

MICHIGAN TRADESMAN

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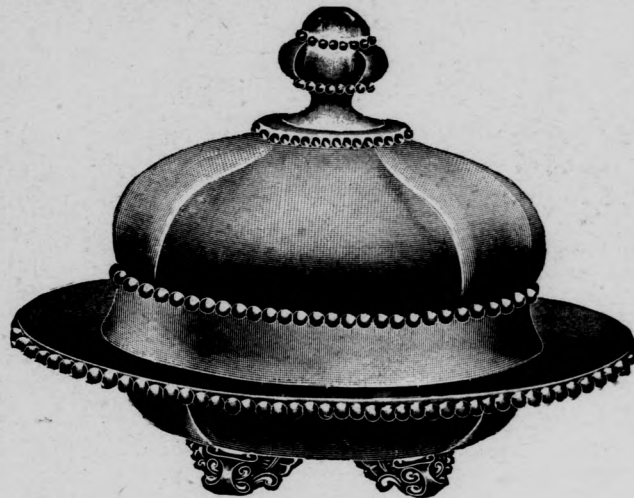
Volume XVII.

GRAND RAPIDS, WEDNESDAY, APRIL 4, 1900.

Number 863

The Georgia Pattern

A swell optic effect that has proved to be a seller on sight.



An Exceedingly Bright and Pleasing Design

In three treatments

Crystal,
Crystal and Gold and
Canary and Gold.

Plain Crystal Assortment.

½ doz. sets.....	\$5 25	\$2 63
½ doz. Jugs.....	3 50	1 75
2 doz. Tumblers.....	60	1 20
4 doz. 4-in. Berry Nappies.....	42	1 68
½ doz. 8-in. Berry Nappies.....	2 25	1 12
1 doz. Toothpicks.....	42	42
¼ doz. Tall Celeries.....	2 00	50

Canary and Gold Assortment.

½ doz. sets.....	\$15 00	\$5 00
4 only Lemonade sets.....	1 50	6 00
4 only 8-in. Berry sets.....	1 50	6 00
1 doz. Toothpicks.....	1 75	1 75

Crystal and Gold Assortment.

½ doz. sets.....	\$12 00	\$4 00
4 only Lemonade sets.....	1 25	5 00
4 only 8-in. Berry sets, 7 pieces.....	1 25	5 00
1 doz. Toothpicks.....	1 25	1 25

\$18 75
1 87

Less 10 per cent.....

\$9 30
93

Less 10 per cent.....

\$15 25
1 52

No charge for package. Net.... \$16 88

No charge for package. Net.... \$8 37

No charge for package. Net.... \$13 73

Don't delay, but send in a trial order to-day. You can't make a mistake.

Write for our new catalogue No. 97. Just out.

We sell to
dealers only



42-44 Lake Street,
Chicago.



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ROYAL TIGER, 10C TIGERETTES, 5C

Everybody knows they are the best cigars that money will buy.
They are sold in all of the leading grocery stores, hotels,
cafes, clubs, etc.

PHELPS, BRACE & CO., DETROIT

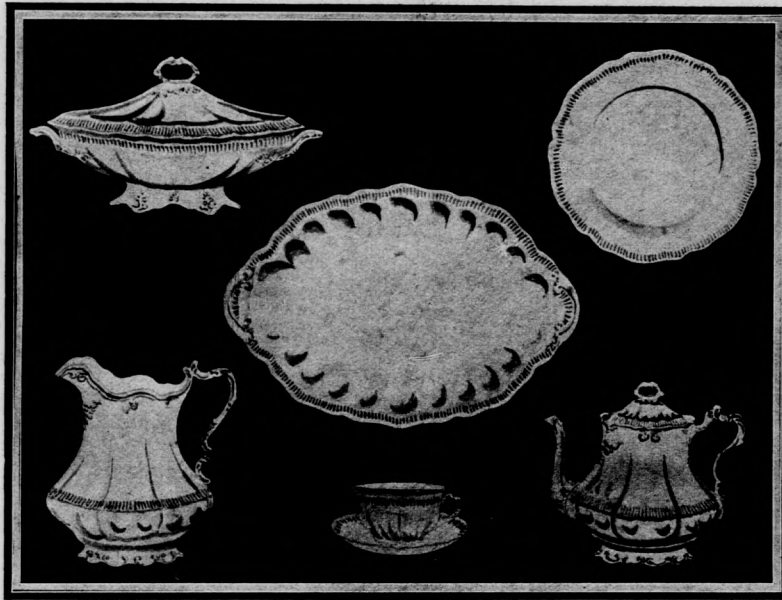
F. E. BUSHMAN, MANAGER

Largest Cigar Dealers in the Middle West.



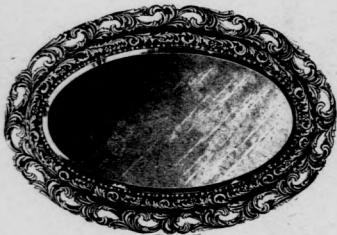
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JOHNSON BROS.' P. G. "NEW CENTURY" SHAPE

71-75 JEFFERSON AVE., DETROIT, MICH.



Mirrors

We are selling agents for one of the largest mirror factories in the west.

American, German and French Plates made with latest styles of frames and finish. Special sizes made to order. Prices and catalogue mailed on application.

Hall & Hadden,
18 Houseman Building, Grand Rapids, Mich.

"Sunlight"

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

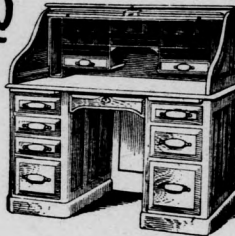
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Holland, Mich.

FURNITURE BY MAIL

MAGAZINE PRICES OUTDONE

\$18.50

FREIGHT
PREPAID.



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

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

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

Write for our complete Office Furniture Catalogue.

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

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

WE PREPAY FREIGHT

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MAGAZINE PRICES OUTDONE

There's Satisfaction

in having our chair in your home.

After you've used it for several years—given it all kinds of wear—that's the time to tell whether or not the chair is a good one.

Our goods stand every test. The longer you have it the better you like it.



Arm Chair or Rocker No. 1001.

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

Sent to you freight prepaid on approval for

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

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Retailers of Sample Furniture.
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MICHIGAN TRADESMAN

Volume XVII.

GRAND RAPIDS, WEDNESDAY, APRIL 4, 1900.

Number 863



Ask for report before opening new account and send us the old ones for collection.

References:

State Bank of Michigan and Michigan Tradesman, Grand Rapids.
Collector and Commercial Lawyer and Preston National Bank, Detroit.

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 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, April 11 and 12 inclusive. Customers' expenses paid.

Take a Receipt for Everything

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

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

BARLOW BROS.,
GRAND RAPIDS, MICHIGAN.

THE Grand Rapids FIRE INS. CO.
Prompt, Conservative, Safe.
J. W. CHAMPLIN, Pres. W. FRED MCBAIN, Sec.

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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.

-- A. I. C. High Grade Coffees --
have increased coffee sales for hundreds of the leading retailers throughout the United States, why not for you? For particulars, address,
A. I. C. Coffee Co.,
21 and 23 River Street, Chicago.

Tradesman Coupons Save Trouble. Save Money. Save Time.

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TRADE SPECIALTIES.

Success in these hustling times seems to depend upon the principle of selection. One thing well understood and well done wins the day. "All-around men" are the best men, as they always have been; but not until they settle upon a specialty and turn their whole energy upon that do they begin to receive the reward of genius and industry. The doctor turns from his general practice to a special line of disease. The international lawyer practices only that branch of his profession. The teacher chooses his favorite study and teaches only that and success, if it comes at all, is due to the selection.

For some years trade has been following the same course. From the general old-fashioned country store, a compulsion, trade has for years been splitting into specialties, and while on general principles the department store is the country store revived and enlarged, the success of the modern establishment is due to the trained specialist which is at the head of each department. There he lives and reigns on account of his peculiar fitness for that line of business and the daily returns are proving the wisdom of his selection.

How far the same thought is directing the whole realm of business even a passing glance will show. No country's population is so cosmopolitan as ours. Hardly an apple or an orange, and certainly not a banana, can be bought upon the street without being taken from the hand of the Italian, who is the acknowledged controller of the foreign fruit market. There is no law compelling the American public to buy its drugs of a German clerk in spectacles and its flowers of a German florist, but the chances are, ten to one, the American public will be so served. He who has little or much to do in the shipping or export trade will find the Englishman ready to help him carry out his purposes. Not a list of the yachting fleets of America can be found where Norway, Sweden and England are not extensively repre-

sent among the men. There is hardly a policeman's club from Maine to the distant Southwest which an Irishman's hand does not grasp; and he who wants an article of ready-made clothing knows that he must buy it of Abraham, Isaac or Jacob. The world of business is insisting upon the best in handcraft and headgear, each best turns his undivided attention to that subdivision best suiting his particular talent and success crowns the work.

Among this crowd of toilers that are forging to the front in their chosen calling, it is not uncommon to find the specialist outside his peculiar line of work a good all-around man. He began not on the lowest round of the ladder, but on the ground and stepped up on the lowest round only when he was ready for it. That same thorough preparation has marked every step of his climbing upward. He is master of everything beneath him, and while accident may occasionally force him to step down, it is only for a season; and, the results of the accident overcome, up to his old place he goes again as a preliminary to a round still higher. Nothing can restrain him and, a master of his business, he defies defeat.

This "from the ground up" idea has never been a favorite one with the young American. He likes to cut crosslots. His school life began by cutting the lower grades and he has been at it ever since. A fellow is a chump to waste the best ten years of his life in the school room. Addition and subtraction, the only rules of arithmetic, can be learned best without a slate and pencil. Geometry and grammar are a waste of time and a weariness of the flesh and neither of them helps a fellow to sell goods. A half-dollar a day in a store where you are learning something practical right along is a good deal better than going to school to be bothered with fractions and not earning a cent. So when he comes to a corner, he cuts it and laughs at the other fellow whom he fancies he has left behind. Age brings him at last to the point where he must even in trade take his specialty. His lack of training makes the selection a matter of indifference. To all intents and purposes he "flips up" for it. He is as good for one specialty as for another and like the Jack of all trades is worthless in all. If fate puts him at the lining counter, at the lining counter he stays for the rest of his days. His crosslots idea has killed him and he soon becomes that "drug on the clerk market" whose fate is typified fairly in the thrown-away tin can. With no general training he is found unfit even for that; he soon finds himself on the commercial waste heap in the alley and the commercial places which have known him once will know him no more forever. It is an illustration of what is much too common and its commonness drives home the fact that general training must come first and after that the specialty, irrespective of the life calling. The calling may be a failure but the chances of that are greatly lessened when the training behind the specialty has been extensive and thorough.

GENERAL TRADE REVIEW.

The general upward movement of the stock market is frequently arrested by slight reactions, which serve to prevent undue boom conditions. For two or three weeks, since the settlement of the Third Avenue traction affairs and the beginning of operation of the new financial law, there was a steady advance in the majority of leading stocks, both industrial and transportation, until the reports of the Federal Steel annual, while embodying no particularly depressing influences, are taken as the occasion for a pronounced bear movement this week. With industrial reports almost unanimously favorable and railway earnings exceeding all records for the corresponding periods, there are few who think there will be more than a slight pause in the movement preparatory to resuming the advance.

Barring the influence of the vast recapitalization schemes of a year ago the trade of the country is breaking all records. The difference in funding operations is sufficient to show a decline in clearing house totals as compared with a year ago, but the aggregate of current operations is greater than ever before. While the summit of prices seems to have been passed in some lines, others are still on the upward grade and the influence of lessening production is felt in but very few.

A notable and significant feature of the situation is the condition of foreign trade. Imports as compared with one year ago show but little change while exports are larger by no less than 58.6 per cent., reaching an amount never exceeded.

The high prices which have so long ruled in cotton and wool have operated to check the goods trade in both staples. Cotton has fallen but a fraction of a cent and wool has only declined a cent from the highest. While price quotations are generally maintained it is not claimed that concessions are not made in transactions.

Competition in iron works whose facilities are not fully employed has operated to depress some prices in the Eastern markets. Thus forge is quoted at \$20.50 and basic \$22.50 at Pittsburg with corresponding declines in a number of other qualities and forms. That the opening of spring will bring forward sufficient industrial demand for finished products to put all works to their utmost limit is a prediction which has much of probability in it.

Shipments of boots and shoes continue to exceed all records, being 7 per cent. above those of last year and 30.5 per cent. above those of the corresponding period of 1892. The advance in sole leather has seemed to check the current demand for heavier grades, but in lighter kinds, and in women's satin and grain, business is considerably increased.

The Kentucky statesmen who are in the julep precinct, and not on the firing line, are reasonably happy.

Persia is in pawn, and Russia has the ticket.

NEW ENGLAND GROCERS.

Gossip about Their Stores and Their Peculiarities.

The grocer away out here in the extreme East is not the stiff, cold, uncongenial person that Southerners and Westerners think he is. I have been in the retail grocery trade in South Carolina and have often heard about how the New England grocer would cut a drummer up and treat him discourteously. I wish to contradict this impression, as there are a large majority of warm-hearted, good-natured grocermen here. Of course you will find a few "cross-cut saws" in the retail grocery trade anywhere in the United States, but they are evenly distributed and not in one nucleus around Boston. People here, as a general rule, are "strictly business," always in a rush, therefore, they really haven't the spare time to enter into long social chats with traveling men. They are also visited by more drummers, as the trade is worked and watched closer around Boston than anywhere else in the United States. If a firm has its goods well introduced in Boston and the New England States you may know somebody has been hustling and scheming to shove it in among a host of competitors. The trade here are quick to appreciate quality; the moment they see a certain brand of goods is better than they have been handling they purchase it regardless of price, as this is one section where quality overrules quantity. Of course there are some "cheap John" stores here, but they are "small potatoes," as they always are wherever you find them. The general tendency all over the country among intelligent grocers is to cater to the better class of trade with high-class goods, thus educating those who use cheaper, inferior goods to see that the best is really the cheapest after all. As trade is full of manufacturing and jobbing competition here, the retail grocer is also more numerous and competition is very keen, and goods are sold, as a rule, much closer here than in the South or West, which we all think are selling on very narrow margins. So you see where there is more wealth to the square inch there is also much sharper competition, and the proposition of a successful business is about on an equal footing all over the land. Whenever I hear a grocer eternally crying dull times then I know he is not taking proper interest in his business and pushing it and hustling as he should. The volume of a grocer's trade is usually what he makes it, and it don't make itself. Custom these days has to be sought after and held, and the man that tells you business is fair or good, he is the one that has his shoulder to the wheel ever looking out for and adding new improvements to his business to draw and hold trade. Don't imagine that some sections of the United States are free from these grocers who are crying dull times. You will find them from Maine to California.

There are some very handsomely equipped stores and meat markets up here, but there are some very dark, old, ancient fly-specked dens with just enough goods to distinguish them as stores. The bulk of the fanciest beef and mutton shipped from Chicago and Omaha comes to Boston, as this is the fanciest market in the United States, in proportion to the population. Some of the very small towns up here have handsome marble fittings throughout in their stores and markets. The price is placarded on every article, as a rule,

not only in show windows but on the shelves, thus making it easy for the customer to become familiar with every kind and quality of goods at a glance. This is the reason so many stores fail; they don't attach enough importance to little details like these, that are trade-winners and cost practically nothing. Placard everything you can; it is a silent advertiser and often attracts the customer when your clerk is otherwise engaged.

Grocers do not buy much of one thing at a time up here, as they do South and West, but usually keep stocked up, and thereby keep the goods moving and fresh. I see a great many brands of goods here that I saw South and West, but for the most part they are local brands, never seen outside New England States. There are a great many extra fancy imported goods received here direct through the custom house from all parts of the world. The large California fruit-growing associations have several large, elaborate stores showing their luscious fruits in glass in gorgeous show windows, which are exceptionally attractive and tempting. There are many more details here that differ from West and South, but in the end the grocery business is identical all over the land—hard work and bad debts, and times whatever you choose to make them—dull or prosperous.—Eugene Fant in Topeka Merchants' Journal.

Early Days in Drug Trade of New York. From the American Druggist.

The wholesale dealer in drugs of sixty or seventy years ago did not have the comparatively easy life of his prototype of the present day. Before the railroads had come into existence, the only facilities for shipping his merchandise were afforded by the ships and the Erie Canal. The ordinary hours for work were from 7 o'clock in the morning until 9 o'clock at night, and when the Erie Canal opened up in the spring there was a great rush of trade which necessitated the entire working force to remain at their posts until midnight. The leading druggists of the day were men of a very superior class, educated gentlemen of high social standing and successful in business, but midnight found them at their desks every night in the busy season, in company with their most humble clerks. The selling terms were six months and 5 per cent. off for cash. Interest was charged after six months, and sometimes the Southern trade would take an extra six months when the cotton crop failed. Better banking facilities later on shortened the credits. At the outbreak of the Civil War many outstanding accounts had to be canceled, but although many houses went out of existence at the time, the failures in the wholesale drug trade were very few.

Domestic Infelicity.

Husband—What's worrying you now?
Wife—Oh, I was thinking about the lace curtains you said I might buy for the parlor. If I don't get them the neighbors will think I can't afford them, and if I do they'll hide the view of our handsome new furniture which the neighbors might have through the windows.

What One Boy Ate.

Evansville, Ind., April 2—George Day, a colored boy, was arraigned in police court this morning, charged with breaking in a fruit store. He admitted he ate seventy-five bananas and fifty-three oranges, besides three pounds of nuts, all in three hours' time. He is only 14 years old.

Not Social Equals.

"I met our cook down town to-day."
"Did you speak to her?"
"Speak to her! She was better dressed than I was and avoided me."



We pay CASH f. o. b. your station for EGGS and all grades of BUTTER. It will pay you to write or wire us before you sell.

HARRIS & FRUTCHEY, Detroit, Mich.

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.

D. O. WILEY & CO.

DETROIT, MICH.

COMMISSION MERCHANTS

ESTABLISHED 1868.

BUTTER, EGGS, FRUIT, PRODUCE

References, Dun or Bradstreet.

Consignments Solicited.

Please Mention Tradesman.

The Buffalo Market

Accurate Index of the Principal Staples Handled.

Beans—There has been a little better demand for all kinds and to-day sellers appear somewhat stronger in their views, as quite a number of lots urgently offered last week have been disposed of. Fancy marrows are easier than other grades, sales being made at \$2.25 in a jobbing way for fancy. Medium and pea fancy \$2.10@2.20, fair to good \$1.95@2, white kidney \$2.25@2.35.

Butter—Market quiet and a steady weakness has been evident since the close of last week. Extra creamery is in good supply and with renovated selling at any kind of a price there was little hope of maintaining last week's quotations. Low grades were scarce and wanted. Rolls sold on arrival and plenty of orders in hand for more. Quoted: fancy creamery 24c, firsts 23c, fair to good 21@22c, dairy, choice to extra, 22@23c; crocks 18@21c, rolls, 19@20c.

Cheese—Fair demand and prices steady on new; no old offered. Fancy 13c, good to choice 11½@12c, skims 4@8c.

Eggs—There was no hope for the market as soon as receipts became more liberal and other large egg centers showed still lower prices than Buffalo. Trade was active throughout the week and to-day business is still on the rush at 12c for fancy State and Michigan, and 11¼c for Southern and Western.

Dressed Poultry—Market has held strong with barely sufficient receipts to meet the fairly active demand. Chickens and fowl were especially wanted. Few turkeys and no ducks or geese in market. Fancy small turkeys sold at 12@13c, large 11@12c, old Toms 10c, capons 13@15c, chickens, choice to fancy, 12@13c, good 11@11½c, fowl, fancy, 11½c, fair to good 10½@11c, old roosters 8@9c. Ducks quoted 13@14c; geese 10@11c.

Live Fowl—Active and strong, especially early in the week. Turkeys sold at 10@11c, chickens 10½@11½c, fowl 10½@11c, mixed 10½@11c, ducks 80c @ \$1.25 per pair, geese 90c@\$1 each.

Apples—Very satisfactory movement and prices strong on anything sound and desirable. Red fruit, fancy, \$4.50@5; good to choice \$3@4; green, fancy, \$4.25@4.75; fair to good \$2.75@3.75.

Strawberries—Good demand, 25@50c per qt.

Cranberries—Liberal supply; best lots offered at \$3.25 per crate.

Potatoes—The downward tendency mentioned last week continued to increase and with fairly liberal arrivals from nearby farmers the market is decidedly weak and lower. A reaction, however, is in order now as the regular spring breakup in roads so long delayed will certainly take place this week and the outlook is therefore favorable. Fancy white sold at 42@44c; fair to good 38@40c on track, red stock in light supply and will bring close up to white.

Onions—Market strong; stocks well cleaned up of all kinds. Sound yellow and red will sell here at better prices this week. Onion sets are also inquired for. Fancy yellow quoted at 75@80c, red 65@70c, white 90c@\$1 per bushel on track. Bermuda are in the market and selling at \$2.25 per crate. Havana \$2@2.10. No offerings of sets.

Celery—Selected large stocks bring high prices, as very little of that class is coming to market. Good to choice sells at 60@75c, common and small 15@30c, fancy California sold at 90c@\$1 per bunch.

Cabbage—Market is higher, Danish seed selling at the rate of \$45@50 per ton for fancy and fair to good at \$35@40. New Southern cabbage, also California, is in market, the former poor in quality and not quotable, while the latter went at \$1.75@5 per crate.

Carrots—Firm at \$12@13 per ton.

Cucumbers—Heavy supply and went at 65c@\$1.25 per doz.

Lettuce—Active, but there was an oversupply at the close of the week and prices were lower. Fancy sold at 65@

75c per doz.; boxes, 3 doz., 80c@\$1.15. Radishes—Easy; demand fair, best selling at 15@18c per doz. bunches.

Parsnips—Scarce and firm at 60@65c per bushel.

Pieplant—Quiet; best 50@60c per doz. bunches.

Spinach—No fancy here; good demand. Home grown would bring \$1.50 @2 per bbl.

Vegetable Oysters—Firm at 45@50c per dozen bunches.

Maple Sugar—A few boxes of new sold at 11½@12½c per lb. Old 8@10c per lb. Syrup dull.

Honey—Scarce and firm. No. 1 white 15@16c, dark 10@12c per lb.

Dried Fruits—Apples quiet; evaporated 6@8c. Blackberries 7@9c. Raspberries 13@14c per lb.

Dressed Meats—Veal is in light supply and good demand. Prime \$7, fair to good \$6@6.50. Hogs \$5.75@6.25.

Hay—Firm. Prime loose baled \$15 @15.50, tight baled \$14.50@15, No. 1 timothy \$13@14.

Straw—Scarce and higher. Oat and wheat \$8.25@8.50, rye \$9@10 per ton.

Packing Olives to Eat.

The olives used for eating are of a different quality and much larger than those used for oil. They are gathered when still quite green, and the gathering must be done very carefully, as they would be worthless if bruised.

They are placed in salt and water, where they remain for some time before being transferred to jars, which are hermetically sealed. They must on no account be touched by the hand when they are taken out of the salt and water, as in that case they would all be spoiled. A silver or wooden spoon must be used in transferring them to the jars.

There are different kinds of olives used for preserving, and the preparation of each quality differs slightly in some respects.

The small olives used for oil, when quite ripe and black, are also much eaten by the people. They are preserved with salt alone, and when they become too dry a little oil is added to soften them. These are never placed in jars, but are sold by weight.

It takes twelve to fifteen years for a tree to grow to its normal size, and the olive, as every one knows, lives for centuries. It is valuable not only for the fruit it yields, but also for its wood, which is much prized.

Even the pulp or paste, after the oil is extracted from it, is serviceable, for it is dried, broken up and burned as firewood. Sometimes when taken out of the mill, and still moist, it is given to pigs, mixed with their food, so that no part of the fruit is ever wasted.

So high a value is placed on these trees in Italy that the space on which one of them could stand is grudged for any other purpose. In Apulia, where they are still more valuable, as they grow to a much greater size, the utilitarian principle is carried to such lengths that scarcely any flowers are ever planted, as they have no market value.

Past His Jurisdiction.

Justice Brewer the other day told a story of an Indiana justice of the peace who owned a farm. One line of his fence formed the boundary of the States of Indiana and Ohio. Like others in rural districts who hold that office, he has an abnormal appreciation of the responsibility of the office, and never lost an opportunity to exercise his prerogative of demanding that the peace be preserved.

One day his son and his hired man got to fighting on a stretch of the farm near the boundary fence and the justice of the peace rushed out and mounted the fence. Then, with head cocked high and the air of one who has but to command, he shouted: "In the name of the State of Indiana I demand the preservation of the peace!" Just then the fence gave way under his weight, and as he went down with the fence toppling over to the Ohio side, he shouted to his son: "Give him the mischief, Jim; I've lost my jurisdiction!"

Banish Gossip From the Store.
From the Minneapolis Commercial Bulletin.

The store is the last place where gossip should be permitted by people who use it as a lounging place. There should be no lounging in stores. Women dislike to enter a store where a group of men are holding down the stove.

No merchant need be afraid of giving offense by refusing to allow lounging in his store. The few who lounge are not leaders in a community; their trade is seldom worth going after; their opinion of you will count for but little.

It happens too often that the merchant himself is a gossip. When this is the case it can not be expected that he will arouse himself to the enforcement of a policy to do away with it. It is unfortunate when this is so, for it means practically that the merchant is not progressive. The man who has inborn the true business sense shuns gossip as he would poison. It is a sign of weakness to talk anything but business in a place of business, or subjects that are important as business. It is always right to seek information on any topic whenever the opportunity offers.

Gossip is not information. It is usually largely untrue and it undermines the thinking power of a man who indulges in it. The manager of a large store has no time for gossip; the manager of a small store should have no time for it, because of his ambition to become the manager of a larger one.

Only Two Failures to Convict.

Lansing, April 2—Of all the many cases for violation of the pure food laws that have been instituted in Michigan by Commissioner Grosvenor and his

deputies since last July, there have been but two failures to convict—one a cream of tartar case and the other a process butter case, and there are hopes of justifying their action in these two cases in subsequent cases that are to be tried for the same breach of law.

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.

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.

BOUR'S
COFFEES
MAKE BUSINESS

Around the State

Movements of Merchants.

Owosso—F. B. Holman has sold his jewelry stock to B. S. Gaylord.

Litchfield—Henry Harlow has sold his grocery stock to Warren C. Wade.

Fenton—Louisa S. Fasbender has removed her bazaar stock to Detroit.

St. Joseph—Maud Miller has sold her millinery stock to Mrs. A. Wuston.

Bronson—M. A. Herrick succeeds James Coykendall in the crockery business.

Armada—J. R. Gustin has purchased the drug and grocery stock of Edwards Bros.

Kalamazoo—Hobart Babcock has opened a drug store at 106 Portage street.

Battle Creek—W. J. Mulford has engaged in the grocery business at this place.

Marlette—R. A. Davis has purchased the grocery and bazaar stock of John H. Wooley.

Harrietta—J. Z. Stanley & Co. succeed J. Z. Stanley in the flour and feed business.

Detroit—Lovell H. Turnbull, commission dealer, has removed to Kansas City, Mo.

Benton Harbor—Kidd & Woods have engaged in the shoe business on West Main street.

Eaton Rapids—Chas. Hartenburg and H. Tiffany have opened a bazaar store at this place.

Saginaw—H. L. (Mrs. A. E.) Tomlinson has purchased the drug stock of Wm. Graham.

California—Hungerford, Brainard & Foster succeed Hungerford & Brainard in general trade.

Portland—W. E. Ludwig, of Lake Odessa, has purchased the bazaar stock of W. R. Oakley.

Crosswell—Wm. Owens continues the furniture and undertaking business of Owens & Prentice.

Petoskey—Verona and Mabel Myers, of Grand Rapids, have opened millinery parlors at this place.

Port Huron—E. J. Hardy has leased a store building on Water street and will put in a line of furniture.

Detroit—H. T. Bush & Co., commission produce and fruit dealers, have removed to Kansas City, Mo.

Ferry—Dr. P. J. Rhorig has returned from Indiana and announces his intention of opening a drug store.

Cadillac—Jonas Carlson will shortly open a music store, carrying a complete stock of musical merchandise.

Fulton—O. G. Cook, dealer in hardware, implements, tobacco and cigars, has sold out to E. E. Mosgrove.

Shelby—C. W. Edwards and Moses Girard, of Pentwater, have purchased the dry goods stock of L. D. Allen.

Romeo—Finsterwald Bros. & Co. succeed Finsterwald Bros. in the clothing and men's furnishing goods business.

Bay City—L. Kramer is refitting a store in the Astor House block, which will be occupied by a branch bazaar stock.

Big Rapids—W. E. Haney will shortly remove his grocery stock to Traverse City and engage in business at that place.

Union City—Harry Bradner, of St. Johns, has purchased a half interest in the furniture firm of Rhubottom & Corwin at this place.

Nashville—Harry Merritt, of Potterville, and J. B. Messimer, of this place, have embarked in general trade under the style of Merritt & Messimer.

Detroit—Charles H. Woods, druggist, has made a common law assignment to Seth E. Engle. His assets are stated at \$2,600 and liabilities at \$2,350.

Hesperia—M. M. Mansfield has sold his stock of general merchandise to G. M. Eldredge, who will conduct same in connection with his furniture business.

Ypsilanti—Trim & McGregor, dealers in dry goods, cloaks and bazaar goods, have purchased the grocery, dry goods and hardware stock of J. H. Miller's Sons.

Highland Park—Peter Crawford, of the shoe firm of Menzies & Crawford, is dead. Mr. Crawford was also special partner in the general merchandise firm of F. W. Kern & Co., at Reese.

Buchanan—C. H. Edwards and J. S. Edwards, of South Bend, Ind., have purchased the City bakery of Boyer Bros. and will continue the business under the style of C. H. Edwards & Son.

Battle Creek—Edward C. Clark has sold his drug stock to Leon Percy. Mr. Percy is an experienced pharmacist, having been connected with the firm of Chamberlin Bros. for a number of years.

Port Huron—The Lake Huron Ice & Coal Co., the St. Clair River Ice & Coal Co. and the Up-River Ice Co. have merged their business into one corporation under the style of the Consolidated Ice Co.

Crystal—D. P. O'Connell, who has managed the furniture and undertaking business of F. S. Caswell at this place for over a year, has purchased the stock and will continue the business at the same location.

Big Rapids—A. E. Webster has sold the Big Rapids Produce Co. to J. W. Fleming and W. W. Woodman, who will continue the butter and egg business under the style of J. W. Fleming & Co. Mr. Fleming will continue to reside at Belding, where he has been engaged in the butter, egg and poultry business for several years.

Belding—The statement in the Grand Rapids Press to the effect that the Belding Shoe Co. would remove from this place to Grand Rapids is denounced by the officers of the corporation as unauthorized by them. They assert that they have no intention of making a change and have not entered into any negotiations with any other town, looking toward a change of base.

Lansing—Geo. O. Young, druggist at 218 Washington avenue, died suddenly Sunday morning of heart disease and was buried Tuesday under the auspices of the Masonic fraternity. Mr. Young came to this city eight years ago and entered the employ of C. J. Rouser as pharmacist. He remained with Mr. Rouser about five years and then embarked in business for himself.

Manufacturing Matters.

Paw Paw—D. Morrison has purchased a half interest of J. W. Free in his lumber yard and planing mill.

Eaton Rapids—Thos. True is equipping his factory building preparatory to the manufacture of his patent hayrack.

Cadillac—C. L. Ballard has added a small lath mill to his grist mill equipment at Pleasant Lake and will enter upon the manufacture of lath.

Imlay City—Walter Walker & Co. have purchased the large Lamb elevator at this place. They now own two large buildings, where they handle produce.

Eaton Rapids—Harvey Ward has sold his feed mill to N. A. Strong and E. B. Mix, who will conduct same in connection with their grain and wool business.

Detroit—Brown Bros.' new cigar factory, to be erected on the old Fraternity hall site, will be seven stories high and will cover the entire site, which is 100 feet square. The erection of the structure is likely to commence this spring.

Detroit—The Day-Davis Manufacturing Co. has filed articles of incorporation, with a capital stock of \$10,000, all paid in. The incorporators are Wm. H. Flynn, Percy P. Davis, Elmer M. Day, Wilbert H. Keddy, E. Norman Keddy, Percy P. Davis (trustee) and Edward Krusk. They will manufacture bath tubs and heaters.

Detroit—The capital stock of the Art Stove Co. has been increased from \$90,000 to \$150,000, and a two-story addition to the present factory will be built at once. Neil McMillan is president and John O. Campbell secretary and treasurer. Wm. A. Dwyer will assume the management next fall, when he returns from the Paris exposition.

Jackson—Articles of association of the Jackson Creamery Co. have been filed with the county clerk. The company is capitalized at \$4,500 and is organized for the purpose of the purchase and sale of milk and cream and the manufacture of them into butter and other products of milk. The stockholders are Chas. S. Benedict, Byron G. Champlin and Wm. E. Engell.

Believes in Bestowing Bouquets Before Death.

Kalamazoo, March 29—People in general and editors in particular seldom have any real good thing said about them until they are down so deep and are either so cold or so hot that they are not in a position to appreciate any bouquets thrown, however sweet the perfume.

I have just finished reading the editorial in your last number on the Sheldon editor of the Topeka Capital and want to congratulate you on your good sense. You know we are all apt to think a man particularly bright and sensible if he thinks as we think. I don't know, neither do I care, whether you are a member of any church organization or not, but this thing I do know, from a careful perusal of the article referred to—you do not concede to any man the right to take the name of Jesus Christ, sacred to you as the fountain and center from which have come every good thought and impulse of your life, and trail that name in the dust and mire of this world, simply to satisfy his own egotism or to fatten his own or his neighbor's purse.

Accept my congratulations on the good sense of your argument and the purity of your English.

W. L. Brownell.

New Industry for Cheboygan.

Cheboygan, April 2—At the last meeting of the Cheboygan Business Men's Improvement Association, J. M. Nichols, the well-known harnessmaker, submitted the matter of establishing a horse collar manufactory in our city. Several of our citizens, among them being Geo. E. Frost, Thompson Smith's Sons and P. L. Lapres, immediately took hold of the matter and took stock enough to assure the establishment of the industry. The necessary machinery has been ordered and a meeting will soon be held to perfect the organization of a stock company, with Mr. Nichols as manager. This winter Mr. Nichols has been manufacturing by hand and has been unable to supply the demand and is confident he can find ready sale for all that can be manufactured.

James F. Moloney and Geo. E. Frost, the committee appointed by the Association to visit the officials of the Michigan Central lines at Detroit and labor with them to secure satisfactory rates for shipping potatoes from Cheboygan, in order to secure Keeney & Son to engage in raising seed potatoes in this county, took with them a petition signed by all the leading business men of the city.

The Grain Market.

Wheat has gained strength during the week. It seems it is wanted at better prices than have been ruling. Our exports are of good size and would be larger if more cars were available for shipment from Chicago, as the stocks are very small at the seaboard. However, this will soon be changed when the waterway is opened at Mackinaw, so that the grain can be shipped by water to Buffalo. It may be a few days later than usual, but a large amount will be shipped as soon as lake navigation is open. The Argentine shipments are not as large as they were and our Northwestern receipts are likewise falling off. In the winter wheat section the offerings have been somewhat better, owing to the fact that farmers have marketed what they intend to sell before commencing their spring work; in fact, there is not much more winter wheat held back now and what is held yet will not come out unless better prices prevail. Futures have advanced fully 2c per bushel and May options are held at 68c for spring and 74½c for winter wheat.

Corn has been booming. There seems to be a large short interest in May corn, which is quoted to-day at 41¼c, a gain from the low point of 10c per bushel. While many traders predicted 40c for May it looks now as if it would go still higher. It may go to 44c before May comes, especially as the offerings are not large. Farmers are feeding much more than usual and exports are very heavy, owing to the foreign demand.

Oats are active and prices are very firm for cash, as well as futures. Prices will not recede from present quotations.

Rye is at a standstill. It remains stationary at around 60c.

Beans are readily taken at \$2. While many look for higher prices, still \$2 seems large when at this time last year they were way below 90c.

Flour has been exceedingly steady and looks cheap as regards wheat prices. They may enhance considerably in the near future.

Mill feed is in demand, as usual. Bran commands \$16, while corn and oats ground, owing to the advance in corn, is up \$1 per ton.

Receipts have been as follows: wheat, 41 cars; corn, 24 cars; oats, 7 cars; rye, 1 car; flour, 5 cars; beans, 1 car; hay, 2 cars; straw, 2 cars; potatoes, 5 cars.

Receipts for the month of March: wheat, 245 cars; corn, 96 cars; oats, 36 cars; rye, 2 cars; hay, 14 cars.

Same month in 1899: wheat, 235 cars; corn, 105 cars; oats, 47 cars; hay, 53 cars.

Wheat receipts in Detroit, as per Board of Trade report, were 92 cars for March and 261 cars in the same month in 1899, which goes to show the wheat situation in Michigan.

Mills are paying 68c for wheat.

C. G. A. Voigt.

The Boys Behind the Counter.

Evart—Hector Law, long engaged in the general store of Davy & Co., has resigned to represent the Dominion Company, book publishers.

Sturgis—Roy Bartholomew, of Jonesville, has taken a position as salesman in the dry goods department of F. L. Burdick & Co.

Grand Haven—Miss Lizzie Boiten, for the past nine years clerk at John M. Cook's store, has resigned to take a similar position with C. N. Addison.

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

Grand Rapids Gossip

S. M. Vinton has sold his grocery stock at 1161 South Division street to Ed. Horton.

The Vinkemulder Co. has purchased the stock and good will of Rice & Matheson, including the P. & B. brand of oysters.

Hanson & Mitchell have opened a new drug store at Silverwood, Tuscola county. The stock was furnished by the Hazeltine & Perkins Drug Co.

W. R. Brice & Co. wire the Tradesman from Philadelphia that they will open their branch house here Thursday of this week. The business will be in charge of Mr. Kane, as usual.

Geo. A. Klampke & Co., meat dealers at 63 South Division street, have sold out to R. L. Bliss & Co., dealers in wholesale provisions at 84 and 86 South Division street, who will continue both establishments.

Alvah L. Sickles, who has been engaged in the produce business at Elsie for several years, has removed to this city and purchased an interest in the produce house of Stroup & Carmer, 38 South Division street. The new firm will be known as Stroup & Sickles Co.

S. E. Johnson, confectioner at the corner of South Division street and Eighth avenue, has formed a copartnership with Wm. Haggstrom, formerly house salesman for Rice & Matheson, under the style of Haggstrom & Johnson and engaged in the fruit and merchandise brokerage business at 208 Clark building.

The Produce Market.

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

Bagas—\$1.35 per 3 bu. bbl.

Bananas—Have advanced, prices going up 20c a bunch in two weeks. It appears probable that they will advance still higher this week if the weather is sufficiently springlike to cause active demand. It is known that retailers' stocks are light and an increased trade is expected as these handlers buy additional supplies.

Beets—\$1.25 per 3 bu. bbl.

Butter—Receipts of dairy grades are heavy and stock is accumulating. Choice rolls command 17@18c. Factory creamery has declined to 23c, which is above the parity of Chicago and Elgin, where 22c rules.

Cabbage—\$1@1.10 per doz. and very scarce and hard to get. California, \$4 @5 per crate.

California Fruits—Grape fruit, \$6 per box; tangerines, \$3.25@3.50 per half box.

Carrots—90c per 3 bu. bbl.

Celery—California stock commands \$1.10 per doz.

Cocoanuts—\$3.50 per sack of 100.

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

Dressed Calves—Fancy, 7½c; common, 6@7c per lb.

Dressed Hogs—Small, \$6@6.25; heavy, \$5.50@5.75 per hundred.

Dressed Poultry—The demand is strong and dealers are meeting with considerable difficulty in securing 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 are not wanted at any price. Turkeys are in good demand at 11c for No. 2 and 12½@14c for No. 1.

Eggs—The downward tendency peculiar to this season of the year has put in an appearance and the price has dropped to 10c, with every indication of a 9c market before the end of the week—possibly an 8c basis. Retail dealers

should work their paying prices down to an 8c basis as promptly as possible.

Green Stuff—Grand Rapids forcing lettuce, 14@15c per lb. Onions, 20c per doz. Parsley, 30c per doz. Pie-plant, 8c per lb. Radishes, 25c 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—There has been a steady advance of late and lemons are now selling 50@75c above the quotations of two weeks ago, with prospects of a still further advance shortly. All retail distributors are carrying small stocks and, now that the advance has begun, most of them wish they had some of the cheap goods in store. At the present rate of increase in prices, lemons will be almost at summer quotations shortly.

Live Poultry—In active demand at firm prices. Broilers weighing 1¼ to 2 lbs. command 20c per lb.

Maple Syrup—Selling at 80@90c 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 60@70c, according to quality.

Parsnips—\$1.40 per 3 bu. bbl.

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.

Pineapples—Havana fruit is expected in this week.

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

Potatoes—Carlots command 30@35c per bu. New Bermudas are in limited supply and demand at \$2.50 per bu.

Seeds—Mammoth clover, re-cleaned, \$5@5.25; medium clover, good to choice, \$5@5.50; Alsike clover, \$6.75 @7.50; Alfalfa clover, \$6.50@7.25; crimson clover, \$4@4.60; timothy, prime to choice, \$1.20@1.40; field peas, white, 75c@81; red top, prime to choice, 60c@81; red top, clean from chaff, \$1.50 @1.75; orchard grass, \$1.10@1.30; blue grass, 75c@81.10.

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 \$5 per bbl.

Tallow—Common, 4¾c per lb.; machinery grade, 5½@5¾c.

Tomatoes—Florida stock commands \$4 per 6 basket crate.

Turnips—\$1 per bbl.

Higher Prices for Rubber Goods.

The United States Rubber Co. has issued a new price list, including prices of the product of all subsidiary companies. The changes, as a whole, show a slight advance over last year's list. In some cases prices are reduced, while in others slightly advanced. The list is issued one month earlier this year than last. There has been a reduction in the number of toes, as the tendency is to standardize the product. This enables greater economy in manufacturing.

"The new list," said Wm. Logie, "is favorable to the retailer because it tends to curtail the number of toes made and will enable the dealer to carry a full stock without ordering an almost endless variety of toes. The new list shows more changes than any list which has been issued for several years, but the changes made are based on the quantity of material actually used in the manufacture of rubbers. Heavy goods are advanced and light goods are reduced, so that the clamor of the trade for a light rubber which can be retailed at 50 cents is now satisfied. The discounts remain the same as before."

When a lazy man is obliged to run to catch a train he must wish he had some of the time he has helped to kill.

The Grocery Market.

Sugars—The raw sugar market is somewhat weaker and prices have declined 1-16c, making the present price of 96 deg. test centrifugals 4 13-32c. The refined market is quiet, with no change in price.

Canned Goods—Interest seems to have revived a trifle in some sorts of canned goods, and there may be additional business shortly. The increased interest is in futures and is principally in pineapples, peas and peaches. Up to this date, all the indications are favorable for a large crop of these goods and considerable interest is shown. In other lines the trade is quiet, with almost nothing beyond the smallest quantities for immediate consumption moving. Summer dullness will soon be here and unless some business is done previously, there will be only a hand-to-mouth trading until the new season opens in September. Even although the present situation has scarcely ever been as discouraging as it is now, holders are generally opposed to shading or concessions or any other price cutting schemes to secure business. There is a hopeful sentiment which operates to keep the courage of holders good and prevents any depression of prices. Packers have about given up the idea that there will be any more future sales of importance and expect instead liberal sales later in the open market. Corn continues to sell with moderate freedom, both for spot and future delivery. New York State packers have very little more to dispose of, except here and there canners who have not yet sold their estimated output. All canners have adhered closely to the opening prices, regardless of the numerous temptations to offer below competitors. There is something doing in spot goods, but, as a rule, such movement is confined principally to orders needed for immediate use. Tomatoes are quiet, with trade limited to small quantities at full previous prices. Buyers take only what they are absolutely compelled to take in order to meet the wants of their trade. There are no sales of futures and spot goods sell but indifferently. A change is likely as soon as spring buying begins. Peas are selling very well, principally the cheap grades. Some holders have reduced their prices to clean up their stocks before the new pack comes. Pineapple packing will begin in Baltimore shortly, probably within two weeks. The outlook for a successful season is promising. There is no variety of canned fruits which have increased in distribution more rapidly than pineapples, and the shortage last season was a hardship for some dealers and many consumers. This year a better crop is indicated and, without doubt, every one will be in position to enjoy as much as they choose. Trade at present is good at full prices for what little spot goods there are on hand. The salmon situation presents few new features. It is certain that prices will be higher throughout the season than ever before, and according to the statements of the combines and outsiders, the estimated pack is practically all taken now. Orders will have to be turned down later, because of the impossibility of filling them. Sardines are higher and prices will advance still further as the stocks now in hands are consumed. Predictions as to the output of canned fruits are futile, but as far as can be determined from present indications the pack will be the largest on record.

Dried Fruits—In proportion as the hopes of the green fruit men rise, the

expectations of dried fruit men decline. Trade in all varieties of dried fruit is dull, and the market has been so long without feature that it would be a novelty to see one. There appears to be a fair demand for all sorts, but the individual orders are so small that it doesn't appear as though much business was in progress; still, as a matter of fact, the total for the week assumes fair proportions. This kind of trade is more profitable than the other, because jobbers are not expected to shade prices on a small order, and succeed in getting close up to full quotations, while buyers of large quantities expect, and nearly always receive, some sort of discount or rebate. The situation in prunes remains unchanged. The outlook is considered fully as encouraging as it was last week. Sales were not noticeably larger, but there were more of them, and there was a stronger disposition to hold prices stiffly up to the limit of quotations. The small sizes are held at a premium, because they are so difficult to obtain. There are plenty of medium and large sizes to be had, but holders are rather firmer in their views on them. Raisins are dull and uninteresting, with sales so small that they really amount to nothing. The bulk of the holdings consist of low grade stocks, which no one appears to want at present and trade is very slow in consequence. The supply on hand is not large, but is sufficient to satisfy the needs of the trade under present conditions. The differences between the growers and the Association are being adjusted and it is expected that at the next meeting the difficulty will be entirely settled and harmony restored. Peaches sell only in small quantities, but prices are firm and the movement is likely to increase. Failing to find cheap goods when wanted, buyers are taking small quantities of higher priced sorts as a temporary expedient until some one comes forward with the cheap grades. It must be remembered, however, that the peach crop was a failure everywhere except California last year, and it is barely possible that no more cheap peaches were cured. Apricots move but slowly from second hands. The supply is too small to cut much figure in the market, but there are a few small sales each day at about quoted prices. In other varieties very little change is noted, although some improvement is observable, as compared with a week ago. This is encouraging and causes holders to remain firm in their views, and to refuse concessions which might result in large purchases.

Tea—The demand for tea is very good, especially for the better grades. Prices are unchanged but remain firm with an upward tendency.

Coffee—The Woolson Spice Co., which is controlled by the American Sugar Refining Co., cut the price of roasted coffee ½c Monday, reducing the price to 9½c, and the war with the Arbuckles thus was renewed in earnest on their own ground. The latter were not long in returning fire, and they replied with a like reduction in their favorite brand, on which they make most of their profits. This is the lowest price on record for roasted coffee. The cut in price applies to the entire United States, and hence will be widespread in its effect. While the Arbuckles have the advantage in the East, some think the Woolson Spice Co. has the upper hand in the West. This renewal of hostilities made it plain that there was no foundation for the reports circulated last week that a settlement had been arranged.

Getting the People

Some Practical Arguments for Truthful Advertising.

I read an advertisement in a Philadelphia paper a few days ago which contained the sentence, "Advertising can only sell an article once; after that, it depends upon the article itself." That sentence impressed me as being the strongest possible argument in favor of truthful advertising. The merchant who is in business to stay does not build for to-day or to-morrow—but for all time to come. His object is, so far as possible, to attract the greatest number of customers to his store and, once having attracted customers, to keep them. No store, no matter how great a population it may have to draw upon, can exist long if it sells goods to one customer once only. It is this that shows the folly of untruthful advertising. Of the moral side of the question it is not necessary to speak. Every honest man realizes that it is right to be honest, but not every dishonest man realizes that honesty is the best policy in the long run.

The store which starts upon a career of misrepresentation—no matter how healthy its trade may be at the beginning and no matter how crowded its floors may be during business hours—has but a limited time to live. The crash is bound to come, sooner or later, and when it does come it is all the worse for being long delayed. I know of one particular establishment of this kind, that grew from a little store on a side street to a mammoth establishment on one of the principal business streets of a prominent American city. It grew through the assistance of lying advertisements. These advertisements fairly teemed with misrepresentations. A few months ago this store failed. If the creditors get fifteen cents on the dollar they will be lucky. It appears more likely that they will get nothing. A year ago that store presented every appearance of a healthy establishment, but the element of weakness was there. No one who ever bought there once would buy there again. None of its goods were satisfactory. Behind the shining paint and varnish and gaudy upholstery of its furniture, behind the gloss of its shoes, behind the beautiful appearance of everything that was sold was shoddy, and when the buyers discovered the shoddy they kept away from the store. Of course, it took some time in a city of a million and a quarter souls to reach the limit of the credulous people who believed that an establishment could sell goods below cost six days in the week and continue in business, and this was why the end did not come sooner than it did. Besides this, the natural reluctance of people to admit that they had been cheated prevented the exposure of the methods of the store. But that store was doomed from the moment it began its career of untruthfulness, just as every other store is doomed which follows the same course. Lincoln said, "You can't fool all the people all the time," and he might have added that you can't fool all the people more than once.

Let us look at the matter in another light. Advertising is a written promise to the public. The merchant says, "I have certain goods at my store for sale and they are worth so much." If his name means anything at the bottom of this advertisement, it means that he guarantees the truth of the statements made over it. It seems, then, that good

business honor would prevent a man from dishonoring his own name daily. Many men get into the habit of overstating the virtues of their goods, because they find some competitor does so. They place the responsibility of their lies on the flimsy excuse of self-protection, but after a while they find themselves lying about their goods for the sheer artistic pleasure of it. They say, "Oh, the people make due allowances for these statements; they know they are only made from an advertising standpoint." What rot! The readers of advertising make no allowances the first time they read the advertisement. After they find out that the merchant is untruthful they believe nothing that he says.

The summing up of this little preaching is just this: Tell the truth about your goods. Even tell of their defects once in a while to show the public that you are trying to be honest with them. If your goods won't bear the truth, close them out at any price and get goods that you can afford to be honest about. No merchant can make a success with goods that must be lied about in order to be sold. Carry out the terms of your advertising in your intercourse with your customers and make your clerks do the same thing. Make them understand that they must sell goods on their merits. Organize a system whereby a customer can have goods exchanged if not satisfactory in every way. Let the flavor of honesty pervade in your dealings with your customer. The result will be a healthy, steadily increasing trade, a better stock, a bigger bank account. If dishonesty can show any more alluring prospect, let it speak now or forever hold its peace.

W. S. Hamburger.

Some of the Perquisites of Congressmen.

The salary of a congressman is \$5,000 a year. There are many ways in which this sum can be increased:

In the first place, there is an allowance of \$125 for stationery, which can be commuted and taken out in cash. Many congressmen do this. They forage for letter paper and envelopes in the committee rooms, or buy the cheapest paper in the department stores. Other members sell their quota of garden seeds, while still others make it a practice of disposing of their public documents. Another source of revenue is the \$100 a month which the Government allows to each congressman for clerk hire. In very few instances does this money go outside of the congressman's family. No receipt is given except by the member himself, and he can put the amount in his pocket or give it to his wife or daughter for pin money. If public record had to be made of the person to whom the money is paid, the practice of keeping it in the family would not be so common, although Mr. Reed, when Speaker, was courageous enough to turn over to his daughter the money appropriated to pay a clerk of the Committee on Rules, and her name appeared as K. Reed on every monthly pay-roll. The Speaker never made any concealment of the fact.

It is estimated that a thrifty congressman can add from \$1,000 to \$1,500 a year to his regular salary, and there are many who do not lose the opportunity to do so.

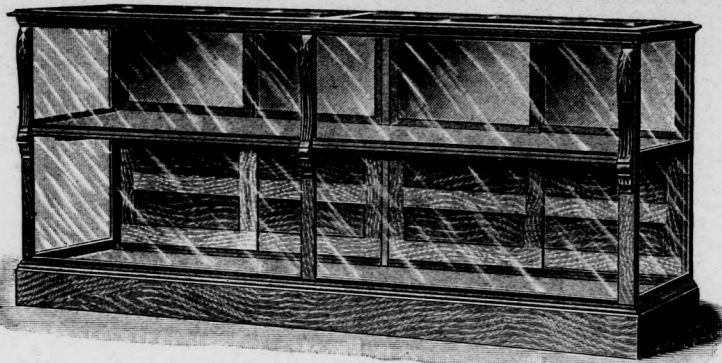
Family Resemblance.

A young gentleman took his little sister with him while calling the other evening at a house where he is a regular visitor. The little girl made herself quite at home, and showed great fondness for one of the young ladies, hugging her heartily.

"How very affectionate she is!" said the lady of the house.

"Yes; so like her brother!" responded the young lady, unthinkingly.

COMBINATION CASE



Description Measurements, 42 inches high, 27 inches wide. Upper space, 14 inches high; lower, 20 inches high. Top glass inlaid on felt. Fancy hand-carved brackets. Write for new, handsome catalogue.

BRYAN SHOW CASE WORKS, Bryan, Ohio.

A Competent Salesman

Seeks a position at a small salary. Address

Kalamazoo Case & Cabinet Co.,
Kalamazoo, Mich.

When in the market for a modern showcase. Our cases are better than any salesman and cheaper.

A 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.

L 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.

A 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.

AWARE 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.

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

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

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.

ESTABLISHED in favor. Shun all imitations. Ask paint dealer or druggist for this card. Write us for interesting booklet, free. ALABASTINE CO., Grand Rapids, Mich.

How to Advance

We might proceed to some length in explaining all about how our cigars are made, by referring to the extreme care we use securing just the proper fillers, with the right flavor, of the even burn of the wrapper and binder. However, if the cigar did not happen to suit your trade it might just as well be made from clover hay. Yet the quality we have produced in the



5 Cent Cigar

will make a steady customer every time. Unquestionably the best. Competitors concede it.

The Bradley Cigar Co.

Manufacturers of the

Hand ("W. H. B.") Made Improved
10 Center

Greenville, Michigan

What a Grocer Said About Adulterated Goods.

Written for the Tradesman.

Shortly after the first of February, in a large city of the State, I found a grocer placing "maple" sugar in one of his show windows. He chanced to be a friend of mine, and so, after he had completed his display arrangements, I gave him a quiet "roast" regarding his stock of "maple" sugar.

"See here," I said, "do you suppose for a moment that a single one of your customers can be brought to believe that the stuff you have just put out ever saw a sugar bush?"

"Certainly not," was the reply, "and I don't ask them to believe it, either. There is no use in lying to a customer when you fully understand that you can't make the lie stick."

"Do you mean to say," I asked, "that you tell every customer who enquires about that stuff just what it is?"

"By no means," was the reply. "I tell customers that I bought it for maple sugar, but that I won't warrant it to carry an ounce of maple sap to the pound."

"That seems to be fair enough," I said.

"It is all that I can do," replied the grocer. "Suppose I told my customers that the imitation was made at Davenport, Iowa, or some other town, and was composed of very cheap yellow sugar and vegetable extracts? There would be a howl at me for selling it, wouldn't there? I rather think there would!"

"They not only wouldn't buy it, but they would get the idea that your stock generally was adulterated," said I.

"To be sure they would," rejoined the grocer. "Now, I don't care whether I sell this sugar or not. There is little profit in it, and, even with my square talk, I get into trouble over it. After buying it in the face of the statement I make, they often return it."

"Why do you handle it, then?" I queried.

"Because there's a demand for it, and because my competitors handle it," was the answer. "People ought to know that there is no new maple sugar in the market the first of February, but they ask for it, and if I can't sell it they will go to some other store. There you have the whole thing in a nutshell. Grocers are in business to sell things for which there is a demand, and not such goods as it is proper and judicious for consumers to buy. I, for one, am sick of this whole adulteration business, but what can I do?"

"There are a lot of adulterated goods on the market," I ventured.

"I know that," admitted the merchant, "but the grocers do not adulterate them. Fierce competition and a demand for something cheap are mostly to blame for this condition of affairs, although there are a few men in the business who would adulterate anyway, just out of cussedness, I sometimes think. If the laws against food adulteration were enforced by the officers paid for doing it, things would be different, but I am afraid they never will be under our political system. We've got to stand it, I guess."

Just then a well-dressed young fellow came into the store, addressed the proprietor familiarly as "Jim" and sat down on the end of the counter next the stove. His talk was a little strained and there was evidently something on his mind. After a time he called the grocer to the back end of the store, took out two packages, one from each over-

coat pocket, and set them on a goods box.

"See here, Jim," I heard him say, in that sharp whisper which it is so much easier to hear than are the natural tones of the voice, "you know that I hardly ever make a kick, but we really can't stand this currant jelly. It is about as near tasteless as anything can be and my wife has been at me for a week to bring it back. We kept the glass we opened, but we can't use these two."

The grocer broke into a loud laugh.

"It's all right, Charley," he said, "and it's kind of you not to come in here and spit out what you've just said to me before a roomful of customers. But come up to the front of the store. This gentleman and I have just been talking about adulterated goods and I want him to hear this."

Not knowing that I had already heard his complaint, the customer repeated it and, of course, I listened.

"Now," said the grocer, after the young man had completed his tale of woe, "I told your wife that I couldn't recommend this currant jelly, didn't I?"

"I don't know," was the reply. "If you did, she never mentioned the fact to me."

"That is immaterial," said the grocer. "This stuff is made, so far as I can learn, of apple cores and parings, glucose, sugar, vegetable acids and coloring matter. There isn't a currant in a ton of it!"

"And you knew this when you sold it?" demanded the customer, with a frigid look.

"Of course I knew it," replied the grocer. "I have had no means of informing myself regarding currant jelly since making the sale. I just told her that I wouldn't recommend it and let it go at that. I'd look nice—wouldn't I?—standing here telling every man and woman that came into my store about the component parts of articles of food. Now, take olive oil. I presume people have an idea that the compound in those little bottles up there on the shelf was extracted from olives grown on the shores of the Mediterranean; but that isn't the case, by a long shot. That is probably cotton-seed oil, shipped abroad, refined and brought back here. Now, there's buckwheat flour—"

"Hold on," said the young man, with a smile, "if you keep on I shall want to turn farmer and consume only the products of my own fields. Is there no end to this adulteration?"

"There is not," replied the grocer. "Everything is cheapened and mixed with fraud, from the oatmeal you eat for breakfast to the sermon you sleep through on Sunday morning. I'm tired and disgusted with it all! And don't you think that most of my customers don't know about it, for they do, and I never try to deceive them on the subject. As I said to this gentleman a short time ago, grocers don't do the adulterating. They get the very best goods they are able to sell at competitive prices. There isn't a man in the business who wouldn't throw every adulterated article out of his store if he could replace them with the genuine things. There may be some frauds in the business who would handle the cheap stuff, but there are not many of them, for the reason that a fraud can't remain in any kind of business long without being found out and losing his trade. But I wish that some one would kick up such a row about adulterations—poisonous adulterations—in food that the officers would be forced to do their duty."

"And I know that the grocer meant just what he said." Alfred B. Tozer.

Wheat Meat

A delicious, crisp and pleasant health food.

Golden Nectar

Absolutely the finest flavor of any Food Coffee on the market.

If your jobber does not handle order sample case of **KALAMAZOO PURE FOOD CO., Kalamazoo, Mich.**

"Search=Light" Soap

Big twin bar for 5c retail.

Positively guaranteed to do a perfect washing, without boiling the clothes, or money refunded. Saves labor, time, fuel, the hands and clothes. "SEARCH-LIGHT" SOAP makes two bars of hand toilet soap that can't be beat for removing dirt, grease, grime and stains, leaving the hands soft and smooth.

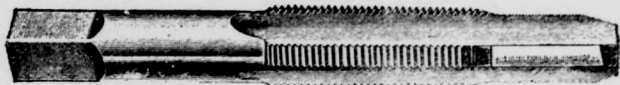
Show card and circulars packed in each box for advertising. Nearly 40 per cent. profit. Try a box with next order. Sold by Olney & Judson Grocer Co., Grand Rapids, Mich.; Jackson Grocery Co., Jackson, Mich.; The Smart & Fox Co., Saginaw, Mich.; J. F. Halladay & Son, Bay City, Mich., or any Wholesale Grocery House in Detroit, Mich.

It is the coming warm weather laundry and toilet soap.

REECE TAPS AND DIES
GREENFIELD, MASS.

Are the best on earth. Have satisfied particular mechanics for a generation.

While we furnish everything in Taps and Dies for any kind of work or workmen, would call your attention to our line of Tools made especially for Bicycle Repairs. Long line, high quality, quick service, short price. Among other new goods for 1900 we offer



A CRANK TAP AND REAMER

Intended to ream out the worn or stripped thread in a Bicycle Crank, following up and cutting a 1/8x24 thread in crank, after which a regular 1/2x24 outside with 1/2x20 inside bushing is screwed onto pedal which is turned into crank, making a quick, cheap, tight job.

Special price for introduction with bushings. Low price for extra bushings.

Trade supplied by A. T. VAN DERVOORT, Lansing; MORLEY PROS., Saginaw; GEO. HELSENDEGEN, Detroit; ADAMS & HART, Grand Rapids; W. D. ALLEN MFG CO., Chicago.

Catalogue for the asking. (Just say you saw advertisement in Tradesman.)

A. T. VAN DERVOORT, LANSING, MICH.
SALES AGENT FOR MICHIGAN, INDIANA AND OHIO

Farm Implements

It is worth your while to send to us for catalogues and circulars about all kinds of farm implements. Call us up by telephone if you are in a hurry. Your order will be filled the same day, and you are always sure of getting exactly the right price. Carriage and harness catalogues and price list, too—they help sell goods.

BROWN & SEHLER,
Front and W. Bridge Sts.
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.



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. 28, 1900, and saw the edition mailed in the usual manner. And further deponent saith not.

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

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

THE FRENCH VIEW OF IT.

The outlook from the French capital is not cheering. That thrifty republic has been studying the progress of American commerce in the Philippines and doubtfully shakes her head. Manila, that now famous capital, has been made the foothold of American trade and the inroad already made in the Oriental market is a matter which must receive serious attention. It was supposed from the nature of things that the American possession of the islands would make a difference, but a revolution has taken place. Before the Spanish-American war, Spain, France, Belgium and England were the countries whose exports were worth the having. A little trade was carried on with the United States, but it was hardly worth the mentioning.

That condition of things has passed away. The conquering nation is no longer afar off. She began by furnishing Manila with provisions for the United States troops and the natives have so taken to these provisions that that branch of export is taking good care of itself. In the wake of the food products other American goods have followed; and to-day the business men of Manila, after studying the situation, have concluded to replenish a part of their stock with American goods. As a result, in all the stores of the capital, besides the goods imported from the old-time countries are found those of American manufacture and these are on the increase. It looks as if this was the entering wedge. It is well enough, at all events, to consider it so and to look at the matter under these conditions.

The conditions are not hard to understand. Simply stated, another element, not to be despised, has come into the islands to contend for their trade. It is to be expected that more Americans will come to the Philippines. The number is increasing every day. They will settle

here and so increase the demand for the goods they have been accustomed to. Already the old Manila houses of business are sending orders to the American manufacturer, who is doing his best by means of catalogue and agent to secure the trade of the merchants. While the present population calling for these imports is small, owing to the comparatively small number of American soldiers and the families of the officers, together with such civilians as are visiting the islands, it can not remain so. As the fighting ceases the main body of the American grand army will advance and during the interim it remains for the former customers to look the ground over and study the chances of keeping what trade once belonged to them; and especially is this necessary if they are to indulge the hope of an increase of business there.

All are at it even now. All are getting thoroughly in earnest and the national characteristics are prominently displayed. Calm and determined are the German and the English and the Belgians. They are following the even tenor of their way. With them the French agent, tactful and skillful, is holding his own; and all are exhibiting extraordinary activity in securing and widening their influence in these markets. In painful contrast with these trained trading agents are the Americans. They have tongues and they use them in loud talk. They act as if only American guns could have sunk the Spanish navy. They are constantly talking of their country's size. The only Niagara on earth is there and they insist on a constant display of its mighty roaring. Their manners are a faithful counterpart of their speech. Coarseness approaching the brutal is a prominent characteristic. If manners were a commercial commodity, there would be no question as to the result; but against the American elbow of commerce no European power can contend. Its omnipresence is marvelous and is equaled only by its intense activity. That, preceded by the foot of the American trader, a prototype in size of the country it represents, fairly stands for the commercial enemy to be overcome to-day in the Philippines. Where that foot goes down it stays and it is wholly indifferent about coming down hard upon another foot which up to this time has covered a certain definite territory, a fact which must receive due consideration in solving all future trade problems on these islands.

This view of the trade conditions of our new possessions through French spectacles is amusing as well as profitable. It tells us where we stand and it shows fairly what the future has in store for us, so far as French competition is concerned. If coarseness and loudness in speech and action are telling against us, it behooves our merchants so to temper the trade wind to the to-be-shorn lamb that the process as well as the outcome shall be commendable to all concerned. If the big foot comes down with unwonted force upon the Trilby extremity of France, the traditional dexterity of that nation may be depended upon to evade any serious injury; and if the other nations remain "calm" and "persevering," ways and means will doubtless be found, not only to live with them and trade with them, but through them to furnish their customers the products of the American manufacture—the best goods on earth!

The wages of sin are generally paid promptly enough.

FROM THE ISLES OF THE SEA.

If there had been a doubt of the omnipresence of the Yankee, a recent item in the "Melbourne Age" would have a tendency to remove every vestige of it. It states that the shipping trade of New Zealand has developed marvelously during the twelve months and that direct trade with the United States is assuming gigantic proportions both in imports and exports.

It is altogether evident that the American tradesman has not been napping. It is suggestive that he needs no urging to look up new trading places and see what he can do to fill them with first-class American merchandise. With the wings of the morning or without them he has found the uttermost parts of the sea. He has at all events found New Zealand, and has been looking the ground over to see what the prospects are. It is easy to understand how the condition of things surprised him. He found everything wholly and decidedly English. There was machinery, there was hardware and there were boots and shoes. These people were using all of them and evidently did not know any better. The machines—they were good machines. They were made to be serviceable and were big and stout and very clumsy and accomplished their purpose if there was power enough to drive them. The hardware was on hand to tell its own hearty story. It was made to use, never to break and never to wear out; and on account of this commendable quality so dear to the English heart it was as much in evidence as their looms all over the islands. There were the English characteristics in every article, utility and the power to endure. Everything was solid and heavy and well calculated to develop the muscular, whoever should use it. The boot was the English boot and the shoe was the English shoe, made according to the English notion, and so to resemble nothing on the earth nor in the waters under the earth.

Before the American trader slept there were orders to far-off America for machinery and hardware and shoes, and the orders were promptly filled. In due time the goods came and unfolded their glories to the New Zealanders. For the first time those benighted beings saw illustrations of art in common things, and for a time considered them as things of beauty and joys forever, and so not to be used. The machines ran without noise. They could be lifted without effort. They brightened the apartment. Frail as they looked they were still strong; and wonder of wonders! what work they could do! One was soon sold and then the regeneration of New Zealand began. Never before had that island soil been really turned until an American plowshare turned it. Crops had been planted and tended and harvested but never before without wearisome toil. Every machine proved itself a blessing and sold its mate.

The same experiences attended the display of the hardware. Form and color had not been forgotten by the manufacturer and for them the useful had not been neglected. The kitchen, the dreariest and the most forbidding room in the house, was that no longer. From the handsome cooking stove to the prettiest ornament upon the mantel were beauty and use combined; and again were repeated the praises of the workmanship and skill of the Western continent.

Like their fellow articles of trade, the footwear received hearty welcome. It

seemed strange to have something at once light and durable and pleasant to look at on their feet. The old had, indeed, passed away and all things had become new. Life took on a new look. There was less labor about it and more real enjoyment; and from their daily experiences from these things they began to find out that American merchandise is not cheap and trashy and that their opinion so long entertained was due entirely to prejudice.

This change of opinion is now beginning to tell. England for some reason is not selling New Zealand so many goods. America, on the other hand, is fairly pouring her products into New Zealand markets and is underselling the shoe trade by as much as 5 or 6 shillings a pair. Of course more than these three lines mentioned have found their way to the islands and so strong a foothold have they obtained that nothing can dislodge them. The islanders like the goods and they like to do business with the American houses "on account of their up-to-date methods of transacting it and readiness to comply with the wishes of their customers in every possible way suggested to them."

It is a goodly report that comes to us from the isles of the Pacific and it strengthens the idea obtaining everywhere, that the best thought secures the best embodiment in the American workshop and that America is getting to be the workshop of the world.

A smart Alec has just waked up to the fact that the world is dressing better because more thought is given to the art of dressing. "Men of mind have been studying these things." It is a great discovery. People have been thinking all along that the betterment referred to has been due to accident. The shoe will do for an illustration. Time was when anything that covered the foot was all right. There was no shape to it; the only place the shoe was sure to touch the foot was on the bottom and the material was cowhide or something worse. From that manufactured clumsiness of half a century or more ago, does anybody suppose the beautiful footwear of the day has come without thought? What is true of the shoe is true of the rest of wearing apparel, and the whole is the result of some of the most practical thinking which the closing century has had.

The discussion of the subject of Speculative Buying receives a valuable addition this week in the communication of O. P. DeWitt, the St. Johns grocer. Mr. DeWitt is one of the most successful merchants in Michigan, who has achieved success along certain well-defined lines which are conceded to be correct from the standpoint of good business. His conclusions, which are naturally based on the experience of an active business career, are therefore entitled to the consideration and emulation of the trade.

Those of the Tradesman's readers who are interested in the trust problem—and who is not?—will enjoy reading the contribution from Prof. H. L. Wilgus, published elsewhere in this week's issue. The position of Prof. Wilgus in the Law Department of the Michigan University has given him exceptional facilities for studying this subject in all its aspects and it affords the Tradesman much pleasure to be able to present his conclusions to its readers.

Lots of men trying to live by their wits are next door to starvation.

MACHINERY AND HAND LABOR.

The effect of machinery in multiplying labor power has revolutionized the entire system of political economy in all civilized countries and has largely modified social conditions and manners and customs among their people.

Everybody recognizes these changed conditions; but the students of economics have long desired to have the economic effects of machinery on the business of life stated in terms of quantities, so that the matter can be put in a simple, practical statement. To that end, Hon. Carroll D. Wright, United States Commissioner of Labor, acting under the authority of an act of Congress requiring him to investigate and report on the effect of machinery upon labor and the cost of production, also the relative productive forces of hand and machine power, has completed a volume of 1600 pages on "Hand and Machine Labor," and in Gunton's Magazine for March Commissioner Wright has contributed a paper synoptizing the results obtained in his investigations.

Mr. Wright estimates one horse-power of machinery to be equal to the hand-power of six men in manufacturing or in any industry in which machinery is largely used. Taking all the manufactures of the United States in 1890, barring some omissions in reporting horse-power, it is found that the total horse-power was, in round numbers, 6,000,000, equivalent to the labor of 36,000,000 men, while only 4,476,884 persons were employed, the supplemental labor having a ratio equivalent to 8 to 1.

On the basis of the figures presented above, it follows that the horse-power used in manufactures, being equivalent to 36,000,000 men, represents a population of 180,000,000; in other words, if the products of the manufacturing establishments alone of the United States, in 1890, had been secured by the old hand methods, without the aid of power machinery, it would have required a population of 180,000,000, with none left for agriculture, transportation and other trades and professions.

But when we come to transportation, the results are no less startling. In railroads alone the horse-power of the 30,000 and more locomotives in use in the United States in 1890 was equivalent to the labor of 57,940,320 horses, or of 347,425,920 men; that is to say, if the traffic of the United States of 1890 had been carried on by horses, it would have required the number just given, and if by men alone, the 347,425,920 stated, the equivalent of the horse-power. Probably, to do the business of the present time by horses and men, it would require the number of horses given and at least 20,000,000 men.

Michael Mulhall, the English statistician, has undertaken to figure up the working force or energy of the people of the United States since 1840. He expresses his results in terms of foot-tons, a foot-ton being a power sufficient to raise one ton one foot in a day, and in this calculation he finds that in 1840 the energy of the people of the United States was represented by 17,346,000 foot-tons daily, or 1,020 foot-tons per inhabitant; in 1860, 39,005,000 foot-tons, or 124 foot-tons per inhabitant, and in 1895, 128,700,000 foot-tons, 1,850 foot-tons per inhabitant.

Those figures are presented to show that the collective power of the American people has more than trebled since 1860, steam power having multiplied five-fold in the thirty-five years of his calculation; the strength being shown

approximately in horse-power of steam, in 1895, including fixed engines, locomotives, and engines used on steamboats, at 16,940,000. As the people of the United States use more machinery than do the same numbers of population in any other country, it follows that the collective energy of the American people supplemented by machinery far outclasses that of the same number of people in any other country on the globe.

Within the lifetime of the present generation extraordinary progress had been made in the adaptation of scientific discovery and mechanical devices to economic uses, and it may be taken as a proposition from which no dissent will be offered that this progress in the invention and employment of machinery will go on with augmented activity for an indefinite period, the end of which can not be foreseen. As the use of machinery up to the present time has been in the main beneficial, ameliorating the condition of the masses of the people and placing in their reach comforts, conveniences and even luxuries of life unknown to previous generations, and increasing their rest time and leisure, there is good reason to believe that these processes of amelioration will continue to operate in the same beneficent manner as in the past.

The fact is well established that scientific discovery and the extensive use of machinery have created departments of industry and branches of manufacture which never before existed, and which have created employment for multitudes of human beings, and it may be safely assumed that those results will be obtained in the future as in the past. The only real hardship wrought by the multiplicity of new mechanical inventions and scientific discovery has been the displacing of hand-workers and forcing of them into new avenues of labor. This, however, is only the result of change, not of making labor useless or worthless.

Everybody is familiar with the sewing machine. It was feared at first that it would banish forever the woman with the needle. But it has not only multiplied the power of the sewing women without reducing their numbers, but has created employment for many thousands of men and women in making the machines, for which there is a never-ending demand. Of course, the old man who has spent his life at some trade, and who is displaced by a machine, must suffer because it is too late for him to learn a new calling, and that is the worst effect of this age of machinery. But where some suffer, many more are benefited, a condition inseparable from progress, under whose swift wheels some unfortunates must unhappily be crushed.

A New York man trying to skin out of paying his debts was refused a certificate of bankruptcy when it became known that he was losing money at the game of poker.

An over-dressed young man may feel like a bird; but the chances are he will look like a jay.

The poorhouses of Kansas are empty. The voice of the calamity howler has been hushed.

A man who has worked hard and earned success loses all belief in luck.

People who live long eat little. They give their stomach a chance.

A writer of the greatest influence is the weather man.

COMMERCIAL SENTIMENT.

If there is one adage that trade likes to repeat and insists on repeating often than any other it is that "Business and sentiment have nothing in common." Trade is based on exactness and that is something which friendship can never understand. "Mine to the last farthing," says business. "I want my books to balance and I want what belongs to me. Another cent, please." So business exacts the cent and the reluctant payer thereof goes away rejoicing that he does not think so much of a cent as that.

The instance is common enough, but it illustrates not the covetousness of business but the meanness of pretended friendship. The man who wants the odd cent in the bargain because "we were boys together" is the man always to be dealt with on the basis of business. He is after double payment and it looks much as if he was scheming for that when he conferred the already forgotten favor. No one questions or wants to question the fact that one good turn deserves another—that is the bottom fact of business. It is quid pro quo and the transaction is ended, equivalents have changed hands and both parties are satisfied. That, too, is the real basis of friendship and it is much to be doubted if the real article is ever anything else. The man who has favored his friend because he likes him has had his pay in the pleasure received for doing the favor. Kindness and the joy of doing it balance the account. When, then, under the guise of friendship the same man insists that his friend shall favor him the insistence is meaner than the exacted cent and plainly shows how false the claim of regard has been.

On this ground the best of the world's business is carried on and on this ground the world is brimming and running over with commercial sentiment. The family goes out of its way to trade with its old groceryman, the butcher who has supplied them for years still supplies them. A particular clerk in a dry goods house gets the trade of the family because they like him. Smith gets his cigars of Brown because Brown gives him what he wants and Brown admits that while there isn't any money in that cigar he likes Smith and keeps them for him. The delivery man makes or mars the business of his employer in proportion to his personal likes and dislikes; and the traveling man has customers all over the country who will inconvenience themselves for the sake of keeping their orders for their favorite drummer.

This same fact is pleasingly apparent in our foreign trade and our growing relations with these peoples are constantly showing us that the sentiment of trade is at the bottom of the marvelous increase of business which has been going on with foreign nations for the last two years. Take China for an example. That country is buying six times as many goods from the United States as it did ten years ago. Last year it bought \$4,000,000 worth more than during the preceding year and there is every prospect that this rate will increase. The reason for it already has been explained and from the most reliable source. The Chinese minister to the United States, during a recent speech, contrasted the conduct of this country towards China with that of Europe and said that the Americans have only to continue their peaceful policy to be made welcome not only in China but in Japan. The overtures of

Europe made with trade in one hand and a sword in the other are not in hearty harmony with the semi-civilized Celestial and he turns naturally to the trade based upon that commercial sentiment which has much to do with business in every quarter of the earth. Between the American tradesman and his foreign brother there has already sprung up a mutual regard and when this is fostered, as it will be, by courteous acknowledgment on both sides and strengthened, as it is, by our furnishing the best goods at the smallest price, there is little danger of Europe's getting the better of us in trying to get the trade of these countries. It is based upon the surest foundation. The accounts will balance to a cent. The regard will be kept in equipoise, and these, the only conditions of genuine friendship, will be a National object-lesson in trade, which Europe will not understand because it depends upon living principles which she can not comprehend.

Whether this commercial sentiment is proving an advantage in our foreign trade a few facts will decide. China, as stated, is showing a yearly increase of trade amounting to more than \$4,000,000. Japan, because she likes us, has quadrupled her trade with us during the last ten years. Our trade with Hawaii had an increase last year of \$4,000,000, due, doubtless, to our closer political relations and so based upon a stronger commercial sentiment. Cuba must be mentioned in this connection, as well as the rest of our "expanded territory." They are all fit illustrations of the same fact, that sentiment does exist in commerce, be it domestic or foreign, and that commerce will be flourishing in proportion as it recognizes wholesome sentiment and puts it in constant practice.

THE INFLUENCE OF THE WAR.

A war, no matter how small, exerts some effect on the commerce of the world. Even the present war in South Africa, although one of the belligerents has no seaports, and, consequently, no foreign trade to be interrupted, is exerting no small influence. South Africa has always been a considerable buyer of foreign woods, building materials and machinery. The prevalence of the war has put a stop for the time being to all this traffic.

A still more important influence, as affecting international trade, is the removal from the carrying trade of the world of more than a hundred large steamships which the British government has chartered as transports. While the use of these ships has not seriously taxed British shipping facilities, their withdrawal from the traffic to which they are ordinarily devoted has sensibly affected freights.

It should be noted, however, that the employment of enough transports to move two hundred thousand men and their equipment and baggage many thousand miles has affected British commerce less than did the movement of about twenty thousand troops by this country to Cuba at the beginning of the war with Spain. So great was the drain upon our resource, of ocean tonnage to furnish transports that coastwise trade was seriously interfered with, some lines of steamers being stopped altogether, as all the ships were requisitioned for the transport service.

Notwithstanding her vast resources, however, Great Britain has suffered more or less interruption to her trade from the war, and her merchants, in common with those of all other countries, will welcome its termination.

Dry Goods

The Dry Goods Market.

Staple Cottons—Brown cottons have weakened in some directions for future delivery, but are still very firm for spot business. Fine goods are firm, both in spot and future. Bleached cottons are in moderate demand. Wide sheetings are firm, and show no particular changes, and the same is true of cotton flannels, blankets, denims, ticks and all other coarse colored cottons. While the demand is not large, it fully covers the supply.

Prints and Ginghams—Napped fabrics are in excellent condition and printed goods are sold well up to date. Woven patterned goods are near the close and so much business has been placed for the fall that their position is absolutely assured. All supplies for immediate delivery are limited and very little can be done in this direction. Prices show hardening tendencies, and certain lines have already been advanced, as we have reported in another column. Both staple and fine gingham show no change in price, but are in excellent condition. In looking the whole situation over, it seems to us that there is comparatively little danger of a serious break in prices anywhere. Some agents handling unticketed goods may become uneasy, and willing to accept contracts for the future with slight concessions, but all well-known brands are firm, and show plenty of strength, and it is on these goods that the market depends for its real backbone. The hesitancy in some of the leading lines in regard to advancing would seem to be significant, but as a matter of fact, most of the talk about these lines advancing has been made by agents for other lines, and by those who were anxious to prove the strength of the market.

Dress Goods—The rough faced goods are thought by some to be the most prominent for the fall, while others think the cassimere finished goods will be the best. A great many more flower designs, and other irregular patterns, are to be seen this year than last, and it is probable that they will be an important portion of retailers' stocks next fall. Comparing this season with last year, it seems to be a fact that more business has actually been done in the same time than was the case then. For this reason, we think the mills should feel very much encouraged and although we think that the buyers will leave the market without deciding upon their full complement of goods, there is every reason to believe that they will return later with their ideas more settled, and be prepared to do an excellent business. In fact, it would not be surprising if in the end the demand exceeded the supply. Another fabric that stands well at the top with the dress goods buyers is the venetian; in fact, with broadcloths, it stands well toward the top.

Blankets—The blanket situation shows no change since our last report, as far as the present season is concerned. Every condition is excellent for the present and for the coming season, and unless there is some radical change in the underlying conditions, the next season will open up much higher than at present. Blankets have advanced from 10 to 20 per cent. this season, while the wool from which they are made has advanced from 20 to 30 per cent. during the same time. Of course, when the manufacturers come into the market to buy wool, they must pay the advance

and put up the opening prices next season.

Underwear—Jobbers have done a very heavy business with the retailers in all fall and winter goods. As the lateness of spring deliveries likewise handicaps the getting out of fall goods, some jobbers are afraid to take many more orders for the fear of being unable to get all the goods from the mills that are under orders, and of disappointing some of their customers. A good many of the retailers have their shelves too full of winter goods to please them. They bought heavily, anticipating a busy season. Unfortunately for them the cold weather did not set in until late, and they lost a great deal of the early business, which is generally the best. Consequently retailers very seldom could get an advance after January, as the demand fell off considerably. This relieved the tension on the mills to a great extent, and some agents say that they feel confident that they can deliver all fall goods by June 1. In regard to spring goods, the conditions that have reigned during the past few weeks have changed very little. There is a scarcity of spot goods. Buyers are unable to place any orders, excepting when a new mill starts up that is not sold up to its full capacity.

Hosiery—Manufacturers are loth to take orders excepting for goods to be delivered far ahead, around January and February, and as there is too much speculation in that, there is likely to be a lull until the price of yarn is in a more settled condition. The importers have transacted a large amount of business during the past week. Prices are very firm, and are likely to advance, the result of a scarcity of goods occasioned by the great activity that has prevailed during the past season. American buyers are in Europe, ready to place orders for next fall. They find that prices have advanced considerably at Chemnitz, due to many causes, among them being the advance in coal.

Carpets—The mill end of the carpet industry still continues to be active, mainly on orders for the spring trade. The wholesale trade is also very busy, and large jobbers report a general good demand for all grades of carpets and art squares. The retail trade still remains quiet, but the retailers expect a good business in all grades of carpets this spring. The tendency is towards the better class of goods.

Stamping Powder.

The commonest way is to mix equal parts of powdered white resin and the pigment, which latter must be in impalpable powder. The hot flat-iron melts the resin.

The pigments principally employed are ultramarine or prussian blue for blue; zinc oxide or flake white for white; chrome yellow for yellow; burnt or raw umber, burnt or raw sienna, vandyke brown, etc., for brown; ivory black for black, etc.

A special composition for stamping powder is as follows: Resin, damar resin, copal resin, sandarac, pigment, of each equal parts. Reduce each to very fine powder, and mix well.

The Way of the Schemer.

De Faque—If I could get some one to invest a thousand in that scheme of mine I could make some money.

Crawford—How much could you make?

"Why, a thousand."

Intelligent Conduct.

Judge—Don't you know what your duty is in case of accident?

Motorman—Yes, your honor. I got off the car and proved by everybody standing around that I wasn't to blame.

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

Pattern Hats

from \$12 per dozen upwards.

Write for prices.

Carl, Knott & Co.,

20-22 N. Division St.,

Grand Rapids, Mich.

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 Bodice, Perfect Corset or Substitutes, also our Jersey-Fitting Union Suits, Egyptian Tights and Divided Skirts. For PATTERNS, and finely illustrated pamphlet on "Artistic Hygienic Dressing," send 2c stamp. Agent wanted in every town.

Madame C. F. Salisbury,
Battle Creek, Mich.

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.

Easter Neckwear

LADIES { Lace
Mull
Chiffon
Taffeta Silk

Ties from 85c to \$4.50 per doz.

GENTS { London Square
Bow
Teck
Four in Hand
Puff

Also a nice line of plain and Fancy Stock Collars.

P. STEKETEE & SONS

WHOLESALE DRY GOODS

GRAND RAPIDS, 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.,

Who'sale Dry Goods,
Grand Rapids, Mich.

Clothing

How Men Follow Color and Cut in Clothes.

Written for the Tradesman.
 "When the bicycle craze came on, I had strong hopes that we were about to have a material change in the style of men's clothes," said a clothing dealer to me as we sat in his store one evening, "but I guess it's all off."

"I didn't admire the style that threatened us then," I remarked.

"I can't say that I did, either," said the merchant, "but I thought, that the craze might bring about some degree of independence in the matter of clothing. It seems strange to me that the whole ambition of otherwise intelligent men should be to resemble in dress every other man. We have the full-dress coat, the Prince Albert coat, the three-button cut-away coat, the sack coat, the square-cut coat or jacket and nothing else. We have the very low-cut vest, the v-shaped vest and the ministerial vest and that's all. Then we have the trousers, all alike, every pair of 'em, except as to width of leg, style of pocket and stripe or no stripe at the seams."

"You have named quite a variety," I suggested.

"Variety!" repeated the merchant. "Why, man, they're all alike, after all, except the full-dress suit, and that is sacred to special occasions. It's only a question of skirts with all other coats. I do believe that there are more fool notions regarding clothes than there are about anything else that is modern. If you don't believe it, just get yourself up in a manner different from the ordinary and walk down the street some pleasant afternoon. Put on an East Indian rig or an old Continental rig, for instance. The ladies would turn up their pretty noses, the business men would grin, the boys would gather about and hoot at you and your best friend wouldn't speak unless he had something sarcastic to say."

"One needn't put on an unusual costume in order to produce those results," I said. "An old hat will answer the purpose."

"Of course," was the reply, "people hoot at poverty—that is, poverty in people who have once been better clad. Men whose neckwear conceals a dirty shirt bosom, and whose underclothing is in tatters will take impudent cognizance of a battered hat on a man who usually wears good clothes; but that is not the point I wished to make. What I say is that people are afraid to wear articles of clothing which are comfortable and becoming—afraid that they will be laughed at because they do not resemble in dress all the other men on the street. Take the modern neckwear, for instance. See how men stick to high, hot laundried collars on days when it is warm enough to melt the nose off a stone monkey! See how they wear clothes which fit the body closely at the neck, waist and shoulders! Chinamen have more sense than that."

"And see how a good many of them make things worse by sticking a handkerchief in between the collar and the neck," I added.

"Now, there is another illustration of the way people imitate each other," said the merchant. "You let one well-known man pass down the street with that jimmy-tough handkerchief hanging out of his neck and in an hour you'll see a dozen with the same bum attachment. People who pride themselves on their independence of thought

are forever thinking what folks will say regarding their dress. See how the ladies are swathing their necks with bands of ribbon which saw the ears. If you ask one why she does it, she will reply that she does it because 'they' wear them so. Men and women who would have gone up San Juan hill with smiles on their faces will tremble and turn pale if caught on the street in unfashionable apparel, no matter how becoming or how comfortable it may be."

"The bicycle people tried to change all that," I said.

"I beg your pardon," was the reply. "The bicycle folks followed in the old rut. They got up a fashion of their own and followed it as closely as they follow other fashions. They might have made a little improvement in dress if they hadn't been hampered by the toughs and cigarette fiends who swaggered about in knee-trousers. People who never had money enough to buy a bicycle-wrench picked up bicycle clothes and made themselves conspicuous in restaurants and public places until the whole bunch got fired out of most of the respectable resorts. Golf may do something desirable in the clothing line, but I doubt it. What is needed here is an American Prince of Wales who will invent something new in masculine attire. Then the mob will shift their garments as quick as a puppy will follow a bone."

"But that would bring about the same uniformity of which you complain," I ventured.

"Yes, I presume so," was the reply, "but it would make a new style, at all events. Now, I'm not going to suggest any new style of clothes. I confess that that is beyond my powers of invention, but some one may do it some day. I like the old continental costume, but it will never become general again, I fear. I guess we are in for another century of coat, vest and trousers. Another hundred years of silk hats, derby hats and soft hats. Caps made quite a showing a year or so ago, but as not one man in a hundred looks well in a cap they went out of fashion quickly."

"Yes, they dropped in about a year," I replied.

"And we had the bell-shaped coat-tail, too," continued the merchant. "Where has that gone? In fact, we have had many modifications of the coat-vest-and-trousers costume, but it was the same thing in the end. Just three outside garments, differing a little in cut from year to year! If some one would get up a new thing in neckwear, especially in the collar line, that would be something, but we shall have the stand-up collar and the turn-down collar and the roll collar as long as we have the cut-away coat, I'm afraid."

"It strikes me," I said, "that the clothing men are the people to suggest new styles. Why don't you get up an outer garment for men all in one piece like an East Indian's robe or a magician's show dress? How would it do for men to wear a divided skirt that fastened about the neck with strings and had a cigar pocket in front? Then a highly-colored cloak might be worn over the shoulders, making a modern banker look like a Spanish bull-fighter; or, you might—"

"Oh, there's no end to the fool suggestions that may be made," said the merchant, passing out a cigar, "but the thing is to get something practical that is new, and, also, to get people out of the notion of dressing exactly alike. That is what I started to complain about,

you know. Why, people follow color in dress as fully as they follow cut. They want to look alike and that is all, there is to it, and they do look alike. The savage tribes of Africa have the same general characteristics as the frequenters of Broadway and Wall Street. They do all things just as others do, from disposing of their dead to the management of their church fairs. Don't have any church fairs in Africa, eh? Well, they feed their idols, and we feed the congregation, that's the difference. But this question of clothes—"

But I did not stay to hear him out. I have an idea, though, that as a race we are afraid of each other, not only in the matter of clothes but in all the great and little things of life. Alfred B. Tozer.

Ideas rule the world. All great enterprises are only executed ideas.

An Economical Young Woman.

Alice—I thought you were going to marry Miss Gruet?

Algy—Well, I guess not. I proposed to her by letter and she accepted me on a postal card.

Alice—She's just the girl you want. You can bet she'll be careful of your money.

A Personal Grievance.

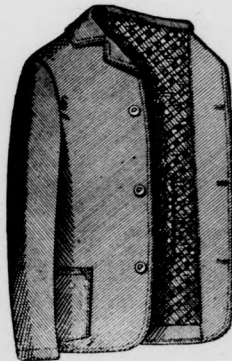
Riggs—I don't know what Brown does with his money. Yesterday he was short and he is short again to-day.

Briggs—Did he want to borrow from you?

Riggs—No, hang it, I wanted to borrow from him.

Californians are beginning to cultivate the tomato tree, which bears clusters of a delicious fruit, thousands of boxes of which are sent yearly from Ceylon to London, and for which it is believed a good market could be found in our Eastern States.

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

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.

Michigan Suspender

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

Michigan Suspender Company,
 Plainwell, Mich.

The Michigan Suspender Co.
 PLAINWELL, MICH.
 MAKE THE FINEST

COUNTRY CHECKS.

Why the Burden Should Fall on the Maker.

There has been a great deal of friction evoked by the use of the local check. This friction arises not from any doubt as to the value of the check itself, but is an incident of the controversy as to which party shall bear the cost of handling. This contention is not unnatural, but is a necessary preliminary to proper adjustment. It is a contention which is still an "open question," but which must soon be settled. The time is ripe and urgent.

There is an almost universal hostility manifest against the use of the country check by city merchants and banks. It seems to me that this hostility is unphilosophical, and that it will waste itself in futile effort, for this check has come to stay. Men do not appear to be guided by the many positive lessons of the past, but seem rather to gain knowledge only through personal experience—a method which is comparatively slow and generally dangerous and expensive. Therefore, the local check is looked upon by the banks as a nuisance. And so it is under our improper handling and to our distorted vision. It does not appear to us what it really is: one of the greatest labor-saving machines of modern times, if rightly used by the indorsers, rightly used, I repeat. The trolley car is a great labor-saving machine under conditions of proper use, but it is dangerous to stand on its tracks. The banks are too much inclined to stand in the way of this many, many times greater machine—the local check.

From the day when the loom was born and Arkwright's factory was burned by the weavers of Lancashire all the way down the years to the recent advent of the typesetting machine, every logical sequence in industrial advancement has been labeled dangerous innovation, and has been warred against as a vicious thing. Sooner or later the time comes when that which was believed to be a curse is truly recognized as a blessing. The pity of it is that it takes us so long to recognize the truth. Before we can properly assimilate any radical change in the universal methods we have strikes, lockouts, and bloodshed in the industrial world. In the commercial world, bitterness, aggressiveness, deceit, despair, suicide. The great trusts, so-called, are to-day driving the small dealers to desperation. This is only because we do not and can not adapt ourselves rapidly enough to the inevitable changing conditions.

The trusts, like the local check, are the natural results of evolution. They are not forced upon us from without. They have grown up from within and from natural, legitimate causes. We may make of them either a blessing or a curse. It depends upon whether they are used or misused. You may hinder these machines a little, you may hamper them to some extent, but you can not drive them out of existence. I touch upon the trust only to make an analogy and to help illustrate my subject. I believe the local check has come to stay until it has run its natural course. There was a time when "A.," who was a shoemaker, was compelled when he wanted a hat to go to "B.," who was a hatter, and see if he couldn't trade a pair of shoes to "B." for a hat. Perhaps "B." did not need a pair of shoes or they could not agree on values, and so "A." hunted up "C.," and maybe "D." This was a vast waste of time. To-day's business could not be done in

that manner. From that time of barter to the use of money as an equivalent down to the present time of credit instruments, the evolution of business has constantly been along the lines of economy in the method and form of debt-paying.

As but about 4 per cent. of the business of this country is now done in money, it seems not extravagant to predict that the day will sometime come when but 1 per cent., or perhaps even less, of business will be transacted in this medium.

In this evolution the local check has played, and will continue to play, a large part.

The question is: Who shall bear the expense of its handling?

It seems to me beyond question that that burden should fall upon the maker, for it is the maker who enjoys the whole benefit from its use. It saves him express charges on a money shipment. It is handy on his own desk, and it gives him a larger average balance at his bank during process of collection, or gives him time to make his balance good, which it may not be, and doubtless often is not, at the time of writing the check. Haggling on charges for collection on these items between banks and their depositors is disagreeably constant. Is it proper for the banks to make a charge? If it is not, charges should cease. If it is, then the gentlemen of the commercial world should no more refuse their right to make a fair charge than retail trade should refuse to pay for barrels, boxes, burlaps and cartage, and all other miscellaneous sundries necessary to them for the conduct of their business.

There is an iron law of profits as well as of wages. Any bank which, for the sake of holding or increasing its volume of business, is willing to cut its profits again and again is a danger to the whole community. Just as the lowest wages paid tend to drag down all wages, the wages paid to you and to me, so such a bank exerts an immediate, active, pernicious influence against right methods and fair profits of all other banks in its own city. If a bank takes all your country checks at par without restriction as to their size or number, do you never think that the money it is compelled to pay its country correspondents for collection charges may sooner or later come out of your own pocket? A bank can not continue indefinitely on a policy of concession in charges, for each yielding on its part to improper demand leaves it less able to withstand still further encroachments. No business can survive without compensation and profit. You can not continue to get something for nothing from any business source. You will not find that source inexhaustible.

You have all had talks with your bankers doubtless on this subject. The whole matter has been thrashed out between you and them many times, and it is doubtful if many fresh arguments can be found on either side. My aim is rather to break down this antagonism of argument. I hope for a better feeling and understanding of the interdependence of the bank and its depositors.

Although your policy is to buy your goods in the cheapest and to sell them in the dearest market, both of these markets are being constantly restricted by the keenest competition and by the growing displacement of the middleman by the large combinations. The struggle for existence on your part has led

The Imperial Gas Lamp

Fully covered by U. S. Patents

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

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

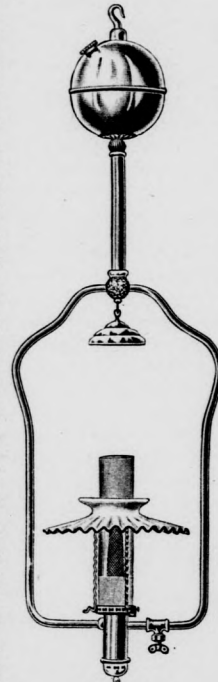
The Imperial Gas Lamp has proven its light to be the most brilliant, most steady and most satisfactory.

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

Write for catalogue.

The Imperial Gas Lamp Co.,

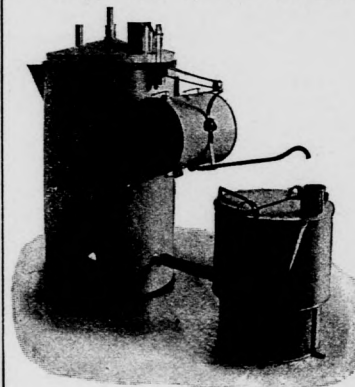
132 and 134 Lake St.,
Chicago, Ill.



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

Acetylene Gas

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



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

Ione, Cal., Feb. 1st, 1900.

Alexander Furnace & Mfg Co., Lansing, Mich.

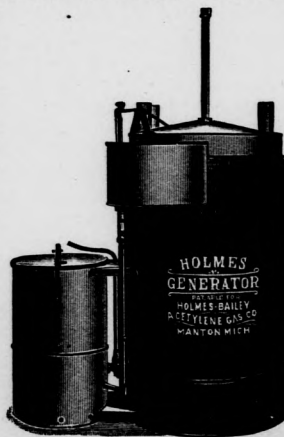
Dear, Sirs: The Cline Acetylene Gas Machine which I bought from you through E. Carl Bank in March, 1899, was received and set in operation on the fifth of April and has been in nightly use ever since, and has never failed to give the nearest approach to daylight of any machine or light yet brought to 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.

Here It Is!

The Holmes Generator



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

Holmes-Bailey Acetylene Gas Co.
Manton, Michigan.

you to make concessions to your customers which have eliminated many items doubtless that were once a source of profit to you. I, of course, am not familiar enough with your business to enumerate them. I remember, however, that when I left school I began my business life by shipping goods from 1867 to 1869 for a wholesale grocery house in Chicago. I remember that we charged a profit on boxes and barrels, and that the various shipments loaded upon any truck paid a cartage that netted a small profit over the teamster's charge. I am told that such practice is now obsolete; but it was fair and should be the custom to-day. You know better than anyone else in how many ways and to what extent and to what particularly good customers you have granted special privileges until the special privilege has become a ruinous custom. You find in consequence that exchange charges are irksome and you try to unload that expense upon your bankers. This is unjust. This is done by you for the purpose of individual self-preservation.

The local check on country banks is not necessarily an evil. It is unquestionably of great service to the maker, and, if properly handled, should be of no expense to the indorsers. I am a believer in the country check. I am a believer in every form of credit based upon tangible assets. About 66 per cent. of the business in the United States is done in some shape or form of credit, checks, drafts, etc.

I am opposed to the withdrawal of any part of them—as much opposed as to the substitution of any more cumbersome or expensive medium of payment. The retirement of the local check would be reactionary.

I am not in sympathy with the circular letter and schedule of charges issued by the New York City banks last summer, not only because those charges are badly balanced, but further because the circular was not issued from the proper source. I do not see why the banks should assume a labor, a duty, which to me is plainly one that should fall upon the merchants and manufacturers.

It seems to me that the wholesale dealers are the proper parties to issue a uniform letter to their country customers, taking a reasonable but positive stand in this matter. Not making arbitrary rates, but declaring your intention of debiting back to your customers all charges met at your bank for collection, bearing in mind that banks have a right to expect not only reimbursement of actual outlay on these items, but in addition some small profit besides. I suggest this in spite of the fact that I know of agreements in the past that have been made only to be broken.

I want to touch upon another phase of the discussion from the bank's standpoint: We have customers who come to my desk honestly self-convinced that their average balance with us entitles them to freedom from all such charges, no matter in what amount. In comparatively rare cases this contention has some show of justice, but a large balance at bank is often one of figures only, and not of fact. For even if it be true that figures do not lie, still they not infrequently lead to untrue conclusions.

We have accounts which average a daily balance each, say of \$10,000, and which each deposit daily perhaps \$3,000 in checks and drafts on other towns and cities. Now it takes on an average about four days to collect each one of those checks or drafts. That is to say, while the account shows a \$10,000 aver-

age balance we are endeavoring to collect for that customer about \$12,000 in paper credits. The \$10,000 balance under this line of reasoning has disappeared, as it would have done in figures, as well as in fact, if the bank had taken the items for collection instead of for credit. It can not be fairly urged that there is a "credit balance" compensation in such a case even if the bank were at no direct loss in handling the items.

Encourage the country check, and charge back to the remitter the charge your bank should and, I hope, will make to you. If you will send a circular to your country customers inviting, not repelling, the local check, announcing that, if used, the bank charge will be debited the account, you will do a wise thing just at this time, a time when Chicago banks do not make the excessive charges announced by the New York banks, and when those heavy charges are still fresh in mind.

You can not destroy the country check. You can not in the long run, you should not, even restrict it. It is practically a part of the circulating medium. It approaches near to being money. Let us seize upon the benefits and let us avoid the injuries which lie in its use.

Frank E. Brown.

Farmers' Doubtful Jokes on the Village Merchant.

Written for the Tradesman.

"There!" said Farmer Smith as he entered the store and deposited a large stone jug on the counter; "I want two gallons of your best sugar syrup, and I want to pay the cash for it. I have other business to tend to and then I'll drop in and get it," and the man passed out into the street.

In about half an hour he returned and enquired if his syrup was ready. Receiving an affirmative answer, he hurriedly grasped the handle of the jug and started for the door. "Here, Smith!" called the merchant; "I thought you said you wanted to pay the cash for that syrup!" "I do, most darn'dly," was the reply, "but I can't to-day and you'll hev' to mark it down with the rest o' my account," and without even a glance backward he bundled himself out and into his wagon.

Amid the laughter of half a dozen customers, the merchant said: "That man has the most brazenfaced impudence and cheek in his constitution of any customer I ever had and if it were not that his debts can be collected at the end of a lawsuit I would deliberately lead him back to the door whenever he entered. He generally has some entirely new and novel dodge to get what he desires into his wagon without paying for it. The next time I see him he will probably ask for some small article which he knows the price of, throw down on the counter the ten or fifteen cents, with as much jingle as he can get out of it, and with the pose of a millionaire, await another opportunity to get a portion of my stock into his possession. I respect his wife and children. They generally come in without his company and bring the products of the farm, for which I invariably pay them cash and then sell them the goods they require and at prices which retain their trade. But hereafter I shall make it a point to watch more carefully than ever the motions and language of that man. It is well known his wife is ashamed of him and it is difficult for him to obtain credit, as neither his word nor signature alone are worth a penny. His wife can be trusted and her word is a bond not to be broken. If she ever brings me any

second grade produce of the farm, which is very seldom, she at once mentions the fact and states the cause, when I invariably give her all it is worth and she is satisfied.

"It is a pleasure to do business with persons in whom you can repose confidence; but there are people who think they are perpetrating a sharp joke on the storekeeper if they can deliberately swindle him and not have him aware of it at the time. You all know Lige Adams, who does a little market gardening on his twenty acres a few miles from town. The first time I ever saw him he came in with a load of 100 melons for sale. I glanced an eye over them as he was hitching his horses. They were of two kinds, and looked tempting and as it was early in the season for melons I wanted some. I found no fault with his price, but questioned him about their being ripe. I went out to the wagon with him, where they lay promiscuously upon a bed of bright straw, and asked him to select several of both kinds and bring them in the store and dissect them, that I might judge of their merits. You should have seen that rascal! Without a word in reply he ran his eye rapidly over them and then reached for different sized ones here and there, carelessly, as if to give me a fair idea of the quality. Carrying them in, we divided them into two pieces each on my counter, and in presence of five or six customers, and a more tempting lot of melons you would seldom see. I paid a good price in cash for the entire load. Those melons were almost a total loss to me. I found out from his neighbors that it was a trick of his—a good joke," he called it—when ever a new store opened in town, to bring in the earliest load of such fruit, with a few ripe good ones of an earlier variety on top, which had been privately marked for the bait. Has he been in my store since? Yes, many times, and as innocent of guile as Lucifer; but that load of melons was the first and last produce he ever sold me."

Frank A. Howig.

Aluminum Money

Will Increase Your Business.



Cheap and Effective. Send for samples and prices.

C. H. HANSON,
44 S. Clark St., Chicago, Ill.

Simple Account File

Simplest and Most Economical Method of Keeping Petit Accounts

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

Tradesman Company,
Grand Rapids.

There Is Money In It

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

National Biscuit Company

Grand Rapids, Mich.

Fruits and Produce.

Observations by a Gotham Egg Man.

It is to be hoped that the late spring and consequent delay in reaching a very large scale of egg production, may not prove to have an unfavorable bearing upon the prospective storage operations which will soon be engaging the attention of a large part of the egg trade. Under ordinary circumstances the first spring month of heavy egg production develops an exceptionally large consumptive demand; if it should be the case that this great weight of consumption should be felt in April this year, storage operators would have to be content with very moderate withdrawals during that month unless they are willing to pay higher prices than have been looked forward to as a safe basis for speculative holding. Last year our first month of very heavy egg receipts was March; then the arrivals at New York were over 360,000 cases, but so great was the consumptive demand that his enormous supply was cleaned up rapidly on actual trade wants, leaving scarcely any accumulation in any channel of trade by April 1; but the conditions affecting the rate of consumption were then peculiar. Prior to March we had had a long period of very light supplies and high prices. Eggs had become quite a luxury; the masses of our people, by long abstinence, had become "egg hungry." When large supplies came in March, with declining prices, every class of trade was ready to buy abnormal quantities.

* * *

This year the conditions are different. Eggs have been relatively plenty all winter and prices for a large part of the stock have been low, so that all classes of trade have been using them freely. There is consequently not the same reason to expect any phenomenal demand when the flush reaches us in earnest. Moreover the April production is likely to be greater than usual owing to the backward season. The laying in Missouri, Kansas and Nebraska will doubtless be greater in April than if these states had been producing eggs freely at as early a date as usual; and ordinary weather conditions from this out will probably not prevent the usual increase in more northerly localities. There is, however, considerable danger that the anxiety to obtain April production for storage may tend to draw prices to an unhealthy level.

* * *

After all, is it so essential that everybody should have April goods? There is a very good reason why we should answer no. It is generally admitted that the great curse of last year's storage business was the enormous quantity of late spring and summer eggs put away. All summer long in '09 eggs were being withdrawn, until in the fall the warehouses were fairly groaning under the weight of stock. This will not be repeated this year. It is dollars to doughnuts that next summer's prices will rule very low. If the scramble for "April" eggs should be sufficient to keep prices above former conservative estimates—say 11c New York and 10c Chicago—it will probably be more profitable to let the other fellow have them and run the risk of getting bargains later. It appears to us that the wisest policy for storers to pursue would be to take what April eggs they can get at about the above prices and rest content even if the quantity is very moderate. If there is

any deficiency make it up with later production; this should be obtained still cheaper if the total withdrawals are to be kept on as conservative a scale as last year's experience proves to be necessary. It is better to make a good profit on moderate holdings than to run the risk of loss on excessive dealings.

* * *

There is one tendency of the storage egg business which ought to be guarded against. We learn that a large Eastern operator recently engaged some 130 carloads of Kansas eggs to be delivered packed for storage during a certain specified period, the price to be based upon the New York market. Probably there have not been enough such engagements to have any noticeable effect on values this year; but it is a bad principle to bring into the egg situation. Let us suppose that such engagements should become general among storage buyers; that a large part of the eggs which operators think they would like to store in April should be engaged ahead at a price to be fixed on any distributing market. It might readily prove that the withdrawal of these goods would leave so light a supply in distributing markets that consumptive requirements would force prices up and compel settlement for the engaged eggs upon a basis which would be extreme and dangerous. Of course these buyers could, if prices got above their ideas for storage, throw part of their goods on current markets and force them down again, but it is easily seen that in that case the fluctuations would be against them. The true policy of egg storage operations is to make no future engagements unless it is possible to make them at a fixed and acceptable price. Better let the consumptive and distributing markets feel the weight of production and fall to the points at which withdrawals are encouraged by the known elements of the situation at the time the goods are ready for delivery.

* * *

I saw some Indiana eggs the other day which were packed with rags in the bottom and top of the cases. They were all colors—red, white and blue—and looked like pieces of old undershirts and what not. Old clothes and food stuffs do not go well together. Give the rags to the rag-man and put excelsior in the egg cases.—N. Y. Produce Review.

Agitation for a Half-Cent Piece.

The demand for a five-mill coin arises from the growth of the bargain business and the cutting of prices by department stores. The difference of a cent in the price of goods has now become an important matter and larger sales depend upon it. The bargain appetite has grown so keen that merchants now make bargains attractive by cutting the price in mills. The advantage of such bargains is decreased by the lack of a coin smaller than a cent, so that women are unable to profit by them except by buying a double quantity. The issuing of such a coin would give full play to all the advantages of these bargains to the customer.

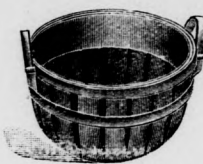
Neither Kept Their Promises.

The Tailor—You said you would settle that bill at the expiration of a month, and here over six weeks have passed.
The Customer—Yes, and if you will think, you will remember you told me you would have the suit done in a week. It took you three.

A Small Voice.

Little Clarence—Pa, money talks, don't it?
Mr. Callipers—I guess so, my son.
Little Clarence—Well, then, Pa, gimme a penny, so's I can hear it whisper to me a little.

Balloo Baskets Are Best



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

We make all kinds.

Market Baskets, Bushel Baskets, Bamboo Delivery Baskets, 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 have our own Straw Board Mills, carry heavy stock. Prompt shipments. Write for prices.
FLINT EGG CASE AND FILLER CO.,
Flint, Michigan.

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.

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.

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.

GOTHAM GOSSIP.

News From the Metropolis—Index to the Market.
Special Correspondence.

New York, March 31.—The first quarter of 1900 has been eminently satisfactory in jobbing grocery circles here. More than this, there seems to be clear sailing for months to come. Whether the Presidential campaign will have an adverse effect remains to be seen; but it will take a strong sentiment to overcome the present tide of prosperity. The month goes out with everybody talking about the cut in sugar prices and really it does seem queer that the trade of a whole nation in one article should be so stirred up by one or two men as is the case now with Arbuckle and Havemeyer. The recent cut by Arbuckle does not seem to have any great effect in turning trade to them. Jobbers as a rule are quite well supplied with sugar and seem to be waiting to see what the future has in store. It is said that one or two refineries are buying from Arbuckles, as they can do so cheaper than to run their own factories. Mr. Havemeyer's statement has not had a cheering effect upon the "Street," and sugar stocks have had a very decided slump. While the "war" has made a good deal of talk for many months, it is not at all likely that the actual losses have been worth mentioning, either by roasting coffee or refining sugar; but just now it is hard to see how the Arbuckles can "come out even."

The belief is more prevalent than ever that the recent advance in coffee is, or has been, due largely to speculation, and the opinion prevails that a lower basis will be touched. In fact, there has been a slight decline already and the actual market closes dull and with some pressure to sell. Rio No. 7 is quotable at about 7½c. In store and afloat there are 1,205,990 bags, as against 1,103,127 bags at the same time last year. Mild grades of coffee are moving in a very moderate manner, neither roasters nor jobbers seeming to have any interest in the article beyond ordinary every-day wants. Good Cutca is steady at 10¼@10½c. East India sorts are attracting little attention and prices are unchanged.

In tea there is a satisfactory condition of affairs and quotations seem to have a better foundation for durability than do those of coffee. If the difference of ¼ to ½c between sellers and buyers could be "healed" there would be a fairly lively market. Later the buyer may "come to time."

There has been some call for rice of the lower grades, possibly in a speculative way. The general market, however, is very quiet, and sellers would likely make some concession were it necessary. Foreign sorts are lacking animation. Domestic prime to choice 5½@5¾c. Japans 4¾@5c.

While values in spices seem to be pretty well maintained, jobbers, as a rule, report a very quiet trade and what sales are made consist of small lots simply to meet every-day requirements. Singapore pepper 12½@12¾c.

Stocks in molasses have become reduced to a point that enables holders to stoutly maintain prices, and every day seems to improve the situation for them. In fact, quotations have almost reached a point that restricts sales and quietude prevails as a general rule. Good Centrifugal 20@28c; Prime 30@37c. Syrups are without change in any respect.

Lemons have been moving in a satisfactory manner with the jobbing trade and quotations are firm, Sicily ranging from \$2.75@3.75 per box, as to size. California oranges have been going like "hot cakes," and growers must be well satisfied with the results of this season. Large supplies are on the way and prices may be lower, but the outlook is for well-sustained rates for some time. Bananas maintain their high position and Limons have been selling for \$1.70 @1.75 per bunch for firsts. Some few pineapples are here and fetch high rates, Florida reds, per crate of 24, bringing \$5@7. Dried fruits have attracted little at-

attention and the call is mostly for small lots. Prunes are pretty well cleaned up, and there is a better feeling among the trade for this line of goods.

Canned goods are irregular and little is doing either in spot or futures, and the whole situation is not one very encouraging to sellers. Packers of tomatoes are resting on their oars and seem loath to sell stock on present bids. Some of them have, it is reported, sold at \$6.50@7 per ton. For a block of a favorite brand of Maryland, to be packed this fall, 80c was bid and the offer declined. There is some pressure to sell sifted peas, which are moving rather slowly at \$1.05@1.10.

While last week's prices in butter seem to hold yet, there is evident a feeling of weakness, and with warmer weather and accumulating receipts we look for lower quotations during the coming week. Stock must be very good, indeed, to bring 25c now, and from this there is quite a rapid descent, thirds to firsts 20@24c. Imitation creamery, as to grade, 18@22c. Western factory 17½@19c. Rolls 17@20c.

The cheese market is quiet, neither sellers nor buyers showing any great interest. Exporters have taken some large white cheese, and these sales have made up about the extent of the trading during the week. Small colored are worth 13@13½c for choice full cream State.

Eggs have shown more activity during the past three days and Western stock will now bring 12c without trouble. The supply seems to be fairly large, but the market is not over crowded.

Marrow beans are in fair demand; little doing in mediums and the market for pea is slow, as recent arrivals have well supplied demands. Choice marrow \$2.15@2.20; choice medium \$2.15; choice pea, Michigan, \$2.15 in bags and \$2.17½ in barrels.

Peculiar Store Customs in Japan.

American husbands who get big bills from dry goods houses ought to pay them with a prayer of thanks that their wives do not live in Japan. The Millinery Trade Review, in an interesting account of Oriental store customs, says that time is of no consequence at all to the storekeepers of the East. They are not eager to sell. The customer states what he wishes and if the proprietor is very obliging he will, without duress, admit that he has a vague suspicion that he possesses such an article. That is the first step. Nothing is in sight, so you must ask him, "Honorable Sir, may I refresh my eyes with a sight of your Most Meritorious Merchandise, if it is not against your Honorable Custom?"

Ten pieces of an article sometimes cost twelve times the cost of one. They will not sell 100 at a less rate, but insist on your paying extra because of the large quantity desired.

They frankly tell you their price to Japanese customers and then that foreigners have to pay about 50 to 100 per cent. more, and laugh.

In the largest dry goods store in Tokio fifty clerks are seen kneeling down upon the floor of the large building, but no merchandise is visible. It is kept in fireproof (?) structures in the rear, and carried to and fro for customers' inspection by numerous boys.

Prohibiting Trading Stamps by Law.

The trading stamp question is fast settling itself. By a vote of 95 yeas to 24 nays the New York Assembly passed the O'Connell bill, which prohibits the issuing of trading stamps and makes it a misdemeanor to do so or to cause them to be distributed to customers. It shall not be unlawful, however, for any merchant or manufacturer to place his own tickets, coupons or other vouchers in or upon packages of goods sold or manufactured by him. Such tickets are to be redeemed by the merchant or manufacturer, either in money or merchandise, whether such packages are sold directly to the consumer or through retail merchants.

To do business right you must treat people right.

Eggs Eggs Eggs

Announcement.

Stroup & Carmer have taken into partnership A. L. Sickles of Elsie, Mich., who for the last fifteen years has been known as one of the reliable carload egg and produce shippers of the state. This firm has large orders for storage eggs, and dealers who have butter and eggs to sell would do well to get their prices and particulars.

Stroup & Sickles Co.,

38 S. Division Street, Grand Rapids, Mich.
Both Phones.

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.

ALL GROCERS

Who desire to give their customers the best vinegar on the market will give them RED STAR BRAND Cider Vinegar. These goods stand for PURITY and are the best on the market. We give a Guarantee Bond to every customer. Your order solicited.

THE LEROUX CIDER & VINEGAR CO.,
Toledo, Ohio.

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.



Highest Market Prices Paid. Regular Shipments Solicited.

98 South Division Street,

Grand Rapids, Mich.

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.

WORLD'S BEST



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

Woman's World

Why Men Enjoy More Happiness Than Women.

One of the curious differences between men and women is the fact that it takes so much more to make a woman happy than it does a man. It was a masculine poet, you recall, who, speaking for his sex, declared that "man wants but little here below, nor wants that little long." No one, not even a poet, would be rash enough to make such a claim for woman. She wants the earth and the fullness thereof. Nothing less will satisfy her, and she wants it forever. A sensible man early learns a kind of practical working philosophy that enables him to make the best of such pleasures as come his way and, Mark Tapley-like, to be jolly under creditable circumstances. The wisest woman has still to learn this art. She is always looking out for the thorns of life, instead of its roses, and when she makes even a pretense of being happy you may be very sure that the conditions of her existence come pretty near being ideal.

Man's happiness is generally simple. Woman's is the most complex thing on earth, and this peculiarity of the two sexes manifests itself at every turn. Take, for instance, such a common thing as a good dinner. How very seldom do you ever see a woman enjoying one with the frank delight of a man. He abandons himself to the pleasure of the moment. Yesterday he may have dined off an adamantine ham sandwich at a railroad eating-house, next week he may be glad to get pork and beans in a frontier mining camp; but to-day he is reveling in all there is of present luxury, enjoying to the fullest the daintiness of the service, the fine flavor of the viands, the bouquet of the wines.

A woman, on the other hand, finds it impossible to enjoy anything without reserve. If she is eating turtle soup and terrapin she spoils it by dreading some possible future time when she may have nothing but corned beef and cabbage and if she can find no other skeleton to sit beside her at the feast she can always conjure up the dread spectre of dyspepsia to threaten her with unmentionable tortures at every mouthful. A man, in his determination to enjoy himself, puts all thought of the future consequences away from him. You will observe that it is always the wife who is the kill-joy who reminds John of the things he ought not to eat and that the doctor has forbidden him to. John never remembers them for himself.

Another pertinent illustration of how many more things it takes to make a woman happy than it does a man is afforded by the sorry spectacle we see every day of the new rich trying to buy themselves into society. When a plain man accumulates a fortune by hard work and thrift it generally leaves him with simple ideas of enjoying it. He wants a good, comfortable house, a good horse, the best to eat and drink; but he wants to stay in his old neighborhood, among the people he has lived among and liked for years. The mere possession of money satisfies him. It doesn't thrill him with any mad yearning to get into a dress coat every evening and dance the german or to go and yawn through an opera that he doesn't understand. That isn't his idea of enjoyment at all and if he were let alone and permitted to carry out his simple plans the possession of their fortune would

really bring them happiness. But his wife's ideas are diametrically opposite, and it may be said that with the coming of fortune the poor rich woman's troubles begin. She feels that mere money is dust and ashes unless she can purchase a place in that society that begins with a big S. So she decides on the exodus and leads the march away from the old home and the old friends up into that frigid zone of fashion where she never gets acclimated and lives in a perpetual frost. She learns what it is to feed people who make sport of her over her own champagne glasses, to support fashionable dead-beats who despise her for flunking to them, and all the heart-burning and envy that come from striving to get inside of doors that are shut in her face. To his credit, be it said, not one man in a thousand, on his own account, is ever guilty of this kind of thing. The social aspiration department is almost invariably run by the women of the family and many a rich man, torn away from his simple ways and simple pleasures and ruthlessly dragged about by his wife to entertainments that bore him and a way of living in which he never gets to feel at home, must think enviously of the days when he was a poor clerk and could be comfortable and happy. There is really no more pathetic sight than that of a woman, haggard, anxious and worn with striving in her frantic desire to get into the smart set, when she might have been so comfortable and so happy if she could only have made up her mind to enjoy her money simply like her husband; but fortune always means fashionable society to her and the combination oftener than not spells misery for her.

In the pursuit of happiness a woman is always handicapped by her clothes; and here, again, man has an immeasurable advantage over her in the simplicity of his wardrobe. He can throw a few things in a bag and start at a moment's notice across the continent or to Europe, and, having done the best he could in the matter of toilet, he seldom lets his clothes spoil his pleasure. We can't imagine a man going a thousand miles to see some famous view and then failing to enjoy it because he had on a striped suit of clothes when every other man present wore plaid trousers. A woman's going anywhere involves so much getting ready, so much shopping and sewing and fussing and fuming, it is always an open question whether any holiday is worth the trouble it costs her. As for enjoying herself under any circumstances if she is not properly gowned for it, nobody is foolish enough to expect such an impossibility of her. No woman could be thrilled at looking at Mount Blanc unless she was perfectly certain that her dress fitted in the back, while all the thunders of Niagara couldn't divert her mind from thoughts of her hat if she had trimmed it herself and knew it looked home-made. Nor is this to be set down to any undue vanity on her part or strength of mind on the part of the man. It is the burden custom has imposed of demanding that the woman shall always look well, while the man has the privilege of being as ugly as he pleases. The man who is most careless about his own appearance and goes gaping around in any old thing takes precious good care not to be seen out with a woman whose clothes are not beyond criticism.

Again, man shows how much better he understands the art of being happy by not demanding the impossible. He knows that if he waits to enjoy himself

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.

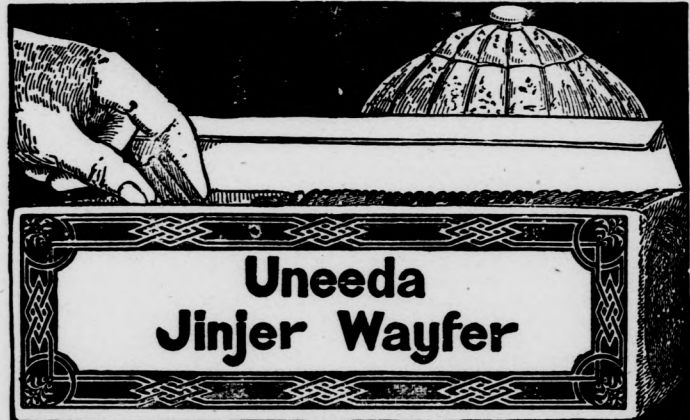
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The only jar on which a good percentage of profit can be made by both jobber and retailer.

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.

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The Sun Fruit Jar Co.

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Agents, Hall & Hadden, Grand Rapids, Mich.

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18 Houseman Building.

until everything is just exactly as he wants it he will spend his life on the anxious bench, so he takes the thing at hand, in default of the thing he would like to have, and makes the most of that. Observe the two at a play. It is a treat and he gets the most out of it. She is worrying for fear the baby is uncovered or the cook forgot to put the cat out or because she isn't sitting in a box or hasn't a dress like the one in front of her—there's always something lacking to her complete enjoyment. She dwells on that instead of the pleasure she might be having and in her heart wonders at the childlike simplicity of the man who can forget the aggravations of life for an hour. Nothing would amaze her more than to know, as is often the case, that he came in order to forget for a little while the heavy cares that press upon him and that he is taking a little amusement as a tonic for weary soul and body just as she would take medicine from a doctor.

Even in the inner life this different way of looking at happiness still holds true. A man accepts happiness when it comes to him simply and without question. A woman turns it around and around and thumps it and tests it to see if it really is genuine and she isn't being taken in by a counterfeit. When a woman tells a man that she loves him and backs up the statement by marrying him to prove it, nothing short of a domestic earthquake ever shakes his faith in it. He never lies awake at night worrying for fear she will grow tired of him when he gets old and fat and bad. That brilliant theory originated with woman, and it is the reason that a woman's affection is never as restful and satisfying as a man's. Prove to a man once that you love him and that settles the matter with him—he goes on serene in this belief in your faith; but you have to be continually offering proof of your love to a woman. She keeps her finger on the pulse of your affection and the moment it goes down from fever heat she is ready to tear her hair with despair or go into conniption fits with groundless jealousy.

Perhaps the chief reason that woman is so ignorant of the art of happiness is because it has rather been her part in life to mourn instead of rejoice. Custom has made her shed the more tears above a grave and shrouded her in crepe and immured her in darkened rooms when she most needed the sunshine and the brightness of life to divert her mind from its sorrow. It is only of late that she has begun to find out that there is no virtue in melancholy and that she can be a better woman for being a happy one. She will never realize her ideal, though, until she ceases to think of happiness as a complex thing. It is simplicity itself. Life isn't a circus and there is no great aggregation of circumstances that may be relied on to bring pleasure. True happiness consists in learning to enjoy simple things and to make the most of the moment. It is only when we can drink in all the beauty and the perfume of the dew-wet rose without remembering that it must fade; it is only when we can enjoy the glory of the sunset cloud without a tremor of apprehension for the storm that may come to-morrow; it is only when we can rest secure in the love of the friend of our heart; it is only when we learn not to darken the world with our own doubts and misgivings that we find the path that leads to happiness. That is the plain, common-sense highway that men have long trod, and women can do no better than follow in their footsteps.

Dorothy Dix.

Advantages of the Professional Scold.

Among the conveniences and luxuries of life that, we are assured, may now be procured for money are the services of a professional scold. At first blush this innovation will not strike the average woman as coming, as patent medicine advertisements say, to fill a long-felt want. Most of us have felt that we were reasonably expert at the business ourselves and that upon an emergency we could do whatever scolding was necessary in our establishments, but it takes only a little further investigation into the matter to convince one that here, as elsewhere, the professional is infinitely more expert and effective than the amateur and that it will be just as foolish to waste one's time and temper scolding, when one can hire it better done, as it is to put one's eyes out sewing when you can purchase ready made things at marked down prices.

In the first place, most of us have been bound to secretly admit that we couldn't see that our scolding did much good. We stirred up things and made them unpleasant for a while, and just as soon as the tempest in the teapot had subsided, everything was just where it had been before. For one cause or another the scolding was a failure. If we scolded the children for having a tea party on the best rug and messing it up with cake crumbs, our consciences hurt us so badly for the grieved look on the dear little faces that we straightway took them to the matinee as a peace offering. Thus was a reward put on evil-doing, instead of an awful warning being given. If, in righteous anger, we blow the housemaid up for neglecting her duties, we know by experience it will take the chignon tie she has been coveting to even things up with her, since a tender-hearted woman, and one who is an arrant coward when her temper isn't up, can not endure existence with those reproachful eyes boring into her back all the time. Of course, the professional scold, not having to live in the house with the people she has scolded, will have no such scruples. She can do her duty and leave the consequences to take care of themselves. There's no earthly reason even for her to be afraid to "speak to the cook."

Another place where the professional scold comes in strong and superior to the amateur is that she never allows herself to be jollied out of what she intended to say. If Madame Modiste, engaged to make our frock for \$15, sends in a bill for \$25, we say it is outrageous and that we will go down and have it out with her. We may be red-hot when we leave home with the offending garment on and have a speech prepared that will raise a blister up and down the shop. On the way we meet a woman who tells us that the gown is a dream, and we begin to feel that perhaps it isn't such a very big price after all. Madame meets us with a bland and innocent smile and rushes into a panegyric on the subject. What a figure that style shows off! How becoming! Positively, it makes us look like a girl! Ah, but it is a pleasure to work for anybody so beautiful, with such chic and so liberal, etc., and we end by lodging the mildest of protests and paying her extortion. "Business is business," says the professional scold. "You agreed to do it for such an amount, and you will get your price and no more."

Perhaps after all, though, the chief advantage of the professional scold is that she thoroughly understands her business. One of the reasons that scold-

ing is so futile is because we have no remedy to suggest for the trouble we rail against. What's the good of scolding the cook for making bad bread unless we know how to show her how to make good? What's the use in scolding John for his extravagance unless we can show him where he can economize? What is the good of complaining to the landlord that the plumber didn't do his work right unless we can tell him how we want it done? The professional scold has mastered these troublesome domestic questions, and when she complains of a wrong shows the delinquent how to fix it right.

After a scolding spell every woman knows that she feels as disgusted with herself as a man must who has been on a drunk. When we can intrust the scolding to a hireling we shall save ourselves the degradation of remembering we have been ill-tempered and said horrid things and been generally undignified and unladylike. The advent of the professional scold is in the interest of domestic happiness and harmony, and she should be given a warm welcome and high place in the ranks of the peace commissioners.

Corra Stowell.

Golden Words by a Successful Retail Merchant.

St. Johns, March 28—No man should engage in business who does not take his discounts; and no man has any excuse for not taking his discounts. If his capital is small, he should buy in proportion and pay for what he gets. He is then sure of one profit—the discount obtained on the first invoice. It is no trouble to discount if you adopt the system of discounting when you commence business and adhere to this system and never deviate from discounting all invoices.

A few cents looks small to take off from an invoice, but when computed at the end of the year you will find you have saved money enough to pay your clerk—perhaps your store rent—and, in some cases, a surplus besides. What is far better to you, and it comes indirectly, is that you have established a credit for yourself which is more to you than your capital invested and is of itself a fortune to any person if he has no money.

Should misfortune overtake you and you desire to embark in business again, it is no trouble for you to get money if the credit you obtained before was secured in an honest and straightforward manner.

No man can afford to pass his discounts if he has to borrow money, as the discounts obtained will more than double what he may have to pay his banker for the use of the money.

As to carrying large stocks, this depends upon the condition of your trade and the outlook of the future markets. Each of us must use our own judgment and buy according to our wants. No man in business is capable of buying exactly as his trade demands, unless he is thoroughly posted on the markets.

Every man in business should take a trade journal; and the more time he can devote to the study of the markets, the better he is adapted to his business. He then knows the condition of all markets and can compare them with previous years, and if you can see yourself in a position to unload a surplus stock before the market breaks and can discount your invoice, I would recommend the purchase. If you can not dispose of the surplus stock within a reasonable time in this day of obtaining goods on short notice and can not take your discounts, you had better leave the deal alone, for if followed up you will meet with disaster in many cases.

Bills paid are safer than money in the bank, no matter how strong the lock may be, and cash discounts are clean profits—profits you know you have received.

Buy often and in small quantities; keep your stock fresh and clean and pay your bills within the ten day mark; live within your means. Do not pay more attention to your neighbor's business than you do to your own, and you will have no trouble in making the retail business a success. O. P. DeWitt.

Crockery and Glassware

AKRON STONEWARE.

Butters	
1/2 gal., per doz.	45
1 to 6 gal., per gal.	5 1/2
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	
1/2 gal. flat or rd. bot., per doz.	45
1 gal. flat or rd. bot., each	5 1/2
Fine Glazed Milkpans	
1/2 gal. flat or rd. bot., per doz.	60
1 gal. flat or rd. bot., each	5 1/2
Stewpans	
1/2 gal. fireproof, ball, per doz.	85
1 gal. fireproof, ball, per doz.	1 10
Jugs	
1/2 gal., per doz.	50
3/4 gal., per doz.	40
1 to 5 gal., per gal.	6
Tomato Jugs	
1/2 gal., per doz.	50
1 gal., each	6
Corks for 1/2 gal., per doz.	20
Corks for 1 gal., per doz.	30
Preserve Jars and Covers	
1/2 gal., stone cover, per doz.	75
1 gal., stone cover, per doz.	1 00
Sealing Wax	
5 lbs. in package, per lb.	2
FRUIT JARS	
Pints	4 50
Quarts	4 75
Half Gallons	6 50
Covers	2 00
Rubbers	25
LAMP BURNERS	
No. 0 Sun	35
No. 1 Sun	45
No. 2 Sun	65
No. 3 Sun	1 00
Tubular	45
Security, No. 1	60
Security, No. 2	80
Nutmeg	50
LAMP CHIMNEYS—Seconds	
Per box of 6 doz.	
No. 0 Sun	1 45
No. 1 Sun	1 54
No. 2 Sun	2 25
Common	
No. 0 Sun	1 50
No. 1 Sun	1 60
No. 2 Sun	2 45
First Quality	
No. 0 Sun, crimp top, wrapped & lab.	2 10
No. 1 Sun, crimp top, wrapped & lab.	2 15
No. 2 Sun, crimp top, wrapped & lab.	3 15
XXX Flint	
No. 0 Sun, crimp top, wrapped & lab.	2 75
No. 1 Sun, crimp top, wrapped & lab.	3 75
No. 3 Sun, crimp top, wrapped & lab.	3 95
CHIMNEYS—Pearl Top	
No. 1 Sun, wrapped and labeled	3 70
No. 2 Sun, wrapped and labeled	4 70
No. 2 Hinge, wrapped and labeled	4 88
No. 2 Sun, "Small Bulb," for Globe Lamps	80
La Bastie	
No. 1 Sun, plain bulb, per doz.	90
No. 2 Sun, plain bulb, per doz.	1 15
No. 1 Crimp, per doz.	1 35
No. 2 Crimp, per doz.	1 60
Rochester	
No. 1 Lime (65c doz)	3 50
No. 2 Lime (70c doz)	4 00
No. 2 Flint (80c doz)	4 70
Electric	
No. 2 Lime (70c doz)	4 00
No. 2 Flint (80c doz)	4 40
OIL CANS	
1 gal. tin cans with spout, per doz.	1 40
1 gal. galv. iron with spout, per doz.	1 75
2 gal. galv. iron with spout, per doz.	3 00
3 gal. galv. iron with spout, per doz.	3 75
5 gal. galv. iron with spout, per doz.	4 85
3 gal. galv. iron with faucet, per doz.	4 25
5 gal. galv. iron with faucet, per doz.	5 50
5 gal. Tiltng cans	7 25
5 gal. galv. iron Nefacas	9 00
Pump Cans	
5 gal. Rapid steady stream	8 50
5 gal. Eureka, non-overflow	10 50
3 gal. Home Rule	9 50
5 gal. Home Rule	11 25
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

THE TRUST PROBLEM.

Simple Method by Which It Can Be Solved.

The present idea of a trust is derived from the application of the trust in equity to a peculiar form of business organization invented in 1882 by the Standard Oil Co.; but the idea has become somewhat enlarged since that time so that a trust now may be defined as embracing "every act, agreement, or combination of persons or capital believed to be done, made or formed with the intent, effect, power, or tendency to monopolize business, restrain or interfere with competitive trade or to fix, influence, or increase the price of commodities." They take various forms, such as: Friendly agreements, based only on the personal honor of the members, such as the Chicago Meat Packers' Association or the Anthracite Coal Combine; clubs, for fixing fees or rates or prices, enforced by penalties, like the Chicago Stenographers' Association; pools, that is, an agreement to divide competitive business or products in agreed proportions, such of the more important being railroad pools, like the Joint Traffic and Missouri Freight Associations, and the Addystone Pipe Trust, lately declared illegal and dissolved by the United States Supreme Court; partnerships, which, because of the unlimited liability of the members, make it more perilous for the members than any one else, so are not used to any great extent, and besides, if between corporations, are illegal anyhow, as held in the New York Sugar Trust cases; stock controlling, either by irrevocable proxies (which courts have held to be revocable), or non-stock-selling agreements (which courts hold unenforceable), or the real trust as originally invented, where the owners of all or a majority of the shares in the combining corporations transfer their shares to trustees to be held by them to perform the duties indicated in the trust agreement; the trustees become the legal holders of the stock, and control the corporations whose stock they hold, trust certificates being issued to the former stockholders in exchange for the stock they held, in this way the management of any number of corporations being under the control of a few trustees. The courts have held such agreements void, and the state can take away the corporate charters of corporations that enter into such agreements. The most famous of this form of trust have been the Standard Oil, Sugar, Cotton Seed Oil and the Whisky Trusts. The next form is the corporate form, where one giant corporation is formed, which buys either all the stock or all the property of the corporations to be united, and they usually go out of business or are wholly controlled by the new trust corporation. This is the form adopted by nearly every trust formed recently. As has been said, "it is polygamy among corporations." They are now generally formed under the laws of New Jersey, Delaware or West Virginia, where incorporation fees are very small and taxes fixed and very little. They may be created for almost any purpose the incorporators wish, with any amount of capital, to do business anywhere, without individual liability of members, with power to purchase stock in any other corporation, without publicity of report and with perpetual existence. During the year ending with September, 1899, it is said 2,000 such corporations were created in New Jersey alone, with a capital of \$3,500,000,000, making nearly 15,000 having charters

from that State, with a capital of nearly \$8,000,000,000.

In 1897, statistics show there were 111 trusts, with stock and bonds of \$1,500,000,000; in February, 1898, there were 200, with stock and bonds of \$3,600,000,000; in February, 1899, there were 353, with stock and bonds of \$5,800,000,000, and by this time there are many more, with stock and bonds fully equal to \$10,000,000,000—that is, the stock and bonds of trusts now is equal to or greater than the total capital employed in manufacturing in the United States in 1890, and equal to one-fourth of the assessed wealth of the United States at that time, and almost equal to the present money circulation—gold, silver and paper—of the world. It is quite probable that these stock and bonds are double the actual value of the properties covered by them.

Trusts are not confined to the United States, but Russia, France, Germany and England have many of them, of large dimensions, particularly England, where in recent years the formation of them has been rapid, especially in textile, coal and iron industries, etc.

What have they done? A faithful

study of the facts available makes it reasonably sure that they in the past have (1) lowered cost of production, (2) raised the price of their products, or at least kept them higher than otherwise would have been possible, (3) lowered the price of raw material, (4) limited production, (5) crushed competitors, (6) defied the Government, (7) bribed legislators, (8) instigated or connived at crimes against life and property, (9) had and have a tendency to stifle independent manhood and convert men into mere machines. Their benefits, as lately stated by Mr. Rockefeller, are (1) command of necessary capital, (2) extension of limits of business, (3) increase of the number of persons interested in the business, (4) economy in the business, (5) improvements and economies which are derived from knowledge of many interested persons of wide experience, (6) power to give the public improved products at less prices and still make a profit for stockholders, (7) permanent work and good wages for laborers.

What are the causes of trusts? It has been said that the tariff is the mother of trusts and that railroad rate discrimina-

tions are both father and mother. These undoubtedly in many cases foster, or sustain, tottering trusts and, if they were removed, much would be accomplished; but these are rather conditions than causes. The causes are deeper: severity of competition, the instinct of self-preservation as Professor Bemis says, with many a business man it is trust or bust, vast resources to be developed, tremendous forces to be controlled, the broadening influence of the nation—in fact, everything that brings men closer together and places before them greater problems to solve and reveals larger worlds to conquer, inviting the union of strength and means necessary. It is instinctive in human nature, being natural to man and necessary for his welfare. The union is not bad—only men are bad—and plans should, if possible, be devised to reach the bad men without destroying the instrument that is as efficient for well as for ill doing.

What is to be done? As to this it is well to remember certain things. One of these is what the corporation has done and does for us every day. What steam and electricity have been to the

The President of the United States of America,

To

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

GREETING:

Whereas, it has been represented to us in our Circuit Court of the United States for the District of

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

ENOCH MORGAN'S SONS COMPANY,

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

Now, Therefore, we do strictly command and perpetually enjoin you, the said HENRY

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

By word of mouth or otherwise, selling or delivering as "SAPOLIO," or when "SAPOLIO" is asked for,

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

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

[SEAL]

[SIGNED]

S. D. OLIPHANT,

Clerk

ROWLAND COX,

Complainant's Solicitor.

material world the corporation has been and is to the business world—the one great efficient machine that makes our daily life fuller, our country greater and that will soon make us the leader of the world's commerce; also, our civil liberty has always been natural liberty, so far restrained and no farther than is necessary for the welfare of all. Neither of these must be ruthlessly and foolishly destroyed; both must be preserved if possible. It is well, therefore, to take a short inventory of elements constantly tending to destroy these specters of disaster. These are either internal or external. As to the internal, no friendly arrangement, no pool, has long endured, nor can long endure, because men die, their views or interests change and their pool becomes a mere dissolving rope of sand. Such has been the universal history of pools. So, too, although the more formal trusts have seemed more permanent, they have hardly been more so, except in a few instances where the trustees have been so faithful that no cause of complaint could arise; when difficulties have arisen the courts have universally held them void. Of the external, these are economic, or legal. As to the economic, it is safe to say that there is scarcely a single trust that has not been constantly menaced and frequently imperiled by competition. Freedom of effort among 70,000,000 people makes a limit to profit above which trusts can not go or others will venture.

This potential competition acts like gravity and brings profits down to bearable limits, and makes it certain that only the keen to detect these limits can succeed. Cheaper and better product—that alone insures success. As to the legal, many of the wrongs charged to trusts were known to the common law, under the names of contracts in restraint of trade; combinations restraining competition; conspiracies, and monopolies. As to the first, when A. sells out his business to B. and agrees not to set up the like business again the courts say such an agreement is void, unless the restraint, both as to time and place, is reasonably necessary for the protection of the purchaser and does not unduly interfere with the public interest. As to the second, the usual form is for A. and B. to agree to fix and maintain a certain price for their wares and no longer compete with one another, but in other respects continue to manage their business independently. If the permanent tendency of such a contract is to restrict competition, in the sale of a necessary of life, or in the carrying on of a business in which the public is especially interested, such as furnishing gas, water, transportation, etc., or if it so results in the control of a substantial portion of any commodity, such contract is void and unenforceable; but it is not criminal unless it also amounts to a conspiracy, which is a combination of two or more persons to do an unlawful act, or a lawful act in an unlawful way. The combination is criminal; but no one can sue for damages unless he suffers loss from the acts done. Any criminal act, or one that injures one's person, property or liberty, either through fraud, misrepresentation, coercion, obstruction, or molestation of any kind, is unlawful sufficiently to be the basis of a conspiracy; but combinations to fix prices alone, control markets or limit production, not accomplished as indicated, are neither crimes nor wrongs giving a right to damages to the loser thereby. As to monopoly, this was originally confined to an exclusive right to buy, sell or make something which before everybody had a right to buy, sell or make. But the meaning now is such that, whenever "all or so nearly all of an article of trade in a district is brought within the hands and control of one man or set of men, as practically to exclude competition in its production or sale," a monopoly exists. An agreement to form such combination is void, neither party can enforce it, equity will cancel it, and enjoin its performance, the combination can not enforce a contract furthering it, and the court itself may intervene to avoid it on behalf of the public when

it is brought before it by any party. A corporation formed for such a purpose can be dissolved by the state, and if it is also a conspiracy each party to it is criminally responsible, and civilly liable to anyone damaged by it.

Such, in general, have the courts done without help from the legislatures. What have these done? Generally two methods have been attempted: Direct regulation of rates, as in case of railroad transportation, and making monopolistic combinations crimes, by anti-trust acts. As to direct regulation, this must fix prices so as to allow a fair profit, and apply only to a business that is a public or quasi public one, like that of common carriers, innkeepers, telegraph, telephone, gas, water, light, ferries, warehouses, grain elevators, etc., but not to manufacturing generally, and, so far as the state is concerned, must not interfere with interstate commerce. The anti-trust acts, as a general thing, attempt to define monopolistic combinations and convert such into crimes and provide for punishing all who engage in them. Nearly every state now has such laws, and they followed quickly after the trust investigations of 1888 by the New York and Ontario Legislatures and the United States Congress. The United States Act of 1890 is a fair sample. It created seven different crimes relating to interstate and foreign commerce, each subject to a penalty of \$5,000 or one year's imprisonment, or both, by providing that every person who shall make (1) a contract in restraint of such trade, or (2) engage in a combination in the form of a trust or otherwise, or (3) in a conspiracy in restraint of such trade, or (4) monopolize, or (5) attempt to monopolize, or (6) combine, or (7) conspire to monopolize such trade shall be guilty. It also allows an injured party to sue, and it is the duty of United States district attorneys to enjoin such combinations. The act makes void and prohibits the performance of any contract between individuals where the natural and direct effect is to regulate to any extent the sale or transportation of goods sold to cross state lines; but it does not regulate the making of goods at all, or the sale of them, except when sold to cross state lines, even although there is a monopoly of making, the necessary result of which is also a monopoly of selling. Neither can the National Government dissolve a state-created corporation, or prescribe terms of doing business in, or exclude it from, any state, unless the business done is interstate commerce. Neither can the National Government create or license corporations to act in the states, without their consent, unless they are created to carry out some express National power.

What, then, can the states do? As to their own corporations, they can mold, form or destroy, or regulate to any extent they please (under reserved powers to alter or amend charters), short of confiscating their property without due process of law. As to foreign corporations, they can prescribe absolutely the terms and conditions upon which they may enter and do business in the state, unless formed by the National Government to carry out National objects, or unless the business done is interstate or foreign commerce, in both of which cases the National Government can exercise control. But to sell goods by a traveling salesman in a state is not doing business in that state so as to be subject to the state's jurisdiction, but it is interstate commerce subject to the National jurisdiction. On the other hand, having an office and conducting business in a state from that office, or owning and operating a manufacturing plant in a state, is doing business in that state so as to bring it in the state's authority to regulate. The most difficult point, however, is as to the state's power to prevent a foreign corporation, either itself or by its stockholders as individuals, purchasing either the stock or property of a domestic, or several domestic corporations and thereby obtaining control of them. It has been said that the state could not reach such a case, and the trusts have therefore fortified themselves back of the National

constitutional provision that guarantees to a citizen of one state all the civil rights in another that the latter's citizens have there; so that, if citizens of Michigan can own and sell stock in their own corporations formed in Michigan, a New Jersey corporation or citizen can purchase, own and operate the same, and Michigan can not prevent it. It is believed that this view is fallacious—that the state can prevent it, because it can prescribe the terms of its own citizens' owning stock or corporate property, and prevent them from forming a monopoly in that way. The Illinois Supreme Court, in the late glucose case, came to this conclusion; and it is believed that the United States Supreme Court will sustain this view. If so, by concurrent legislation by the states and the National Government, the trusts can be successfully dislodged from any possible position of defiance to the state or Nation without any amendment of either state or National constitutions. Further than that it is confidently asserted that the present anti-trust acts of the states and Nation are sufficient if reasonably enforced to accomplish this. It is also believed that a National constitutional amendment is not only unnecessary but unwise because the trust magnates generally want it and because to put such a matter as regulating the domestic manufactures of the states in the hands of the National Government would be to seriously disturb the balance of power between the Nation and states and substantially pronounce the doom of our valuable state governments. Neither is it thought advisable to arm a trust magnate with a license from the National Government enabling him to locate his trust in any state against its will and placing him in the position to say "the state be d—d," as has been said.

So much for the powers of the state and Nation. They will be found adequate to cope with any monopolistic leviathan when the supreme test comes. What else can be done or should be done immediately? First, take all possible measures to prevent discrimination in freight rates—even try a law legalizing pools under certain conditions of control by the Interstate Commerce Commission as recommended by it; such promises much and should be tried rather than continue the present inadequate remedies. Second, repeal the tariff wherever it can be shown to foster monopolies. Third, another economic remedy insisted upon by Professor J. B. Clark, of Columbia, I believe promises much, and that is for the state creating any corporation with trust powers or dimensions to require it to make a uniform price to all—if low to one, then low to all—and also the Nation do likewise as to its interstate business. Both of these seem to be possible under present constitutional provisions. So, too, of course many amendments in corporation laws preventing undue capitalization, watered stock, etc., should be made, but they would simply make the formation of trusts somewhat less desirable and prevent much illegitimate speculation. But the one single remedy that all agree upon as promising more than any other at present is concurrent action by the majority of the state and the Nation upon the formation and enforcing of an adequate and uniform system of reports giving certain necessary information in all cases of corporate organization. There should be a commission appointed composed of the Superintendent of the United States Census, the United States Labor Commissioner, the Statistician of the Interstate Commerce Commission, experts from many lines of manufacturing, some of the leading railroad and labor commissioners, some professors of statistics and economics, representatives for various lines of business, and a few lawyers to give the necessary legal advice, to draw up a scheme of uniform reports to be made to the state and the Nation, including a plan for a permanent National Industrial Commission, composed of experts, to direct and supervise the work and make it available for use. Armed with this knowledge, the legislatures and courts would have power, disposition and capacity to solve the trust problem. H. L. Wilgus.

The Man Who Carries His Dinner

Is a good judge of bread.

The condition of his dinner is an infallible test.

A few slices in a lunch box

at mid-day is a better test

than a fresh cut loaf at

breakfast. Every man

knows that some bread re-

mains moist and some

gets dry. He may not

know the reason but he

does know the difference.

It is in the flour. It

comes from the wheat.

To use **CERESOTA Flour**

is to have the best bread;

best eating qualities and

best keeping qualities.

Flour from Northwestern

hard wheat being rich in

gluten absorbs more moist-

ure and retains it longer

than other flour. The

bread will also be sweeter

and more nutritious.

Olney & Judson

Grocer Company,

Western Michigan Distributors,

Grand Rapids, Mich.

The Northwestern Consolidated

Milling Company, Minneapolis

Shoes and Leather

How to Win Success as a Salesman.

The word "success" is, of course, the keynote, the cornerstone, the one thing strived for in all business. So the above subject is one of the utmost importance and applies principally to the clerk, the man who sells the shoes. To "win success" is one thing, to be a "successful shoe salesman" is another. In the first instance, to win success you must sell the customer what they want, give them the kind of a fit they wish, the style of shoe they ask for, the price must be right; in short, they must go from the store pleased, thinking of the clerk as a most obliging man and admiring the tact which he used in showing them immediately the kind of a shoe they were looking for, and the polite, gentlemanly manner in which he waited on them. They must go from the store thinking, Well! this is the place to get what you want in footwear—I'll know where to come next time.

If such are the customer's thoughts, they will never fail to create the same impression upon their friends whenever the opportunity presents itself; in fact, they are anxious that their friends should profit by their experience in buying footwear.

Now, to be a successful shoe salesman one must "sell the shoes," which is not always easy to do when things are not just right, when you have not what the customer wants, especially if you are waiting on a lady. She asks for a certain style in button, and you have that style only in lace, or not at all, or vice versa—she may want a lace, and specify just what kind of a shoe she wants, and you have it only in the button. She has worn just such a shoe, she says, for years, and wouldn't wear any other kind. When you find the shoe described is not in stock then a man's ability as a salesman is put to the test. Then a salesman he must be, or the sale is lost. But that is not all, the customer must go out feeling that she is perfectly satisfied with her purchase, although it is altogether different from what she had thought of buying, and with no feeling whatever toward the salesman that would prevent her from coming back again. The clerk must have an almost endless supply of plausible theories to advance, and be able to thoroughly convince the customer of their truthfulness and practicability.

Under the most favorable circumstances a man having only the qualities first mentioned might win success, but the man possessing the latter qualities also is the one who, all other things being equal, should be the successful shoe man. In waiting on customers almost the same programme is gone through over and over with each one. I have studied out carefully each detail in effecting a sale, and by conforming to them, as near as possible, am generally successful. Take, for instance, a lady, as they are the most difficult to wait on. If I am busy when she enters the store I engage my customer's attention on some point about the shoe he is trying on, then he does not notice the time, while I step forward and invite the lady to a seat. Then, excusing myself from her, I return to my first customer. One can often find time to show her a shoe while the first one is trying the fit of his, and thus hold her attention. The first move in serving the lady is to remove her shoe. That forces her to keep her seat, just where she is needed.

After she has been fitted, and with the shoe still on her foot, she says, "I guess I'll take that;" remove it and place it by your side and out of her reach while replacing her shoe. If she gets it in her hand she has nothing else to do while her shoe is being replaced but examine it, and she might find some fault with it. The sole is too stiff, the heel is too high, or something else that she did not notice before doesn't just suit her. If so, the sale is probably lost, as by this time she is tired trying on shoes and unwilling to go over the entire ground again. Keep the shoes in your possession until they are wrapped up and ready to hand her. Then, with a word from you about the satisfaction she will get from them, and a polite invitation to call again, the transaction is over and she is your customer.—Boots and Shoes Weekly.

Taking Unfair Advantage.

In the transactions between the manufacturer or jobber and the retailer, there is always a chance for one or the other party to the deal to take an unfair advantage, and it must be said that there are many instances of such action by both parties. The manner in which the manufacturer or jobber most often acts unfairly is in substituting one shoe for another or in sending out goods that are not up to the sample. It is expected that the retailer will not notice this difference or at least will not return the goods.

The manner in which the retailer often treats the manufacturer or jobber unfairly is in making unreasonable demands of him, such as deducting from the bill a certain amount which has been paid for repairing or replacing shoes that have been complained of by his customers. This is sometimes justifiable, since the merchant may be instructed to warrant the goods, but more often it is a species of hold-up. Whenever a customer makes complaint on a shoe, some merchants will tell them to bring the shoes right in and get a new pair in exchange, since the manufacturer has agreed to make them good. It is often the case that the shoes have been sadly mistreated or actually burned, and a little explanation on the part of the retailer would save the manufacturer a considerable loss. The writer has often seen shoes which were simply torn by hard wear, and has been told by the manufacturers that they were returned as unsatisfactory. Others have so much nerve as to deduct a certain amount from the bill and declare that the amount deducted represented the loss on warranting the shoes.

This deduction is but little worse than the practice of some merchants of returning any goods that they do not want. They will place a large order early in the season and then when the goods arrive, pick out those they like best and return the remainder at the expense of the manufacturer or jobber. This most often occurs when there has been heavy early buying, as that of last fall, followed by a tardy season, such as we are now experiencing.

In reference to the substitutions of the manufacturer and jobber, the merchant should be careful to mention "no substitution" if he does not want any, and then return all goods which are substituted. It is often desirable to have the jobber substitute, for the retailer may be in dire need of goods, but substituting when not desired is very provoking.

In shipping out goods that are not up to sample, the manufacturer or jobber purposely tries to swindle the dealer, and he should have no mercy shown him. The retailer should be sure of his action, but when he becomes convinced that he has been swindled he should stand up for his rights. Let the goods be returned or a proper discount made for the difference in value. Then when the season is over the retailer should take care not to buy of the same parties again.—Dry Goods Reporter.

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.

Everything Judged By Appearance

Shoes no exception. You must have shoes that have the right appearance, shape, style, high finish. You must see the outside—the inside you may never see. Our shoes have this quality. They appear right, they appeal to and please the eye. Our shoes are Trade-Getters.

Herold-Bertsch Shoe Co.,

Makers of Shoes, Grand Rapids, Mich.

Clerks' Corner.

Who Gave the Mysterious Alarm?
Written for the Tradesman.

"From a very early age," said my schoolmate, Edward Hardin, "I was fascinated with the workings and revelations of the electro-magnetic telegraph, and while quite a boy in years I determined to delve deeply into its mysteries and, if possible, make the science and its future developments my life vocation. With this determination I became one of the earliest sound readers in America. Much of the time for the first few months after I commenced taking messages by sound only, my small den of an office was often crowded with a surprised and wondering audience of both sexes and all ages to witness the rapid transmutation with pen and ink of those mysterious clickings made by my sounder—the operator it might be hundreds of miles distant—into simple English manuscript that all might read. Watching the various emotions and expressions from laughter to tears of those who received and read the various messages which came for them, some one among my audience who had known me long and well would convulse with laughter the entire crowd by suddenly exclaiming, 'Edward! are you the devil himself, or who are you?'"

"I had obtained a first-class position with ten hours' work at good wages as a day operator when, at the very zenith of my work, I was stricken with a fever which, after confining me to the bed for many months, so impaired my hearing that I was forced to abandon my occupation. A few years later I entered the employ of my mother's brother, who was a general merchant in the same city, and where, as I grew older, my former acute hearing returned. At this time I owned a third interest in the business and was quite satisfied to make no change; yet it is hardly necessary to remind the old telegraph operator that in passing an office there was an attraction in the sound of an instrument, and I would often halt involuntarily and find myself listening with delight to the message or conversation as in my boyhood, and without missing a dot or dash of the sounder. One of the operators in our city office, named Harvey Bates, was a particular friend of mine and we often enjoyed long and confidential visits together, each taking a deep interest in the welfare of the other. I, having no brother, regarded him almost as such, until in time there was a strong bond of sympathy between us. It often amused us to find that our minds dwelt upon the same subjects until it was quite usual, on meeting each other after a few days' separation, for the first one who spoke to exclaim with a smile, as our hands joined in friendly grasp, 'Don't speak—I know what you were going to say and that you desired to see me,' and then and there he would repeat, almost word for word, what the other had intended to say to him; and it is also true that we seldom disagreed upon any subject we discussed. One topic, apparently by common consent, we avoided and that was revealing to each other any personal matters, notwithstanding each of us was occasionally astounded to find that, with all our reticence and care, there was truly very little that was secret between us. But with a hearty laugh over it that was an end of the subject.

"One cold and windy night in midwinter I had remained alone at the store

later than usual, examining the books and accounts, the probable amount of stock on hand, the amount of insurance carried, etc., when I discovered that at least one-half our insurance had expired the week previous and should have been renewed. Leaving a memorandum on my desk to attend to the matter early the next morning, I proceeded to close up for the night, with extra precautions against fire, even unlocking the front door and returning to take a second look around the store, then hastened to my room only three blocks distant. Being weary I soon fell into a sound sleep.

"How long I slept I do not know, but was aroused by a sharp tapping upon a large mirror fastened against the wall not two feet distant from my pillow. I listened.

"One dot, four dots," was distinctly repeated several times. They were the telegraph characters, "E. H.," my own initials. There being no line of wire into or through this building, what could it mean?

For a moment I felt the hair on my head raising a protest. I turned up my light, sat up in bed and with the end of a pencil tapped out in answer, "Aye, aye! G. A.," which meant, "Go ahead," the command to give the message.

I then read the following in the same signals: "Go to your store at once or fire will destroy it!" Then I asked for the signature, but could obtain nothing more.

Hastily half dressing myself, I ran without hat or coat to my place of business and nervously unlocked and pushed the door of the store wide open. The stove stood twenty feet back, its old-style front door open, and there were several firebrands and large live coals lying on the floor.

To my mind there seemed nothing especially remarkable in my awakening, having the neglected renewal of insurance on my mind, neither in the sounds of the telegraph, which might have been borne along from my waking moments, as thoughts often are; but the coincidence of finding my immediate presence at the store necessary puzzled me. I determined not to mention the circumstance to any one, but when, several days later, I met Bates, he said, as his hand touched mine, "You must have been away, Ed. I dreamed of talking with you over the wire." "Did you?" I asked, then added, "Can you recollect what was wanted?" "Yes," he replied, "I dreamed of telegraphing to your room that you were wanted at the store as it was liable to catch afire."

Frank A. Howig.

Admitted Him To Partnership.

The proprietor of the shop told the new window trimmer that his salary would depend on his success in making women look in at the shop window. In an hour the sidewalk was so crowded that he could not get out.

"What in the world have you done?" he asked.

"Hung a piece of black velvet just back of the window glass," said the trimmer.

"Why should all of those women crowd up to look at a piece of black velvet?"

"It makes a mirror."

The proprietor admitted that he could not pay such a man a suitable salary, so he took him into the firm.

Disagreeable Companion.

The Kicker—I hate him.

Friend—Why?

The Kicker—He always agrees with me and never gives me a chance to argue.

The Big Advance in the Price of Furs.
From the New York Commercial.

"No," said C. C. Shayne, "there is no combination or 'corner' to send up the price of furs in London on an average of 50 per cent. above prices this time a year ago, as there is said to be in diamonds. The advance is due solely to the unalterable law of supply and demand. Few persons outside the trade are aware of the great falling off in the supply of furs. It is not only the seal catch that has decreased tremendously, but valuable fur-bearing animals of all kinds in all parts of the world are becoming scarcer.

"The record of just one of my customers is a pretty good index of the way the fur supply is going. This man began some years ago sending me about 80 beaver skins a year from Montana, where he lives. In a couple of years his shipment decreased to 55 or 60. I understand he has been increasing his trapping facilities all the time and has followed the business diligently, but his shipments have been growing smaller and smaller until this year he writes us that he will be able to send but four skins. That holds good pretty much everywhere with furs of all kinds, and it is surprising that prices have not advanced more than they have."

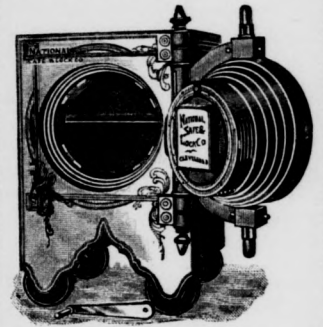
Mr. Shayne said that efforts to raise fur-bearing animals and thus increase the supply were meeting with reasonable success. A good deal was being done in the way of raising skunks, the skins of which are 20 per cent. higher than last March. In Alaska an enterprising trapper is trying the experiment of propagating the blue fox, the skin of which is worth from \$25 to \$75. Mr. Shayne thought this experiment was worth watching.

The Truth of the Matter.

"I understand that Spiffins has resigned the management of that business," said Bloomfield.

"My understanding is that he was fired from the management of it," added Bellefield.

The National Safe & Lock Co.



Cannon Breech Screw Door Bank Safe, with anti-concussion dead lock device.

Can Not be opened by the jarring process.

Absolute Proof against the introduction of Liquid or Dry explosives.

Locking Action the quickest of any safe.

Door and Jam perfect circular form, ground metal to metal finish and hermetically sealed fit.

Not a Single Case on Record where one of these safes has ever been burglarized.

More than twenty-five banks in Cleveland, Ohio, using these safes, and hundreds of other banks from Maine to California testify to the absolute perfection of the mechanism and security.

Estimates furnished on all kinds of safe and vault work.

Office and Salesroom,
129 Jefferson Ave.,
Detroit, Mich.

W. M. HULL, Manager.

Grand Rapids

Bark and

Lumber

Company

Hemlock Bark,
Lumber, Shingles,
Railroad Ties,
Posts, Wood.

We pay Highest Market Prices in Spot cash and measure bark when loaded. Correspondence solicited.

419-421 Michigan Trust Building,
Grand Rapids.

W. A. Phelps, President,
C. A. Phelps, Sec'y & Treas.

HEMLOCK BARK

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



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

Hardware

History and Classification of the Nail of Commerce.

The first mention we have of nails is over 3,000 years ago: "In the building of the altar of burnt offering all the vessels of the tabernacle, and all the pins thereof, and all the pins of the court, shall be of brass." Thus it seems that the first nails were of brass.

Some 200 years later we find the first mention of the pin as a nail (Judges, iv: 21): "Then Jael, Heber's wife, took a nail of the tent, and a hammer in her hand, and went softly unto Sisera, and smote the nail into his temples and fastened it to the ground, as he was fast asleep and weary. So he died." As a murderess, she "hit the nail on the head."

The first mention we have of nails in quantities is where David prepared "iron in abundance, for the nails for the doors of the gates for the joinings," for the building of the temple. The Holy of Holies was covered with plates of gold, fastened with nails of gold. The weight of the nails was fifty shekels of gold.

The only gold nails we hear of in modern times is the gold spike driven to celebrate the completion of a railroad.

The making of nails is one of the oldest of the handicraft arts, dating back to the earliest working in metals. It is only within the last century that machinery has been used to any extent in their manufacture. Before the invention of nail machinery an immense number of persons were employed in their manufacture. They were called "nailers."

In 1606 Sir David Bulmer obtained a patent for making nail-rods by water power; but nail machinery was not put into actual use in England until 1790, when Thomas Clifford patented a nail machine, using rollers faced with steel, with sunk impressions of one-half the nail on each. The bar of iron was run through these, the nails coming out in a string, the head of one being slightly joined to the point of the next. In 1775 Jeremiah Wilkinson, of Rhode Island, cut tacks from sheet-iron, and afterwards nails and spikes, forming the heads in a vise. Josiah G. Pearson, of New York, patented the first nail-cutting machine in 1794. In 1795, Jacob Perkins, also of New York, obtained a patent for a nail-cutting machine with a capacity of 200,000 nails per day. The cut nail came into general use about 1810.

"Nails" is our key-word. So it is for the contemplating builder. He quotes the price of nails the first thing. He is determined to "hit the nail on the head" in the purchase of his nails. He wants the lowest price on the article that cuts the smallest figure in the cost of his structure. In this he is not a successful nail-driver.

The field for nail-driving, for the hardware man, is very wide. The hardware business presents as many features and phases and opportunities for "hitting the nail on the head" as there are different kinds of nails manufactured.

I will name a few. It would be too wearisome to catalogue all of them. There is the buying nail, the selling nail, the stock-keeping nail, the old stock nail, the jobber nail, the drummer nail, the courtesy nail, the amiability nail, the cash nail, the credit nail, the collecting nail, the citizen and man of affairs nail, the handy nail in the

pocket, the "too numerous to mention" nails. I will not attempt to speak of all these.

The old stock nail is a pretty hard chap to "hit on the head." Something like trying to drive a 20-penny nail head foremost in a seasoned oak plank—no damage to the hammer or plank. Just a few weeks ago, in conversation with a traveling man, he spoke of a certain hardware dealer, a good business man, who has a big stock, quoted high—but oh! what a lot of old stock he has around him. He drives most of his nails successfully.

I would attach special importance to the collecting nail. If it doesn't need driving home, I don't know which one does. After apparently "hitting the nail on the head," making a supposed good credit sale, it is hard to donate your good time and good goods to a goodless scamp, wishing your good goods had been nailed to your good shelves with good clinch nails. By the way, clinch nails are like knowledge: of great value and profit when properly driven, in the right place, at the right time. They require the greatest skill and wisdom, however, in the clinching. I've had any amount of trouble by not only hitting them on the head, but by hitting them on the business end. I suppose there is not a dealer but has clinched many a deal that he would like to have unclinch; could not possibly "unclinch what he had clinched amiss."

There is the drummer nail, with the more dignified name of traveling man. Some of them, oh! most of them, have good heads and are well pointed. Have you ever been tempted to "hit one of them on the head?" There is no class of men on the road that make better use of the square and compass than the hardware traveling man. As has been said, the nail is an instrument to unite two or more objects together. So the traveling man has the trying office of drawing the retailer and the jobber together—like the clinch nail, business at both ends. The traveling man is seldom responsible for the stuffing of others. Traveling men are the same as other men, like axes, saws, augers and other edge tools: divided into "Selects," "Fair," "2nd's," "Culls," "O. K.'s" and "N. G.'s." The orthodox hardware traveling salesman is all right, but oh! some of these machine fellows—"I pass." We have all had wrestling matches with the advertising nail, throwing up the sponge at the first pound. Some nails will perform their proper functions even if their points are faulty. But do not drive the advertising nail unless it has a good point.

I must call your attention to the "know your business" nail. None of us know how to drive this nail. If we do, what are we here for? Our very presence is a confession that we are seeking more light how to drive the thousand or more nails connected with our craft. The hardware man should be up to now. We expect the carpenter to be a skillful nail driver, knowing just when and where to drive, putting the right nail in the right place, no nail in the wrong place, not one too many or one too few. If he lacks one, his job will be incomplete. If he drives one too many he will in a two-fold sense violate the law of economy by wasting material and energy.

Thus the business man should erect the structure of his business, so that it will be complete in all its factors—strong and symmetrical; all its necessary parts properly assembled and clinched to-



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.

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.

gether. The business structure thus complete should be spiked to a moral character alike strong and complete, good, beautiful and true.

Incompleteness may bring about disaster. Three or four years ago Mr. Fox, a contracting brick layer of Marysville, Ohio, had the contract for erecting a school house in Covington, Ohio. While capping a chimney the scaffold fell, precipitating him to instant death. One laborer died from injury; the third held by his finger tips to the wall until rescued. The testimony of the survivor was that one more nail would have made the scaffold secure.

In our business the one lacking nail may be the honesty nail, the push nail, the pluck nail, the perseverance nail, the diligence nail. The nail too many may be the lazy nail, the sour disposition nail, the "put off" nail, the drinking nail—oh! the wrecks that follow in his wake.

Every trade and profession make liberal use of the midget of our trade. Their use begins in the cradle and ends in the coffin. The squatter's hut and the millionaire's mansion are alike the beneficiaries of its cohesive properties. Even the politicians essay to be good nail drivers. One would think that from the frequent cry: "Another lie nailed," we would sometime have a campaign when no lies were at large. The hardware man will enter no objection to the use of nails in nailing up lies. We would freely furnish the nails—clinch nails at that—to nail up all the liars, provided the hardware man is left out.

Evidently, Longfellow was not familiar with the hardware trade, else his "Psalm of Life" would have run something like this:

Drives of great men all remind us
We can drive our trade sublime,
And departing leave behind us
Nail-prints in our business line;

Nail-prints, that perhaps another,
Driving o'er the hardware main,
A distressed and bankrupt brother,
Seeing, may drive nails again.

Let us, then, be up and nailing,
With a nail for every place;
Still a-nailing, never falling,
And with nailing end the race.

O. M. Scott.

Meeting Scheme With Scheme.

Laurium, April 2—The Laurium Hardware Co. has begun a novel sale, giving a one pound can of baking powder with every 50 cent purchase (other amounts in like proportion) of granite-ware or tinware. This is intended to counteract the scheme baking powder sold by grocers. It goes the grocer one better. A customer paying 50 cents for a can of scheme baking powder usually gets a 15 or 20 cent granite dish. This deal gives the customer two or three granite dishes and a one pound can of baking powder for 50 cents. Later we will give you the results of the scheme. Hardware dealers have never gone into the scheme business, but their business has suffered in nearly every scheme sale by grocers. There is no reason why the scheme buyers should be confined to grocers. Let all hardware men match them with a scheme until the flag of truce is run up and an end put to the scheme business and all goods are sold upon their merits at a living profit.

Urgent Measures.

From trade Register.
The proposed parcels post bill should receive the most emphatic protest of every newspaper in this country and petitions should be sent urging representatives to give an adverse vote. Such measures are vicious as a whole but start with some plausible foundation, but the main intent is to favor a class and directly benefit the political promoters.

Cash Basis in Hardware.

In the various state hardware dealers' association convention, now being held, one of the most encouraging features is the practical character of the papers read and the disposition shown to meet conditions as they actually exist, not as they were five or ten years ago. To meet department store competition, the methods of that growing institution must be adopted. None of these methods are more important than the cash system. The percentage of losses to dealers from worthless accounts varies widely, but is always too large. To change the credit system of selling goods is commonly regarded as impossible by dealers, or if not that, extremely hazardous. Yet in the struggle between the hardware trade and the department store, the giving of credit by the former frequently constitutes the deciding throw of fortune to determine which of the two shall live.

Experience in making the heroic change from credit to cash is none too common, and the paper which was read last week by Mr. Suettinger at the Wisconsin meeting, narrating his successful efforts to establish a cash basis, is both interesting and valuable. The immediate effect was not satisfactory, but business steadily increased under the influence of a 10 per cent. reduction in the price of goods, and the third year, which has just closed since the change was made, brought sales larger than during any year since he was in business. Mr. Suettinger says the transition is not an easy matter, but he thinks that any hardware dealer who tries it will meet with the same success which he has experienced.—Iron and Steel.

The Chafing Dish.

Hardware dealers are now handling chafing dishes to a much greater extent than formerly. It has ceased to be a fad. Like every other rage it has burned itself out among its too enthusiastic votaries. But the housekeeper, who was perhaps slow at first to recognize the value of the new culinary aid, has come to appreciate its merits as a household companion. She has learned that by its help she can convert the fragments that remain from solid dishes into appetizing dainties with a skill her cook could not rival, and with far less expenditure of labor and discomfort than would be required to reach the same result over a coal range or a gas stove. So on Monday and Tuesday she lights the household flame under her chafing dish and makes the dreaded wash day or ironing day lunch a pleasure instead of a penance, a triumph instead of a martyrdom exacted by the powers that decree that cleanliness must come next to godliness, as Monday follows Sunday.

"Keep a Tootin'."

From the Commercial Enquirer.
If you toot your little tooter and then lay aside your little horn, there's not a soul in ten short days will know that you were born. The man who gathers pumpkins is the man who plows all day, and the man who keeps it humping is the man who makes it pay. The man who advertises with a short and sudden jerk is the man who blames the editor because it didn't work. The man who gets the business has a long and steady pull and keeps the local paper from year to year quite full. He plans his advertisement in a thoughtful, honest way, and keeps forever at it until he makes it pay. He has faith in all the future, can withstand a sudden shock, and like the man of Scripture, has his business on a rock.

Fault on Both Sides.

She—You don't kiss me like you did before we were married.
He—No? And before we were married you never tried to kiss me when you had a mouth full of pins.

Hardware Price Current

Augurs and Bits	
Snell's	60
Jennings genuine	25
Jennings imitation	50
Axes	
First Quality, S. B. Bronze	7 00
First Quality, D. B. Bronze	11 50
First Quality, S. B. S. Steel	7 75
First Quality, D. B. Steel	13 00
Barrows	
Railroad	16 50
Garden	30 00 net
Bolts	
Stove	50
Carriage, new list	45
Plow	50
Buckets	
Well, plain	\$4 00
Butts, Cast	
Cast Loose Pin, figured	65
Wrought Narrow	60
Cartridges	
Rim Fire	40&10
Central Fire	20
Chain	
Com.	8 c.
BB	9
BBB	9 1/2
5-16 in.	7 c.
7/8	7 1/2
8 1/4	8 1/4
3/4 in.	6 c.
6 1/2	6 1/2
7 1/4	7 1/4
Crowbars	
Cast Steel, per lb.	6
Caps	
Ely's 1-10, per m.	65
Hick's C. F., per m.	55
G. D., per m.	45
Musket, per m.	75
Chisels	
Socket Firmer	65
Socket Framing	65
Socket Corner	65
Socket Slicks	65
Elbows	
Com. 4 piece, 6 in., per doz.	net 65
Corrugated, per doz.	1 25
Adjustable	40&10 dis
Expansive Bits	
Clark's small, \$18; large, \$26	30&10
Ives' 1, \$18; 2, \$24; 3, \$30	25
Files—New List	
New American	70&10
Nicholson's	70
Heller's Horse Rasps	60&10
Galvanized Iron	
Nos. 16 to 20; 22 and 24; 25 and 26; 27,	28
List 12 13 14 15 16.	17
Discount, 70	
Gas Pipe	
Black	40&10
Galvanized	50&10
Gauges	
Stanley Rule and Level Co.'s	60&10
Glass	
Single Strength, by box	dis 85& 5
Double Strength, by box	dis 85&10
By the Light	dis 85
Hammers	
Maydole & Co.'s, new list	dis 33 1/2
Verkes & Plumb's	dis 40&10
Mason's Solid Cast Steel	30c list 70
Hinges	
Gate, Clark's 1, 2, 3	dis 60&10
Hollow Ware	
Pots	50&10
Kettles	50&10
Spiders	50&10
Horse Nails	
Au Sable	dis 40&10
Putnam	dis 5
House Furnishing Goods	
Stamped Tinware, new list	70
Japanned Tinware	20&10
Iron	
Bar Iron	3 c rates
Light Band	3 1/2 c rates
Knobs—New List	
Door, mineral, jap. trimmings	85
Door, porcelain, jap. trimmings	1 00
Lanterns	
Regular 0 Tubular, Doz.	5 25
Warren, Galvanized Fount.	6 00
Levels	
Stanley Rule and Level Co.'s	dis 70
Mattocks	
Adze Eye	\$17 00. dis 60
Metals—Zinc	
600 pound casks	7 1/2
Per pound	8
Miscellaneous	
Bird Cages	40
Pumps, Cistern	70
Screws, New List	80
Casters, Bed and Plate	50&10&10
Dampers, American	50
Molasses Gates	
Stebbins' Pattern	60&10
Enterprise, self-measuring	30
Pans	
Fry, Acme	60&10&10
Common, polished	70&5
Patent Planished Iron	
"A" Wood's patent planished, Nos. 24 to 27	10 75
"B" Wood's patent planished, Nos. 25 to 27	9 75
Broken packages 1/2c per pound extra.	
Planes	
Ohio Tool Co.'s, fancy	50
Sciota Bench	60
Sandusky Tool Co.'s, fancy	50
Bench, first quality	60

Nails

Advance over base, on both Steel and Wire	
Steel nails, base	050
Wire nails, base	3 65
20 to 60 advance	Base 5
10 to 16 advance	5
8 advance	10
6 advance	20
4 advance	30
3 advance	45
2 advance	70
Fine 3 advance	
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	35
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrel 3/4 advance	85
Rivets	
Iron and Tinned	50
Copper Rivets and Burs	45
Roofing Plates	
14x20 IC, Charcoal, Dean	6 50
14x20 IX, Charcoal, Dean	7 50
20x28 IC, Charcoal, Dean	13 00
14x20 IC, Charcoal, Allaway Grade	5 50
14x20 IX, Charcoal, Allaway Grade	6 50
20x28 IC, Charcoal, Allaway Grade	11 00
20x28 IX, Charcoal, Allaway Grade	13 00
Ropes	
Sisal, 1/2 inch and larger	11 1/2
Manilla	17
Sand Paper	
List acct. 19, '86	dis 50
Sash Weights	
Solid Eyes, per ton	25 00
Sheet Iron	
Nos. 10 to 14	com. smooth. 20
Nos. 15 to 17	3 20
Nos. 18 to 21	3 30
Nos. 22 to 24	3 40
Nos. 25 to 26	3 50
No. 27	3 60
All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
Shells—Loaded	
Loaded with Black Powder	dis 40
Loaded with Nitro Powder	dis 40&10
Shot	
Drop	1 60
B B and Buck	1 85
Shovels and Spades	
First Grade, Doz.	8 60
Second Grade, Doz.	8 10
Solder	
1/2 @ 1/2	20
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
Squares	
Steel and Iron	65
Tin—Melyn Grade	
10x14 IC, Charcoal	\$ 8 50
14x20 IC, Charcoal	8 50
20x14 IX, Charcoal	9 75
Each additional X on this grade, \$1.25.	
Tin—Allaway Grade	
10x14 IC, Charcoal	7 00
14x20 IC, Charcoal	7 00
10x14 IX, Charcoal	8 50
14x20 IX, Charcoal	8 50
Each additional X on this grade, \$1.50	
Boiler Size Tin Plate	
14x56 IX, for No. 8 Boilers, } per pound..	10
14x56 IX, for No. 9 Boilers, }	
Traps	
Steel, Game	75
Oneida Community, Newhouse's	40&10
Oneida Community, Hawley & Nor-	
ton's	65&16
Mouse, choker, per doz.	15
Mouse, delusion, per doz.	1 25
Wire	
Bright Market	60
Annealed Market	60
Coppered Market	50&10
Tinned Market	50&10
Coppered Spring Steel	40
Barbed Fence, Galvanized	4 30
Barbed Fence, Painted	4 15
Wire Goods	
Bright	75
Screw Eyes	75
Hooks	75
Gate Hooks and Eyes	75
Wrenches	
Baxter's Adjustable, Nickeled	30
Coe's Genuine	30
Coe's Patent Agricultural, Wrought	70&10

The Meat Market

Experience of a Pennsylvania Butcher in New York.

A pale-faced young man, with a bandage hiding one eye and a portion of his forehead, limped into this office one day last week and asked if we could advise him as to a good locality in which to start a market. After some exchange of remarks on the subject the young man volunteered the information that he left his happy home in a Pennsylvania town a month before and came here with the intention of making a fortune at his business of butcher. He had conducted a small market in the Pennsylvania town with some success, had saved money and was here for the purpose of astonishing the natives by his Twentieth Century methods, which methods had been carefully planned during his life of oblivion in the aforementioned State. We ventured to enquire the cause of his bandaged appearance and he smiled somewhat feebly as he said: "This is the result of my first day in New York. I'll tell you about it later. I believe that I can make a hit here if I find a good location, but thus far I have not been able to discover a block that has not already a butcher shop in it. Before coming here I calculated that you must have as many as two hundred shops, but I guess there must be a million of 'em. Somehow or other I heard that Tompkins Market was the great meat center of the town, and I went there first thing to look around. I found one butcher there who does his book-keeping in his ice-box and has his business cards on a meat rack and works by candle light. That was an up-to-date New York butcher, I thought, and then I considered that he was not so much ahead of us country butchers after all, and that I could show you fellows a few tricks in market management. But"—and his face twitched as if the smile he was trying to produce pained him, "I sort of think now that you people are not so slow after all, with the exception of that Tompkins Market fellow, who they told me was a ballet dancer during his spare time. Up my way there's some room for manners, but not here I reckon. When I went in to see my brothers in trade they had no time to speak to me and some of 'em didn't seem to be very busy either. I got down in the neighborhood of Fourteenth avenue and Broadway street, and I never saw so much pushing and shoving in my life. I had to keep moving whether I wanted to or not. A policeman of whom I asked a question told me that whoever hesitates takes the next train, and before I could get what I wanted from him I was shoved on half a block. I commenced to wish I was back home cutting up meat and feeding pigs when I saw Jim Jones, who used to work Saturdays in Hank's drug store and meat market. He was crossing Fourteenth avenue and I grabbed him by the hand and yelled that I'd be hanged if I ever expected to meet him here. Just then a big fellow placed his shoulder against my chest and wrenched me from the loving and violent grasp of my friend. I swung for him with an ox uppercut. I landed and was all "at sea" for two days. The fellow who had shoved me in his haste had passed by and my blow fell viciously on an innocent wretch who was following hard after."

The Pennsylvania butcher stopped here to take some medicine from a bot-

tle, and then putting a lump of tobacco in his mouth, continued:

"I have always believed—always since then—that the fellow upon whom I unintentionally landed was a boxing teacher from the lesson he gave me. I woke up two days later in a hospital for the unfortunates. I came to myself at the rate of about two miles an hour. I didn't know myself at first, but identified me by going through my pockets, which had already been gone through. After a little while events began to creep out of oblivion, softly footing it in through the gates of my bewildered senses. Upon looking about me I discovered a fellow opposite restlessly occupying a couch. His head was bandaged and his face court-plastered. I called out to him: "Old chap, how are you?" He turned over and, blame me, if it wasn't Jim, as bruised and battered as an old tin can. I couldn't help it, I laughed myself away, and was unconscious again for I don't know how long. To see my old chum peeping piteously through a mask of courtplaster and stitches, and all on account of a "howdy," was mirth's opportunity to kill a rogue. It seems that Jim had come to my assistance. Two days ago I came out of the hospital, but Jim is there yet. I've got more money in my closet at home and will send for it as soon as I find a good place to start business in. If you hear of a neighborhood where all the people are wealthy and have no butcher shop near let me know. I'm a hustler and have some good ideas. How many cattle did I cut up a week? Well, in busy seasons I went as high as two. New York's a lively place, and I want to stay here."—Stroller in Butchers' Advocate.

A Butcher Who Made Millions.

Mons. Duval, of Paris, was a small butcher. He was a very wise small butcher. He boiled up his scraps of meat and sold good, hot beef broth very cheap. Soon the demand for his broth was so great that he lost interest in his butchering and devoted himself to broth—adding bread and a few small things. Gradually he spread out, until his was the greatest restaurant enterprise in Paris—perhaps in the world. Steadily he maintained his combination of high quality and low prices. Every man who goes to Paris will eat at Duval's, unless he is an idiot who judges things by the price. Duval succeeded. He succeeded so well, piled up millions so fast, that (under our system of inherited money) his son lived to commit suicide as a climax to a life of dissipation that would make most exciting reading.

How to Make Brawn.

To make brawn boil ox cheeks, pigs' heads, rind, etc., until quite tender; remove all bones and chop fine, and season. The meat must be chopped while hot, and when sufficiently chopped should be placed in a brawn-press and left under pressure until it is set firmly. The more rind used the firmer the brawn will set. In summer weather 1 pound of gelatine should be dissolved in 5 pints of boiling water, and after being well stirred should be poured into the press with every 30 pounds of meat. This will cause the meat to set quite firmly during the hottest weather. To remove the brawn from the press place the tin in hot water for a few minutes.

William Dean Howells, the author, was recently asked by the Anti-Death Penalty League of Massachusetts to give his opinion regarding capital punishment, and gave this answer: "I think it is a legal atrocity and one of the most useless pieces of wickedness in the world. It is more cruel than most private murders, because the victim is always kept long in suspense."

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,

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

Citizens Phone 2530

ESTABLISHED 1876.

CHAS. RICHARDSON

GENERAL
COMMISSION MERCHANT

Wholesale Fruits,
General Produce and Dairy Products.

58 AND 60 W. MARKET ST.

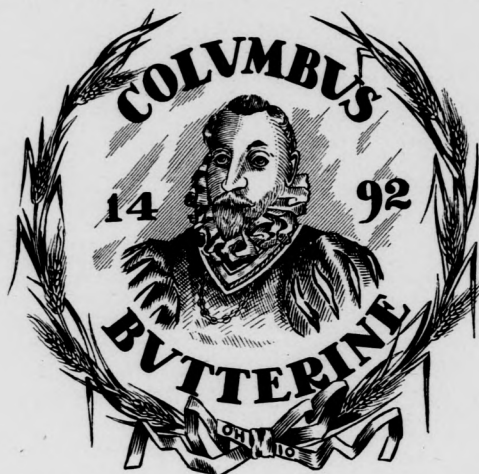
121 AND 123 MICHIGAN ST.

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.

We want your

Poultry, Beans, Butter, Eggs

Correspondence solicited.

W. B. STOPPARD & CO.,

COMMISSION MERCHANTS,

SYRACUSE, NEW YORK.

Commercial Travelers

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

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

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

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

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

Gripsack Brigade.

Lester D. Califf leaves April 10 for a week's trip through the Upper Peninsula in the interest of the Computing Scale Co., of Dayton, Ohio.

Geo. H. Jewett, formerly on the road for the L. Perrigo Co. in Indiana, is now representing the White & White Co. among the drug trade of Michigan.

Stephen T. Bowen (Whitney, Christenson & Bullock), who has been ill for the past seven weeks, is able to be about again. He writes the Tradesman that he will invade Michigan April 15 on a four weeks' trip.

John A. Hoffman, the well-known traveling salesman of Kalamazoo, has been appointed director of the farm machinery and implement department of the State Fair by the directors of the Michigan State Agricultural Society.

Charles W. Hurd (Hazeltine & Perkins Drug Co.) has been compelled to abandon the road for a few days on account of the illness of his wife. His territory is being covered in the meantime by H. A. Blackmar, of Owosso.

The members of Kalamazoo Council, No. 156, U. C. T., announce their intention of coming to the annual convention, which will be held in this city in May, in such force that the visitation will create a famine in the food and flower market. They propose to bring their ladies with them and to remain two days.

C. P. Pfaff, who represented Burley & Tyrrell (Chicago) on the road for eight years and was house salesman for the same house for two years prior to Jan. 1, is now on the road for the Keystone Glass Works, of Rochester, Penn., covering the wholesale and large retail trade of Michigan, Wisconsin, Minnesota, Illinois and Missouri. Mr. Pfaff will continue to reside at Oak Park, Ill., where he has a handsome home at 119 Sixty-fourth avenue.

Detroit Free Press, March 31: Freeman, Delamater & Co. gave a banquet to their traveling salesmen at the Cadillac last night. After a dainty menu, served in excellent style, an informal talk was had on the best methods of doing business. The members of the firm and the traveling men joined in relating their experiences in a business way, and informal speeches were made. The traveling men of the firm are eighteen in number, and several clever anecdotes of their life were told.

"Traveling salesmen," said a speaker at a recent banquet of the fraternity, "you may avoid the necessity of having orders turned down by posting yourselves beforehand and not soliciting an order before an amount that the customer would be reasonably entitled to. You may avoid the turning down of orders by impressing on your trade the necessity of meeting each bill as it matures and not offering longer time

than the regular established terms. You may avoid the turning down of orders by encouraging your trade in the giving of signed statements to regular established agencies and firms from whom they are seeking credit. Why should they not make these statements, when the national banks of the country, whose capital may never be less than \$50,000, are required by the Government to make such statements from four to five times every year, and the Bank of England, by Parliament, to make such statement once a week?"

Lansing Republican, March 31: L. C. Hill, of Jackson, representing the Columbus Buggy Co., of Columbus, arrived at the Hudson House soon after dinner Thursday. He complained of feeling ill and retired to his room, No. 57. During the afternoon he wrote several letters and about 4 o'clock came down stairs and mailed them. He then returned to his room, and did not leave it afterward. Hill's meals were taken to his room. At 3 o'clock this morning the night clerk heard a noise in room No. 57 and knocked at the door to see if anything was wanted. He received no reply and, thinking the guest did not care to be disturbed, he withdrew. Before leaving, however, the clerk placed his ear to the keyhole and as he could hear him breathing freely, although heavily, his anxiety was allayed and he returned to the office below. At 6 o'clock this morning the movements in the room quieted any suspicions of the hotel officials. About noon to-day Clerk Pardoe went to Hill's room and knocked for entrance. He received no reply and effected an entrance through a window leading into a little room adjoining Hill's bedroom. The first glimpse told the story. The man was dead. Dr. Tyler was at once called, and gave his opinion that the man had been dead about six hours. The body was removed to Butt's undertaking rooms this afternoon. Hill was about 45 years old, had a sandy mustache; hair slightly gray; about five feet 10 inches in height and weighed about 145 pounds. He had never been at the Hudson House before as far as known. Dr. Tyler states that death probably resulted from heart trouble. His son arrived from Jackson to-night and took the remains to that city.

Effect of Another Man's Socks.

Marquette, April 2—C. A. Wheeler recently arrived in the Upper Peninsula to make a trip through this territory for the Fletcher Hardware Co., of Detroit, and was shown the ropes by W. F. Mitchell, of this city, who is in the same line. In the course of their wanderings Mr. Wheeler's laundry failed to make connections and he was forced to borrow a pair of socks from Mr. Mitchell, which he subsequently returned, freshly laundered, with the following verses, which describe quite fully the effect of the articles of wearing apparel in question:

I tell you things are different now
 From when I started out,
 And such a simple thing it was
 That brought the change about.
 At first I couldn't get a "smell,"
 But now I'm selling lots,
 And all because of this one thing—
 I've got on Mitchell's socks.

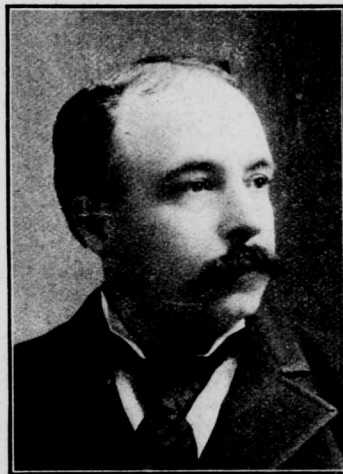
Oh! everything comes easy now
 Since those are on my feet.
 It's "How'd'ya do" and "Take a drink"
 With every one I meet;
 Then slap down orders in my book
 From axes on to locks.
 I tell you I'll be sorry when
 I've worn out Mitchell's socks.

I'm spending lots of money, though;
 It happens in this way—
 No matter where I start to go,
 I surely go astray.
 For if there be a bar around
 Inside of twenty blocks,
 I've got to go 'till I get there,
 Since I've worn Mitchell's socks.

SUCCESSFUL SALESMEN.

L. M. Mills, Representing Hazeltine & Perkins Drug Co.

Lloyd Marcellus Mills was born at Saegerstown, Pa., May 20, 1853. His father was a Baptist minister, to which fact may be attributed the frequent changes of residence made by the family during the youth of young Mills. After living at Northeast, Pa., for eight years, the family removed to Line's Mills, Pa., where young Mills gained his first experience in the drug business, entering the store of H. V. Line when but 10 years of age. He remained here three years, when the family removed to Boston, N. Y., and "Max" entered the employ of Mark Whiting, a retail druggist, remaining with him two years. In 1868, his father's health broke down and the family removed to Northport, Mich., then a mere backwoods settlement, locating on what is now known as the Captain Chase farm. The



first winter Mr. Mills and his brother cleared five acres of cedar, converting the timber into rails. The following spring he went to Traverse City to accept a position as drug clerk with L. W. Hubbell & Co. He remained with that house until the spring of 1873, when he identified himself with the firm of Paige Bros., general dealers at the same place. On the failure of this firm, he returned to his old position with Hubbell & Co., with whom he remained until the business was discontinued, the drug stock being sold to S. E. Wait and the grocery stock going to the Hannah & Lay Mercantile Co. He then purchased the drug stock of C. V. Selkirk, at Kalkaska, which he conducted until 1876, when he sold out to Goodrich & Son, to accept an offer of partnership extended by S. E. Wait. He removed to Traverse City and the new firm of Wait & Mills began business in 1878, and continued with success until Jan. 1, 1881, when "Max" sold his interest to his partner to accept a position as traveling salesman tendered him by the then firm of Shepard & Hazeltine—now the Hazeltine & Perkins Drug Co. His territory at that time included all of the available towns south and east of Grand Rapids, the "fighting ground," as he appropriately designated it. He remained with this firm fourteen years, when he received a more lucrative offer from Morrison, Plummer & Co., of Chicago, the engagement dating from Jan. 1, 1895. Mr. Mills made the change in the belief that Chicago was the natural market for Western Michigan and that it would be easier to sell goods from that market than from Grand Rap-

ids. Five years' experience have demonstrated to his satisfaction that he was mistaken; that Grand Rapids is the natural headquarters for the drug trade of Michigan on account of its geographical location and railway connections and the promptness with which it can deliver goods to its customers. Having once reached this conclusion, it was the most natural thing in the world for him to entertain a proposition from his old house and, within a few hours after the matter was first broached to him, he was in possession of a contract to return to the house he served so well and faithfully for fourteen years. His agreement with Morrison, Plummer & Co. calls for thirty days' notice in the event of either wishing to sever the pleasant relations sustained by both parties to the agreement and, on the expiration of this time, he will resume his former position with the Hazeltine & Perkins Drug Co., covering the lake shore from Grand Haven to Manistee, the D. & M. from Ionia to Grand Haven, the Big Rapids, Ionia, Saginaw and Lansing branches of the Pere Marquette, the Michigan Central from Nashville to Jackson and a number of towns on the main line of the Michigan Central, including Albion and Marshall.

Mr. Mills was married April 22, 1875, to Miss Mary McDowell, of Traverse City, which entitles them to celebrate their silver wedding on the 22d of this month. They have had four children, of whom three are still living—Miss Rae, who has reached the dignity of womanhood; Wayne, who is 20 years of age, and L. M., Jr., who is 4 years old. He is an attendant at the Park Congregational church and is a member of Valley City Lodge, Royal Arcanum; Grand Rapids Lodge, No. 34, F. & A. M.; Columbian Chapter, Royal Arch. He is also a pioneer member of the Northwestern Commercial Travelers' Association and was one of the founders of the Michigan Knights of the Grip, having been its first Secretary and its second President. He has since served the organization as Secretary two terms and as director one term. He holds certificate No. 2, of which he is justly proud.

There is probably no more candid salesman in the State than Mr. Mills and certainly no one tries harder to serve the interests of both house and customer. No one has ever accused him of using any underhanded methods to obtain or maintain a foothold, nor has the charge of undue pressure to sell goods ever been laid at his door. He enjoys, to a remarkable extent, the confidence of his house, the respect of his trade and the friendship and co-operation of the traveling men with whom he is associated on the road. Loyal to himself, to his house, to his trade and to his friends, he has every reason to congratulate himself over the success he has achieved and the rainbow of promise which the future holds out for him, and for all like him who have undertaken to make the world better and happier for having lived in it.

Percy D. Wells, who has covered the Michigan trade for the past two years for Alling & Cory, of Rochester, has been promoted to city salesman and correspondence clerk and will remove to Rochester in a few days. He will be succeeded in this field by Percy S. Pease.

When seedy young men in spring-time begin to borrow funds for new clothes, their friends are often touched.

Drugs--Chemicals

Michigan State Board of Pharmacy

Term expires
 GEO. GUNDRUM, Ionia - Dec. 31, 1900
 L. E. RYNDOLDS, 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.

Liability for Wrongs Committed and Duties Omitted.

The liabilities of individuals for wrongs committed and for duties omitted are divisible into two classes, civil and criminal. There is a maxim of law that whenever the rights of a person have been infringed, a corresponding remedy must exist. This is, no doubt, true as a legal proposition when the word "rights" is considered in its legal aspect. But not every wrong is punishable by law; hence, for every moral right attacked there may not be a legal remedy. When rights are spoken of in a legal sense, those rights are meant which the law recognizes as belonging to the person in his capacity as an individual and as a component part of the body politic.

A civil liability arises out of a breach of duty, resulting injuriously to an individual, and for which the injured party is entitled to compensation (generally money), which we call damages. Criminal liability arises from the breach of some specific law, for which breach a penalty in the shape of fine, imprisonment, or both is generally prescribed. While every offense against the law of the State is punishable as an offense criminally, still the delinquent may, in addition, be liable civilly in damages. This arises when the act done, besides breaking the law, injures an individual.

A druggist sells a certain poison without having labeled it. This is an offense against the criminal law, being punishable as such; and it matters not whether any person has been injured as a result of the omission. But the instant that the poison is taken, and sickness or death results, a civil liability accrues in favor of the victim against the druggist; and the druggist, upon a civil suit brought against him in court, will be compelled to pay damages which are commensurate with the injury. In addition to this a criminal prosecution may be commenced against the druggist. Hence the double liability. And it makes no difference which proceedings are begun first.

Ordinarily, a person need use only reasonable care in the exercise of his trade or calling; but in the case of druggists the courts have decided that in the discharge of their functions, druggists and apothecaries, and persons dealing in drugs and medicines, should be required not only to be skillful, but also to exercise extraordinary caution in view of the disastrous consequences which may attend the least inattention on their part. All persons who handle deadly poisons are held to a strict accountability for their use. The highest degree of diligence known to practical men must be used to prevent injury from the use of such fearful substances. So much the more is the druggist held responsible for the erroneous use of

poisons because of his superior knowledge of their deadly effects.

The ground on which the civil liability of the apothecary rests is the negligence of himself or his assistants. Negligence is the want of the required skill or care in doing or omitting to do a certain act connected with the business or with the particular case in controversy. But in every case where error is charged in the compounding of a prescription or sale of a poison, there must be shown either wilful wrong or actual negligence.

It is the duty of druggists to know the properties of the medicines which they sell, and to employ such persons as are capable of discriminating and dealing out according to the prescription. But an error may occur without any fault on the part of the druggist or his clerks. He may have bought his drugs from a responsible dealer in whose warehouse they have been tampered with for mischievous purposes, or an accident may have happened. So that every case of error does not necessarily make the druggist liable for the consequence.

The burden of showing negligence rests on the person who charges it—on the person who claims that a liability has accrued to him by reason of a negligent act of some druggist; but it has been decided in at least one case that the substitution of sulphate of zinc for sulphate of magnesia shows of itself negligence, and unless the druggist can explain matters by proving that the substitution occurred without negligence on his or his clerk's part, he must answer in damages.

It has already been shown that errors may occur for which the druggist should not be liable. In order to arrive at the true doctrine, it is well to examine actual cases which have been decided by the highest tribunals of the State. Such decisions, when emanating from the courts of last resort, are valuable as precedents, and may generally be accepted as the law which will govern similar cases as they arise in life.

The case of Thomas vs. Winchester is one of the most important and leading cases affecting druggists, and has been often commented upon and followed. Winchester was a manufacturer of vegetable extracts known as "Gilbert's Extracts." A certain jar was marked "Extract of Dandelion, prepared by A. Gilbert." Aspinwall, a wholesale druggist, requiring some extract of dandelion, sent to Winchester's place and received this jar so marked. In his turn he sold it to a Retail Druggist, Foord. A Mrs. Thomas being ill, her physician prescribed extract of dandelion, and Foord, the druggist, filled the prescription from this jar. The patient having taken what would have been a proper dose of dandelion, and serious symptoms of poisoning appearing, the physician found that the article was really extract of belladonna.

The question arising in this case was as to the liability of the original vendor, Winchester, to the remote purchaser, Thomas. It was claimed that no sale was made by Winchester to Thomas, and that the original seller could not be held liable to every possible customer to whom a third or fourth party might have dispensed the article. But the court laid down the law that the original manufacturer, in marking a deadly poison as a harmless remedy, was guilty of negligence; and that every person to whom it was given, no matter through how many hands it might have passed, had a good cause of action against the original manufacturer. The

deduction which can be made from this case is that the negligent druggist is liable not only to the person who purchased the poison, but also to any person to whom the purchaser may sell or give it.

A further illustration: Patten called at Sewell's drug store for two ounces of tincture of rhubarb. The clerk negligently gave him laudanum, and Patten administered it to his servant, Norton. Here, again, the druggist was held liable to Norton in damages, although he did not sell it to him, nor was there any privity of contract between them.

A wholesale druggist sold, by mistake, to a retail druggist sulphide of antimony in lieu of black oxide of manganese. The customer mixed it with chloride of potassium, thus creating an explosive substance and greatly injuring himself. Here the court held that the wholesale druggist was not liable.

The distinction between the two cases, which at first may not readily appear, lies in the fact that in Patten's case the article substituted was a poison dangerous in itself, while in the other the danger arose by the act of a third party in mixing the article.

George Howard Fall.

The Drug Market.

Opium—Under conditions named last week, it has further advanced. The market is firm in tone.

Morphine—Has declined 10c per ounce.

Quinine—Is in a very peculiar position and may be said to be demoralized. To outsiders it has the appearance of lack of harmony between domestic and foreign manufacturers, as the former are the first ones to reduce the price.

Citric Acid—Domestic manufacturers have reduced price 3c per pound, under competition with the foreign manufacturers. Crude material continues high. A reaction is looked for.

Alcohol—On account of continued high price for corn and agreement among outside distillers, prices are very firm and advancing.

Cocaine—The reduction of 25c per ounce by domestic manufacturers was followed by a like decline in all brands.

Cod Liver Oil—Is steadily advancing, on account of short catch and small production. Very high prices will rule next season.

Glycerine—The market is very firm, owing to the continued high price of crude.

Oils—Anise and cassia are lower, in sympathy with foreign market. Oil of cloves continues to advance, on account of higher prices for spice.

Gum Camphor—Has advanced 1½c per pound and the tendency is higher.

Holland Gin Made of Corn.

From the New York Commercial.

"That glass of fine old Holland gin," said the expert, as he held the pale demon up between his glassy eye and the electric light, "is supposed, of course, to be the product of the juniper berry. It comes, from Holland all right, but those honest old burghers have learned the useful art of making gin out of corn.

"It is a fact that many do not know, but there is mighty little truly good and pure juniper berry gin these days. Those good old Dutchmen make some of it for themselves, but the amount of it that filters through their grasp and comes to the United States, except by special importation, is not large.

"Still, fine old Holland gin made of corn has its good points," and he lightly struck the silver gong in front of him.

Be courteous. It costs nothing and has been many a successful business man's only asset to start with.

Our Wall Papers

Are up to date and of the latest designs.

We have the newest ideas in Photo Rails and Plate Rails. Estimates furnished on all kinds of decorating and paper hanging by expert workmen.

Pictures framed to order.

C. L. Harvey & Co.

59 Monroe Street, Grand Rapids, Mich.

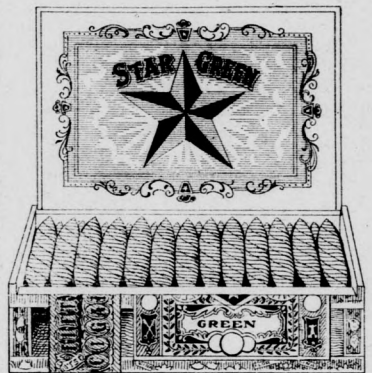
A Better Line of Wall Paper

Is not shown by any house than we show this season. We have carefully selected the best patterns that twenty-six of the leading factories make. If your stock needs sorting up write us and we will gladly send you samples by express prepaid. Our prices are guaranteed to be identically the same as factories represented. Better write us today and see an up-to-date line of Wall Paper.

Heystek & Canfield Co.,

Grand Rapids, Mich.

The Michigan Wall Paper Jobbers.



BETTER THAN EVER. SOLD BY ALL JOBBERS MANUFACTURED BY

H. VAN TONGEREN,
 HOLLAND, MICH.

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

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

FLAVORING EXTRACTS AND DRUGGISTS' SUNDRIES

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.

WHOLESALE PRICE CURRENT.

Advanced- Declined-

Table listing various commodities such as Aceticum, Benzoleum, Boracium, and others, with their respective prices and units.

Table listing various commodities such as Menthol, Morphia, and others, with their respective prices and units.

Advertisement for 'Our Stationery Department' by Hazeltine & Perkins Drug Company, featuring a decorative border and text describing stationery products like envelopes, books, and pens.

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.

ALABASTINE	
White in drums	9
Colors in drums	10
White in packages	10
Colors in packages	11
Less 40 per cent discount.	
AXLE GREASE	
doz. gross	
Aurora	55 6 00
Castor Oil	60 7 00
Diamond	50 4 25
Frazier's	75 9 00
IXL Golden, tin boxes	75 9 00



Mica, tin boxes	75 9 00
Paragon	55 6 00
BAKING POWDER	
Acme	
1/2 lb. cans 3 doz.	45
1/2 lb. cans 3 doz.	75
1 lb. cans 1 doz.	1 00
Bulk	10
Arctic	
6 oz. Eng. Tumblers	85
El Purity	
1/2 lb. cans per doz.	75
1 lb. cans per doz.	1 20
1 lb. cans per doz.	2 00
Home	
1/2 lb. cans, 4 doz. case.	35
1/2 lb. cans, 4 doz. case.	55
1 lb. cans, 2 doz. case.	90

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Lobster	
Star, 1/2 lb.	1 85
Star, 1 lb.	3 10
Picnic Tails	2 25
Mackerel	
Mustard, 1 lb.	1 75
Mustard, 2 lb.	2 80
Soused, 1 lb.	1 75
Soused, 2 lb.	2 80
Tomato, 1 lb.	1 75
Tomato, 2 lb.	2 80
Mushrooms	
Hotels	18@25
Buttons	22@25
Oysters	
Cove, 1 lb.	95
Cove, 2 lb.	1 70
Peaches	
Pie Yellow	1 65@1 85
Pears	
Standard	70
Fancy	80
Peas	
Marrowfat	1 00
Early June	1 00
Early June Sifted	1 60
Pineapple	
Grated	1 25@2 75
Sliced	1 35@2 25
Pumpkin	
Fair	65
Good	75
Fancy	85
Raspberries	
Standard	90
Salmon	
Red Alaska	1 35
Pink Alaska	95
Sardines	
Domestic, 1/2 s.	@4
Domestic, 3/4 s.	@8
Domestic, Mustard	8@22
French	8@22
Strawberries	
Standard	85
Fancy	1 25
Succotash	
Fair	90
Good	1 00
Fancy	1 20
Tomatoes	
Fair	80
Good	90
Fancy	1 15
Gallons	2 35

CHICORY	
Bulk	5
Red	7
CHOCOLATE	
Walter Baker & Co.'s.	
German Sweet	23
Premium	35
Breakfast Cocoa	46
Runkel Bros.	
Vanilla	21
Premium	31
H. O. Wilbur & Sons.	
Capital Sweet	31
Imperial Sweet	22
Neison's Premium	25
Sweet Clover, 1/2 s.	25
Sweet Clover, 3/4 s.	27
Premium Baking	33
Double Vanilla	40
Triple Vanilla	50
COCOA	
Webb	30
Cleveland	41
Epps	42
Van Houten, 1/2 s.	12
Van Houten, 3/4 s.	20
Van Houten, 1 s.	72
Colonial, 1/2 s.	35
Colonial, 3/4 s.	33
Huyler	45
Wilbur, 1/2 s.	41
Wilbur, 3/4 s.	42
COCOA SHELLS	
20 lb. bags	2 1/2
Less quantity	3
Pound packages	4
CLOTHES LINES	
Cotton, 40 ft. per doz.	1 00
Cotton, 50 ft. per doz.	1 20
Cotton, 60 ft. per doz.	1 40
Cotton, 70 ft. per doz.	1 60
Cotton, 80 ft. per doz.	1 80
Jute, 60 ft. per doz.	80
Jute, 72 ft. per doz.	95

CIGARS	
The Bradley Cigar Co.'s Brands	
Advance	335 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.	
SCW	
S. C. W. 35 00	
Pheips, Brace & Co.'s Brands.	
Royal Tigers	55@ 80 00
Royal Tigarettes	35
Vicente Portouondo	35@ 70 00
Ruhe Bros. Co.	25@ 70 00
Hilson Co.	35@ 110 00
T. J. Dunn & Co.	35@ 70 00
McGoy & Co.	35@ 70 00
The Collins Cigar Co.	10@ 35 00
Brown Bros	15@ 70 00
Bernard Stahl Co.	35@ 90 00
Banner Cigar Co.	10@ 35 00
Seidenberg & Co.	55@ 125 00
Fulton Cigar Co.	10@ 35 00
A. B. Ballard & Co.	35@ 175 00
E. M. Schwarz & Co.	35@ 110 00
San Telmo	35@ 70 00
Havana Cigar Co.	18@ 35 00
C. Costello & Co.	35@ 70 00
LaGora-Fee Co.	35@ 70 00
S. I. Davis & Co.	35@ 185 00
Hene & Co.	35@ 90 00
Benedict & Co.	7.50@ 70 00
Hemmeter Cigar Co.	35@ 70 00
G. J. Johnson Cigar Co.	35@ 70 00
Maurice Sanborn	50@ 175 00
Bock & Co.	65@ 300 00
Manuel Garcia	80@ 375 00
Neuva Mundo	85@ 175 00
Henry Clay	85@ 350 00
La Carolina	96@ 200 00
Standard T. & C. Co.	35@ 70 00

CONDENSED MILK	
4 doz in case.	
Gail Borden Eagle	6 75
Chester	6 25
Empire	5 75
Clear	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	
Apples	
Blackberries	@ 15
Nectarines	@ 10
Peaches	@ 11
Pears	@ 11
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 2 Crown	1 75
London Layers 3 Crown	2 00
Cluster 4 Crown	2 25
Loose Muscatels 2 Crown	7 1/2
Loose Muscatels 3 Crown	8 1/2
Loose Muscatels 4 Crown	8 1/2
L. M. Seeded, choice	10
L. M. Seeded, fancy	10 1/2
DRIED FRUITS—Foreign	
Citron	
Leghorn	11
Corsican	12
Currants	
Patras, cases	6 1/2
Cleaned, bulk	6 1/2
Cleaned, packages	7 1/2
Peel	
Citron American 19 lb. bx.	13
Lemon American 10 lb. bx.	10 1/2
Orange American 10 lb. bx.	10 1/2
Raisins	
Sultana 1 Crown	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	2 25
Grape Nuts	1 35
Postum Cereal, small	1 35
Postum Cereal, large	2 25
Farina	
24 1 lb. packages	1 25
Bulk, per 100 lbs.	3 00
36 2 lb. packages	3 00
Hominy	
Barrels, 50 lb. drums	2 50
Laufhof Bros. Flaking Mills	1 00
Rice Flakes, 3 doz pkg case	2 85
Flaked Peas, 3 doz pkg case	2 85
Flaked Beans, 3 doz pkg case	2 85
35 Chene St., Detroit, Mich.	
Maccaroni and Vermicelli	
Domestic, 10 lb. box	60
Imported, 25 lb. box	2 50

CONDENSED MILK	
4 doz in case.	
Gail Borden Eagle	6 75
Chester	6 25
Empire	5 75
Clear	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	
Apples	
Blackberries	@ 15
Nectarines	@ 10
Peaches	@ 11
Pears	@ 11
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 2 Crown	1 75
London Layers 3 Crown	2 00
Cluster 4 Crown	2 25
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Citron	
Leghorn	11
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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	2 25
Grape Nuts	1 35
Postum Cereal, small	1 35
Postum Cereal, large	2 25
Farina	
24 1 lb. packages	1 25
Bulk, per 100 lbs.	3 00
36 2 lb. packages	3 00
Hominy	
Barrels, 50 lb. drums	2 50
Laufhof Bros. Flaking Mills	1 00
Rice Flakes, 3 doz pkg case	2 85
Flaked Peas, 3 doz pkg case	2 85
Flaked Beans, 3 doz pkg case	2 85
35 Chene St., Detroit, Mich.	
Maccaroni and Vermicelli	
Domestic, 10 lb. box	60
Imported, 25 lb. box	2 50

SALT FISH
Cod
Georges cured @ 5
Georges genuine @ 5 1/2
Georges selected @ 5 1/4
Strips or bricks @ 6 1/2
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
Holland white hoop mchs. 85

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

Trout
No. 1 100 lbs. 15 00
No. 1 40 lbs. 6 30
No. 1 10 lbs. 1 65

Whitefish
No. 1 No. 2 Fam
100 lbs. 8 00 7 25 2 75
40 lbs. 3 60 3 20 1 40

SAUERKRAUT
Barrels 5 00
Half barrels 2 75

SEEDS
Anise 9
Canary, Smyrna 8
Caraway 4
Cardamom, Malabar 60

SNUFF
Scotch, in bladders 37
Maccoboy, in jars 35
French Rappes, 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 80
Savon 2 80
White Russian 2 80
White Cloud 4 00

Rub-No-More
100 12 oz bars 3 00
Search-Light Soap Co.'s Brands
100 1/2 Twin Bars 3 45
5 boxes 3 60
10 boxes 3 55
25 boxes 3 45
5 boxes or upward delivered free

SILVER
Single box 2 95
Five boxes, delivered 2 90

Scouring
Sapolo, kitchen, 3 doz. 2 40
Sapolo, hand, 3 doz. 2 40

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

SPICES
Whole Spices
Allspice 11
Cassia, China in mats 25



STARCH
Kingsford's Corn
40 1-lb. packages 6 1/2
20 1-lb. packages 6 3/4
6 lb. packages 6 1/2

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

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.

SAUERKRAUT
Crushed 5 55
Powdered 5 30
Coarse Powdered 5 25
XXXX Powdered 5 40

SYRUPS
Corn
Barrels 17 1/2
Half bbls. 19 1/2
1 doz. 1 gallon cans 3 20

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

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

WOODENWARE
Baskets
Bushels 1
Market 10

Washing Powder
Rub-No-More
100 12 oz. 3 50

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

Pails
2-hoop Standard 1 50
3-hoop Standard 1 70
2-wire, Cable 1 60

Tubs
20-inch, Standard, No. 1 7 00
16-inch, Standard, No. 2 6 00
16-inch, Standard, No. 3 5 00

Wash Boards
Bronze Globe 2 50
Dewey 1 75
Double Acme 2 75

Wood Bowls
11 in. Butter 75
13 in. Butter 1 00
15 in. Butter 1 75

YEAST CAKE
Yeast Foam, 1 1/2 doz. 50
Yeast Foam, 3 doz. 1 00

Provisions

Barreled Pork
Mess @ 12 50
Back @ 13 75
Clear back @ 13 00

Dry Salt Meats
Bellies 8
Briskets 7 1/2
Extra shorts 7 3/4

Smoked Meats
Hams, 12 lb. average @ 11 3/4
Hams, 14 lb. average @ 11
Hams, 16 lb. average @ 10 1/2

Lards-In Tierces
Compound 6 1/2
Kettle 7 1/4
Vegetable 6 1/2

Sausages
Bologna 5 1/2
Liver 6
Frankfort 7 1/2

Beef
Extra Mess 10 00
Boneless 11 50
Rump 11 25

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

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

Casings
Pork 20
Beef rounds 3
Beef middles 10
Sheep 60

Butterine
Rolls, dairy 13 1/2
Solid, dairy 13

Canned Meats
Corned beef, 2 lb. 2 70
Corned beef, 1 1/2 lb. 19 50

Oils
Eocene @ 13 1/2
Perfection @ 12
XXX W. W. Mich. Hdit @ 12

Barrels
Eocene @ 13 1/2
Perfection @ 12
XXX W. W. Mich. Hdit @ 12

Grains and Feedstuffs

Wheat
Wheat 68

Winter Wheat Flour
Local Brands
Patents 4 10
Second Patent 3 60
Straight 3 40

Spring Wheat Flour
Clark-Jewell-Wells Co.'s Brand
Pillsbury's Best 3/8 4 25
Pillsbury's Best 1/2 4 15

Olney & Judson's Brand
Ceresota 3/8 4 25
Ceresota 1/2 4 15
Ceresota 3/4 4 05

Meal
Bolted 2 00
Granulated 2 20

Feed and Millstuffs
St. Car Feed, screened 17 00
No. 1 Corn and Oats 16 50

Corn
Corn, ear lots 42 1/2
Less than ear lots 40

Oats
Car lots 30
Car lots, clipped 33
Less than car lots 28

Hay
No. 1 Timothy ear lots 12 00
No. 1 Timothy ton lots 13 00

Hides and Pelts

The Cappon & Bertsch Leather Co., 100 Canal Street, quotes as follows:
Hides
Green No. 1 @ 7

Pelts
Pelts, each 50 @ 1 25

Tallow
No. 1 @ 4
No. 2 @ 3

Wool
Washed, fine 22 @ 24
Washed, medium 20 @ 25
Unwashed, fine 18 @ 20

Oils
Eocene @ 13 1/2
Perfection @ 12
XXX W. W. Mich. Hdit @ 12

Fresh Meats

Beef
Carcase 5 1/2 @ 7 1/2
Forequarters 6 @ 6 1/2
Hindquarters 7 @ 9

Pork
Dressed @ 6 1/2
Loins @ 7 1/2
Boston Butts @ 7 1/2

Mutton
Carcase 7 @ 8
Spring Lambs 9 @ 10

Veal
Carcase 7 1/2 @ 9

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

Oyster
Faust 7
Farina 5 1/2
Extra Farina 5 1/2

Sweet Goods-Boxes
Animals 10 1/2
Assorted Cake 10

Meal
Bolted 2 00
Granulated 2 20

Feed and Millstuffs
St. Car Feed, screened 17 00
No. 1 Corn and Oats 16 50

Corn
Corn, ear lots 42 1/2
Less than ear lots 40

Oats
Car lots 30
Car lots, clipped 33
Less than car lots 28

Hay
No. 1 Timothy ear lots 12 00
No. 1 Timothy ton lots 13 00

Fish and Oysters

Fresh Fish
White fish @ 9
Trout @ 9
Black Bass @ 11

Oysters in Cans
F. H. Counts 38
F. J. D. Selects 25

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

Candies

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

Mixed Candy
Grocers @ 6
Competition @ 6 1/2
Special @ 7

Fancy-In Bulk
San Blas Goodies @ 11
Lozenges, plain @ 9

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

Oyster
Faust 7
Farina 5 1/2
Extra Farina 5 1/2

Sweet Goods-Boxes
Animals 10 1/2
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Car lots 30
Car lots, clipped 33
Less than car lots 28

Hay
No. 1 Timothy ear lots 12 00
No. 1 Timothy ton lots 13 00

Fruits

Oranges
Fancy Navels 3 75 @ 3 90
Extra Choice 3 50 @ 3 75

Lemons
Strictly choice 360s @ 25
Strictly choice 300s @ 25

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

Figs
California, Fancy @ 10
Cal. pkg. 10 lb. boxes @ 8

Nuts
Almonds, Tarragona @ 17
Almonds, Ivica @ 10
Almonds, California, soft shelled @ 15 1/2

TRIALS OF A POSTMASTER.

Annoying Patrons of an Office in a Country Town.

There are over 70,000 fourth-class postoffices in the United States, and the postmasters of this class consider themselves the worst used, poorest-paid servants in Uncle Sam's service. But they seldom want to give up their offices, and when they do there are always dozens eager to take their places, so Congress sees little use bothering much over petitions sent in asking for redress. One who has been in the service for many years says:

"I find that but few persons understand exactly how fourth-class postmasters get their pay for keeping the office. The salary is derived solely from the amount of stamps cancelled at the office. If five letters per day are put in the office for mailing, 10 cents only is the postmaster's pay for that day, although he may receive a bushel of mail to distribute among his patrons, and keep his office open from 6 o'clock in the morning until every business house in town is closed. Of course, there are not many offices that run this low, but I have known some tolerably good ones to come very near this danger line at times.

"There was a time when a postmaster could keep a percentage of the price of stamps he sold in addition to those he cancelled. The postal authorities stopped this, as it was found that postmasters traded stamps for groceries, favoring the merchants they traded with by sharing the profit with them. All money taken in over the amount allowed for cancellation must each quarter be sent to headquarters. If a postmaster does not sell enough stamps to pay his cancellation amount, as could happen if letters mailed at his office bore stamps bought at other offices, he would have to wait the Government's pleasure to pay him. I have known some officials to wait ten years.

"A fourth-class postmaster can rightfully call only \$16.66 $\frac{2}{3}$ his own. Of every dollar cancelled per month over this amount he must give back Uncle Sam 40 cents. And if his cancellation amount to \$33.33 $\frac{1}{3}$, he must give up 60 cent out of every further dollar. Out of what he can make, no difference how small it is, he must pay for office room, fire and light, and, if he is sick or called away, he must pay a clerk.

"The money order business is one of the most particular, as well as the least remunerative of all transactions in the postal service. Three cents is the postmaster's fee on each order, whether it is for \$1 or \$100. The writing and booking of each money order is considerable, to say nothing of the responsibility. Except in a direct and proved robbery, the postmaster or his bondsmen must pay all losses.

"The patrons of a fourth-class office are the average men and women of the world in patience and courtesy, and yet I believe such an office has more of the worries incident to a postoffice than the larger and better paid offices, as they come in closer contact with their patrons, and thus must hear more fault-finding. There are very few fourth-class postmasters but what must be the scribes as well as the advisers of a great number of their patrons. There is always the man who misses his paper for that day, and, not having the patience to wait until the next day or sense to know that the postmaster is not responsible, goes out growling and hinting of carelessness. Then there is the girl who openly accuses the postmaster of holding back her love letters for the purpose of reading them. The school children are always, more or less, a source of trouble in a fourth-class office. Each mail, or at noon and evening after school is dismissed, they feel it their duty to rush into the postoffice by droves or dozens after the mail, although in the majority of cases some of their family have taken it home.

"John Glum, an elder in a certain church, used to give me the blues every time he entered the office. His very presence suggested the need of an inspector to look into my business, although I hadn't the least idea where I

had failed in my duty. Once a postal card came to the office, bearing under the address the words, 'In haste. Turning it over, I saw that the only daughter of the addressed was in a dying condition, and some one had cheaply summoned the father, an old man living far down in a lonely part of my district. I knew the old man was not likely to be in the office for a week, and as I generally did his writing for him, and to his daughter, I felt no hesitancy in going right out and hunting up some one to go out of his way and deliver this postal. The elder was near by, and heard something of the import of the postal card. It was not long until quite a story was going the rounds of the town and vicinity that while putting up the mail I stopped long enough to read all of the postal cards and then forthwith disclosed their contents to all who would listen.

"Some months afterward, a postal card came for the elder, bearing not only a dun, but some trenchant remarks as to what the writer would do to him if he kept him out of this money any longer. Of course it was my duty to notice the import of all postal cards, but I never did, unless it was by accident, or as in the case above referred to. I threw this one into the elder's box, some member of his family taking it out almost immediately. An hour after the elder came in so angry that he was black in the face. 'I thought your orders were not to let threatening or dunning cards pass your hands. I will have you turned out for being careless and in competent.' His words were as cold as icicles. 'Elder,' I said, 'you remind me of a story I once heard of a newly fledged first-class postmaster. He was instructing his clerks upon their various duties. "And now," he said, "you must remember not to dare read any postal card." Further on in his instructions he said: "Another thing, you must strictly remember, is to not allow a postal card to pass through the mails bearing any threatening or scurrilous matter." I will have to tell you as those clerks told their chief, "Then, 'tend to the postal card business yourself.'"

"Another annoying case was that of old man Pocock. I never remember but once the Pococks taking a paper, and not twice a year did they get a letter, and yet regularly every day, old man Pocock would want me to 'look somewhere up in them boxes and see if there wasn't a letter or somethin' fur him. If there wasn't, dodrotted ef there ort not to be.

"But after awhile old Pocock's daughter, Mary Ellen, subscribed for the Rushlight. The next day Pocock asked me if Mary Ellen's Rushlight had come yet. And he kept that up every day until the 15th of the next month that Rushlight magazine came tumbling out of the mail sack. Now, I thought, I'll have peace from that source until on or about the 15th of next month. But in three days Pocock came sticking his wrinkled phiz in at the delivery window wanting to know, 'Ef Mary Ellen's Rushlight wasn't in there.' I gave him a decisive no. He explained to the crowd outside that 'Mary Ellen was takin' the dodrottedest paper now he ever seed, and she was a readin' of a love story out to him an' the ole woman, an' he was anxious to git the next paper an' see how it all turned out!' And he was so anxious that he fairly haunted the postoffice until it did come. When I handed him out the second installment of Mary Ellen's subscription I said: 'Now, don't ask for that again until about the 15th of next month.' He peeped in at me and answered: 'I guess you hain't a runnin' this hull guvment. I'll ax fur that Rushlight whenever I want to.'

"And he did. I don't think I ever saw a more prompt publication than that Rushlight. It never failed to come just upon the set date, and when Mary Ellen got her full twelve numbers it stopped promptly, and yet to this day old man Pocock declares that through my cussedness they failed to get half that subscription.

"But this was an extreme case. There are many that you wish were more

bother to you, and that you had bushels of mail to hand out to them. I remember one, such a gentle old man, getting into his dotage. He would slip into the office and look up so wistfully at the boxes. He was always looking for a letter or some token from a son who had gone away years before and was very likely dead. I used to go carefully over the mail pretending to look for a letter for him, although I knew there would be none. At last at intervals, I took to putting up little presents for him. And how gleefully he would go away opening them, feeling that his son, if he would not write, at least had not forgotten his father. It was a deception that never rested for one moment on my conscience.

"Then there was an old woman, whose children were all dead, and who had to live around with her grandchildren. She wanted a home of her own, and had almost enough money to buy her a very humble house. A relative finally promised that he would add enough to her hoard to get her the home, and named the time he would send the money and how. She came slipping in to tell me of it, and not to let any of her people have the letter, or sign a receipt for it, but even if she happened to be gone away, to keep it safely until she came back. Of course I would gladly promise this, for I wanted her to have a home. And then began weary months of looking for that money that never came; of hoping that a promise would be fulfilled that was forgotten as soon as made. Each mail I looked as anxiously for it as did the woman, and I believe I felt almost as sad as she did when we agreed not to look any more for it. And so goes life in a fourth-class postoffice."

Philosopher in Knickerbockers.

Mother—Johnny, come right into the house! You are getting your new clothes all dirt.

Johnny (to himself)—The women are all alike. Funny she never can leave off bossing me or pa.

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.

Buckeye Paints, Colors and Varnishes

are unsurpassed for beauty and durability. Do not place your orders until our Mr. Carlisle calls.

Buckeye Paint & Varnish Co.,
Toledo, Ohio.

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TRADESMAN COMPANY, Grand Rapids, Mich.

EARLY MORMONISM.

Personal Recollections of the Latter Day Saints.
Written for the Tradesman.

The writer was born and raised to years of manhood within a few miles of the historic spot where the first Mormon prophet, Joseph Smith, claimed to have dug out of the ground the golden plates upon which he declared was inscribed his new revelation.

Twice during my boyhood I visited and looked into the excavation from which it was alleged they were exhumed. The spot was located in a sparsely settled part of the township of Manchester, Ontario county, New York, in a hillside near a wooded ravine, through which flowed a rippling brook. The excavation was not large and presented no different appearance from any other hole in the ground made by pick and shovel.

On my first visit the only habitation within a mile was a small cabin built partly of logs and partly of rough boards, in the usual loghouse style. Here lived Joseph Smith, the self-styled prophet, and his only companion and scribe, Thomas Rigdon, when they were in the vicinity. Sometimes it would be vacated and securely nailed up for several weeks; at other times Rigdon would be the only visible occupant. Again, the prophet would appear for a few days. His only belongings seemed to be a large carpetbag, which he carried in his hand, and which opened at the top and was secured by a small brass padlock.

Scribe Rigdon was known to purchase considerable stationery, particularly foolscap paper by the ream. They held no communication with the outside world except to purchase the common necessities of life, and no stranger was ever known to have crossed the threshold of their cabin until after it had been abandoned and Smith and his companion had taken the field of missionary labor. These facts relating to their migratory habits the writer learned from their neighbors, with whom he became acquainted a few years later while employed in a store at Canandaigua.

The eccentricities and hermit life of these men excited but little curiosity among the residents of the vicinity until the prophet Smith began his career of proselyting and expounding to the people his new added revelation and the printing and circulation of what he styled The First Book of Mormon. The teachings of Mormonism did not discard any of the inspired revelations of the Christian Bible; they only claimed an added revelation of which Joseph Smith was the chosen prophet of God to expound and preach to the world. There were no immoralities taught in the book of Mormon or in the teachings of the pretended prophet Smith. Polygamy was the outcome of a later pretended revelation, as will be shown farther on in this narration. The Book of Mormon, or Mormon Bible as it was called, was circulated and read in the neighborhood in which I lived, exciting only feelings of ridicule and contempt at its feeble effort to imitate the inspired revelations of the Bible, and its phraseology and off-repeated allusions to Smith as the chosen prophet to whom the Lord had entrusted this new revelation. At this point in the history of Mormonism if the searchlight of modern journalism could have been turned upon the surroundings and characters of these impious pretenders to divine revelation the delusion would have been

dispelled and the day of Mormonism ended. The few newspapers issued weekly at that early time spoke of the pretensions of Joe Smith with ridicule only or treated them with contemptuous silence. In the meantime Smith and his companion were pursuing the same methods of gaining converts as do the Mormon missionaries now throughout the length and breadth of christendom, traveling without money or scrip, directing their efforts to embrace whole families in their lists of converts to the genuineness of the new revelation.

It was not long before we began to hear of converts to Mormonism, first of one head of a family, then of both, and their decision to join a band of Mormon devotees under the direction of the prophet Smith on their pilgrimage to the Promised Land. Smith seemed to be endowed in a wonderful degree with personal magnetism and hypnotic power. He seemed to concentrate his powers upon the heads of small families of intelligence in the humbler walks of life. Comparatively few individuals in single life were added to the list of his converts.

In 1830, Smith was continuing his preaching with tireless zeal in the houses, the highways and byways, or perhaps where only two or three were there to listen; and in 1831, as the reward of his endeavors, he led the first Mormon congregation, of thirty members, from Manchester, New York, to Kirtland, Ohio. Here one of his first acts was to start an individual bank (of the wildcat variety), which he called the Kirtland Safety Society Bank. Joseph Smith was President and Thomas Rigdon Cashier. This apology for money was the chief circulating medium among the Saints, as they called themselves, and woe betide the luckless saint who depreciated its value. Strange as it may seem, its circulation was not confined entirely among themselves. Brigham Young joined them at Kirtland in 1832, and here the Society of Latter Day Saints remained until obliged to flee from persecution for no other alleged cause than that of following the false prophet Joseph Smith. At this exodus a temporary asylum was sought in Missouri, where the scattered bands reunited. They found sympathizers in their persecutions and their numbers were steadily augmented by converts to their faith from the outside world. The persuasive, magnetic preaching of Smith and the cunning of Brigham Young, who lost no opportunity of repeating to his listeners the old maxim, "The blood of the martyrs is the seed of the church," were daily adding new converts to their numbers. From Missouri they were driven for the same cause as from Kirtland—really no other than the right to worship God according to the dictates of their consciences and their faith in the new revelation of their prophet Joseph Smith.

Up to this time and for some years later it must be borne in mind no taint of immoral customs or teachings could be charged against them. In 1838, again these weary wanderers resumed their flight from persecution, finally finding a resting place in Illinois, where they founded the city of Nauvoo. Here for five years they were at rest and prospered until they were met by persecutions more intense than any in their former experience.

Unfortunately, in 1843, that incarnation of fraud and deceit, Joe Smith, their prophet, teacher and guide, pretended to have received another divine revelation recommending the practice of polygamy and the adoption of the atrocious custom as a solemn rite in the church of the Latter Day Saints. No wonder public sentiment revolted at this monstrous immorality.

Sickening consequences followed. Smith was arrested under the State laws of Illinois and incarcerated in the county jail, whence he was taken by a lawless mob and shot to death on June 27, 1844. If this overzealous, bigoted

mob had been content to leave their victim to be tried by the courts and punished for his crime against law and morals polygamy might have been suppressed in its infancy. Here, in the eyes of his followers, was a real martyr whose blood was literally to become "the seed of the church." The novel and hideous practice of polygamy added a new element to the character and motives of its future converts. It appealed to the baser passions of humanity and was destined greatly to augment their numbers. Under the crafty guidance of Brigham Young as Smith's successor it was decided to seek another resting place, beyond the reach of molestation, and before the year had closed 16,000 persons had commenced their toilsome journey across the prairie desert to Salt Lake Valley in the territory of Utah, where they founded Salt Lake City. This journey occupied two years in its accomplishment.

The remaining part of this narration I reserve for a future contribution.
W. S. H. Welton.

Travelers' Time Tables

Pere Marquette Railroad

Chicago.

Lv. G. Rapids, 7:10am	12:00pm	4:30pm	*11:50pm
Ar. Chicago, 1:30pm	5:00pm	10:50pm	*7:05am
Lv. Chicago, 7:15am	12:00pm	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 at 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 train to and from Chicago. Pullman sleepers on night trains. Parlor car to Traverse City on morning train.

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

GRAND Rapids & Indiana Railway
December 17, 1899.

Northern Division.

	Going North	From North
Trav. City, Petoskey, Mack.	+ 7:45am	+ 5:15pm
Trav. City, Petoskey, Mack.	+ 2:10pm	+ 10:15pm
Cadillac Accommodation.	+ 5:25pm	+ 10:45am
Petoskey & Mackinaw City	+ 11:00pm	+ 6:30am

7:45am and 2:10pm trains, parlor cars; 11:00pm train, sleeping car.

Southern Division

	Going South	From South
Kalamazoo, Ft. Wayne Cin.	+ 7:10am	+ 9:45pm
Kalamazoo and Ft. Wayne.	+ 2:00pm	+ 2:00pm
Kalamazoo, Ft. Wayne Cin.	* 7:00pm	* 6:45am
Kalamazoo and Vicksburg.	* 11:30pm	* 9:10am

7:10am train has parlor car to Cincinnati, coach to Chicago; 2:00pm train has parlor car to Fort Wayne; 7:00pm train has sleeper to Cincinnati; 11:30pm train, sleeping car and coach to Chicago.

Chicago Trains.

TO CHICAGO.

Lv. Grand Rapids, 7:47 10am	+ 2 00pm	* 11 30pm
Ar. Chicago, 2 30pm	8 45pm	7 00am

FROM CHICAGO

Lv. Chicago, 11 30pm	+ 3 02pm	* 11 32pm
Ar. Grand Rapids, 9 45pm	6 45am	

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

Muskegon Trains.

GOING WEST.

Lv. Grand Rapids, 7:47 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	
Ar. Manistee, 12 05pm	
Lv. Manistee, 8 40am	3 55pm
Ar. Grand Rapids, 2 40pm	10 00pm

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.

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



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

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.

Michigan Fire and Marine Insurance Co.

Organized 1881.
Detroit, Michigan.
Cash Capital, \$400,000. Net Surplus, \$200,000.
Cash Assets, \$800,000.

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F. H. WHITNEY, Secretary.
M. W. O'BRIEN, Treas.
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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

IN A VERY TIGHT CORNER.

The fight between the American Sugar Refining Co. and Arbuckle Bros. has been a most interesting one from the very start. The independent refiners generally sided with the Arbuckles. For a time the trust carried on the fight in its usual uncompromising way; but, despite its immense power and reputed limitless resources, there have been many evidences within recent months to indicate that the monopoly was gradually getting the worst of the fray. Not long ago it was compelled to cut down the dividend on its common stock from a 12 per cent. to a 6 per cent. basis. A week ago the Arbuckles announced a cut of 5¢ per 100 pounds. The trust did not meet this cut, and Mr. Havemeyer announced that, as the cut made prices unremunerative, the American Sugar Refining Co. would not meet the cut, as he did not propose to do business at a loss, but was resolved to protect his stockholders. He also intimated that, unless matters improved, the dividend on common stock would, later on, have to be reduced to a 4 per cent. basis.

The fact that the trust has come off second best in its fight with the Arbuckles is not so surprising as might be supposed. The combination represents millions of dollars of watered capital, whereas the independent refineries are the newest houses, equipped with the very latest machinery. As they have no watered capital to earn dividends for, they can work on a margin that would be ruinous for the trust. If the fight is kept up long enough, the monopoly will ultimately be driven into a very tight corner.

IMPORTS OF BEET SUGAR.

The Louisiana sugar crop was very short during the past season; in fact, it reached a total of barely more than half that of the preceding year. Ordinarily our shortage in sugar needed for refining purposes would have been made good by imports of Cuban sugar; but Cuba promises to furnish very little sugar this season; hence it has been necessary to fall back upon Europe for a supply of beet sugar.

The future of the sugar industry in Cuba will depend largely upon the future government to be given that island. Unless a stable and conservative administration is established, values are likely to be too unstable to encourage the investment of capital, and the sugar industry under such circumstances could not be expected to thrive. With a strong government, however, under which property would be carefully protected, the sugar industry would improve rapidly, and Cuba would soon be able to import, as she did prior to the rebellion there, a million tons in a single year.

An expert has been giving his views on saleswomen. He says that a country girl is better than her city-bred sister in this line of work. He gives as his reasons for this that the country girl is not so likely to have her head full of social amusements, that she is, as a rule, more attentive to her business, and that she studies the wants of her customers more than the city maiden.

Things don't seem to be going wholly Europe's way for the past year or two and she is getting to be low spirited on account of it. About everything she makes, and it doesn't seem to make any difference how well she does it, the same article is made with improvements by some Yankee west of the Atlantic. The result is that only the American

manufacture is considered worth anything and secures the sale. A little more of such business and Europe will have to shut up shop. If the worst comes and those artisans have to go to farming this country is the place for them.

Nebraska is giving the keynote to another prosperous year. From every county in the State comes the cheering news that the winter wheat yield will be much heavier than usual from her 1,000,000 wheat acreage. Spring wheat promises to go beyond those figures. The grain is in fine condition, the amount of snow having been sufficient to keep it so.

From Maine to South Africa is a long distance, but that is a journey 15,000 barrels of potatoes started on not long ago, the tubers filling ninety cars. If this country can do nothing in the way of intervention, it can feed the combatants, the next best thing. In one way or another this country is determined to make her influence felt in South Africa.

People were expected to multiply upon the face of the earth long before the multiplication table was invented.

Love matches are made in heaven. They are something else when broken off.

The girl who thinks she has no use for a husband needs a chaperon.

The white man's burden is generally arranged so that some other white man carries it.

It is the fool friends of a great man who talk most and give him most advice.

Committees Appointed for the Carnival.

Bay City, April 2.—The Bay Cities Retail Grocers' Association has appointed the following special committee to undertake the management of the Midsummer Carnival: E. C. Little, M. L. DeBats, G. A. Fuller, D. Godeyne, Ed. West, J. J. Kelley, J. D. Whalen, C. E. Walker, Geo. Boston, Geo. Gougeon.

The Butchers' Association has appointed the following committee: J. F. Boes, W. E. Tapert, J. H. Primeau, Ed. Funnell, Wm. Patenge, C. L. Bertch, Chas. Behmlander, C. A. Gunterman, J. N. Standacher.

E. C. Little.

The Bean Market.

The market on beans continues very steady at present prices. Wholesale grocers are buying just about enough to care for their needs. Stocks are exceedingly light and demand is fair. Quite a good many foreign beans are being spread around the country at about 20¢ per bushel less than Michigan stock, but receipts are not as large this week as last. I do not anticipate any particular change in values for at least a few weeks.

E. L. Wellman.

The Average Man's Mistakes.

An average man, at the end of life,
Saw counting his life's mistakes;
And half of them, as he said to his wife,
Were those that rashness makes.
And the other half—here he lifted his head;
He could scarce believe his vision—
Yes, fully the other half, he said,
Were caused by indecision.

E. Wetherald.

Changed Conditions.

Father—That man should be an example to you, my son. He entered a store as office boy and worked himself up until in a few years he owned the business.
Son—He could never do that in these days, pa, when they have cash registers.

Hides, Pelts, Furs, Tallow and Wool.

The hide market continues firm, with a steady advance in prices. Sales are moderate, with a demand for all offerings. Present holders are not crowding sales or making concessions in prices.

Pelts are in small offerings at fair values; in fact, they are a scarce article on the market. The supply is limited to a small take off at country points, while the trade generally and the pulling of wool is almost wholly controlled by stockyard companies.

Furs are in small supply, poor in quality, with prices good as to quality.

Tallow is in fair demand at a slight advance, being sufficient to give firmness to trade.

Wool is an unknown quantity in this section. The new clip will be small. Opening purchases are expected to be 25¢ for medium unwashed, while on the present market 23¢ is all that is warranted. Sales East are light, with no snap to the market; in fact, if sales of consequence were effected they would be below quotations. Wm. T. Hess.

The word "marmalade" is of Greek origin, composed of two words, "apple" and "honey." From the same source the French derive their kindred word marmelade, the Spanish their mermelada, and the Portuguese their marmelo. The term is not merely applied to an orange confection, but likewise to one of apples and of quinces.

It takes patience to build up an honest, legitimate business. But it lasts longer.

Business Wants

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

BUSINESS CHANCES.

FOR SALE—STOCK OF DRY GOODS AND shoes; big bargain; 12 years' established trade; reason for selling, poor health. Address 210 West Bridge St., Grand Rapids, Mich. 294

FOR SALE—GENERAL STOCK, LOCATED at good country trading point. Stock and fixtures will inventory about \$2,000; rent reasonable; good place to handle produce. Will sell stock complete or separate any branch of it. Address No. 292, care Michigan Tradesman. 292

FOR SALE—CLEAN STOCK OF HARDWARE and agricultural implements in lively town. Stock and buildings will inventory about \$4,000. Address No. 291, care Michigan Tradesman. 291

DRUG STOCK FOR SALE, INVOICING \$1,500, in town of 4,500; good established trade; a paying investment for right party. Address Box 900, Dowagiac, Mich. 290

FOR SALE—NEW STORE AND STOCK OF groceries in Eastern Michigan city, all complete; doing good business; fine location; living rooms attached; good chance for somebody; proprietor getting old and wishes to retire. Address No. 289, care Michigan Tradesman. 289

SHOE STORE FOR SALE—SPLENDID OPPORTUNITY for live man to purchase old-established business; forty-three years' existence; good trade, which can easily be increased; good store, steam heat, reasonable rent. Address No. 297, care Michigan Tradesman. 297

FOR SALE—NICE CLEAN STOCK OF drugs, about \$3,000, in the best town of its size in the State. Reasons for selling. Will sell or rent brick store building. Enquire of the Hazeltine & Perkins Drug Co., Grand Rapids. 298

TO EXCHANGE—FOR GENERAL MERCHANDISE in a lively town of 2,000 to 3,000 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—DRUG STOCK ABOUT \$3,000, within 50 miles of Grand Rapids. Will sell or rent building. Enquire Hazeltine & Perkins Drug Co., Grand Rapids. 278

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—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

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

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

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

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

FOR SALE 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. 239

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

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

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. It also has two 40 acre farms and one 80 acre farm to exchange. Address No. 12, care Michigan Tradesman. 12

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

MISCELLANEOUS.

WANTED—SITUATION AS MANAGER IN good first-class grocery store, with privilege of purchasing an interest in the business; married man; German and English; Southern Michigan or Wisconsin preferred. Address No. 293, care Michigan Tradesman. 293

WANTED AT ONCE—EXPERIENCED salesman for general store to take charge of dry goods and shoe departments and attend to dressing windows. Best of references required. Address Lock Box 371, Lakeview, Mich. 288

WANTED—POSITION AS STENOGRAPHER or bookkeeper. Good references furnished. Address 296, care Michigan Tradesman. 296

SITUATION WANTED BY PHARMACIST; S capable; best of references. Salary wanted, \$12 per week. Address No. 285, care Michigan Tradesman. 285

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

S. Bash & Co.

Commission Merchants

Fort Wayne, Ind.

Buyers of Potatoes and Largest Jobbers of Clover Seed in Northern Indiana.

Write us for prices.



It's Well to Have Your Customers Satisfied

But don't satisfy them at your own expense. You do this when you give them down weight on your old scales. They are satisfied when you use our System of Money Weight because they can see how much you are selling them, and the most important thing of all, YOU are satisfied, because you know you are only dealing out what belongs to the customer. Have you had this system explained? Our scales are sold on easy monthly payments.

THE COMPUTING SCALE COMPANY, Dayton, Ohio

FLEISCHMANN & CO. SPECIAL OFFER:

An Opportunity to Procure the Best Cook Book Published.



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

FLEISCHMANN & CO.,

419 Plum Street, Cincinnati, Ohio,

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

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



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. E. 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.

What will it cost to have it printed right?



You can ascertain without expense to yourself by communicating with the Tradesman Company.

They do everything in the printing line, except their customers.

You can't afford to place important contracts without hearing from them.

H. LEONARD AND SONS

IMPORTERS AND JOBBERS

Domestic White Granite Ware

On a Commission Basis

We have made arrangements with the manufacturers of **Domestic White Granite** and **Semi-Porcelain Ware** by which we are their direct agents for all lines of these goods, which enables us to sell at the "FACTORY PRICE" on shipments from the Ohio potteries. No orders can be filled amounting to less than \$10 and as there will be only a slight difference in the freight and package charges, you will find it to your advantage to order more. In this connection we wish to call your attention to our "Sample Package" quoted herewith which is so made up as to fit almost any stock. It will give you a fairly complete assortment and a sufficient quantity of the most staple and best selling articles. The contents of package, however, may be changed to suit buyer. We make regular charge for package in accordance with the never broken rule of crockery manufacturers. Special terms are 30 days; 2 per cent. discount for cash in 10 days.

We only offer the **Best White Granite Ware**. We do not deceive by selling C. C. ware with a black stamp and calling it white granite. A trial order will convince you of the beauty, fineness and durability of our ware. Guaranteed against crazing. The prices quoted are a reduction from prices on page 19 of our catalogue No 152. All articles not quoted are reduced to correspond with these.

Cut this out and paste in our catalogue No. 152, page 19. If you have not our complete catalogue, write for it

The great increase in our mail orders enables us to continually quote lower prices. Are you taking advantage of these prices? We want your trade. Send for our catalogue.

Sample Package White Granite Ware

Articles.	Per doz.	Total.
4 doz. handled St. Denis teas (large size).....	\$ 64	\$22 56
2 doz. unhandled St. Denis teas (large size).....	53	1 06
1 doz. handled St. Denis coffees.....	74	74
1 doz. unhandled St. Denis coffees.....	64	64
4 doz. 5 inch plates, full measure, 7½ inches.....	36	1 44
2 doz. 6 inch plates, full measure, 8 inches.....	44	88
8 doz. 7 inch plates, full measure, 9 inches.....	52	4 16
1 doz. 8 inch plates, full measure, 10 inches.....	60	60
2 doz. 4 inch fruit saucers, full measure, 5 inches.....	24	48
1 doz. individual butters, full measure, 3 inches.....	16	16
¼ doz. 4 inch round scolops, full measure, 5¼ inches.....	56	28
½ doz. 5 inch round scolops, full measure, 6¼ inches.....	64	32
½ doz. 6 inch round scolops, full measure, 7¼ inches.....	80	40
¼ doz. 7 inch round scolops, full measure, 8¼ inches.....	96	48
¼ doz. 8 inch round scolops, full measure, 9¼ inches.....	1 44	36
¼ doz. 9 inch round scolops, full measure, 10¼ inches.....	1 92	48
1 doz. 8 inch dishes, full measure, 11½ inches.....	80	80
1 doz. 10 inch dishes, full measure, 13½ inches.....	1 44	1 44
½ doz. 12 inch dishes, full measure, 15¼ inches.....	2 40	1 20
¼ doz. 14 inch dishes, full measure, 17½ inches.....	3 36	84
1 doz. 6 inch bakers, full measure, 8 inches.....	80	80
1 doz. 7 inch bakers, full measure, 9 inches.....	96	96
1 doz. 8 inch bakers, full measure, 10 inches.....	1 44	1 44
1-6 doz. sauce boats.....	1 28	22
1-6 doz. pickle dishes.....	96	16
1-6 doz. 8 inch covered dishes.....	3 84	64
1-6 doz. 8 inch casseroles.....	4 32	72
1-6 doz. 5 inch covered butters and drainers.....	2 88	48
½ doz. 42 pitchers, size 1¼ pints.....	69	35
½ doz. 36 pitchers, size 2 pints.....	80	40
¼ doz. 30 pitchers, size 3 pints.....	96	24
¼ doz. 24 pitchers, size 4 pints.....	1 12	28
1-6 doz. 12 pitchers, size 6 pints.....	1 92	32
¼ doz. covered sugars.....	1 92	48
½ doz. No. 36 bowls, size 1 pint.....	54	27
½ doz. No. 30 bowls, size 1½ pints.....	64	32
¼ doz. No. 24 bowls, size 2½ pints.....	80	20
½ doz. No. 30 oyster bowls.....	64	32
¼ doz. covered chambers, 9s.....	3 84	96
¼ doz. ewers and basins, 9s.....	6 08	1 52
Package cost.....		1 75
Total.....		\$32 15

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