any revival in business. While trade, as a whole, is unsatisfactory, there is a feeling of hopefulness which serves to hold the market firm and prevents dealers shading prices to secure trade. The impression prevails, however, that any important buying would result in higher prices and that conditions would improve materially. The small but numerous orders keep the market firm, because they show beyond doubt that distributors are carrying small stocks and must buy liberally to supply their trade, provided that trade consumes as much canned goods this spring as usual. Sales of futures are no larger than last week, with the exception of corn, which has been selling more freely the past few days; in fact, the season for the heavy sales of futures has passed and a good many think that there will be more sales in the open market than ever before. It is said that the situation has many points of benefit in it, because packers will not put up as much of any variety as usual, which will be better for dealers later.

Corn appears to be rather more active and prices on both spot and future goods are held firm in all packing sections. Unquestionably, the prospect has much of promise. Futures have sold so freely the past few days that some growers have been directed by packers to plant corn instead of tomatoes. There has been freer selling among corn men than has appeared from the outside and now packers are beginning to report "entirely sold out" or "prefer not to take further orders." There is a rather better feeling in tomatoes but so far there has been no change in the future situation. Prices are likely to advance within a short time, but that implies enlarged buying, which doesn't appear to be so close at hand as some packers have been sanguine enough to expect.

There is a considerable demand for cheap grades of peas, but they are hard to get and, when found, holders are disinclined to let them go, believing that they will bring better money later. String beans are scarce and prices have advanced materially in the past few days. Packing of pineapple will begin in a short time and the outlook favors a large pack of good quality. The Maine clam pack will be larger this year than ever before. The cost of packing will be considerably higher and jobbing prices will advance accordingly. The salmon situation is very strong, but no change in prices has occurred. According to present indications there will be an upward move before long, the demand having already outrun the supply.

It is feared that the Columbia River salmon output this year will be very short, as most of the futures have been sold and the supply is considerably less than the demand.

Dried Fruit—Although the market is entirely without feature, there is a steadily increasing consumptive demand, which holds prices firm and prevents shading to secure business. Trade for the most part is on a narrow basis, but the aggregate, taking a week together, amounts to a fair average and indicates that most retail distributors are carrying light stocks and are compelled to buy whenever consumers ask for goods. This fact indicates that prices are likely to advance whenever buying begins on an important scale. As has been the case for some time, prunes attract the most attention and sell most actively, going out in large lots more frequently than for some time previously. While this has caused a better feeling in the market, there has been no change of movement in prices, but conditions are slowly improving and business promises to be more satisfactory in the next few weeks. The quantity now on hand is smaller than usual at this season and, aside from large sizes, supplies on the coast are not excessive. Prices are somewhat firmer, but show no quotable change as yet.

The raisin market is still rather unsettled and will be so until the difficulties between the growers and the Association are settled. Stocks are moving out slowly at unchanged prices. Peaches remain steady and, with sales increasing, there is promise of improvement in prices on some grades. There are not many cheap grades obtainable and the better quality of goods are more or less scarce. Apricots are firm and scarce. There is an excellent enquiry, which may lead to further improvement in prices later. It is almost impossible to find any large lots, as they are well cleaned up. Dates are unchanged, with perhaps a slightly increased demand for most grades, which causes prices to be held slightly firmer, without, however, any quotable advance so far. Currants remain practically the same, with fair demand. Dealers would be glad to force them up, if possible, owing to the fact that present prices give them almost no profit on their investment. There is no change in evaporated apples. Prices are practically the same and demand is fair.

Rice—The demand for rice is somewhat improved. Prices are unchanged but holders have full confidence in the future market, with prospects becoming more favorable as spring advances. Fancy and good grades are in light supply, with offerings limited.

Tea—A better feeling prevails in tea, with an improvement in the demand and enquiries for the better descriptions, causing a steady tendency to values.

Molasses—Because of the limited offerings, holders of molasses ask prices too high to admit of much business. Buyers confine themselves to small purchases to meet immediate requirements. The market presents no new developments, prices ruling strong.

The cultivation of fruit trees along the high roads of France is being extended year by year. Following the example of the government, the communes in certain departments adopted the practice as a source of revenue, and now it has become an important branch of national industry.

It is a bad memory that retains things that ought to be forgotten.

GOTHAM GOSSIP.

News From the Metropolis—Index to the Market.

Special Correspondence.

New York, March 24.—The coffee market is rather dull. Buyers are hanging off and only small amounts are changing hands. Advices from Europe are weaker in tone and the general situation is not as encouraging as last week. If the Brazil crop proves to be 2,250,000 bags short, as is estimated, there will be a "turn about" before many weeks. The invoice price of Rio is nominally $8\frac{1}{2}$ @ $8\frac{1}{4}$ c. The amount in store and afloat aggregates 1,251,728 bags, against 1,315,672 bags at the same time last year. There has been little demand for the mild grades and quotations have reacted somewhat, good Cucuta being quotable at $10\frac{1}{4}$ @ $10\frac{1}{2}$ c. Little has been done in East India sorts beyond the usual transactions and no changes in prices have taken place.

A conference of the "friends" of the warring refiners has been held this week to see if some solution of the trouble could not be found. The idea is to "combine," but one of the outside refiners wanted such a figure for his plant that nothing has been accomplished and matters have been put off until a future date. In actual market there has been a fairly active trade and refined sugar is very firm at the last quotation, which showed an advance of five points on granulated.

The tea market continues fairly firm and the sale at auction was attended with considerable interest. Prices, while showing no material advance, are well adhered to for decent sorts of teas, and the outlook generally is satisfactory.

The rice market is "meeting with approval" by sellers, but there is room for improvement. Buyers appear to be fairly well supplied for the present, but the position is one of hopefulness and later on a good volume of business is looked for. Prices here continue almost below those of New Orleans, comparatively.

An average trade is being done in spices and prices, as a rule, are well sustained. Pepper commands most interest, although cloves are strong.

The molasses market is decidedly dull. Grocery grades of New Orleans are receiving scant attention and, although offerings are light, there is a lack of animation on the part of buyers. Good centrifugal, $20\frac{1}{2}$ @ 28 c.

There is a better feeling for syrups, although exporters appear to be doing most of the trade. Supplies are not large and prices are firm. Prime sugar syrup, $20\frac{1}{2}$ @ 22 c; fancy, $23\frac{1}{2}$ @ 27 c.

The hoped-for revival in the canned goods business has been put off. There is a decided lull in the matter of futures and there is room for improvement in the spot trade. Some enquiry has existed for Maryland tomatoes and there is rather more doing in Columbia River salmon, which are firmly held. In other lines there is hardly an item of interest to be picked up in the entire trade worth mentioning.

There is a better feeling in dried fruits and it is said that large transactions in prunes will be recorded within a short time. Other lines are steady and, as a rule, prices are well sustained.

There are no changes of importance to speak of in the green fruit market. Lemons are firmly held at the recent advance and Sicily fruit is quotable from $\$2.60$ @ $\$3.35$. Oranges are higher, California selling at $\$2.65$ @ $\$4.50$; seedlings, $\$2.20$ @ $\$2.40$. Bananas are soaring higher and higher and no reduction is looked for for six weeks. Firsts, per bunch, are worth up as high as $\$1.75$ for Limons and $\$1.55$ for Aspinwalls.

The demand and supply for butter have been about equal and the market is steady, with best Western creamery held at 25 c; thirds to firsts, $21\frac{1}{2}$ @ $24\frac{1}{2}$ c; Western imitation creamery, $20\frac{1}{2}$ @ 23 c; Western factory, $18\frac{1}{2}$ @ 20 c, and choice rolls the same. It is hard to find very fine goods at this season.

Cheese is firm. There is a better feeling all around and the market is in good shape. Small size, full cream State cheese readily brings $13\frac{1}{4}$ c and holders

are seemingly rather indifferent as to whether they part with stocks or not.

With more moderate weather the arrivals of eggs have become larger and the price has declined. It requires very fancy stock to fetch more than $16\frac{1}{2}$ c; Western, $14\frac{1}{2}$ @ $15\frac{1}{2}$ c.

Choice medium beans are worth $\$2.12\frac{1}{2}$ @ 2.15 ; pea, Michigan, in bags, $\$2.12\frac{1}{2}$; red kidney, $\$2.10$ @ 2.15 . The market for most all kinds of beans is in good condition and there has been quite an active trade all the week.

New Butter Classification in New York.

For a long time past members of the New York Mercantile Exchange have been of the opinion that the scores on butter were too high and encouraged manipulation of prices to the detriment of receivers. The Butter Committee recently took up the question and made the following changes, which went into effect Monday:

Extras.

Shall be composed of the highest grades of butter made in the season when offered under the different classifications, 90 per cent. of which shall be up to the following standard, the balance may be grade firsts:

Flavor—Must be fine, sweet, clean and fresh if of current make, and fine, sweet and clean if held.

Body—Must be good and uniform.

Color—A light straw shade, even and uniform.

Salt—Mild salted.

Package—Good, uniform and clean.

Score—Shall average 91 points, or higher, with the exception of the months of June and July, August and September, during which time the average shall be 93 points or higher.

Firsts.

Shall be a grade just below extras, and must be fine butter for the season when made, and offered under the different classifications and up to the following standard:

Flavor—Must be good, sweet, clean and fresh if of current make, and good, sweet and clean if held.

Body—Good and uniform.

Color—Reasonably uniform. Neither too high nor too light.

Salt—Neither coarse nor slack salted.

Package—Good and uniform.

Score—Shall average 85 points, or higher.

Seconds.

Shall be a grade just below firsts and must be good for the season when offered under the different classifications and up to the following standard:

Flavor—Must be reasonably good and sweet.

Body—If creamery, must be sound. If lard or process, must be 90 per cent. solid boring.

Color—Fairly uniform.

Salt—May be high, medium or slack salted.

Package—Good and uniform.

Score—Shall average 80 points, or higher.

Thirds.

Shall be a grade below seconds.

Flavor—Must be reasonably good and may be strong on tops and sides.

Body—Fair boring if creamery, and at least 50 per cent. boring a full trier, if lard or process.

Color—May be irregular.

Salt—High, low or irregular.

Package—Fairly uniform.

Score—Shall average 75 points, or higher.

No Misunderstanding.

"You are welcome," said the man who had just given up his seat in the crowded street car.

"I didn't say anything, sir," haughtily answered the woman who had just sat down.

"I know you didn't, ma'am," he rejoined, beaming upon her with great cordiality.

A wheelbarrow may be an excellent thing, but it won't push itself. It's the same with trade. Put the laborer behind the barrow, the advertisement behind the business, if you desire progress.

D. O. WILEY & CO.

DETROIT, MICH.

COMMISSION MERCHANTS

ESTABLISHED 1868.

BUTTER, EGGS, FRUIT, PRODUCE

References, Dun or Bradstreet.

Consignments Solicited.

Please Mention Tradesman.

We want to buy your

Butter and Eggs for Cash

FOR SALE—Second-hand butter brocks, ones and twos. 3c per gal. f. o. b. Detroit.

Hermann C. Naumann & Co.,

353 Russell St., Opp. Eastern Vegetable Market, Detroit, Mich.



Fibre Butter Packages

Convenient and Sanitary

Lined with parchment paper. The best class of trade prefer them. Write for prices to dealers.

Gem Fibre Package Co

Detroit, Michigan

Geo. N. Huff & Co.,

WHOLESALE DEALERS IN

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

COOLERS AND COLD STORAGE ATTACHED.

Consignments Solicited.

74 East Congress St., Detroit, Mich.

WANTED

We are always in the market for Fresh

BUTTER AND EGGS

36 Market Street.

R. HIRT, JR., Detroit, Mich.

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.

WALL PAPER
SEASON 1900.

The Best Selected Stock in Michigan. Sample books now ready—will be sent to dealers or paper hangers on receipt of request, freight paid. Send name and address at once. State priced papers you handle.

THE MICHIGAN WALL PAPER CO., LIMITED,
202 RANDOLPH ST., DETROIT, MICH.

The Buffalo Market

Accurate Index of the Principal Staples Handled.

Beans—Market is easier on marrows, offerings of choice being made at \$2.25 @2.30, while pea and medium hold steady at \$2@2.20. Supply is fair of all kinds, particularly common to fair lots.

Butter—General complaint of dulness from holders of extra creamery and 25c was top, while under grades say from 20@23c. Good, serviceable butter is taken on arrival. Rolls are particularly scarce and bringing 20c and occasionally 21c. Low grades are all cleaned up and the outlook on that class is favorable for shipment.

Eggs—Another unsettled week with nothing to encourage buyers to take more than would supply daily wants. Receipts were light and all well taken care of almost before arrival. Prices ranged from 14@15c at the close of the week, with most business at 14½c. This week trade opened easy and 14c was the going figure for jobbing lots. To-day the market downed to 13c and later to 12@12½c, closing easy.

Cheese—Old cheese has all been disposed of and the demand for new is light with a range of 12@13c for good to choice. Skins dull and weak, best not quotable above 10c and from that down to 5c.

Dressed Poultry—Active demand for all offerings and market strong. Bulk of receipts were fowls, fancy of which sold at 12c and fair to good 10½@11½c. Chickens, fancy, 12½@13c, fair to good 11@12c, capons 13@14c, turkeys scarce, the few receipts selling at 11@13c, latter price for small fancy lots. Ducks would bring 14@15c.

Live Poultry—Receipts fairly liberal, but only sufficient to meet the demand. Market slightly easier, but on the whole closed firm to-day. Turkeys 11@11½c. Chickens, fancy, 11@11½c; fair to good 10½@11c. Fowls good to fancy, 10½@11c. Ducks 80c@\$1.15 per pair. Geese 65@90c each.

Apples—Higher, offerings light and demand good considering the advance. Fancy fruit \$3.75@4.50, No. 2 \$3@3.50, seconds \$2.50@2.75.

Cranberries—Firm; fair trade, choice to fancy \$3@3.25 per crate.

Bananas—Higher, selected \$2.25@2.50, No. 1 \$1.75@2 per bunch.

Potatoes—Liberal offerings have weakened this market far below expectations. Demand has not been above fair and with stocks generally below the late average there is every prospect of a still further decline. Quite a fair lot of frosted potatoes have also shown up the past few days and considerable anxiety is manifested to dispose of that class. Really fancy sound stock, however, is in light supply and will no doubt hold fairly steady at 45@46c in carloads, while common, mixed fair to good will hardly bring 40@42c. Store prices are from 3 to 5c above carloads in a small way.

Onions—Market is cleaning up on good to choice and the feeling is firm at 48@50c in round lots. No white offered; would bring 60@65c. Bermuda dull, \$2.25@2.50 per crate.

Celery—Quality continues to be less attractive as the season advances and the best stock is not quotable above 55@60c, fair to good 20@30c per doz.

Cabbage—Market is almost bare of desirable native stock and demand active. Solid hard heads, Danish seed, bringing \$2.50@3 per bbl. and fair to good \$2@2.25. The few crates of Southern received here were poor and sold at \$2@2.25.

Lettuce—Very light supply the past week and with an active demand market was stronger. Fancy heads sold at 75c @ \$1 per doz; boxes of 3 dozen \$1@1.35; bundle 30@40c.

Pieplant—Quiet and weak; best offered at 50@60c.

Radishes—Fair supply, good demand at 16@20c per doz. bunches.

Parsnips—Strong, light supply and good enquiry. Fancy sold at 60@65c per bushel.

Squash—Steady, sound stock selling at \$3 per 100 lbs.

Spinach—Scarce and wanted at \$2@2.50 per bbl.

Vegetable Oysters—Large selling at 45@50c, small 25@30c per dozen bunches. Popcorn—Quiet, 2@2¼c per lb.

Maple Sugar—Firm for light at 8@9c, new quoted at 10@11c per lb. Syrup 50 @70c per gallon.

Honey—Quiet, no fancy white here; dark quoted at 10@11c.

Dried Fruits—Evaporated in good supply and light demand. Fancy 7½@8c, fair to good 6@6½c per lb. Raspberries scarce, 13@14c bid.

Dressed Meats—Calves lower, good to choice \$7@7.25; common \$6@6.50. Hogs \$5.75@6.25.

Buckwheat Flour—Quiet; \$2 per cwt. Straw—Scarce and higher, active demand. Wheat and oat \$7.50@7.75, rye \$6@10 per ton.

Hay—Stronger; no receipts of prime and good enquiry. Loose baled will bring \$15.50; tight \$14.50@15.00; No. 1 13.50@14; No. 2 \$11.50@12 per ton.

Marketing California Fruit.

From the Fruitman's Guide.

It is reported here that a company is shortly to be organized with \$1,000,000 capital to build and operate a fruit auction house at Los Angeles, Cal., for the sale of oranges and lemons during the season. Several Eastern capitalists are said to have been approached on the subject and that the Santa Fe and Southern Pacific interests are agreeable to the project and are willing to lend their aid by laying tracks alongside such a building. So far as is known of the plan, the company proposes to have all the fruit delivered at one point daily from all sections, and immediately after sale, in carloads lots only, send out the trains to the various distributing points.

Red and Yellow Bananas.

From the Fruitman's Guide.

Ever since the trouble with Spain red bananas have ceased to be a factor in this country. For two or three years we have received only the yellow fruit from Jamaica and Central America. Several years ago the tables were turned and the red fruit predominated and the yellow fruit was as much of a curiosity as the red fruit is now. Another year it is expected that large quantities of the red fruit will come here from Cuba. The plantations were destroyed during the war, but are now well under cultivation again.

Continuous Happiness.

Mrs. Hix—Is your daughter happily married?

Mrs. Dix—Indeed, she is. Her husband shakes in his boots every time she speaks.

D. Boosing

General
Commission Merchant
SPECIALTIES

Butter Eggs
Poultry Beans

Ruling prices on the Buffalo market Monday, March 26:

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

If our market is satisfactory, ship.

Correspondence solicited.

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

154 Michigan Street,
Buffalo, New York.

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.

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.

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 418 pages, is 8½x6 inches in size, and contains numerous illustrations. By sending

FLEISCHMANN & CO.,

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

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

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.



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 28, 1900.

STATE OF MICHIGAN } ss.
County of Kent

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

I am pressman in the office of the Tradesman Company and have charge of the presses and folding machine in that establishment. I printed and folded 7,000 copies of the issue of Mar. 21, 1900, and saw the edition mailed in the usual manner. And further deponent saith not.

John DeBoer.
Sworn and subscribed before me, a notary public in and for said county, this twenty-fourth day of March, 1900.

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

FIGHTING AGAINST FATE.

While in theory it may be true that a man born to be hanged will never be drowned, there is a belief in the human mind that neither extremity is a necessity. There is, therefore, a constant attempt on the part of humanity to try conclusions with destiny and against circumstance and condition to work out one's own salvation in the way it seems best. For some unknown reason the storekeeper's boy makes up his mind that life is not worth living unless he can distribute pills to the community and saw its legs off. The boy of the blacksmith at the corners informs the family that the pulpit is to be his means of improving mankind; and the country neighborhood laughs itself sore when "that nincom" of a farmboy begins to study law. In the minds of those who know them, it is simply a fight against fate for these boys to undertake the long, laborious task to fit themselves for the vocations for which they were never intended.

It is getting to be the prevailing idea that the specialist shall choose his calling only after his general training is completed. That will give him and the older heads he comes in contact with a chance to decide on sensible grounds what he is best fitted for; and the requirements of the "learned professions" now are such that the four years at college is the only passport which will admit the specialist to his chosen calling. Better than that, the upper walks of business generally, while less exacting, are looking with favor upon the young man who comes with a college training as a foundation, even for a clerkship.

This training with the diploma that stands for it is now taken at its real value, and unless on account of it the possessor wants to begin several rounds from the bottom of the business ladder, he is always gladly received. He probably knows little now about business.

He may not be able to add an ordinary column of figures without making mistakes. He will show himself often as senseless as a little child; but when he gets the hang of the ropes, he is found to be the man looked for and, with fate on his side, he makes a success of it.

An amusing instance of the fresh young man in the newspaper office has been furnished by an exchange. His alma mater had sent him out into the world and a newspaper enrolled him among its workers. Duty sent him to the market and the fruit dealer rejoicing over a consignment of choice oranges told the young pencil-driver that they were the first navel oranges of the season and as fine as they were rare. Then was the time when the young man's learning came to his aid. The fruit should have a name worthy of it and when the editor, with the heartlessness of his class, asked him what in something or other he meant by "umbilical oranges" and, blue-pencilling the adjective, gave to the fruit the usual term, it began to dawn upon the diploma bearer that he had made a fool of himself and that good, plain United States is the only language tolerated in trade circles.

One fact to be stated in regard to the boy who makes his own selection of what he wants to be is that the apparent fight against fate is only apparent. The inborn something decides the matter and this settles the whole question. The accidents of family and environment which warp the judgment of the neighborhood have no influence here, and so it comes that the world's best in statesmanship and in success, generally, is due to that transcendent genius which from a world of wants takes that which is peculiarly its own and, with an earnestness and determination which never falter, crowns the chosen career with fame and fortune. There are certain limits which can not be disregarded. A peach, no matter whether the training be much or little, will remain a peach, and the potato a potato; but if both are the best of their kind, the toil can never be regarded too great nor the time wasted which, with fate for or against it, wins from the unpromising and common the best which the world has seen.

A New York justice has recently decided that patent medicines are not necessities of life. He ought to get a lantern and read the advertisements that are in laid-off street cars at the railroad barns.

When Excelsior marched through the village, and saw housekeepers pulling down their window curtains all along the line, it occurred to him that "the shades of night were falling fast."

The directors of the Paris exposition have received 16,000 requests for permission to erect refreshment and newspaper booths on the grounds.

There will be a big demand for farm hands this spring. This is annoying to the tramp who is asked to work at every place he asks for pie.

In New York the new woman, having the rights of man to hang onto a strap in a street car, has come to be a standing joke.

A flag of truce in Kentucky means that both sides will have time to take another julep before hostilities are renewed.

Righteous indignation never lasts long. It soon gives way to something easier.

"UNTO CAESAR."

It is one of the easiest things in the world to find fault. It is equally easy to tell what ought to be done. To find fault, to show where the trouble lies, to point out the way to remove it, and then do it is another matter. A certain class of citizens has been finding fault for a good many years with the daily newspaper. It is bad clear through. Not a page, not a column, rarely a paragraph, appears in the wide realm of the newspaper which does not testify to the fact that the whole thing is bad, if not absolutely wicked. It caters to the low. It is gossip to the very verge of criminal. Its tendency is to create and foster crime. In the guise of a public servant it panders to public corruption. Its acknowledged influence is too often at the disposal of the highest bidder. In a word, if its enemies are to be believed, it is bad clear through.

It naturally follows that the church, the acknowledged censor of public morals, should stand foremost in checking and, if possible, removing this public evil. There is hardly a pulpit that has not thundered against it. The keen eye of criticism searches every item stranded in the most retired and unpretending corner and, holding it up to censure, the critic denounces it and its publisher in good set terms. It has not stopped there. It has presumed to read lesson after lesson to the newspaper fraternity as to the what and the how the contents of the paper should be and when the management after years of experience is fain to believe that its way is better, the censor has upbraided it as prostituting for gain its own and the public's highest ideals of purity and worth. Not satisfied with that, the church has gone one step farther and has presumed to show the newspaper publishers of the country how to run a newspaper. Copies of the model are lying now on the editorial table. They have been carefully examined and they are best described by a pleasantry from the boarding house breakfast table: "May I venture, madam, to ask whether the beverage this morning is tea or coffee?" "Certainly, sir; a little of both." It is neither one thing nor the other and beverage and newspaper on the church plan remain untouched.

It is amusing to read the comments which this sample of newspaper enterprise has brought out. Among the many, a leading objection of the secular press, charged again and again with utter disregard of and even disrespect for sacred things, is that such journalism tends to lower the divine. Men like to talk of Religion's coming down from her pedestal and, like her Master, going about doing good. That is theory and as such is well enough; but when the theory becomes a commonplace fact, these theorists are the first to deplore it. There is in the make-up of American character a profound feeling for all that Religion holds dear. The hymn that comes back from the years that are gone, hummed first to us by the lips that bent over our cradles, brings with it the tenderest, the purest and the sweetest idea of holiness which human hearts can hear and heed. Manhood may be black with crime, womanhood may be degraded; but down through the wickedness and the shame the home-blest melody finds its way and heaven for the time in that little kingdom is restored again on earth. Sacred to the past, the innocence of childhood, the sanctity of home, the old days when life was young and pure, are the memories, wholly his

own, which stand for that holiness now enshrined in his heart and he enters there alone and worships them.

When, then, with this feeling in his heart, he hears that a man has determined to run a newspaper as Christ would run it, it shocks him. It violates every sense of propriety and fitness in respect to what he considers sacred and he resents it as he would resent a slur upon his mother's name. It makes common what from his childhood he has been taught to revere and he denounces man and newspaper alike. What does this fellow know of the man who spake as never man spake? When was he so taken into His confidence as to be taught how to run a paper on the divine plan? Why confine the idea to the paper? How about sawmills and corner groceries and bargain counters? In the atmosphere of the composing room and in mule driving, what would—. He can not, bad as he knows he is, complete the revolting thought. In his righteous wrath he falls into phraseology unused since he went away from home and, with an earnestness which crowds his whole idea into a single expression, he exclaims: "Render unto Caesar the things that are Caesar's."

The trouble with this attempt of advanced journalism is that it is mixing incongruous things. It is a homely phrase, but "Whistling is out of place at a funeral." There is a time to pray and a time to dance, but so far in the history of prayer meetings the exercises have not been interspersed with the negro melody and the waltz. That same all-seeing discernment which is supposed to lie at the bottom of the whole matter should have kept apart Caesar's affairs and heaven's. When they are to be intermingled it calls for the divine to make it a success. Only once in the history of mankind has the incarnation taken place and then the divine had the human so wholly under subjection that, while it was always about the Father's business, it never found it necessary to drive a delivery wagon or sell soap or edit a newspaper.

The great machine, L'Assistance Publique, which dispenses charity to the Paris poor, is the richest charitable establishment in the world. It draws from real estate investments 2,400,000 francs, and from government investments 3,560,000 francs, to which is added a city subsidy of 185,000 francs, making an income of over 6,000,000 francs. It is an enormous sum to dispense in charity, and it would seem as though nobody need go hungry in Paris; but the complaints are constant that worthy people are refused assistance. It is said that five-ninths of the income is spent in paying the functionaries who handle this great sum. The professional philanthropist is bound to live. He can not afford to do good with other people's money simply for his health.

It is said a truly intellectual woman seldom knows how to cook; but it does not follow that a woman without intellect can cook.

A New York firm in the hands of a receiver says: "Our capital has become inadequate to meet our maturities."

The busy man is not always industrious. He may uselessly busy himself about other people's affairs.

Platforms appear to trouble many politicians; but they are the easiest of all political things to get over.

THE MID-WESTERN FARMER.

While the farmers of Clinton county, Iowa, are not "the embattled farmers" of Emerson's verse, they have proven themselves worthy descendants of that worthy ancestry by a deed which will follow, it is to be hoped, in the path of "that shot heard around the world," fired by the New England patriot. It is said by unquestioned authority that a road running westward from Clinton towards Elvira has been macadamized for four miles and that the county proposes to macadamize two miles more during the coming summer.

The fact is noteworthy because it stands unparalleled. It is important because it fixes the center of modern civilization at an unexpected point of the Mississippi valley. It is significant because it places the farmer—the Mid-Western Farmer—at the head of the world's civilizers. Had the same progressive and farseeing spirit appeared earlier and farther eastward the automobile trip which ended in disaster in the Mohawk Valley would have, or might have, taken place in the region west of the Rocky Mountains, a supposition which might have been a certainty, had that four miles of macadamized road in Iowa had its counterpart in supercivilized New York.

There has been a great deal of genuine astonishment expressed of late years at the surprising development of the West, and this has been confined to that narrow—physically and mentally so—strip of territory forming the domain of the original states of the Union. From so many hives the swarms of American youth have gone into the Western country and have made homes there. The country has grown up and they have grown up with it. Industrious, the well tilled land has yielded them its increase. Prosperous, they early surrounded themselves with signs and conveniences of prosperity. Intelligent, they turned to practical account the circumstances which surrounded them. They used the old until they devised something better and threw the old away. They began in every case where the generation before them left off and right there lies the secret, if a generally known fact can be a secret, of the Great West. It has been development on their part ever since the West received them, and the place which this country holds to-day in the march of nations is due to efforts of the Middle West, where the Mid-Western farmer has his home.

Until recent years there has never been any comparison between the two sections of country because in the opinion of the East there has been nothing to compare. That same condition still exists, but now it is because in the opinion of the West there is nothing to compare. The old life and the old ways and means in the East have not changed. They have been hopelessly stationary. In business lines the Erie canal is the standard of comparison for self-satisfied New York, and that standard has been the laughing stock of the Middle West for a great many years. Nobody can tell how many summers the New England farmer in whetting his scythe wondered what these mowing machines were which he was constantly reading about; and when a home-returning New England boy told of seeing a reaping machine at work and what it would do in a day, the heart of his farmer father was grieved to hear that boy, brought up in the fear and admonition of the Lord, unblushingly lie like that!

This piece of Iowa road carries out the same thought. By no possible chance could it have been built east of Ohio. In the Western Reserve, a bit of transplanted New England, it might have been expected; but not nearer the Atlantic than that. There is not an Easterner reading these lines who will not recall country road after country road, hilly and rocky, which was hilly and rocky during his boyhood and young manhood when he left the old farm and which was just as hilly and as rocky the last time he visited the old homestead. There is a rock in a certain bend of a New England road that has offered its sharp shoulder to the tires of ten generations and those ten generations have uttered profanity enough over that rock to overbalance the prayers and tears of as many generations of divines, and yet the farmers of that neighborhood are risking their hope of salvation to-day, as their forefathers have done, with no more intention of removing that accursed rock than their fathers had. It was reserved for the farmer of the Middle West to show this day and generation that no neighborhood and no nation can become a civilizer in the highest sense of the term until there are highways for civilization to travel.

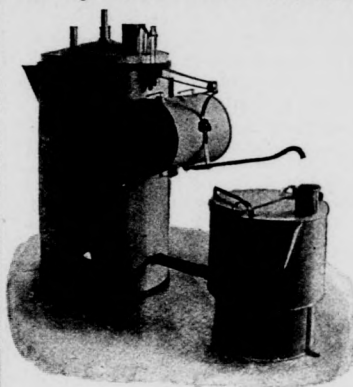
The history of this piece of macadamized wisdom in Iowa is soon told. The farmers with brains concluded it would cheapen the cost of marketing their produce and add to the value of their farms to have good roads. They believed if communication, rapid and pleasant, could be secured between Clinton and Elvira that both places would be benefited. They concluded to have such a road and that, therefore, it must be a good one. The county might not be able to build it. As owners of the territory bordering the proposed highway, they could and they did; and the result is so satisfactory that they have raised \$3,000 to extend it. This action has stirred up the farmers of the entire county and it is expected that, in time, every road in that county will be macadamized. It is an instance showing that the good is catching; but, better than all, it shows that the Middle West is up and doing; it shows that the farmer is worthy of his heritage; and it shows, too, that out of that Middle West, where the brain and the sinew of this country have made their homes, over these splendid highways radiating everywhere will travel the best of that Western civilization which is everywhere surprising and blessing the world.

As a fashionably-dressed woman was leaving an electric car, the other day, she lurched with the motion and the conductor courteously put out his hand to assist her. The lady drew back as if she thought she would be contaminated by the touch. "Don't you touch me, sir," she said. The passengers who had seen the act of courtesy so discourteously refused plainly showed their indignation. Seeing this, after the car had started on again, the conductor put his head in the door and explained: "She's all right. She told me, as she was getting out, that she had just been vaccinated."

The Pennsylvania Railroad has placed an order for 105,000 tons of steel rails, for which it is to pay \$33 a ton, and deliveries have begun on this order. In 1864 this road paid \$153.75 a ton in gold for iron rails and in 1863 it imported a lot of steel rails, for which it paid \$218.53 a ton. These were the maximum rates ever paid in this country for rails.

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.

Lone, 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.

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.

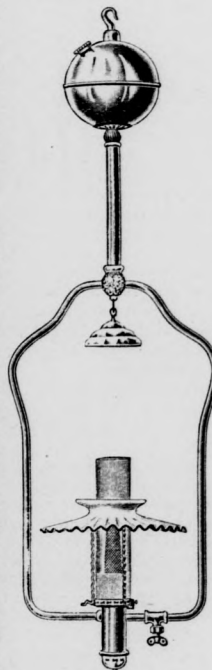
The Imperial Gas Lamp has proven its light to be the most brilliant, most steady and most satisfactory.

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

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.

The Meat Market

Bargain Sales in Beef Steaks.

It is true that "coming events cast their shadows before," and it is also true that very often the shadows first take their shape in jokes. Let me illustrate: Five or six years ago I was employed on one of the daily papers, but noted the change in the method of conducting retail markets.

There was at that time a rapidly growing tendency toward cheap methods, which it is not necessary to enumerate here. I wrote a joke, which was printed in the World, and which had for its theme the trials of a butcher who was advertising "bargain sales in beef steaks." At that time the bargain sales in meat markets were not known, but to-day they are the regular thing. I have often wondered why some butcher has not gone further and announced remnant sales, such as the dry goods stores do. While walking along a Brooklyn street last week I saw a sign which converted me to a belief in the transmission of thought, for there a butcher had caught my idea, as proved by this sign:

REMNANT SALE OF MEAT at 10 A. M. To-day.

I strolled into the shop and found the proprietor, who in answer to my request took me to the remnant counter. There I found dishes of pork scraps, beef scraps and mutton scraps beautifully thrown together into a mass that looked like hash prepared for a giant. The price up to 10 a. m. was four cents a pound, after that five cents a pound. "You would not be offended at some suggestions, would you?" I asked. He said "No," and smiled as he held up a handful of the mass for my inspection. I could see that he didn't understand what I said, so I repeated the question. Whereupon he pointed to some chopped beef and wiped his nose on his apron. I went to a drug store and drank some vichy, while I thought of the remnant sale. Among other things, I asked myself how a man who could not understand English got the idea of having such a sign. I gave it up. Then I thought of the possibilities of such a sale if conducted by a bright man. Wouldn't it be a good scheme to separate the remnants into three classes—beef, pork and mutton? And wouldn't it make a hit if they were all sewed together end to end and sold by the yard? Imagine the sensation a sign like this would make:

REMNANT SALE,

Not more than 2 yards to each customer.

Beef, 4 cents a yard, was 8.

Pork, 3½ cents a yard, was 7.

Mutton, 3 cents a yard, was 6.

And think of what "bargains" this would enable the thrifty housewife to take advantage of! She could buy a couple of yards of beef remnants for eight cents, sew them into a piece a foot or two square, and serve it as a round steak—although it would be a square one. Before I could get together some other thoughts on the subject, I heard drums, and then remembered it was "St. Patrick's Day in the morning." Before I could escape the parade was upon me, and I wondered how many butchers took advantage of the day to advertise their wares. In my mind I put together a sign, and these words it bore:

St. Patrick's Day Suggestions.
Green Moulded Hams and Greens.

Irish Potatoes.

Green, 478 Green Street.

And then I woke up.—Stroller in Butchers' Advocate.

Not an Authority on Bob Veal.

Henry Rhinehart, of Rochester, N. Y., was arrested recently on a charge of offering for sale a calf too young to be used for food. A Health Board inspector seized the animal from the market and said that it was not more than five days old when killed. It turned out in court that the calf didn't belong to the butcher at all, but he had slaughtered it for another man, and the other man testified that it was two months old. Mr. Rhinehart was discharged, and the inspector blushed.

Will Raise Thoroughbred Opossums.

LaGrange, Ind., March 10—This city is the home of another freak industry. This time it is an opossum farm, and the same efforts will be made to achieve as much success in this new industry as that of the skunk farm operated here. The opossum farm will be under the superintendency of James Hart, the animals will be thoroughbred, and will form the nucleus of the new project. The location will be on the banks of Olive Lake.

Shortage of Sausage Meat.

Milwaukee sausage makers find it difficult to secure sausage meat. One of them writes us: "We are hardly able to get sufficient sausage meat for our retail business here and in Chicago. Our stock of summer sausage is already disposed of. We wanted to make three times as much, but could not get the material. All we can do is hold on to our old customers, endeavoring to satisfy them as best we can."

Adulterated Sausage Ordinance.

The Board of Health of Gloversville, N. Y., has issued an order prohibiting the sale of sausage containing anything other than meat and the necessary seasoning. The punishment provided for disobeying the order is a fine of \$25 for each pound sold or offered for sale.

Dipping in for Sermons.

"Did you notice the flour upon the crown of the Rev. Mr. Nailer's hat this morning?"

"Yes. He must be getting pretty close to the bottom of the barrel."

A New York City butcher several months ago worked a scheme which attracted considerable attention. He advertised that all purchasers on a certain day would be given "left-handed mustache cups." It was considered a joke, but just the same the cups were given as promised. Few people know that mustache cups are manufactured for use by people who use their left hand instead of the right. There is a demand for them by one-armed people principally.

Ballou Baskets Are Best



Is conceded. Uncle Sam knows it and uses them by the thousand.
We make all kinds.

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

Send for catalogue.

BALLOU BASKET WORKS, Belding, Mich.

We want your

Poultry, Beans, Butter, Eggs

Correspondence solicited.

W. B. STOPPARD & CO.,

COMMISSION MERCHANTS,

SYRACUSE, NEW YORK.

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.

ESTABLISHED 1876.

CHAS. RICHARDSON

GENERAL
COMMISSION MERCHANT

Wholesale Fruits,
General Produce and Dairy Products.

58 AND 60 W. MARKET ST.

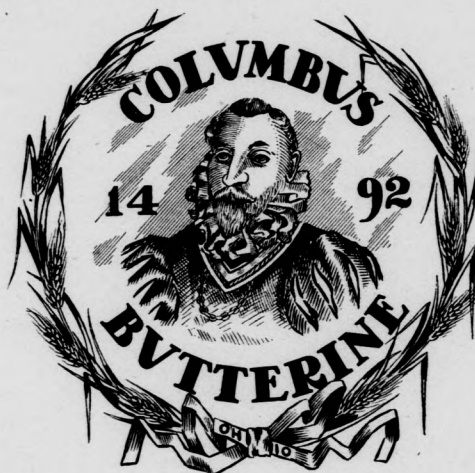
121 AND 123 MICHIGAN ST.

BUFFALO, N. Y.

Unquestioned responsibility and business standing. Carlots a specialty.
Quotations on our market furnished promptly upon application

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.

Clerks' Corner.

Incompetent Clerks a Drug on the Market.
Written for the Tradesman.

In trade a surplus brings down the price. Wherever and whenever demand has a great number to choose from it does not pay much for its choice. The wheat field and the apple orchard, the cotton crop and the orange grove, secure the least financial returns when the yield is largest. Men follow the same unchanging law. Last fall and the year before the farmer advertised in vain for men. Money could not hire them and with wages doubled the crops suffered for the lack of harvesters. Those same years the streets in town were crowded with men young and old besieging the stores for a job. That condition of things still exists and there is no employer wanting man or boy who can not have his pick out of hundreds for the vacancy he wants to fill, no matter where in the line the vacancy occurs. The fact is the clerk is a drug in the market and as long as the surplus exists the price paid for clerk service will be small.

Following the natural laws of selection, the man who best meets the employer's wants gets the place. With any number to choose from there need be no haste. With apples lying three deep under the bough-propped tree, the man who wants one wants the best and takes his pick accordingly. There is no better illustration of the survival of the fittest. The man may be deceived in his choice, but one good bite settles the question and the bitten apple, thrown away with contempt, is soon replaced by a better one. The last suits and the rest remain for other pickers to cull from and what is left, rotten, specked and worthless, is carted away to the cider mill or the waste heap.

It is becoming more and more evident that this waste should be taken better care of. If the clerk is a drug on the market ways and means should be devised for turning him to more practical account. The mass needs sifting and one of the best things to be done is to make intelligence the standard of that work. That is the law in other lines. The man with muscles and no brains has no business doing even such brainless work as a floor walker's. A boy with the muscles of an ox is better fitted to handle the spade than to do up bundles and there is a better chance for a manly life with the spade than with the bundle. Let muscle with no thought behind it, then, be the standard of the first grand division and out to the farms where muscle is needed the greater part of the unemployed will go, far better off in the country life and air they have long been needing and many times better off by and by when homes are started and sustained where individuality is not lost in the crowd and where influence can be exerted upon the life about it.

With this part, the much larger portion of humanity, taken care of and happy—because they are doing the work Heaven intended they should do—the rest sooner or later will find the places they are fitted for. The task will not be an easy one. Given an active brain, it will seek the most paying places irrespective of fitness and the employer will still find it difficult to get the man he wants. This will lead to another grand principle of classification, which even now guides many houses in their choice of clerks. In spite of protests to

the contrary, the world is getting morally better. Respectable houses want respectable men to work for them, and it is getting to be the practice for firms to want clerks whose private lives will bear inspection. Take for example the traveling man. Twenty years ago the "bummer" was to all intents and purposes the synonym for the "drummer" who went out on the road. His training—if he had any—was of the most questionable sort. His reading was the sporting literature of the day. His dress was as flashy as his manners and his character was a great deal dirtier than his finger nails. The same man still travels and faithfully represents the house that employs him; but he has given way to a better class. Times have changed and men have changed with them. Ignorance and coarseness are not now in demand. Business houses have found that men of this class misrepresent them, if they are the respectable houses they think they are and mean to be. Gradually the old passed away and the new men know to their profit the inside of the school house and are making better the trade circles they enter in their travels over the country.

Much in the same line can be said of the clerk. He is in the transitory condition. In large houses it is not possible for the employer to know much of the employed and the old employe, morally or mentally, was not quite perfect. The store, however, is finding that the reputation of its salesmen is making unsavory the reputation of the store. It is getting more and more profitable to be decent and employers of the best type are depended on to secure clerks that are at least respectable to stand behind their counters and wait upon their patronage. Here is the dividing line for the commercial sheep and goats, all the more important from the fact that the clerk, if he be the trained person he ought to be, with a good moral character, will do as much good out of the store as in it and will bring to the establishment the best customers in town and keep them.

The problem presented by this drug on the market will be solved, probably, along these lines. The muscle market will take what belongs to it and the rest will be taken care of best by the same standards of mental and moral fitness. It is the old trouble of trying to fit a square peg into a round hole and a strict classification of pegs will help wonderfully in getting them where they belong; and if the time ever comes when that part of the clerk refuse utterly fit for nothing in the clerking world shall be forced into other employment the "clerk drug in the market" will be classed among the things that were.

Richard Malcolm Strong.

Flaked

... PEAS, BEANS and RICE ...

These goods are not steamed or soaked in any manner, consequently all the original nourishing qualities and flavor of the raw Peas, Beans and Rice are retained. The hulls are removed, and the naked raw berry is drawn into flakes as thin as tissue paper, and in this form CAN BE COOKED IN THREE MINUTES.

Lauhoff Bros.' Flaking Mills,
35 Chene St., Detroit, Mich.

There Is Mon- ey 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.

They all say

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

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

Dry Goods

The Dry Goods Market.

Staple Cottons—The advance in "Fruit of the Loom" week before last was looked upon by many agents as an indication of quick advances on other bleached goods, but this was not realized last week. It is expected, however, that several jumps will be made during the present week. On this account sellers are, as a rule, very reserved, and in many cases refuse to do any business whatever. Those who accept orders take them "at value" only. All low grade bleached goods are firm, and show no change of importance. Flannels, blankets, etc., show a moderate business, but are without features of importance, and the same is true with brown sheetings and drills. Coarse colored cottons showed slightly more activity for one or two days, but it was not lasting.

Prints and Gingham—There is but little new to report in regard to printed cloths; fancy goods have been in fair demand, with a tendency towards the darker shades. In fact, this has been so marked for the past week or ten days that stocks have been very materially reduced. Light styles have not been neglected, however, and business has been coming to hand in fair proportions. Staple prints show a good business, and prices are firm in all lines, including indigos, turkey reds, shirtings, etc., in stock, while orders "to arrive" are held generally "at value," pending advances. Advances are hinted at for this week, and may become a reality before this article is read. In fact, it is said that the preliminary steps to such a course have already been taken, such as shortening discounts, etc. Staple ginghams are very scarce, and fine lines are frequently found to be in the same condition. There are some lines of dress ginghams still available for quick delivery, but buyers are taking care of these, and they will soon be reduced to very small proportions.

Linings—As a rule the linings market can be said to be in a good condition. The orders coming to hand, while not large themselves, aggregate a very fair quantity; in fact, several houses report much more than usual. The tone is very firm in all staple lines, and most of the others. In kid-finished cambrics there is no weakness shown. Buyers have endeavored to place contracts at slightly below current prices, but without avail. Silesias are also held firmly, and where there have been no open quotations advanced, many lines are held "at value," and are expected to go up a point or two very soon; other lines show no change.

Underwear—The mills will have their samples ready for inspection for the spring season of 1901 early in June. There are some manufacturers who feel anxious, not as to what the probable demand will be (for that is sure to be very great), but as to what prices their goods will command. They assert that the past has proved that it is very difficult to sell underwear at prices covering the advance they must pay on the raw material, even when the demand is large, and they quote present prices as an example of the underwear market being lower, comparatively, than the yarn market. Their fears are believed to be groundless, however, as there is no doubt that the spring season for 1901 will open at an advance over last season's prices, and that the same will be

fully high enough to cover any advance in the price of yarn and other raw materials. While it is true that the present spring goods did not command the prices that they ought to have done, the reason for this was that some mills, having raw materials on hand that were bought when they were lower, were enabled to sell their goods at a price which, while it did not cover the advance in raw material, labor, etc., yet was sufficient to allow them to transact business on a profitable basis, not as profitable as conditions warranted, however. The manufacturers will not be able to do this for the season of 1901. Yarns are advancing steadily, and the chances are that by June they will be considerably higher. But even if the price of yarn should not advance one point, the manufacturer would be forced to sell his goods at a material advance, as having no more of the cheaper raw material on hand to fall back on, he would have to sell goods at prices fully covering the cost of raw material or lose money. As yarns will certainly be higher, it will readily be seen that prices must open at a stiff advance over present ones. As jobbers no doubt appreciate this fact, and will be willing to pay this advance, the season of 1901 ought to be a prosperous one.

Hosiery—Importers are transacting a very large volume of business. They are selling goods at a very reasonable figure when general conditions are taken into consideration. However, prices are advancing; for example, a popular line that generally retails at 25c has gone up 43c per dozen. Deliveries are still very slow, but there is a slight lessening in the demand, and it is believed that when the tension will be somewhat slackened, the manufacturers will be able to deliver goods more promptly. The slow delivery occasions a scarcity of spot goods, noticeably lace hose and low grade ribbed goods, while the supply of staple black hosiery from \$1.50 to \$2.25 is also below what it ought to be.

False Economy.

"Went home Thursday night and found my wife ill. Symptoms alarming. Dosed her best I could. Friday morning she was no better. Felt worried. Wife dull and stupid. No life to her. Started for doctor. Struck by happy thought. Turned back. Cure complete."

"What was it?"

"Simple as pie. Just said, 'Too bad you have to be sick on bargain day, my dear.' She bounced up, 'What!' she cried: 'How stupid of one to forget.' In five minutes she was up and dressed and frizzing her hair."

"Wouldn't it have been cheaper to have fetched the doctor?"

"By Jove, I guess it would!"

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.



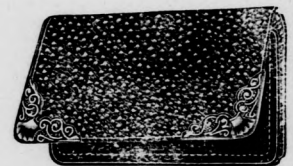
Michigan Suspenders

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

Michigan Suspenders 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.

Remember

We want it distinctly understood that we are strictly in it on

Mackinaws, Duck Coats,

Overalls and Jumpers.

They are made to fit, full size, made of the best material, and our prices are RIGHT.

P. STEKETEE & SONS,
WHOLESALE DRY GOODS.

Grand Rapids, Michigan.

Madame Salisbury's Peerless Hygienic CORSETS

Graceful, Healthful, Perfect Fitting
Combining Health, Comfort, Beauty and Durability with Elegance of Form.



PEERLESS. BODICE. EQUIPOISE.
ANNIE 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, Equestrian Tights and Divided Skirts. For PATTERNS, and fully 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.

Clothing

The Newest Things in Neckwear.

Neckwear shows a radical and decided departure this spring from the styles which prevailed a year ago. Then everything inclined toward the large, cumbersome English square. Now the demand is for the smaller shapes and in consequence the manufacturer's best efforts are being directed toward the small-end Derby (four-in-hand) and the batwing. Last season at this time the made-up puff was exceedingly popular. Now it is relegated to the rear and is only shown when asked for. The small-knot teck has taken its place so far as made-up neckwear goes.

Tieable neckwear is at its height in popularity; even remote localities, where several seasons ago a tieable piece of neckwear was unknown, now have it to the exclusion, almost, of the made-up goods. This evolution, as it were, is pleasing alike to the manufacturer and dealer, as it advances qualities, styles and taste.

One of the most difficult phases of this subject is to indicate the prevailing colors. Last year "military" and "cadet" blues held sway. This season the color schemes are so numerous and so distinctive that it amounts to a matter of choice and taste rather than tendency. It can very truly be said that everything being shown by the higher class neckwear makers is right.

Easter is the first event that brings styles into prominence, and for it there are many handsome specials in color effects. Particularly intended for Easter are lavenders, pale lilac, pale blue and French blues. These colors are being shown in combinations with white, large, pronounced plaids with an over-shot figure or in two-toned effects—solid grounds and small figures in white self-filled. To immediately follow the Easter specials is the largest, handsomest collection of Rumchundas and handkerchief neckwear that either the manufac-

turer or retailer ever saw. The variety of choice ideas seems to be endless.

As remarked, the smaller shapes are the preference, and this demand refers as decidedly to Easter shapes as it does to those to immediately follow. The smaller Imperial will be the favorite shape for Easter, when the Derby will assume control and lead up to the handkerchief and squares for summer negligee.

Following the Easter colorings are the usual staple blues, purples and cherry effects.

A new tie texture is just being introduced which will certainly be a favorite for midsummer negligee wear. It is a silk and linen texture, with colors of a neutral character. The designs are large bars or squares, made by the crossing of broad stripes. The colorings are tints and very soft.

Willing to Lend a Hand.

"James," whispered the good woman, "there's a burglar in the parlor. He stumbled against the piano in the dark. I heard several of the keys struck."

"All right!" said James, "I'll go down."

"Oh! James, you're not going to do anything rash?"

"Certainly not. I'm going to help him. You don't suppose he can get that piano out of the house without assistance, do you?"

No Cause for Worry.

Hewitt—So you are engaged to Miss Gruet?

Jewett—Yes.

Hewitt—She looks so much like her twin sister that I don't see how you can tell them apart.

Jewett—I don't have to; I'm engaged to both of them.

Guarding Against Mistake.

Eddie—I hear that you gave your ma a pair of slippers for her birthday.

Freddie—Yes; and I marked them, "To be worn only on the feet."

Outlook for Overcoats.

The outlook for overcoatings this season is far better than it has been for several seasons past. It started off well, and promises much. It does not take a keen perception to see why the conditions are as they are: the retail clothiers have as a whole had better luck with their overcoats than for several seasons, not in New York City, but in other parts of the country. Another factor is the length of the garments. The long "Raglan" is almost sure to be a prime favorite, and if the orders now placed hold, the business will be tremendous. There is many a slip 'twixt the loom and the retailer, however, and it may not turn out as well as is hoped.

Kerseys will be prime favorites as usual, and also many rough faced fabrics, vicunas, etc. Oxford and other grays promise to eclipse all previous records, and there will be a fair amount of browns, olives, etc. If the present prospects are only realized, the agents will place their business on a basis

more satisfactory than it has been on for some years. The carried-over stocks are practically disposed of, and prices have been advanced to a fair standard.

Did Not Follow Instructions.

Indignant Patron—You advertise to cure consumption, don't you?

Dr. Quack—Yes, sir. I never fail when my instructions are followed.

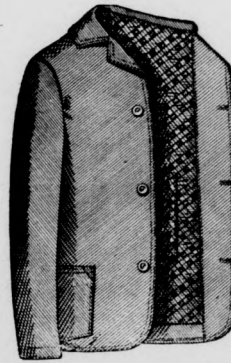
Indignant Patron—My son took your medicine for a year, and then died.

Dr. Quack—My instructions were not followed. I told him to take it for two years.

Olives Will Be Scarce.

The olive crop in Italy, France and Spain is practically a failure, according to a report by the American Consul at Marseilles, and will barely reach 30 per cent. of the average. An insect is the cause and the people make no effort to counteract the pest, accepting its depredations as a dispensation of Providence.

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



The Adler Top Coats

Are absolutely correct in cut, fabrics and general style. They are the most perfect garments ever brought out in the ready made clothing line. We have the largest assortment we have ever shown and altogether the most interesting one. We call attention most particularly to our nobby Oxford Mixed Cheviot Top Coats at **\$7.50**, made up in elegant fashion, perfect in every particular. Also to our **Covert Coat at \$6.50 to 15**. Let us send sample garments by prepaid express or a full line of sample swatches.

David Adler & Sons Clothing Co.,
Milwaukee, Wisconsin

Shoes and Leather

How the Retailer Can Secure an Increase in Price.

The fact that to-day there exists in all grades of footwear a general advance of prices is very apparent to all buyers of shoes, from the manufacturer or jobber to the retailer, and even from the retailer to the wearer.

The condition that governs this state of affairs is so strong that it is simply an impossibility for any person, be it manufacturer, jobber, retailer or consumer (no matter what the strength of his capital or his ability to purchase quantities), to circumvent it in any way.

The leather market is very firm and it is controlled by such a combination of conditions that it seems as though nothing short of a general upheaval or a national panic could weaken it.

So the retailer need have no hopes of a speedy change in the existing situation, and must needs think of some plan by which he may still do business and come out on the right side.

Perhaps it would be better while I am speaking thus to back up my statement as to the present strength of the leather market, and in as few words as possible I will attempt to do so. The advance in the price of leather comes from the ground up, beginning even farther back than the cost of "stock on the hoof" on the far-away ranch. The advance in freight charges adds to their value when they reach their market; in turn, the packer must obtain a better price for his hides, regulating it to the condition of the demand. As the demand for these hides has so materially increased during the past year, and the supply failed to increase in proportion, the result is a market for hides at a larger profit, and the foreign demand brought to bear against our home buyers of hides has, of course, a tendency to increase their value to their holders. The hides reach the tanner to-day at about a 25 per cent. advance over the market of one and one-half years ago, and upon enquiring into the prices of other materials that go into the making of a shoe—nails, thread, laces, hooks, etc.—we find the same general advance existing.

It is apparent that an advance is necessary and the retailer must either deliver an inferior article at the old price or stick to the old grade and charge the customer the actual advance.

Now in my opinion the last method is the only method for a successful retailer to choose. It is the only way for the retailer to face the existing situation. He must keep the same grade of footwear that he has always kept, and must prove to his customers that there is an actual advance in the cost of all footwear and insist upon receiving the additional cost which he is obliged to pay. It should be no hard matter to convince the customer of the advance. Tell him the reason for the advance in leather and findings. Tell him that the advance he is asked to pay on the shoes he buys is in every way perfectly legitimate and very small compared to what should be really asked.

You will find in most cases that the customer is fully aware that every article he buys is to-day costing him more money than heretofore, and he will willingly pay a legitimate advance on the pair of shoes you sell him. So don't be afraid to ask it.

In some cases it will not be necessary for the retailer to speak of the advance.

There is on use in a retailer advertising the fact that there is an advance in shoes, for it may cause the customer to fear to come in. Time enough, I think, to talk advance after the customer comes into the store, without advertising it in the papers.

There are certain classes of footwear which may advance in price without the customer noticing it. By this class I mean the fancy portion of the styles in footwear, which are made more for looks than for wear. These may be cheapened in quality, and still have a fine appearance. But these are but few in number and the average retailer has nothing to do with them.

In closing I would advise all retailers to keep up the standard of their lines. Substitute nothing as "just as good" for any shoe you sold last year. Do not lower the grades. Be honest with your customers and obtain your customers' confidence, and you will surely "win out."—Shoeman in Boots and Shoes Weekly.

When it comes to putting the neighbors "on" to bargains on sale, every woman is a missionary.

Oil It

but once every thousand miles and that is enough. The long distance axles on some of our vehicles are absolutely dust proof. The dust can not get in nor can the oil get out. Good talking points and they convince customers. Cost but a little more than the ordinary kind. Catalogues on them, also carriages, harness, implements—you can have any by writing for it.

BROWN & SEHLER
Grand Rapids, Mich.

Our line of
WORLD
Bicycles for 1900



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

ARNOLD, SCHWINN & CO.,
Makers, Chicago, Ill.
Adams & Hart, Michigan Sales Agents,
Grand Rapids, Mich.

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.

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.

Woman's World

Sympathy Between Youth and Age.

When all is said, the widest chasm in the world and the hardest to bridge over is that which divides youth and age. Between the two is the gulf in which lie all the illimitable ignorance and the unfathomable experiences of two lives, and no matter how closely akin an old person and a young one may be, they are, in some sort, like travelers who call to each other in a language one is only beginning to learn and that the other has already forgotten.

Youth and age have curiously little in common. It is so hard to remember, when one is shivering in the icy blasts of December, that the air still blows warm and sweet about young May. It is so hard to realize, when one has seen one's own meager harvest gathered in, that another is sowing in hope with all the possibilities of the future years stretching before him radiant with eternal promise. Above all, when one has grown old and base—when one has tired of the weary show, when everything is as tedious as an old told tale, and the actors seem merely puppets whose mirth rings hollow and whose tears are too false to move us—it is so hard to remember that another is looking at the play of life with fresh eyes and pulses that thrill to every varying phrase of interest, ready to give it the tribute of tears and smiles.

True and strange, but strangest of all in this—that we should so soon forget the desires and emotions of our own youth. Listen to any middle-aged man descant on the follies of the young men of to-day. He does not hesitate to declare that they are imbeciles and that there has been a general decadence of the human race since he was a boy.

"Look at me, sir," he cries. "When I was a boy, did you ever see me smoking cigarettes? Did you ever observe me wearing a collar that threatened to cut my ears off? Did you ever know me to waste my time and money running around after little fly-up-the-creek girls, instead of working and saving so as to get a start in life? No, sir, that wasn't the kind of a young fellow I was," and then he sketches a fancy picture of the boy he thinks he was—so wise, so virtuous, so industrious, so obedient to parents, so solicitous of his employer's welfare that it has no parallel outside of the covers of Sunday school literature.

When he contrasts his own sons with the model he was at their age and observes how far short they have fallen of that shining example, he is filled with the deepest pessimism and darkly wonders what the country is coming to when the men of his generation are dead. As he looks at his daughters he sighs to think that there are no such noble, deserving youths now as he was whom they may hope to marry. If there were, he could ask nothing better for them, but how any girl in her senses could even think of being rash enough to intrust herself to the modern young man passes his comprehension. The funny part of it all is that he is dead earnest in these opinions. A kindly and obliterating hand has been drawn across the slate of memory and the score wiped out against him. He has honestly forgotten that as a boy he shirked work whenever possible and cut school and learned to smoke behind the barn and that as a young man he patronized his elders and never saved a cent until he

got married, and that his wife's father made precisely the same remarks about his daughter marrying him.

Women, when they come to recalling the follies of their own youth, have no better or more reliable memories than men. Probably there isn't any middle-aged woman who ever listens to the conversation of a bright young girl and her hobbledebey beau without a shudder at the idiocy of their remarks and a throb of gratitude to think that she never could have been that silly. Never, she is firmly convinced, was she ever guilty of uttering such inanities, never did she giggle, never could she have endured the society of such a sap-headed youth. On the contrary, she is positive that when she was young she and the intellectual young men who visited her sat up decorously and discussed art and literature in an edifying manner. "Society, among the young, lacks the dignity and tone it had then," she says with a melancholy shake of the head. She has as entirely forgotten as if it had never existed how she and her girl chum used to lie awake half the night exchanging confidences about that too perfectly sweet young man who parted his hair in the middle and clerked in the dry goods store and how she used to read sickly poetry and underscore the dark and passionate passages and write "how true" opposite them, and was altogether so silly and sentimental the wonder is that she escaped the fool killer.

What mother in advising her daughters ever failed to hold up her own unimpeachable youth for their admiration and emulation! Dear me, how proper we were then! How respectful to our elders, how dutiful to our parents, how willing to listen to them and be guided by them when they picked out for us the good young man who led the prayer meeting instead of his scapegrace's brother who led the german, whom we had picked out for ourselves. She never flirted, oh, no! She never sat out dances in dark corners, with impecunious, but fascinating young men. She always kept everybody at their distance, and as for a kiss in the dark—fie, the idea!—such a thing was never, never done when she was young. "And how did you ever get married?" asks Miss Pert, and mamma breaks off her homily in confusion, because she has happened to remember that things weren't so very different then, after all.

What does youth, on its part, think of age? It is every whit as intolerant and as sure of its view point being the superior outlook on life. It is a terrible shock to our vanity to realize it, but it is true, nevertheless, that youth does not regard those of us who are older as models to be imitated, but merely as object lessons of what to avoid. What mannerisms we have acquired that excite their derision, how antiquated our most cherished ideas appear to them, and as for dress, they are inwardly convinced that although they should live to be a million, they would never give way to the weakness of wearing a turn-over collar and a string tie and broad-soled shoes or leave off their stays, just because it was comfortable. If their conversation appears to us insane don't for a moment suppose that they regard us as anything but bores. The silliest chit of a young girl thinks that she is bestowing an inestimable compliment on the wisest man by giving him half an hour of her valuable and entrancing giggles, while the youth of 20 who devotes ten minutes to conversation with

Crockery and Glassware

AKRON STONEWARE.

Butters

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

Churns

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

Milkpans

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

Fine Glazed Milkpans

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

Stewpans

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

Jugs

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

Tomato Jugs

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

Preserve Jars and Covers

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

Sealing Wax

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

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

LAMP BURNERS

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

LAMP CHIMNEYS—Seconds

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

Common

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

First Quality

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

XXX Flint

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

CHIMNEYS—Pearl Top

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

La Bastie

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

Rochester

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

Electric

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

OIL CANS

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

Pump Cans

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

LANTERNS

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

LANTERN GLOBES

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

Ceresota Talk

Our facilities for making flour are not surpassed by any milling company in the world. We have the wheat, the machinery and the experience. Quality considered, we can meet anybody's price, but cheapness is not our specialty. Millers are in business for profit rather than for pleasure, and the miller who always quotes the lowest price does so from necessity. While two flours of equal quality may not always be the same price, it is certainly true that the one which is ALWAYS the cheapest is NEVER the best. The consumer's willingness to pay is the supreme test. Reputation tells what users think. Competent cooks are the best judges and constant use the best testimonial. **Ceresota** has the best reputation and commands the best price because it is uniformly the best flour. We don't ask you to take our word for it, but you may safely rely on the testimony of your customers.

Olney & Judson
Grocer Company,

Western Michigan Distributors,
Grand Rapids, Mich.

The Northwestern Consolidated
Milling Company, Minneapolis.

an elderly woman, no matter how distinguished and brilliant she may be, does it with the conscious air of conferring a favor on her that she really didn't have any right to look for at her time of life.

There is in reality no criticism so merciless and unsparing, no judgment so hard as that of youth. It makes no excuses. Failure is failure to it, with no extenuating circumstances. Every young person is so cock sure that his own life is going to be a triumphal march, unmarred by mistakes, that he has little pity for those who have fallen by the wayside. Every boy can tell you to a dot where his father erred in his business calculations. He regards the old gentleman's caution as cowardice—his sticking to the methods that have been tried and successful as old fogeyism. He intends, when the business gets in his possession, to make a clean sweep of the old employes and start radical changes that he is convinced will make him a millionaire in next to no time, but that to his surprise generally land him in the hands of a receiver before he knows what has happened to him. Then, by the time he has found out that he wasn't really so much smarter than his father, after all, he has grown middle-aged himself and shifted about to the other point of view.

Every girl is equally sure she knows so much better than her mother how to keep house and manage a household and raise a family. If the older woman thinks the young girl, chattering nonsense and giggling over nothing, is silly, the girl returns the compliment with interest by regarding the women who are wrestling with the complex question of how to pacify a cook who wants to go, and keep a husband in perpetual good humor, as nothing but rank failures. She is dead sure that the only reason that the great domestic problem hasn't been settled long ago is because she has never brought her gigantic intellect to bear on it. "Just wait," she says, confidently, "until I get to it, and I'll show you how that matter ought to be settled." But she doesn't do it, and her daughter inherits the same old question and the same opinion that she is smarter than her mother.

There are few things more to be deplored than this lack of sympathy between youth and age. In families, in particular, it works grievous wrong, and raises a barrier between parents and children that nothing can break down, and that causes untold suffering and sorrow. John, with all the morbid vanity of youth, knows that his father is going to sneer at his opinion, and deride his dress as dudish and criticize his natural love of gayety, and he takes his confidences and his plans to strangers. Mary, who is perfectly aware that her parents are only listening to the conversation of her friends to ridicule it, takes precious good care that they shall hear just as little of it as possible, and so it often happens that a girl's mother has barely a speaking acquaintance with her future son-in-law up to the very hour of the wedding. Because older people have no patience with it, youth believes that its own life is different from every other one the world has ever known, and so it does not heed the warnings that age is shouting back to it across the chasm, but goes its own way, and learns by mistakes and tears and failures, and by and by it, too, grows old and forgets that it was ever young, and so the endless chain goes on.

Sometimes, though, love can build a bridge across the chasm that divides youth and age, and sympathy buttresses it with understanding, and then life is at its best for both, for youth keeps the heart of age warm with its enthusiasm, and age teaches youth to walk without stumbling in the tangles that are hidden among the roses of springtime.

Dorothy Dix.

Story With a Moral.

A shy young man who was enamored of a maiden fair, entreated his papa to put in a good word for him. The papa being a widower and a gay old bird, was nothing loth. He accordingly called upon the damsel, but being susceptible to feminine charms, he fell in love with her himself and took her to St. Joe on a dollar excursion, where a justice of the peace tied the knot. "My son," said the sage, who happened to know a thing or two, to the shy youth, "kick not yourself so violently. You have only suffered the fate of all those who expect another to do their hustling." This fable teaches us the futility of courtship at long range. If you want to woo the consumer's trade get up next to him yourself, lest, instead of a spouse, you may get only regrets and a stepmother.

Aluminum Money

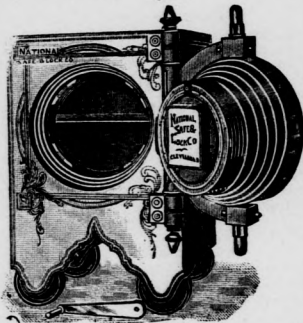
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Cheap and Effective.
Send for samples and prices.

C. H. HANSON,
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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.

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.

Citizens Phone 2218.

18 Houseman Building.

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.

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the
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Uneda
Biscuit

Everybody needs Uneda Biscuit. The invalid who requires nourishment; the child of delicate digestion; the worker of sturdy appetite, find in Uneda Biscuit both substance and sustenance. Sold everywhere in 5 cent, dust proof, air tight packages. Always fresh.

Commercial Travelers

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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.

Coldwater Republican: Frank Collins, of the firm of Nichols & Collins, started on the road last week as salesman for the Burial Device Co.

Champion correspondence Marquette Mining Journal: Among the many commercial men who travel through this section there are none more interesting or successful than A. G. Kent, a deaf mute, who is now on his initial trip. He spent Tuesday in Champion. He travels in the interest of the American Manufacturing Co. of Sheboygan, Wis., and handles a line of chairs. Mr. Kent is an unusually attractive looking young man and because of his condition many take to him very readily. Although the salesman never utters a word he usually receives the attention of the business men more readily than commercial men who are considered glib talkers. The average person believes that the first qualification of a drummer is a ready tongue, but many of the dealers will doubtless look upon Mr. Kent as a sort of a "redeemer." He carries a pencil and pad with which to convey and receive information. He has a unique business card which explains that he represents a house that "needs no talking!" Mr. Kent became familiar with the business some years ago when in partnership with his father at Grand Rapids. When the panic came in 1893 they failed, after which the son took to the road. He met with great success and says he found the work comparatively easy, although troublesome at times, especially when he tried to do business with a man who can not read or write English. This young fellow is a good example of what pluck and energy can do when directed by a bright mind. He lost his hearing when only three years old through an attack of congestion of the brain. He was educated at the Flint school for the deaf, after which he entered a business college. He is known throughout the Lower Peninsula, where he has traveled for some time, as "Kent the Silent." Although he is unusually clever in every way and will go in and hustle with the best talkers his affliction is a help to him in business, people in general being glad to do business with a man who doesn't bore them with an excessive flow of conversation.

Bound To Buy a Coat Below the Regular Price.

Written for the Tradesman.

Any one could see that she was a humble woman and that she was one of those class of buyers who are not satisfied unless they can beat down the salesman. It was in a clothing store and she was looking at some overcoats. She explained later that it was for her boy who was a man grown, who worked in the factory and couldn't get time to visit the store. The truth is she probably

thought she could drive a better bargain than her son.

"Looking for an overcoat?" the clerk asked pleasantly.

"Yaw. How mooch fer dese?"

The salesman informed her that all in that pile were ten dollars. One after another was pulled from the bunch and inspected critically. Then the woman began to beat down. "I gif you nine tollar," she said, having selected one.

Then came the usual explanation from the salesman that everything in the store was tagged and that there could be no change in price. He had also discovered that the woman couldn't read, but nothing would satisfy her unless she could get the coat one dollar less than the price and, after some haggling, she walked toward the door.

The salesman had lots of time, for business was not rushing at the moment. He was out of patience with the woman and, getting reckless, made up his mind to flimflam her if he could. As she reached the door he hailed her with:

"Here's a coat I know will suit you."

She hesitated and then finally came back. There was the same formula of looking through the coats as in the other case and then she asked the price. They were tagged at nine dollars.

"Those, my dear woman, are eleven dollars. They are worth at least five dollars more than the other coats—better lining, softer and more durable cloth, heavier and warmer and better made all through."

After a time the woman selected one and holding it up, said: "I gif you ten tollar fer dot."

The salesman shook his head; but he added: "I'm sorry, madam. It's against the rules of the store to make any reduction. I don't think I can do it."

"Dot's all I gif," the woman said, as she started for the door.

The salesman followed her and had his hand on the door-latch. "If you'll wait a moment I'll speak to the proprietor. Perhaps he'll make the reduction in your case."

The woman stepped back and in a moment the salesman, having performed his errand, returned and explained that the proprietor disliked very much to do it, that they were making nothing on the coat and a lot more of the same kind, but she could have it at ten dollars.

"What had we better do with the extra dollar?" the salesman asked as he passed the money through the window to his employer, who was in "the cash coop."

"We'll blow it in." And they did.

The Drummers and the Trusts.

There was a young drummer who drummed,
With his order book always well thumbed,
But along came the trust,
And gave him a thrust.

And, of course, the young drummer succumbed.
A drummer who traveled for leather
Has lately encountered hard weather:
He's too sad by half
To indulge in a laugh,
Though you tickled his ear with a feather.

A drummer with samples of glass,
Through a meadow was anxious to pass.
Old Trust spied him out
And hoarsely cried out:
"Young fellow, keep off the grass."

A drummer whose line was in socks
Was finding himself in a box;
Though always alert,
He had pawned his last shirt,
And the Octopus gobbled his socks.

Prompt Answer.

"My friend," said the long-haired passenger to the young man in the seat opposite, "to what end has your life work been directed?"

"To both ends," was the reply. "I have the only first-class hat and shoe store in our village."

SPECULATIVE BUYING.

Diverging Opinions of Dry Goods and Grocery Salesmen.

Grand Haven, March 26—I wish to intrude on your valuable space to a certain extent in order to take issue with the shrewd jobber from Detroit who deprecates the early buying of goods in order to avoid high prices, etc.

I have nothing to say as to how it affects the grocery business, but in the dry goods line, for instance, there are many advantages in buying early.

If you will go among the merchants throughout the State, you will invariably find that the one who makes a success of his business purchases his goods early, for several reasons:

First. He will get the choicest or earliest selection, for he has a more complete line to buy from.

Second. Having had the first selection he naturally has a better line to display for the benefit of his customers than his neighbor who does not buy until he has call for them or until his trade actually need them, when, of course, the choicest patterns are sold. True, the late merchant will probably get all the goods he wants—for money will always buy merchandise—but he does not get the assortment he should have in order to compete with his more progressive competitor.

I do not believe that every man in trade is "hounded to death" by the too numerous salesmen and thereby becomes a speculator, as a rule. On the contrary, the average salesman has the confidence of his trade and, when the question is put squarely before him, "Would you advise me to buy this now?" there are few, very few, salesmen who would not give an honest judgment to the customer and advise him what to do, and very rarely is that confidence misplaced. I mean by this men who are traveling over a territory for some years. Some men only make one trip, load a customer to the front door, knowing they will never return, and let their successor patch up the trouble. These men are sharp, and should not be classed as salesmen. I believe the merchant who uses his best judgment in selecting goods early, puts them on his counter and gets a good profit early in the season should not be called a speculator, but should be given credit for using good common sense. Of course, early buyers get a reasonable dating from all jobbers and manufacturers and hence are in better condition to discount their bills when the time arrives, for they have had the advantage of selling a part of the goods in the meantime, for a woman will buy a pretty dress pattern when the styles first are shown—she can not resist—and have it made up two or three months later. As far as too many merchants being unable to discount is concerned, there are various reasons for that: One is that too many merchants want to do a large business and carry too much stock on too small a capital. Another—and the principal one—is that the average merchant gives too much credit altogether. He has an idea that if he sells a certain amount of goods he is well satisfied, but not until the credit man of the firm calls on him to settle does he realize that he has too much on the books. A merchant who sells for cash is able to discount.

Louis J. Koster.

Grand Rapids, March 26—I notice that the retail dealers who do not speculate, buy as they need the goods, pay the cash for them and get the cash discount are the most successful ones and are sure to show a nice profit at the end of each year, and I attribute it to several reasons. The main one is that the dealers who pay cash are more careful in regard to whom they extend credit and are better collectors and give more time to attending to collections than they do to extending credits.

The commercial travelers are largely responsible for the speculative buying of dealers, and I realize that I am as bad as any of them in that way, and just so long as the dealers continue to buy goods of every salesman who calls on them just so long will the traveler urge them to buy ahead, as he is obliged to do to protect himself. If every dealer

would decide on one or two reliable wholesale houses, represented by an honest, reliable traveler, and confine his trade to them, he would find in less than five months that he is carrying less stock, owes less and is making more money than in the usual way of buying of everyone. The past year has been a favorable one for the dealer who purchases ahead, as all kinds of canned goods are higher than the futures were sold for. The special free deals on some brands of soaps also enable some dealers to make a nice profit and own their soap less than the jobber, and I think that the dealer who has the cash to take the discount with can make extra profits in careful purchases ahead when he has a low basis to purchase at; but he should be thoroughly posted in regard to the conditions of the market himself, so he can be in a position to call the traveler who talks advance on price.

Byron S. Davenport.

The Giddy Old Man.

Meg in Pittsburg Dispatch.

The man who wants to get acquainted! Were you ever going in any direction that this man was not going that way also? He is generally traveling for pleasure, therefore his wife is not along. He is rarely the man one wants to know, or should know, therefore, selfish as it seems, and lonely as it may be, the best course for a woman is to observe the behest of Elisha when he sent his servant, Gehazi, to lay his staff upon the face of the dead Shumanitt child:

"If thou meet a man salute him not; and if any man salutes thee, salute him not again."

For it does seem that a man is never too old to believe himself attractive to some other man's wife or daughter. You can pull every hair out of his dear old head; yank every tooth out of a one-time sweet mouth; furrow him an inch deep with Time's claw; rheumatize his joints, raise Cain with him generally, and yet he will sit up and show his red necktie and think he's a darling that ought to paralyze every woman.

Bah! We hear a great deal of the foolishness and flightiness of the old woman; but, my friends, she is enough better behaved than the old man. Time doesn't handle a man with a thicker pair of gloves than he puts on for a woman, and the sooner men realize that the Nineteenth Century woman is no older at the same age than a man is, that soon will he leave off being ridiculous and become the dear, decent old grandpapa God intended him to be.

Store Papers as Advertisers.

A Kansas merchant has been making experiments with a store paper. He tells of the results in the following, published in his home paper in the Sunflower State:

I have two stores, in small villages, doing about the same amount of business, not generally varying more than \$10 a month. I started a special sale counter in both my stores, and found that by the special sale my business was increased about 25 per cent. in both stores. I then got advertising papers for one store, and put exactly the same line of goods in each store, so one would have the same chance as the other, that my test of the advertising paper might be fair. I got 1,000 papers and scattered them pretty thoroughly over the country; the result was that at one store without papers I sold during the month of August \$984 worth of goods, and from the store that the paper was sent out from I sold \$1,723 worth. Both stores had special sale counters and exactly the same goods, so that the difference in the sales could only be attributed to the advertising paper, which proved to me very conclusively that advertising pays, and that the advertising paper is certainly a good way to advertise, and I shall most assuredly stick to it until I get some better way of advertising, if I ever do. People who got the advertising paper would pass by one of my stores and drive for miles to the other one for what they could have gotten at the same price in my store right at their door. That shows the effect of advertising.

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.

Profitable Articles Which Can Be Pushed in the Spring.

Why should you be expected to exert yourself more or to put forth greater efforts to get trade in the spring-time than at other seasons of the year? For the same reason that we expect more of the young man than of the old and feeble man. Because everything takes a new lease of life at spring-time. Because your efforts make greater impressions in the spring-time, when everybody and everything are waking up and coming out of their winter lethargy. "I must get ready for the spring trade," is an old saw with merchants in all lines of trade.

The druggist who best prepares for this inevitable spring trade is not only going to get more present business, but, if he has builded well, he will hold the increase throughout the whole year. The importance of being in the field early, well equipped, can not be too strongly emphasized. The spring-time is a good season for the druggist who has never made much of a stir to get a start. There are several pointers here that are capable of adaptation to every retail drug business; and they will earn for their user an extra penny and much new business.

This is quite a subject for that druggist to consider who wants to get all the spring trade there is coming to him. Very soon, now, every one will be putting away winter furs and woollens. Every one takes all the pains in the world to prevent the devastation of moths. Be in the field early with your preparation for this purpose; get them started coming to your store, and you will sell more than any of your competitors.

The most satisfactory preparation to meet the needs incident to the putting away of winter clothes is a mixture of naphthalene flake and oil of cedar (a few drops to the half-pound). Put this mixture up in half-pound cartons and sell it for ten cents. A good name for this preparation would be Campho-Cedar. A novel and paying way to advertise this specialty is to distribute a lot of flyers about 4x5 inches, saying simply: "Moths can't live where Campho-Cedar is."

The success of this depends on how well you do it. Flood the community or town with these flyers, paste them on every available dead wall, fence and other conspicuous place. Get the people thoroughly acquainted with this bit of philosophy. "Moths can't live where Campho-Cedar is." At the time this distribution of flyers is made, make a window display of Campho-Cedar, and at the top of the window extending way across use a plain white poster bearing the same words as the small flyers. In your newspaper advertising at this time go into the argument part of Campho-Cedar. Explain its merits in short,

crisp sentences, using but one or two arguments in each announcement and putting the price in every time.

Just now there is an especially increased demand for a healing, soothing dressing for the skin. The winds of March with their accompanying red, rough hands and faces make business for the wide-awake druggist. The simplest dressing, if it is thoroughly antiseptic, will be found to be the most satisfactory.

Here is a formula which I have found as good as any to counteract the effects of March weather: Make a base of tragacanth mucilage, using equal parts of witch-hazel and rose water as a solvent instead of pure water; put up in four ounce bottles. To each bottle add one drachm of solution of carbolic acid (95 per cent.). This preparation soothes, heals, and protects the roughest skin, and seems to present no objectionable features.

A novel name for this preparation would be "Velvetia Cream for March." The last part of this name may sound superfluous, but it assists very greatly in attracting and holding the attention of the public. To push "Velvetia Cream for March," have printed a placard, and place this in your front door where every one who comes in may see it, as well as those who pass along the street. Have this placard read: "Defy March winds with Velvetia Cream." Counter displays of these goods will help sell them. Package slips with a good local testimonial and the price will also assist. Give a one-ounce sample to every member of the local woman's club or clubs in your town or community, and then advertise the fact in your newspaper space after this fashion: "To-day each of the fifty-three members of the Blankville Literary Club was presented with a sample of Druggist Blank's new March Healing Cream. This cream is an elegant preparation, delicately perfumed, put up in a handsome package, and presents the proper healing ingredients in a form and manner so that the severest March winds will now have no terrors for the members of the Literary Club—even the thinnest skinned member."

A preparation which will effectively kill roaches and bedbugs is readily salable in the spring, and more or less so at all times in the year. The thing to look for here as in other specialties put out by the druggist is to get a product that will do absolutely all that can be wanted, and that still can be made and sold at a reasonable price. With a view of being of as much assistance as possible I give here a formula that is actually the most effective of anything that has ever yet been offered, and that in addition has other qualifications to recommend it—cheapness and ease of application:

Use gasoline, benzine, or naphtha as a base, color red with a gasoline solution of alkanet root, and add about one drachm of flake naphthalene to each pint. Bottle in green glass, twelve-ounce bottles of the same sort as household ammonia is usually sold in. This package will cost complete not over six or seven cents, and a fair retail price is 25 cents. Cork and label, and sell with a tin spout attached so that it may be easily squirted into cracks and crevices.

This preparation might well be called "Bugolene," and it may be advertised by having slips printed with the following matter, wrapping these slips in packages sent out of the store and distributing them in other ways:

Spring is the time when those household pests—bedbugs and roaches—are most numerous. Don't bother or experiment, but rid the premises of them entirely in a single vigorous effort. Bugolene will kill them at once and with the least trouble to you.

Manufactured and sold only by A. A. Blank, Druggist.
Price 25 cents.

An illustration of a water-bug in one corner of the slip would add to its value.

There are a whole lot of other things that can be pushed to good advantage in the spring-time—blood medicines, malt extracts, spring tonics, etc.—Harry M. Graves in Bulletin of Pharmacy.

Improved Worcestershire Sauce.

A. Wangemann communicates the following formula to the Western Druggist:

Pimento, 2 drs.
Clove, 1 dr.
Black pepper, 1 dr.
Ginger, 1 dr.
Curry powder, 1 oz.
Capsicum, 1 dr.
Mustard, 2 ozs.
Shallots, bruised, 2 ozs.
Salt, 2 ozs.
Sugar, brown, 2 ozs.
Tamarinds, 8 ozs.
Sherry, 1 pt.
Wine vinegar, 2 pts.

Mr. Wangemann adds the following instructions: Let there be added ½ oz. of powdered asafoetida and one bruised liver, mixing these with the other ingredients before boiling. Asafoetida and liver are added by all makers of this sauce for the trade, since it is these that give the peculiar tang. Worcestershire sauce, originally compounded by an English physician for one of his gluttonous aristocratic patients, was originally intended as a vehicle for the administration of asafoetida. The carminative aromatics employed successfully mask the taste of that gum. This is an interesting instance, and probably the first one, of the modern tendency to make nauseous drugs palatable.

Sell Vaseline Only.

A bright drummer for an oil house recently gave me an eloquent appeal to sell his "petroleum jelly," which he claimed was "just as good" as vaseline, when this latter article was called for. His strong point was that we could make an extra quarter cent on each five cent bottle sold.

I refused to handle his "just as good" or any substitute for this very well known and popular remedy. It would be equally foolish to try and sell a substitute for Epsom salt or paregoric. Those who call for vaseline want it, and know what they want. If we had a customer whose business was worth only a quarter of a cent a year, it would not pay to experiment with him. Honesty is the best way to make friends with the public, and without that we can not succeed.—Wm. T. Markis in Practical Druggist.

Clothes Balls.

Fuller's earth, finely powdered and well desiccated by heat, made into a paste with the juice of lemon, to this is then added some carbonate of potassium and kneaded together until a stiff mass results. Then form into balls and harden them in dry air. When a spot is to be removed, moisten it with water and rub it thoroughly over with the ball—then wash with pure water and the spot will be erased.

Clearing the House.

"The house is afire!" cried the tenor. "The audience must be dismissed as quickly as possible."
"All right," replied the manager. "Say nothing about the fire. Go out and sing."

Some people have an unconquerable prejudice against anything made at home or bought at home.

The Drug Market.

Opium—Is firm at the advance noted last week. The reported damage to the growing crop was unimportant. The prices are higher on account of higher markets abroad.

Morphine—Is unchanged.

Quinine—Is steadily declining, on account of lower prices for bark.

Carbolic Acid—Is quiet at unchanged prices.

Alcohol—On account of higher price for corn has been advanced 1c per gallon.

Borax—The refiners have advanced the price ¼c per pound.

Castor Oil—Has been advanced 4c per gallon.

Cocaine—Has declined 25c per ounce.

Cocoa Butter—Has declined in the primary markets and is lower here.

Cod Liver Oil—Has been advanced on account of higher primary markets.

Gum Camphor—Is very strong on account of higher prices for crude, and as the season for demand is nearly at hand, higher prices are looked for.

Use charity with all; be generous in thought and deed; help others along life's thorny pathway.

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.

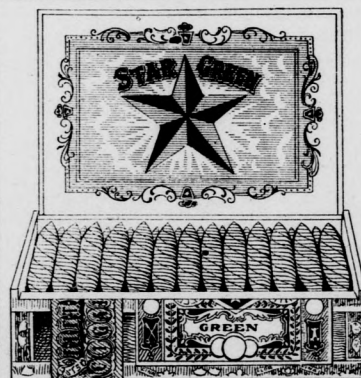
FLAVORING EXTRACTS AND DRUGGISTS' SUNDRIES

An Excellent line of Wall Paper

Is shown by us this season. No manufacturer or jobber can equal our assortment. We represent twenty-six of the leading factories in the United States. Send for our samples. We will send them to you, express prepaid, for your inspection.

Heystek & Canfield Co.,

The Michigan Wall Paper Jobbers, Grand Rapids, Mich.



BETTER THAN EVER. SOLD BY ALL JOBBERS MANUFACTURED BY

H. VAN TONGEREN, HOLLAND, MICH.

WHOLESALE PRICE CURRENT.

Advanced—
Declined—

Acidum			Conium Mac.			Seilla Co.		
Aceticum	\$ 60@	8	Copaiba	50@	60	Tolutan	50	50
Benzolium, German.	70@	75	Cubeba	1 15@	1 25	Prunus virg.	50	50
Boracic	37@	40	Exechthitos	1 00@	1 10	Tinctures		
Carbolicum	48@	50	Erigeron	1 00@	1 10	Aconitum Napellis R	60	60
Citricum	3@	5	Gaultheria	2 00@	2 10	Aconitum Napellis F	50	50
Hydrochlor.	3@	5	Geranum, ounce	1 50@	1 60	Aloes and Myrrh	50	50
Nitrosum	12@	14	Gossypil, Sem. gal.	50@	60	Arnica	50	50
Oxalicum	12@	14	Hedera	1 50@	1 70	Assafoetida	50	50
Phosphoricum, dil.	15@	15	Juniper	1 35@	1 45	Atrope Belladonna	50	50
Sallylicum	65@	70	Lavendula	1 25@	1 30	Auranti Cortex	50	50
Sulphuricum	1 1/2@	5	Limonis	1 50@	1 60	Benzoin	50	50
Tannicum	90@	1 00	Mentha Verid	1 10@	1 15	Benzoin Co.	50	50
Tartaricum	38@	40	Morruhu, gal.	4 00@	4 50	Borax	50	50
Ammonia			Myrica	75@	3 00	Cantharides	50	50
Aqua, 16 deg.	4@	6	Olive	10@	12	Cardamon	50	50
Aqua, 20 deg.	6@	8	Pleis Liquida	1 00@	1 08	Castor	50	50
Carbonas	13@	15	Pleis Liquida, gal.	1 00@	1 08	Catechu	50	50
Chloridum	12@	14	Rosmar.	6 50@	8 50	Cinchona	50	50
Aniline			Rosae, ounce	50@	55	Cinchona Co.	50	50
Black	2 00@	2 25	Succini	2 75@	7 00	Columba	50	50
Brown	80@	1 00	Sabina	90@	1 00	Cubeba	50	50
Red	45@	50	Santal	50@	55	Cassia Acutifol.	50	50
Yellow	2 50@	3 00	Sassafras	50@	55	Cassia Acutifol. Co.	50	50
Baccae			Sinapis, ess., ounce	1 50@	1 60	Digitalis	50	50
Cubeba	12@	14	Tigili	40@	50	Ergot	50	50
Juniperus	6@	8	Thyme	15@	20	Ferri Chloridum	35	35
Xanthoxylum	75@	80	Thyme, opt.	15@	20	Gentian	50	50
Balsamum			Theobromas	15@	20	Gentian Co.	50	50
Copaiba	50@	55	Potassium			Guaiaca	50	50
Peru	40@	45	Bi-Carb.	15@	18	Guaiaca ammon.	50	50
Terabin, Canada	40@	45	Bichromate	15@	18	Hysocyamus	50	50
Tolutan	40@	45	Bromide	15@	18	Iodine	50	50
Cortex			Chlorate, po. 17@19	15@	18	Iodine, colorless	50	50
Abies, Canadian	18	18	Cyanide	2 65@	2 75	Kino	50	50
Cassia	12	12	Iodide	2 65@	2 75	Lobelia	50	50
Cinchona Flava	18	18	Potassa, Bitart, pure	28@	30	Myrrh	50	50
Euonymus atropurp.	30	30	Potassa, Bitart, com.	15@	15	Nux Vomica	50	50
Myrica Cerifera, po.	20	20	Potass Nitras, opt.	7@	10	Opil.	50	50
Prunus Virgini.	12	12	Potass Nitras	6@	8	Opil, comphorated	50	50
Quillaja, gr'd	12	12	Prussiate	23@	26	Opil, deodorized	50	50
Sassafras	15	15	Sulphate po. 15, gr'd	15@	18	Quassia	50	50
Ulmus	15	15	Radix			Rhatany	50	50
Extractum			Aconitum	20@	25	Rhel.	50	50
Glycyrrhiza Glabra	24@	25	Althae	22@	25	Sanguinaria	50	50
Glycyrrhiza, po.	28@	30	Anchusa	10@	12	Serpenaria	50	50
Hamatox, 15 lb. box	11@	12	Arum po.	10@	12	Stromonium	50	50
Hamatox, 1s	14@	15	Calamus	20@	25	Tolutan	50	50
Hamatox, 1/4s	14@	15	Gentiana	12@	15	Valerian	50	50
Hamatox, 1/8s	16@	17	Glycyrrhiza, pv. 15	16@	18	Veratrum Veride	50	50
Ferru			Hydrastis Canad.	75@	80	Zingiber	20	20
Carbonate Precip.	15	15	Hydrastis Can., po.	12@	15	Miscellaneous		
Citrate and Quinia	2 25@	2 50	Hellebore, Alba, po.	15@	18	Aether, Spts. Nit. F	30@	35
Citrate Soluble	2 25@	2 50	Inula, po.	15@	18	Aether, Spts. Nit. F	30@	35
Ferrocyanidum Sol.	15	15	Ipecac, po.	25@	30	Alumen	24@	3
Solut. Chloride	15	15	Iris plox., po. 35@38	35@	40	Alumen, gro'd, po. 7	30@	4
Sulphate, com'l.	2	2	Jalapa, pr	25@	30	Anatto	40@	50
Sulphate, com'l, by	80	80	Maranta	22@	25	Antimoni, po.	4@	5
bbl, per cwt.	7	7	Podophyllum, po.	22@	25	Antimoniet Potass T	40@	50
Sulphate, pure	7	7	Rhel	75@	1 00	Antipyrin	4@	5
Flora			Rhel, cut	75@	1 00	Antifebrin	4@	5
Arnica	14@	16	Rhel, pv	75@	1 00	Argent Nitras, oz.	4@	5
Anthemis	22@	25	Spigelia	35@	38	Arsenicum	38@	40
Matricaria	30@	35	Sanguinaria, po. 15	40@	45	Balm Gilead Buds	1 50@	1 60
Folia			Serpentaria	60@	65	Bismuth S. N.	1 50@	1 60
Barosma	38@	40	Senega	60@	65	Calcium Chlor., 1s.	10@	12
Cassia Acutifol, Tin-	20@	25	Smilax, officinalis H.	6@	8	Calcium Chlor., 1/4s.	10@	12
nevelly	20@	25	Scilla	10@	12	Cantharides, Rus. po.	15@	15
Cassia, Acutifol, Alix.	25@	30	Synplocarpus, Foti-	25@	30	Capsici Fructus, af.	15@	15
Salvia officinalis, 1/4s	12@	15	dus, po.	25@	30	Capsici Fructus, po.	15@	15
and 1/8s	12@	15	Valeriana, Eng. po. 30	15@	20	Capsici Fructus B, po.	15@	15
Uva Ursi	8@	10	Valeriana, German.	12@	16	Caryophyllus, po. 15	12@	14
Gummi			Zingiber a.	12@	16	Carmine, No. 40	3 00@	3 00
Acacia, 1st picked	45@	50	Zingiber j.	25@	27	Cera Alba	50@	55
Acacia, 2d picked	45@	50	Semen			Cera Flava	40@	42
Acacia, 3d picked	45@	50	Anisum	12@	12	Cocculus	40@	40
Acacia, sifted sorts.	45@	50	Apium (graveleons)	13@	15	Cassia Fructus	40@	40
Acacia, po.	45@	50	Bird, 1s	4@	6	Centaria	40@	40
Aloe, Barb. po. 18@20	12@	14	Cardamom	1 25@	1 75	Chloroform	50@	60
Aloe, Cape, po. 15	12@	14	Coriandrum	1 25@	1 75	Chloroform, squibbs	1 00@	1 10
Aloe, Socotri, po. 40	12@	14	Cannabis Sativa	4 1/2@	5	Chloral Hyd Crst.	1 00@	1 10
Ammoniac	55@	60	Cydonium	75@	1 00	Chondrus	20@	25
Assafoetida, po. 30	28@	30	Chenopodium	10@	12	Cinchonidine, P. & W	38@	48
Benzolium	50@	55	Dipterix Odorata	1 00@	1 10	Cinchonidine, Germ.	38@	48
Catechu, 1s	13@	13	Feniculum	7@	9	Cocaine	5 05@	5 25
Catechu, 1/4s	13@	13	Foenugreek, po.	7@	9	Corks, list, dis. pr. et.	7@	7
Catechu, 1/8s	13@	13	Lini	3 1/2@	4 1/2	Cresotum	4@	5
Camphore	62@	65	Lini, grd	4@	4 1/2	Creta	11@	13
Euphorbium, po. 35	40@	40	Lobelia	4@	4 1/2	Creta, prep.	11@	13
Galbanum	65@	70	Pharlaris Canarian.	4 1/2@	5	Creta, rubra	8@	8
Gamboge	65@	70	Rapa	4 1/2@	5	Crocus	15@	18
Guaiacum, po. 25	12@	15	Sinapis Alba	9@	10	Cudbear	24@	24
Kino	12@	15	Sinapis Nigra	11@	12	Cupri Sulph.	6 1/2@	8
Mastic	40@	40	Spiritus			Dextrine	7@	10
Myrrh	40@	40	Frumentum, W. D. Co.	2 00@	2 50	Ether Sulph.	75@	90
Opil	40@	40	Frumentum, D. F. R.	2 00@	2 50	Emery, all numbers.	8@	8
Shellac	25@	35	Frumentum	1 25@	1 50	Emery, po.	8@	8
Shellac, bleached	40@	45	Juniperis Co. O. T.	1 65@	2 00	Ergota	85@	15
Tragacanth	50@	50	Juniperis Co.	1 75@	3 50	Flake White	12@	15
Herba			Sacharum N. E.	1 90@	2 10	Galla	23@	23
Absinthium, oz. pkg	25	25	Spt. Vini Galli.	1 75@	6 50	Gambier	8@	9
Eupatorium, oz. pkg	25	25	Vini Oporto	1 25@	2 00	Gelatine, Cooper	60@	60
Lobelia, oz. pkg	25	25	Vini Alba	1 25@	2 00	Gelatine, French	35@	60
Majorum, oz. pkg	25	25	Sponges			Glassware, flint, box	75@	10
Mentha Pip. oz. pkg	25	25	Florida sheeps' wool	2 50@	2 75	Less than box	70@	70
Mentha Vir. oz. pkg	25	25	Nassau sheeps' wool	2 50@	2 75	Glue, brown	11@	13
Rue, oz. pkg	25	25	Velvet extra sheeps' wool	2 50@	2 75	Glue, white	15@	25
Tanacetum V oz. pkg	25	25	Extra yellow sheeps' wool	2 50@	2 75	Glycerin	17@	25
Thymus, V oz. pkg	25	25	wool, carriage	1 10@	1 50	Glycerin, Paradi.	25@	25
Magnesia			wool, carriage	1 10@	1 50	Humulus	25@	55
Calcined, Pat.	55@	60	Grass sheeps' wool	1 10@	1 50	Hydrarg Chlor Mite	25@	95
Carbonate, Pat.	18@	20	Hard, for slate use	1 10@	1 50	Hydrarg Chlor Cor.	25@	95
Carbonate, K. & M.	18@	20	Yellow Reef, for slate use	1 10@	1 50	Hydrarg Ox Rub'm.	1 05@	1 17
Carbonate, Jennings	18@	20	Syrups			Hydrarg Unguentum	50@	60
Oleum			Acacia	50@	50	Ichthyobolla, Am.	65@	75
Absinthium	6 50@	6 75	Auranti Cortex	50@	50	Iodine	75@	1 00
Amygdale, Dulc.	30@	50	Zingiber	50@	50	Iodine, Resubi.	3 90@	4 00
Amygdale, Amare.	8 00@	8 25	Ipecac	50@	50	Iodoform	4 00@	4 00
Anisi	1 85@	2 00	Ferri Iod.	50@	50	Lupulin	50@	50
Auranti Cortex	2 25@	2 30	Rhel Arom.	50@	50	Lycopodium	65@	70
Bergamili	2 40@	2 60	Smilax Officinalis	50@	50	Maels	65@	75
Caliputi	80@	85	Senega	50@	50	Liquor Arsen et Hy-	25@	25
Caryophylli	80@	85	Seilla	50@	50	drarg Iod.	10@	12
Cedar	35@	40	Mentha			Liquor Potass Arsin	2@	3
Chenopadi	1 25@	1 35	Seilla	50@	50	Magnesia, Sulph	2@	3
Cinnamoni	35@	40	Seilla	50@	50	Magnesia, Sulph, bbl	1 1/2@	1 1/2
Citronella	35@	40	Seilla	50@	50	Manna, S. F.	50@	60

Our Stationery Department

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

We now have in stock and offer for sale—

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

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

Faber, Eagle, American and Dixon Pencils.

Spencerian, Esterbrook, Gillott, Sheffield and Standard Steel Pens.

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

Notes, Drafts and Receipts.

Dennison Roll Crepe, French and American Tissue Paper, Japanese Napkins, Gold and Silver Paper, Ordinary and Lace Shelf Paper.

Shipping and String Tags, Gum Labels, etc.

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


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

Hazeltine & Perkins
Drug Company

Grand Rapids, Mich.

GROCERY PRICE CURRENT.

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

AXLE GREASE doz. gross Aurora 55 6 00 Castor Oil 60 7 00 Diamond 50 4 25 Frazer's 75 9 00 IXL Golden, tin boxes 75 9 00		Lobster Star, 1 lb. 1 85 Star, 1 lb. 3 10 Picnic Tails 2 25 Mackerel Mustard, 1 lb. 1 75 Mustard, 2 lb. 1 75 Soused, 1 lb. 2 80 Soused, 2 lb. 1 75 Tomato, 1 lb. 2 80 Tomato, 2 lb. 2 80 Mushrooms Hotels 18@20 Buttons 22@25 Oysters Cove, 1 lb. 95 Cove, 2 lb. 1 70 Peaches Pie 1 65@1 85 Yellow 1 65@1 85 Pears Standard 70 Fancy 80 Peas Marrowfat 1 00 Early June 1 00 Early June Sifted 1 60 Pineapple Grated 1 25@2 75 Sliced 1 35@2 25 Pumpkin Fair 65 Good 75 Fancy 85 Raspberries Standard 90 Salmon Red Alaska 1 35 Pink Alaska 95 Sardines Domestic, 1/2s @4 Domestic, 1/4s @8 Domestic, Mustard 8@22 French 8@22 Strawberries Standard 85 Fancy 1 25 Succotash Fair 90 Good 1 00 Fancy 1 20 Tomatoes Fair 80 Good 80 Fancy 1 15 Gallons 2 35 CATSUP Columbia, 1/2s 2 00 Columbia, 1/4s 1 25 CHEESE Acmé @13 Amboy @14 Elsie @13 1/2 Emblem @14 1/2 Gem @13 1/2 Gold Medal @13 1/2 Ideal @13 1/2 Jersey @13 1/2 Riverside @14 Brick @12 Edam @90 Leiden @17 Limburger @13 Pineapple 50 Sap Sago @18		CIGARS The Bradley Cigar Co.'s Brands Advance \$35 00 Bradley 35 00 Clear Havana Puffs 22 00 "W. H. B." 55 00 "W. B. B." 55 00 H. & P. Drug Co.'s brands. Fortune Teller 35 00 Our Manager 35 00 Quintette 35 00 G. J. Johnson Cigar Co.'s brand. S. C. W. 35 00 Phelps, Brace & Co.'s Brands. Royal Tigers 55@ 80 00 Royal Tigerettes 35 Vincente Portuondo 35@ 70 00 Ruhe Bros. Co. 35@ 70 00 Hillson Co. 35@ 110 00 T. J. Dunn & Co. 35@ 70 00 McCoy & Co. 35@ 70 00 The Collins Cigar Co. 10@ 35 00 Brown Bros. 15@ 70 00 Bernard Stahl Co. 35@ 90 00 Banner Cigar Co. 10@ 35 00 Seidenberg & Co. 55@125 00 Fulton Cigar Co. 10@ 35 00 A. B. Ballard & Co. 35@175 00 E. M. Schwarz & Co. 35@110 00 San Telmo 35@ 70 00 Havana Cigar Co. 15@ 35 00 C. Costello & Co. 35@ 70 00 La Gora-Fee Co. 35@ 70 00 S. I. Davis & Co. 35@185 00 Hene & Co. 35@ 90 00 Benedict & Co. 7.50@ 70 00 Hemmeyer Cigar Co. 35@ 70 00 G. J. Johnson Cigar Co. 35@ 70 00 Maurice Sanborn 50@175 00 Rock & Co. 65@300 00 Manuel Garcia 80@375 00 Nueva Mundo 85@550 00 Henry Clay 85@550 00 La Carolina 96@200 00 Standard T. & C. Co. 35@ 70 00		CONDENSED MILK 4 doz in case. Gall Borden Eagle 6 75 Crown 6 25 Daisy 5 75 Champion 4 50 Magnolia 4 25 Challenge 4 00 Dime 3 35 COUPON BOOKS 50 books, any denom. 1 50 100 books, any denom. 2 50 500 books, any denom. 11 50 1,000 books, any denom. 20 00 Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customer receives specially printed cover without extra charge. Coupon Pass Books Can be made to represent any denomination from \$10 down. 50 books 1 50 100 books 2 50 500 books 11 50 1,000 books 20 00 Credit Checks 500, any one denom. 2 00 1,000, any one denom. 3 00 2,000, any one denom. 5 00 Steel punch 75 CREAM TARTAR 5 and 10 lb. wooden boxes 30 Bulk in sacks 29 DRIED FRUITS—Domestic Apples Sundried @ 6 1/2 Evaporated, 50 lb. boxes 7@ 7 1/2 California Fruits Apricots @15 Blackberries @11 Nectarines @11 Peaches 10 @11 Pears 7 1/2 Pitted Cherries 7 1/2 Prunelles 7 1/2 Raspberries 7 1/2 California Prunes 100-120 25 lb. boxes @ 4 90-100 25 lb. boxes @ 4 1/2 80-90 25 lb. boxes @ 5 70-80 25 lb. boxes @ 5 1/2 60-70 25 lb. boxes @ 6 50-60 25 lb. boxes @ 7 1/2 40-50 25 lb. boxes @ 8 30-40 25 lb. boxes @ 8 1/4 cent less in 50 lb. cases Raisins London Layers 3 Crown 1 75 London Layers 2 Crown 2 00 Cluster 4 Crown 2 25 Loose Muscatels 2 Crown 7 1/2 Loose Muscatels 3 Crown 8 1/2 Loose Muscatels 4 Crown 8 1/2 L. M., Seeded, choice 10 L. M., Seeded, fancy 10 1/2 DRIED FRUITS—Foreign Citron Leghorn 11 Corsican 12 Currants Patras, cases 6 1/2 Cleaned, bulk 6 1/2 Cleaned, packages 7 1/2 Peel Citron American 19 lb. bx. 13 Citron American 10 lb. bx. 10 1/2 Orange American 10 lb. bx. 10 1/2 Raisins Sultana 1 Crown 15 Sultana 2 Crown 17 Sultana 3 Crown 17 Sultana 4 Crown 17 Sultana 5 Crown 17 Sultana 6 Crown 17 Sultana package 17 FARINACEOUS GOODS Beans Dried Lima 5 1/2 Medium Hand Picked 2 1/2 @ 2 25 Brown Holland 2 25 Cereals Cream of Cereal 90 Grain-O, small 1 35 Grain-O, large 1 35 Grape Nuts 1 35 Postum Cereal, small 1 35 Postum Cereal, large 2 25 Farina 24 1 lb. packages 1 25 Bulk, per 100 lbs. 3 00 Haskell's Wheat Flakes 36 2 lb. packages 3 00 Hominy Barrels 2 50 Flake, 50 lb. drums 1 00 Lauff Bros. Flaking Mills. Rice Flakes, 3 doz pkg case 2 85 Flaked Peas, 3 doz pkg case 2 85 Flaked Beans, 3 doz pkg case 2 85 35 Chene St., Detroit, Mich. Macaroni and Vermicelli Domestic, 10 lb. box 60 Imported, 25 lb. box 2 50		Pearl Barley Common 2 50 Chester 3 00 Empire 3 00 Grits Walsh-DeRoo Co.'s Brand.  24 2 lb. packages 1 80 100 lb. kegs 2 70 200 lb. barrels 5 10 Peas Green, Wisconsin, bu 1 30 Green, Scotch, bu 1 35 Split, bu 3 Rolled Oats Rolled Avena, bbl 3 75 Steel Cut, 1/2 bbls. 2 05 Monarch, bbl 3 50 Monarch, 1/2 bbl 1 95 Monarch, 90 lb. sacks 1 75 Quaker, cases 3 20 Huron, cases 2 00 Sago German 4 East India 3 1/2 Salut Breakfast Food F. A. McKenzie, Quincy, Mich. 36 two pound packages 3 60 18 two pound packages 1 85 Tapioa Flake 5 Pearl 5 Pearl, 24 1 lb. packages 6 1/2 Wheat Cracked, bulk 3 1/2 24 2 lb. packages 2 50 FLAVORING EXTRACTS DeBoe's 2 oz. 4 oz. Vanilla D. C. 1 10 1 80 Lemon D. C. 70 1 35 Vanilla Tonka 75 1 45 FOOTE & JENKS' JAXON Highest Grade Extracts Vanilla 1 20 Lemon 1 20 1 oz full m. 1 20 1 oz full m. 80 2 oz full m. 2 20 2 oz full m. 1 25 No. 3 fan'y 3 15 No. 3 fan'y 1 75 COLEMAN'S FOOTE & JENKS' CLASS EXTRACTS Vanilla 1 20 Lemon 1 20 2 oz panel. 1 20 2 oz panel. 75 3 oz taper. 2 00 4 oz taper. 1 50 JENNINGS' FLAVORING EXTRACTS D. C. Vanilla 2 02 D. C. Lemon 2 02 2 oz. 1 20 3 oz. 1 00 4 oz. 1 50 6 oz. 1 40 8 oz. 2 00 10 oz. 1 40 No. 8. 4 00 No. 8. 2 40 No. 10. 6 00 No. 10. 4 00 No. 2 T. 1 25 No. 2 T. 1 25 No. 3 T. 2 00 No. 3 T. 1 25 No. 4 T. 2 40 No. 4 T. 1 50 Northrop Brand Lem. Van. 2 oz. Taper Panel 75 1 20 2 oz. Oval 75 1 20 3 oz. Taper Panel 1 35 2 00 4 oz. Taper Panel 1 60 2 25 Perrigo's Van. Lem. doz. doz. XXX, 2 oz. obert 1 25 XXX, 4 oz. taper 1 25 XX, 2 oz. obert 1 00 XXX D D pchr. 6 oz 75 XXX D D pchr. 4 oz 75 K. P. pitcher, 6 oz. 2 25		FLY PAPER Perrigo's Lightning, gro. 2 50 Petrolatum, per doz. 75 HERBS Sage 15 Hops 15 INDIGO Madras, 5 lb. boxes 55 S. F., 2, 3 and 5 lb. boxes 50 JELLY V. C. Brand. 15 lb. pails 35 30 lb. pails 62 Pure apple, per doz. 85 LICORICE Pure 30 Calabria 25 Sicily 14 Root 10 LYE Condensed, 2 doz. 1 20 Condensed, 4 doz. 2 25 MATCHES Diamond Match Co.'s brands. No. 9 sulphur 1 65 Anchor Parlor 1 50 No. 2 Home 1 30 Export Parlor 4 00 Wolverine 1 50 MOLASSES New Orleans Black 11 Fair 14 Good 20 Fancy 24 Open Kettle 25@35 MUSTARD Horse Radish, 1 doz. 1 75 Horse Radish, 2 doz. 3 50 Bayle's Celery, 1 doz. 1 75 PICKLES Medium Barrels, 1,200 count 5 90 Half bbls, 600 count 3 45 Small Barrels, 2,400 count 6 90 Half bbls, 1,200 count 3 95 PIPES Clay, No. 216 1 70 Clay, T. D., full count 65 Cob, No. 3 85 POTASH 48 cans in case. Babbitt's 4 00 Penna Salt Co.'s 3 00 RICE Domestic Carolina head 6 1/2 Carolina No. 1 5 Carolina No. 2 4 Broken 3 1/2 Imported. Japan, No. 1 5 1/2@6 Japan, No. 2 4 1/2@5 Java, fancy head 5 1/2@5 Java, No. 1 5 Table @ SALETERATUS Packed 60 lbs. in box. Church's Arm and Hammer 3 15 Deland's 3 15 Dwight's Cow 2 10 Emblem 3 10 L. P. 3 15 Wyandotte, 100 lbs. 3 00 SAL SODA Granulated, bbls. 80 Granulated, 100 lb. cases 85 Lump, bbls. 75 Lump, 145 lb. kegs 80 SALT Diamond Crystal Table, cases, 24 3 lb. boxes 1 40 Table, barrels, 40 3 lb. bags 2 85 Table, barrels, 40 7 lb. bags 2 50 Butter, barrels, 280 lb. bulk 2 60 Butter, barrels, 20 14 lb. bags 2 50 Butter, sacks, 28 lbs. 27 Butter, sacks, 56 lbs. 62 Common Grades 100 3 lb. sacks 2 15 60 5 lb. sacks 2 05 28 10 lb. sacks 1 95 56 lb. sacks 40 28 lb. sacks 22 Warsaw 56 lb. dairy in drill bags 30 28 lb. dairy in drill bags 15 Ashton 56 lb. dairy in linen sacks 60 Higgins 56 lb. dairy in linen sacks 60 Solar Rock 56 lb. sacks 25 Common Granulated Fine 1 00 Medium Fine 1 05	
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SALT FISH

Cod	
Georges cured.....	@ 5
Georges genuine.....	@ 5 1/2
Georges selected.....	@ 5 1/2
Strips or bricks.....	6 @ 9
Pollock.....	@ 3 1/2

Halibut.

Strips.....	14
Chunks.....	15

Herring

Holland white hoops, bbl.	11 00
Holland white hoops 1/2 bbl.	6 00
Holland white hoop, keg.	75
Norwegian.....	85
Round 100 lbs.	3 60
Round 40 lbs.	1 75
Sealed.....	16 1/2
Bloaters.....	1 50

Mackerel

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

Trout

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

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.....	5
Poppy.....	10
Rape.....	4 1/2
Cuttle Bone.....	15

SNUFF

Scotch, in bladders.....	37
Macebooy, in jars.....	35
French Kappie, 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.....	3 00
Dome.....	2 80
Cabinet.....	2 40
Savon.....	2 80
White Russian.....	2 80
White Cloud.....	4 00
Dusky Diamond, 50 6 oz.....	2 50
Dusky Diamond, 50 8 oz.....	2 50
Blue India, 100 1/2 lb.....	3 00
Kirkoline.....	3 50
Eos.....	2 65

Rub-No-More

100 12 oz bars.....	3 00
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SILVER

Single box.....	2 95
Five boxes, delivered.....	2 90

Scouring

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

SODA

Boxes.....	5 1/2
Kegs, English.....	4 1/2

SPICES

Whole Spices	
Allspice.....	11
Cassia, China in mats.....	12
Cassia, Batavia, in bund.....	25
Cassia, Saigon, broken.....	38
Cassia, Saigon, in rolls.....	55
Cloves, Amoyna.....	15
Cloves, Zanzibar.....	13
Mace.....	55
Nutmegs, 75-80.....	55
Nutmegs, 105-10.....	45
Nutmegs, 115-20.....	40
Pepper, Singapore, black.....	15 1/2
Pepper, Singapore, white.....	23
Pepper, shot.....	16 1/2

Pure Ground in Bulk

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

STARCH



Kingsford's Corn

40 1-lb. packages.....	6
20 1-lb. packages.....	6 1/2

Kingsford's Silver Gloss

40 1-lb. packages.....	6 1/2
6 lb. boxes.....	7 1/2

Diamond

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

Common Corn

20 1-lb. packages.....	4 1/2
40 1-lb. packages.....	4 1/2

Common Gloss

1-lb. packages.....	4 1/2
3-lb. packages.....	4 1/2
6-lb. packages.....	5
40 10c 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
Coarse Granulated.....	5 30
Extra Fine Granulated.....	5 30
Conf. Granulated.....	5 25
2 lb. cartons Fine Gran.....	5 25
2 lb. bags Fine Gran.....	5 25
5 lb. cartons Fine Gran.....	5 25
5 lb. bags Fine Gran.....	5 25
Mould A.....	5 15
Diamond A.....	5 15
Conf. A.....	4 95
No. 1, Columbia A.....	4 80
No. 2, Windsor A.....	4 80
No. 3, Ridgewood A.....	4 80
No. 4, Phoenix A.....	4 75
No. 5, Empire A.....	4 70
No. 6.....	4 65
No. 7.....	4 60
No. 8.....	4 55
No. 9.....	4 50
No. 10.....	4 45
No. 11.....	4 40
No. 12.....	4 35
No. 13.....	4 35
No. 14.....	4 35
No. 15.....	4 35
No. 16.....	4 35

SYRUPS

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

Pure Cane

Fair.....	16
Good.....	20
Choice.....	25

TABLE SAUCES

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

VINEGAR

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

WASHING POWDER

100 12 oz bars.....	3 50
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WICKING

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

WOODENWARE

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

Butter Plates

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

Clothes Pins

Boxes, gross boxes.....	65
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Mop Sticks

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

Pails

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

Tubs

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

Wash Boards

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

Wood Bowls

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

YEAST CAKE

Yeast Foam, 1 1/2 doz.....	50
Yeast Foam, 3 doz.....	1 00
Yeast Cre m, 3 doz.....	1 00
Magic Yeast 5c, 3 doz.....	1 00
Sunlight Yeast, 3 doz.....	1 00
Warner's Safe, 3 doz.....	1 00

Provisions

Barreled Pork

Mess.....	@ 12 00
Back.....	@ 13 00
Clear back.....	@ 12 75
Short cut.....	@ 12 25
Pig.....	@ 15 50
Bean.....	@ 10 00
Family.....	@ 12 75

Dry Salt Meats

Bellies.....	7 1/2
Briskets.....	7
Extra shorts.....	6 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.....	@ 13 1/2
Shoulders (N. Y. cut).....	@ 7 1/2
Bacon, clear.....	@ 8 1/2
California hams.....	@ 7 1/2
Boneless hams.....	@ 9 1/2
Boiled hams.....	@ 15 1/2
Picnic Boiled Hams.....	@ 11
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.....	6 1/2
Tongue.....	9
Headcheese.....	6

Beef

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

Pigs' Feet

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

Tripe

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

Casings

Pork.....	20
Beef rounds.....	3
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, 1 lb.....	19 50
Roast beef, 2 lb.....	2 70
Potted ham, 1/4s.....	55
Potted ham, 1/2s.....	1 00
Deviled ham, 1/4s.....	@ 12 1/2
Deviled ham, 1/2s.....	1 50
Potted tongue, 1/4s.....	55
Potted tongue, 1/2s.....	1 00

Grains and Feedstuffs

Wheat	
Wheat.....	68

Winter Wheat Flour

Local Brands	
Patents.....	4 10
Second Patent.....	3 60
Straight.....	3 40
Clear.....	3 00
Graham.....	3 30
Ruckwheat.....	5 00
Rye.....	3 25
Subject to usual cash discount.....	

Flour in bbls., 25c per bbl. additional.

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

Worden Grocer Co.'s Brand

Quaker 1/4s.....	3 60
Quaker 1/2s.....	3 60
Quaker 3/4s.....	3 60

Spring Wheat Flour

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

Ball-Barnhart-Putman's Brand

Duluth Imperial 1/4s.....	4 20
Duluth Imperial 1/2s.....	4 10
Duluth Imperial 3/4s.....	4 00

Olney & Judson's Brand

Hardware

Advantages and Disadvantages of the Credit System.

I have been in the hardware and coal business in my present location for twenty-six years, so in whatever else I am lacking I am not lacking in experience. I have been through the times of big crops, when we expected to trust everybody the whole year or until they marketed their crops, and through the period of dull times when we saw our customers emigrate to the Dakotas by the hundred, when I wondered whether we could not do a cash business and not run the risk of our debtors getting away between two days. Then I would look back and see merchants making a failure of conducting a strictly cash business, and so would fall back in the old rut, not daring to make such a radical move. In July, 1877, my competitors came to me and proposed going into a strictly cash business, all of us, so that one would have no advantage over the other, one of them saying that they were going into it alone if we would not join. So we all agreed to post up notices that August 1 we would do a strictly cash business, and it seemed to be contagious, for other stores posted the same notices, and even some blacksmith shops; but the end of it all came. It died a natural death. Just when or how it died no one knows. My private opinion is that it commenced to die soon after it was born, and it died so gradually that it dried up and blew away without even a public funeral, and certainly without any expression of regret. Not one of us who was responsible for its existence has ever mentioned its name even to each other since. We do not mean to say that nobody can do a strictly cash business, but we do not believe that a man that is ambitious to hold and increase business, and has been in his present location for fifteen to twenty-five years, can do a strictly cash business.

Now, why was it given up? There were difficulties which arose that we had not anticipated, and some that we had expected loomed into insurmountable difficulties under the pressure of anxiety for more business, which, by the way, is the main stimulus to giving credit before we know the parties are worthy of credit. The system seemed to be going all right for a while. One of the first difficulties I ran across was a man running a farm on a salary. He wanted to let the bill run and then pay it, and the bill would show what he had done. I told him we would give him a bill each time and he could file them away, and he seemed partly satisfied, but soon failed to come around, so the inference was plain that he had found some place where his bill could run and so save him the trouble of caring for so many bills. Then we heard of one of our competitors selling a good customer some fence wire. When loaded he said he would pay it soon. The merchant replied, "But, you know we are doing a strictly cash business." "Very well," the customer answered, "I have not the money with me to-day, so we will unload it." But in the nick of time the merchant pulled out his purse and said, "Here, I will loan you the money to pay for the wire." I had a customer who had traded with me twenty-six years. He said it might inconvenience him because he did not always have the money with him, and after a while he got caught that way and I loaned him

\$25. Often some good responsible farmer would send in by a neighbor for something, promising to pay next time he came in. Sometimes—yea, a good many times—a farmer would come in and expect to pay until he had put his hand in his pocket. And then again there is the account with the county, township, city, the different school districts in the county, the road districts. They all must have bills come before them to be inspected before paid. Some other corporations doing business through their employees want bills of account before payment. So I find myself in the old rut of doing business, using my knowledge or passing judgment on each individual customer. About eleven years ago I went to England on a visit, and in talking with my uncle I made the remark, "Of course, your business is all done on a cash basis." "Oh, no," he said, "the merchants do a credit business, too," and I said, "Why, I should think among so many dependent on wages they would close a great many of their accounts." "Oh, no," was the reply, "if any failed to keep their accounts they were brought up before the magistrate and he would take evidence of what amount of wages was coming in each week from the different members of the family and what it would take for the bare necessities, and then would order a certain amount of the week's wages to go towards paying the debt, and he would save a little for the indebtedness if it threw the family down to bread and water. And so, you see, people are careful how they contract a debt." This is what I call placing the responsibility of going in debt on the shoulders of the one wanting to go in debt to the extent of all his property except six months' provision for his family, and he will think twice before contracting a debt once. If he knows that the team he drives is liable for the debt he is contracting, he will wait until he is sure where the money is coming from to discharge the indebtedness. And such a condition of things would make a more industrious and economical class of those who at the present time live partly on beating other people.

As an illustration of this: When I came back from England I was telling the professor of our high school about the wages in England—stonecutters, masons and carpenters, \$1.25 per day; laborers, 75 cents per day; flour a little higher than here, meat double the price, etc., and he said my story did not hang together, it was as much as laborers could do to live in this country, so how could they live in the old country on lower wages and higher priced victuals? I told him the difference was in the industrial habits and customs of the two peoples. In England a child is compelled to attend school until he can pass a government examination in the third grade—and any ordinary child could accomplish that at 12 years old—and from that time both male and female go into some factory. So that if there was a family of man and wife and three girls over twelve, there would be four earning bread for the table, whereas the same family in this Western country would only have the father earning the bread for the table. This difference in the working force, and counting meat as a luxury only to be indulged in once, twice or three times per week, according to the purse of the family, very easily explained the apparent contradiction.

If the American people will place the responsibility of going in debt on the

Example is always more efficacious than precept.—Samuel Johnson.

An example of the enthusiasm and success with which the



Products are received by leading merchants throughout the United States is the following:

Leon, Iowa, October, 1899.

The Patterson-Sargent Co.,

Gentlemen:—I note my first order was given you October 18, 1898; since that time I have invested \$745.66 in B P S products. Have furnished thirty-five house patterns of your paint. I consider this an extremely good showing, as I had over four hundred gallons of other paint to work off. I am making this statement, hoping that it may benefit you and possibly assist some other paint dealer who is looking for something that has hitherto been hard to find—an honest mixed paint. I consider the B P S products as strictly pure in every way and the best line I have met with in a matter of twenty years' experience in selling paint. I hope you have unbounded success in placing your goods. You are certainly deserving of success.

L. VAN WERDEN, Druggist and Apothecary.

The Patterson-Sargent Co.,

Cleveland

Chicago

New York



Write for prices on

Milk Cans

**Wm. Brummeler
& Sons**

Manufacturers of Tinware and Sheet Metal Goods

249 to 263 South Ionia Street
Grand Rapids, Mich.



**This is the Only Machine
Which Will Actually Chop**

In a satisfactory manner, all kinds of Meat, raw or cooked, and all kinds of Fruit and Vegetables, as coarse or fine as wanted, and ..

Without Mashing

**Easily Cleaned.
Easily Adjusted.
Self Sharpening.**

The Best Meat-Cutter Made.

FOR SALE BY

FOSTER, STEVENS & CO.

GRAND RAPIDS, MICH.

This electrotype loaned to any dealer who handles these choppers.

one who wants to contract a debt, who should know whether he will be able to pay it when due, it will be a blessing to the community—a shifting of responsibility from the merchant to the debtor, and a blessing to the debtor class, for, in the first place, the community as a whole would be more industrious, economical and provident people, the merchant could do business with less loss, and the dead beat, or the "man that the world owes a living," would be compelled to earn the lesson of industry, economy and providence.

T. J. Lomas.

Cheboygan Business Men Alert.

Cheboygan, March 26—At the last meeting of the Cheboygan Business Men's Improvement Association the Committee on Public Market recommended the purchase of a site on the lower end of Main street opposite the docks for \$2,400. Geo. Annand, of the Cheboygan Manufacturing Co., presented plans for a market home, estimated to cost \$1,500. The general opinion, as expressed at the meeting, was that the cost of the market at those prices was too rich a luxury for the city to afford and no definite action was taken on the report. In the first place the location suggested is not central enough. In the second place too high a value was placed on the property recommended.

Geo. E. Frost and James F. Moloney were appointed to go to Detroit and interview the officials of the Michigan Central and try and arrange for satisfactory rates for shipping potatoes from this station to Eastern points. N. B. Keeney & Co. announced their willingness to build a warehouse here and supply our farmers with a choice variety of seed potatoes and contract for all that can be raised, provided they can secure satisfactory rates for shipping them to different points from the railroad company. Think they should have equally as favorable rates from here to Eastern points as they receive from Traverse City, over the Chicago & West Michigan road.

A letter from Promoter Roberts was read in which he stated that the organization of the company to build the Cheboygan and Petoskey railroad would be completed on or about April 5, by which time he expected to make a report that would be highly gratifying to the citizens of Cheboygan.

Received All His Change.

"I never felt so cheap in all my life," said Short, "as I did one day in a department store. I bought a book for 99 cents and while I was waiting for it a young woman, whose good opinion I value, came up and we began to talk. The book was wrapped up and handed to me by the girl at the counter, and after a short while the young woman asked: 'Are you waiting for your change?' 'I replied that I was, but in fact I hadn't been thinking of it. I wanted to talk to her and made that an excuse for staying. After the usual long delay, when it had passed entirely out of my mind, the girl at the book counter stepped up and said:

'Here's your change, sir.' 'And she held a bright new cent in her open hand so that the other girl saw it. I felt a chill at once and just because it appeared to the young woman that I had been waiting all that time for a cent. I got a reputation for close-fistedness that is still sticking to me.'

New Illinois Baking Powder Regulations.

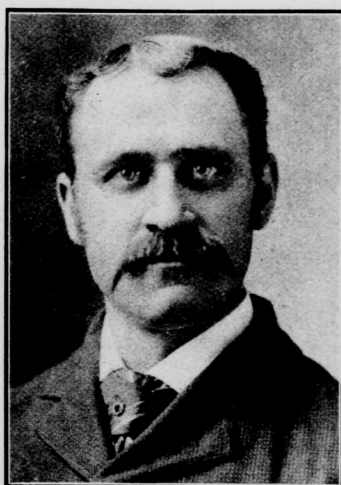
The Illinois State Food Commission has decided that all baking powders sold in the State must be labeled in a conspicuous way and place, with a name signifying the class or variety to which they belong, based on the name of the acid ingredient. Thus, for example: "An alum phosphate baking powder," "A phosphate baking powder," "A cream of tartar baking powder." This does not require the manufacturer to publish the ingredients that enter into the composition of his powders.

MEN OF MARK.

W. D. Ballou, Proprietor Ballou Basket Co.

W. D. Ballou was born at Becket, Berkshire county, Mass., in October, 1865. His father, M. E. Ballou, was of French Huguenot descent, took an active interest in the welfare of his community and was elected a member of the Massachusetts Legislature. His original American ancestor was a preacher who settled in Rhode Island. His mother was of French ancestry. Mr. Ballou was one of five children, three boys and two girls. When he had reached a proper school age, he was placed in a private school, where he remained until he was fifteen, when he entered the high school at Pittsfield, Mass. After leaving the high school, he attended the Wesleyan Academy at Wilbraham, Mass., for two years.

Mr. Ballou's first business experience



was obtained at the age of 17, when the financial possibilities of being a book agent induced him to leave school and he began the battle for success. His experiences for one month in this line would fill a large-sized book, if recounted, but it is sufficient to say that he earned \$104 during that time, to say nothing of the many other pleasant (?) recollections. He next learned typewriting and shorthand and secured a position with the Thompson-Houston Electric Co., of Lynn, Mass., remaining in the employ of that corporation one year. He then engaged in the life insurance business in Rhode Island and Connecticut for two years. Then, in partnership with his father, he became a basketmaker at Becket under the firm name of M. E. Ballou & Son, and for four years manufactured baskets, largely for the textile and paper mills of New England. About this time Belding Bros. heard of him and induced him to go to Belding and begin the manufacture of baskets. Here he established the business, employing about twenty men at first, and the force has been steadily increased until he now employs sixty to eighty men. He makes all kinds and sizes of baskets and sends them all over this country and to some extent abroad.

While he was attending the Academy at Wilbraham, he met and afterwards married Miss Carmie V. Landon, daughter of a Methodist preacher and niece of Judge Landon, of the Supreme Court of New York. Their home circle is made complete by four young basket-makers, one boy and three girls.

Both Mr. and Mrs. Ballou are members of the Baptist church of Belding, and are actively engaged in church

work, Mr. Ballou being one of the trustees of the society. He is also President of the Board of Education and prominent in developing the industries and material interests of the town of his adoption. He is a member of the Odd Fellow fraternity.

ALABASTINE

LABASTINE 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.

ADIES 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 tries 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.

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

UISANCE 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.

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.

Pulley Belts and Buckles

We have 'em in all styles, all colors and at all prices from \$2 per dozen up. They are going to be the Season's greatest sellers. Put some in your show case.

We also carry everything in Sash Buckles, Jeweled and Plain Combs, Men's and Ladies' Belts, Brooches, Pocket Books, Waist Sets, Beauty Pins, etc., etc.

If one of our representatives does not soon call on you, write us for a small line of these goods. Leave it to us.

J. A. SELLING & CO.,

Popular Priced Jewelry and Novelties,

New York Office 3 Thomas St.

125 Jefferson Ave., Detroit, Mich.

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.

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.

BOOMING THE TOWN.

The Merchant an Easy Mark for Schemers.
Written for the Tradesman.

"Another opportunity to contribute fifty dollars to help boom the town," said a dry goods merchant to me, the other day, as a breezy-looking chap with red side-whiskers and a glossy silk hat, set far back on his head, whisked out of the store.

"Wants to secure some manufacturing plant, I presume?" I asked.

"Not this time," replied the merchant. "Last year that fellow who just went out wanted the business men of the town to put up fifty or a hundred each to get a washing machine factory to move here; now he wants us to put up about as much more to induce a skirt factory to remain here. He is a professional town boomer, that chap, and he appears to be making money at it, judging from appearances."

"I presume he gives liberally himself?" I suggested.

"Oh, he's usually down for a hundred or so," was the reply, "but that's but a small part of the commission he gets out of the factories. He gets no more of my money."

"Going out of the town-booming business, eh?" I suggested.

"By no means," said the merchant, "but I'm getting my eyes opened to a few points in business life. I have arrived at the conclusion that the average business man is an easy mark for schemers and I'm going to back away. Talk about booming the town! They brought their old washing machine factory here last year. To hear the promoters talk, one would think that the plant would soon occupy about half the vacant property in the city and that the workmen to be employed in it would erect neat little cottages on the remaining half. Yes, we were to grow a mile and a half out each way, and the biggest city in the State would soon be looking like a dirty two-spot in a new deck beside us. Excuse my knowledge of cards," he added, with a wink, "I acquired it last winter playing progressive euchre."

"Well," I observed, "I don't see as the city has spread itself to any great extent. I don't notice any ten-story buildings going up."

"Spread itself!" echoed the merchant. "You ought to go down and look over the washing machine factory that we paid \$5,000 to set up business here. Go down there at noon and see the workmen swarm out of the shops at the dinner hour. Yes, swarm out of the shops! You'll see three young men who receive about four dollars each per week. They are the fellows who were to buy lots and build homes. Why, they couldn't support families on the pay they receive if beef steak was selling for a cent a pound and flour for a dollar a barrel. They have all they can do to save up enough money for a game of pool Saturday night."

"The concern may grow," I ventured.

"Oh, yes, it will grow," was the scornful reply. "Wait until you see the man who is the honored president, chief stockholder, manager, superintendent and foreman, all rolled into one. He sleeps in the loft of the factory and boards himself. Evenings he lolls on the railing in front of his place of business and pulls away at a dirty cornob pipe. He's in debt for the power he uses, the lumber he has worked up and the crackers and cheese he devours in his loft. And to think that such an ignominious and that smooth promoter who

just went out of the store split fifty dollars of my money between them!"

The merchant made a few figures on a piece of paper and threw it into the waste basket.

"I've given in the neighborhood of a thousand dollars to town-booming schemes in three years," he said, "and it hasn't done me one cent's worth of good. Now, take the case of this skirt factory they want to keep here. It employs about half a dozen young girls and pays from thirty to forty dollars a week in salaries. Why, if all the money the girls earn could be divided up among the merchants of the city each merchant wouldn't get enough in five years to pay back the coin he is now asked to contribute to keep the little cheap-john concern here."

"I presume you explained the exact condition of affairs to the promoter?" I said.

"No, sir," was the reply. "I told him to go to the real estate owners and ask for the money needed. We've got a lot of land sharks here who sit around grocery stores and smoke cheap tobacco and spit on the floor and talk and talk and talk. If a man comes here to invest money, they double the price of their cow-pastures and then wonder why the city doesn't grow faster. They kick on all paving, sewer and water works improvements and keep their tenements looking like horse barns. But they don't give a cent. Their sons engage in business and invest their money in other towns, and come back here now and then to tell us how slow we are. I guess every city has the same sort of old residents."

"I know of several that have," I said.

"Once in a while they wake up long enough to study out some town improvement scheme and get some shark to go among the merchants and ask for contributions. The merchant is the whole thing when the town wants money. Yes, the whole thing. We got up an association here a few years ago that promised well. Among the projects proposed was a suburban line of electric cars which would have brought a good deal of trade here. Every merchant gave liberally. The thing looked so promising that enquiries for stores and other places of business began to be made. Then what did these very enterprising and respectable old residents do but double our rents and put the price of their available business lots up so high that no one would buy and build. We simply gave up our money to have our expenses increased. Nice thing, eh?"

The merchant lighted a cigar and began a restless touring of the store from front to back.

"Yes, sir," he went on, "the modern merchant is a sucker. He can be talked into any fool scheme. He's an easy mark for confidence men and no mistake."

"And still he must continue to give," I said.

"Yes, he can't get out of it," replied the merchant, "although it's blackmail in half the cases. I give a lot of fancy goods to a church fair, so the people who belong to the church will trade with me, and my competitors give more fancy goods, so the church people will trade with them. I give prizes for cookie contests and my rivals go me one better. I guess I'll blow the bunch, as the boys say in Chicago. I'm dead tired of being worked for a sucker. I'm not feeling very well to-day, myself, either. Let's go out and get a fresh cigar."

Alfred B. Tozer.

Japanese Patent Medicine Law.

Japan has now a patent medicine law. The seller of a patent medicine is required to send in a detailed account of the use, dose, and contents of each patent medicine he sells, for which he pays 20 yen and an additional 2 yen yearly for each single one. The medicines may not contain any poisons. The permission may be withdrawn if the maker should alter the composition, or if it is proved that the contents are injurious to health. Altering the composition is punished with confiscation and 20 to 50 yen fine, forging the permission 50 to 100 yen, and secretly adding poisons means a fine of 100 to 500 yen. The informer gets half the fine.

Upsetting Arithmetical Tradition.

Jack—How did you come out on that bulldog pup you bought?

Dick—Lost over a hundred per cent. on the transaction.

Jack—Oh, I guess not. A hundred per cent. is all you can possibly lose.

Dick—Think so, do you? Well, I paid \$10 for the pup and then I had to give a boy a dollar to take him out and drown him. If that isn't a hundred and ten per cent. loss, I'd like to know what you call it.

Took the Same.

Lawyer—You say you were in the saloon at the time of the assault referred to in the complaint?

Witness—I was, sir.

Lawyer—Did you take cognizance of the bar-keeper at the time?

Witness—I don't know what he called it, but I took what the rest did.

In One Lesson.

He—Your sister said she couldn't dance.

She—Well, can she?

"Yes, I made her. We hadn't been on the floor a minute when I stepped on her foot. You just ought to have seen her."

An English paper tells this story: A Liverpool firm, delighted that one of its employes was going to fight the Boers, volunteered to pay to the man's wife half the usual wages during her husband's absence. At the end of the month the woman appeared and the moiety was at once given to her. "What?" she said, "£4?" "Yes," replied the senior partner, "that is exactly half; sorry you are not satisfied." "It isn't that I'm not satisfied; why, for years he has told me he only got £5 a month altogether, and—if the Boers don't kill him I will."

One of the latest German inventions is beer lozenges. These are made of the powder obtained by evaporating lager beer, and contain all the ingredients of this popular beverage. The only needful thing to turn them into a sparkling ale is to dissolve them in water to which some carbonic-acid gas has been added.

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.

TO EXCHANGE—FOR GENERAL MERCHANDISE in a lively town of 2,000 to 5,000 well renting block in city, or A1 40-acre farm two and one-half miles from city. Box 378, Grand Rapids. 283

FOR RENT—DOUBLE STORE, 40x65, PLATE glass front, modern fixtures, electric lights, sewer connection, water, centrally located, with postoffice in same block. Address Box 32, Vicksburg, Mich. 286

FOR SALE—WELL-ASSORTED STOCK of groceries, dry goods, boots and shoes, clothing, hats, caps, crockery, etc., in good locality. Owner wishes to retire on account of poor health. Address B. M., care Michigan Tradesman. 285

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—STOCK OF AN INCORPORATED company in a well-established bean, seed and produce business in one of the best bean-growing centers in Michigan. Stock will be sold for the purpose of enlarging the business. Address No. 284, care Michigan Tradesman. 284

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

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—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

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

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 COM- mission to carry a line of suspenders. Spiral Manufacturing Co., Kalamazoo, Mich. 257

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

FOR SALE—WELL-ESTABLISHED IMPLE- ment 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—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. 136, care Michigan Tradesman. 136

FOR SALE—FIRST CLASS STOCK OF hardware; good location in one of the best towns in Michigan. Address Lock Box 2365, Battle Creek, Mich. 246

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; up to date in style and finish; 22 feet wide and 90 feet long; centrally located in a good town for trade. For terms address Box 37, Carson City, Mich. 238

FOR SALE—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

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

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

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

MISCELLANEOUS.

PHARMACIST—SITUATION WANTED BY one capable and best of references. Address No. 287, care Michigan Tradesman. 287

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

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

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

Travelers' Time Tables.

Pere Marquette Railroad

Chicago.			
Lv. G. Rapids, 7:10am	12:00m	4:30pm	*11:50pm
Ar. Chicago, 1:30pm	5:00pm	10:50pm	*7:05am
Lv. Chicago, 7:15am	12:00m	5:00pm	*11:50pm
Ar. G. Rapids, 1:25pm	5:05pm	10:55pm	*6:20am
Traverse City, Charlevoix and Petoskey.			
Lv. G. Rapids, 7:30am	4:00pm		
Ar. Trav. City, 12:40pm	9:10pm		
Ar. Charlevoix, 3:15pm	11:25pm		
Ar. Petoskey, 3:45pm	11:55pm		

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

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

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

Parlor cars on all trains to and from Detroit and Saginaw. Parlor cars on afternoon trains to and from Chicago. Pullman sleepers on night trains. Parlor car to Traverse City on 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	
	7:45am	5:15pm	
	2:10pm	10:15pm	
Cadillac Accommodation	5:25pm	10:45am	
Petoskey & Mackinaw City	11:00pm	6:20am	
7:45am and 2:10pm trains, parlor cars; 11:00pm train, sleeping car.			

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

Chicago Trains.			
TO CHICAGO.			
Lv. Grand Rapids, 7:10am	2:00pm	*11 30pm	
Ar. Chicago, 2:30pm	8 45pm	7 00am	
FROM CHICAGO			
Lv. Chicago, 7:00am	3 02pm	*11 32pm	
Ar. Grand Rapids, 9 45pm	6 45am		
Train leaving Grand Rapids 7:10am has coach; 11:30pm train has coach and sleeping car; train leaving Chicago 3:02pm has coach; 11:32pm has sleeping car for Grand Rapids.			

Muskegon Trains.			
GOING WEST.			
Lv. Grand Rapids, 7:35am	1 35pm	*5 40pm	
Ar. Muskegon, 9 00am	2 50pm	7 00pm	
Sunday train leaves Grand Rapids 9:15am; arrives Muskegon at 10:40am. Returning leaves Muskegon 5:30pm; arrives Grand Rapids, 6:50pm.			
GOING EAST.			
Lv. Muskegon, 7:18 10am	*12 15pm	*4 00pm	
Ar. Grand Rapids, 9 30am	1 30pm	5 20pm	
*Except Sunday. *Daily.			

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

MANISTEE & Northeastern Ry. Best route to Manistee.

Via C. & W. M. Railway.			
Lv. Grand Rapids, 7:30am	7 30am		
Ar. Manistee, 12 05pm	12 05pm		
Lv. Manistee, 8 40am	8 40am	3 55pm	
Ar. Grand Rapids, 2 40pm	2 40pm	10 00pm	

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Grand Rapids Retail Grocers' Association
President, FRANK J. DYK; Secretary, HOMER KLAP; Treasurer, J. GEORGE LEHMAN

Detroit Retail Grocers' Association
President, JOSEPH KNIGHT; Secretary, E. MARKS; Treasurer, C. H. FRINK.

Kalamazoo Retail Grocers' Association
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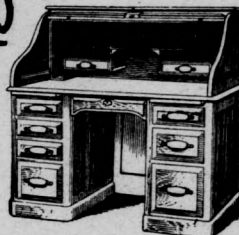
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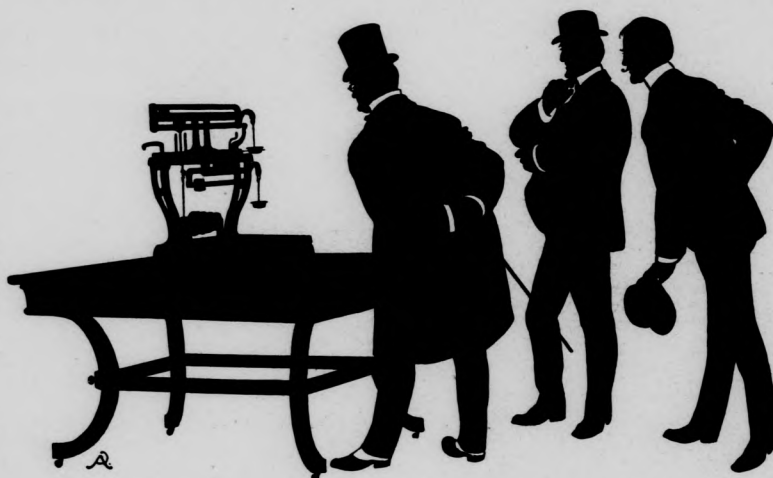
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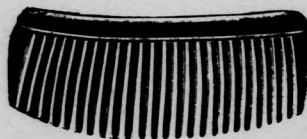


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