

# MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$1 PER YEAR

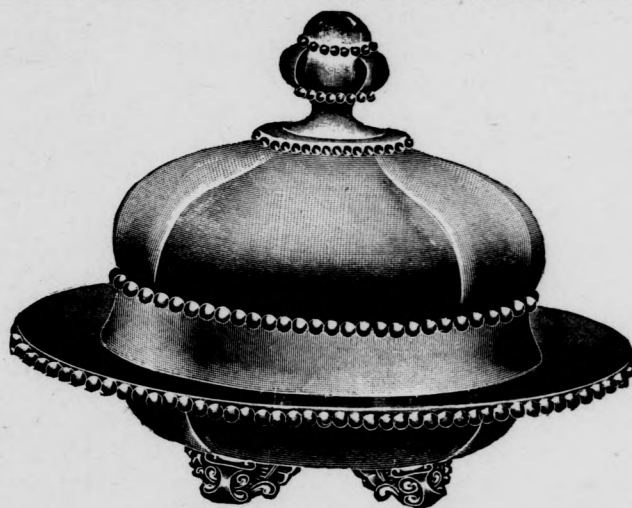
Volume XVII.

GRAND RAPIDS, WEDNESDAY, APRIL 11, 1900

Number 864

## 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.

### Canary and Gold Assortment.

|                              |         |        |
|------------------------------|---------|--------|
| 1/2 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   |

Less 10 per cent.....

\$18 75  
1 87

No charge for package. Net....

\$16 88

### Plain Crystal Assortment.

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

Less 10 per cent.....

\$9 30  
93

No charge for package. Net....

\$8 37

### Crystal and Gold Assortment.

|                                   |         |        |
|-----------------------------------|---------|--------|
| 1/2 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   |

Less 10 per cent.....

\$15 25  
1 52

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

**Burley & Tyrrell**

42-44 Lake Street,

Chicago.



## NO NEED FOR ARGUMENT

Regarding the quality of

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

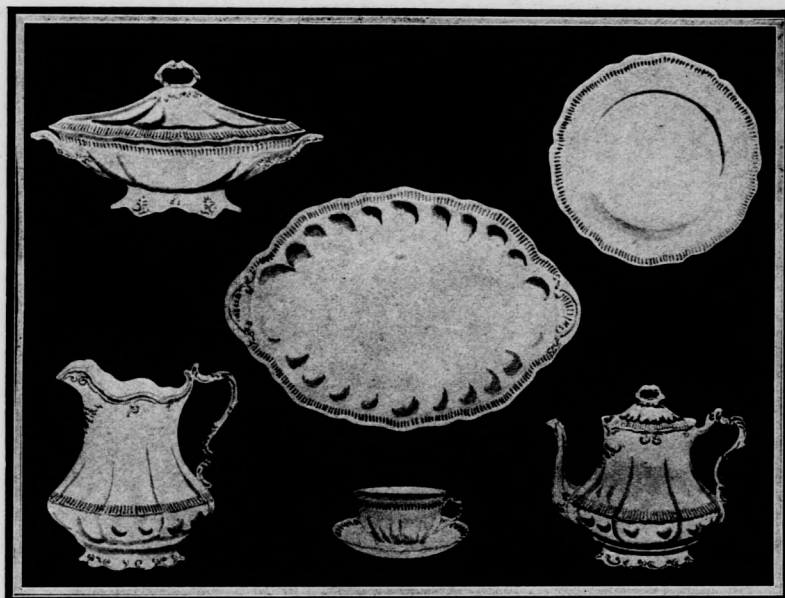
F. E. BUSHMAN, MANAGER

Largest Cigar Dealers in the Middle West



# JENNESS & McCURDY

STATE AGENTS FOR



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

71-75 JEFFERSON AVE., DETROIT, MICH.

## Important to Scale Users



Save time and money by using the STIMPSON COMPUTING SCALE; gives weight and money value by the movement of one poise.

It has hardened steel pivoted bearings throughout the platform construction, which insures strength and durability where most needed.

Remember our scales are sold on easy monthly payments.

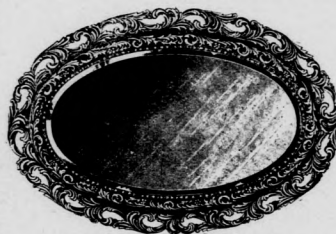
**W. F. STIMPSON CO., Detroit.**

## "Sunlight"

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

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

## 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.



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Volume XVII.

GRAND RAPIDS, WEDNESDAY, APRIL 11, 1900.

Number 864



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 24 to 30 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.

## THE MERCANTILE AGENCY

Established 1841.

**R. G. DUN & CO.**

Widdicomb Bld'g, Grand Rapids, Mich.

Books arranged with trade classification of names. Collections made everywhere. Write for particulars.

**L. P. WITZLEBEN, Manager.**

## -- 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.

### IMPORTANT FEATURES.

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### GENERAL TRADE REVIEW.

The movement of stocks during last week was steady and raised the average in both the great divisions. This week, however, the sudden reaction in the sugar stocks leads a movement affecting many others and is causing a slight reaction. The general under current of strength and feeling of assurance on the part of investors is sufficient to prevent the continuance of the reaction.

Contrasted with the era of capital readjustment which characterized the spring of '99 the great speculative centers show a falling off of the volume of clearing house business, but the rest of the country, without exception, shows substantial increase. That this is an index of the abnormal readjustment business is more probable than the theory that it is an advancing wave of activity which has begun to recede in the financial centers, while still increasing in the West. As a matter of fact, the clearing house business of New York is phenomenally heavy as compared with any other year than last—48.3 per cent. greater than 1892 and greater than 1898 by a still larger percentage. New York gain in March of 1899 was 72.7 per cent. over the same month of 1898.

Reports of the condition of export trade continue unexpectedly favorable.

Foreign trade in March was rounded out wonderfully with the export statement of last week, which was the largest ever made for New York, so that in five weeks the value of exports from that city was \$74,127,663, against \$46,293,465 last year. Only about \$3,700,000 of this value was in cotton, and the exports from all ports reached 688,733 bales in March, against 366,441 last year, indicating an increase in value of cotton exports outside New York of \$17,600,000. These gains added to March exports last year promise a total not far short of \$150,000,000, if gains elsewhere have been inconsiderable. Imports in March showed little in-

crease, but the last week opened April returns with an increase of 55 per cent.

In the cotton goods trade there is reported a decrease of activity with some tendency to shading prices. Since the highest there is reported a decline of 1½c in wool and there is not only an absence of manufacturers as buyers, but some having large blocks on hand are offering them for sale at concessions. The goods market, it is generally conceded, offers no encouragement to manufacture at present prices for wool, nor is its tone such as to warrant belief that higher prices for goods can be established. Instead there are concessions reported on some makes. Boot and shoe manufacturers have been helped to get more orders by the recent advance in sole leather, and they have taken more than for some time past, but yet only a small aggregate compared with the usual supply at this season.

Iron has not essentially changed, although the sheet consolidation gives new strength to that product and to holders of Bessemer pig. The refusal to advance the price of Bessemer was partly due to shipments of considerable quantities from the East to the Central region, and prices now asked for products which have not yielded appear to prevent as active business as is seen at yielding prices in bars and plates, of which considerable quantities have been taken at as low as 1.9 cents in good orders for plates, and close to 2 cents in refined bars. Heavy structural contracts are yet pending, but one has been closed for 5,000 tons of rails for Mexico, and the home and foreign demand for railroad use seems measurably sure to prevent yielding in prices of such products for the rest of this year.

### BONNETS AND BIRDS.

According to authority the account stands thus: Total capital invested in the millinery business, \$25,000,000. Amount invested in yearly crops, \$3,000,000,000. Every year the crops are damaged by insects to the extent of \$200,000,000. The number of the birds is diminishing, the insects are increasing and so is increasing the yearly damage to the crops. The decrease of birds is due to the fact that women insist on having feather decorations for their hats and bonnets and now the question arises whether the farmer is to be compelled to engage in the millinery business at a loss of over \$200,000,000 a year in order to gratify the vanity of senseless women. Every means under the stars has been resorted to to bring the featherwearers to their senses, except an appeal to the farmers, and now as a last resort these are to be urged to demand that bird-killing for millinery or any other purpose be stopped. It will be a battle between the bonnet and the bird, with the chance on the bonnet side unless some means of warfare hitherto unthought of shall be devised.

It was long believed that when the cruelty of the fashion, involving as it does the life of harmless songsters, was plainly set forth, the "slaughter of the innocents" would cease. The fact is the reverse. It is unfortunate that the

birds alive can not adorn the bonnet, but that is so much the worse for the birds. After all it remains to be shown that they would not die anyway. If care be taken that the shooting is not done in nesting time, it can not be productive of suffering and the feather ornaments may be put on.

With no desire to interfere in the controversy it is well enough to say that those most interested in the saving of the birds have so far left one stone which has not been turned over. If there is one place more than another where feathers are working positive harm it is in church. Sunday after Sunday men go away from the sanctuary cursing some "fool of a woman who sat just in front and hid the minister and pulpit and organ." The experience is a common one. Could the feathers be kept stationary the annoyance might be averted. They are not. A movement to the right by the victim behind the feather show is promptly counteracted by a similar movement on the part of the feather show itself. It is the old experience of the opera house repeated for the same reason. Here, as in the discussion with the farmers, the selfishness of the woman and her love of display make her not only willing but determined to sacrifice the birds, and the loss to the farmers and the enjoyment of any houseful of people who sit behind her, to her love of show.

It is respectfully submitted that the clergy be appealed to to end the trouble by removing the cause. Let them earnestly and affectionately and as candidly state to the women of their flock that they are managing this part of church-going as Satan would do it, and plead with them for a change. Then when a proper spirit is manifest a card should be displayed before the services begin asking the ladies to remove their hats. Once inaugurated it would find favor, costly headgear would become unfashionable and the feathers would disappear from the fashionable perch. As a result the birds would remain unshot, men would soon become oftener a part of the congregation, \$200,000,000 would be saved the farmers of the country, the twenty-five-million-dollar millinery bill would be in no way diminished and harmony would take the place of threatened peace. It is a consummation devoutly to be wished. The clergyman is the man of the hour. Upon him the hope of the country depends. Let him show himself equal to the great trust imposed upon him.

When a bad man does not know what else to do he announces that he is willing to abide by the decision of the court in a case that involves the law.

A spendthrift will waste his friends as quickly as he does his dollars and in the course of time it becomes hard for him to get many of either.

The tramp who can only keep his head above water in the world will not wash his face.

Study human nature. And while you are about it, study your own.

## Getting the People

Some Good Advertising and Some Not So Good.

Once in a while the critic will run across an advertisement which is so hopelessly absurd that the closest investigation fails to show any redeeming qualities in it. The accompanying advertisement of E. M. Kennedy, of Kalamazoo, is an example. The connection and prescription of a drug store is so distant that it gives the reader sincere doubts of the sanity of the originator of the advertisement. Perhaps Mr. Kennedy's advertisement contains some sinister suggestion as to the desirability of ending an unhappy marriage by means of a prescription—say of strychnine or something equally prompt and effective—but of this I am not entirely sure. There is a weird ring to

### Is Marriage a Failure?

Not if you are sensible enough to have your prescriptions filled at the drug store of

**E. M. Kennedy, Kalamazoo,  
Dispensing Pharmacist.**

the advertisement that makes one willing to believe any construction that can be placed upon it. As a missing-word puzzle the advertisement is a distinct success, but I do not believe it would be the means of inducing many people to have prescriptions filled at Mr. Kennedy's drug store. I myself would be afraid to do so. One can never tell what vagaries such an eccentric genius would be apt to commit. Dropping from sarcasm to seriousness, what is the use of an advertisement like Mr. Kennedy's? It does not offer a single reason why anyone should have prescriptions filled by Mr. Kennedy. It contains no inducements to his customers and its very tone is decidedly against it. A prescription is a serious matter. The proper filling of it is often a matter of life or death. The pharmacist's hold upon his customers consists in their knowledge of his reliability. A big prescription business is built up only when the public knows that extreme care is used in the filling of the prescriptions and that the drugs are fresh and that the work will be done promptly. These are the points, then, that the pharmacist must bring out in his advertising. Humor is as much out of place in his announcements as it would be in those of an undertaker.

Here is another advertisement from Kalamazoo that is considerably better. It puts forth the claims of the Electric Steam Laundry in good shape and, incidentally, it makes the reader feel that

### Your Laundry?

We want to do the laundry work of the people who know really good work, done by expert workers, who are furnished the best supplies. We have no cut rates because 10c is as low as we can launder a shirt in the way it should be done—the way you would want it for the safety of the garment.

**Electric Steam Laundry.**

10 cents is a safe price to pay for the laundering of a shirt. In laundry advertising, cleanliness and care are the strong points to be dwelt upon. There still remains in the minds of most people an impression that the modern steam laundry is ruinous to a shirt. When one speaks of laundry machinery, the average man immediately thinks of cogs and imagines that, in the process of laundering, the shirts must inevitably

go in between these cogs and be mangled. As a matter of fact, modern laundry machinery is not nearly as hard on garments as the old fashioned wash-tub, and the one thing to do is to overcome the prejudice of the public by carefully explaining, in simple language, each process that the shirt goes through before it is completed. There is an opportunity in every town and city for one laundry to gain the bulk of the trade by persistent advertising, not of generalities, but of the particular features that make its work superior.

\* \* \*

I take pleasure in reproducing an advertisement that came out the day after election in the Traverse City papers. It

**Election  
Hat  
Bets  
Are  
Most  
Satisfactorily  
Adjusted  
With  
"Newland"**

**Hats,  
at  
\$1, \$2, \$3.**

**S. Benda & Co.**

illustrates most forcibly the value of what I spoke of some time ago as timely advertising; that is, advertising that fits in with local conditions. It is strong, attractive, says just enough, and should sell hats.

\* \* \*

George H. Cobb, of this city, sent us a circular for criticism, which is reproduced herewith. He says, "I want you

### Consumers, Attention!

**Your time has come  
Not to Die; But to Live.**

Never in the history of the South End has the opportunity come to you to buy anything found in a complete Grocery Stock as cheap as now.

| READ!                                | READ! | READ! |     |
|--------------------------------------|-------|-------|-----|
| Sears' Best Crackers,                | -     | -     | 6c  |
| Package Coffee,                      | -     | -     | 12c |
| Quaker Oats,                         | -     | -     | 9c  |
| Bear Breakfast Food,                 | -     | -     | 10c |
| Argo Starch, lb. package,            | -     | -     | 3c  |
| Gold Dust, 4 lbs.,                   | -     | -     | 18c |
| Matches, per box,                    | -     | -     | 1c  |
| B. B. Coffee,                        | -     | -     | 15c |
| Emblem Corn, 3 cans,                 | -     | -     | 25c |
| Duchess Corn, 3 cans,                | -     | -     | 25c |
| Emblem Tomatoes, 3 cans,             | -     | -     | 25c |
| Coat's & Clark's Thread, spool,      | -     | -     | 4c  |
| Soaps, all brands, at cost.          | -     | -     |     |
| Baking Powder to give away.          | -     | -     |     |
| Paints, per gal.,                    | -     | -     | 60c |
| Linsed Oil, per gal.,                | -     | -     | 55c |
| Yellow Ochre, per lb.,               | -     | -     | 2c  |
| Tinware and Crockery less than cost. | -     | -     |     |

This stock is at Kirtland Block, No. 1161 S. Division street. It must and will be sold in a hurry, and you want your share. Come early and get the best choice.  
**E. D. HORTON.**  
**G. H. COBB, Clerk.**

to point out every fault." Beginning right at the top of the circular, I should say the first fault was with the heading—it talks too much and says too little. If he had headed it: "Groceries Almost Given Away," and followed it up by an explanation of the reason for selling the stock so cheap, it would have been much stronger. The prices quoted

look very low and there is no fault to be found with this section. The signature contains quite a good bit of unnecessary wording, and the sentence, "It must and will be sold in a hurry, etc.," should have gone at the top, under the heading, and following the explanation above mentioned. Mr. Cobb says the circular was gotten up in five minutes. It does not pay to get up advertising matter in this length of time, as it needs careful consideration and plenty of revision before it goes to the public. The men who can get up a good advertisement in five minutes are exceedingly scarce and every one of them could, undoubtedly, get up better advertisements in twenty-five minutes than they could in five. Swiftiness in the preparation of advertising matter is a thing to be regretted rather than to be boasted of.

\* \* \*

The advertisement of Williams the Jeweler of Lowell is a decidedly good optical advertisement, especially in the sentence ending "the right lenses fitted for each eye." There are a great many people who do not realize that each eye is more likely to have a different defect from its neighbor than for both eyes to have the same peculiarity and, if the optician can explain this fact and show the impossibility of fitting oneself with

ready-made glasses, he will have a strong foundation upon which to base his arguments in favor of specially fitted glasses. The sentence, "If your eyes do not need glasses, I will candidly tell you so," inspires confidence and with the optician, as with the pharma-

### A Handful of Glasses

Will not help your eyesight if you wear them all, unless your vision has been properly tested and the right lenses fitted for each eye.

That is where the experience of an optician comes to your aid. If I test your eyes you will be sure of getting the right glasses and will have pleasure and comfort in wearing them. Examination free.

If your eyes don't need glasses I will candidly tell you so.

**Williams the Jeweler.**

cist, confidence is a necessary element of success. Advertising an optical business is probably harder than advertising any other form of business, for the optician has only one subject to treat on. He has only one tune to play and his only recourse is to play in as many keys and with as many variations as possible. The only point to be dwelt upon is the certainty of successful treatment of eye defects by the use of proper glasses, and, by dwelling upon the care, the skill, the experience, and facilities necessary to attain this end, the optician can make his advertising interesting and effective. **W. S. Hamburger.**

## "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.

## WALL PAPER SEASON 1900.

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

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

## The Grand Rapids Paper Box Co. Manufacture

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

**GRAND RAPIDS PAPER BOX CO., Grand Rapids, Mich**



# LATTER DAY SAINTS.

How Persecution Added Thousands to Their Faith.  
Written for the Tradesman.

In a former contribution to the Tradesman the writer followed the history of the Church of the Latter Day Saints through its changes from the time the little band of worshipers comprising thirty families left Manchester, Ontario county, New York, in 1831, to the date of the murder of their crafty leader, the pretended prophet, Joseph Smith, by a mob of fanatics on the 27th day of June, 1844, near Nauvoo, Illinois. Between the date of their exodus from Manchester in 1831 and the date of the pretended additional revelation engrafting the abominable practice of polygamy upon the church, their members had increased to 16,000. When the practice of polygamy was proclaimed as a Divine revelation and readily adopted by the church, there was an indignant uprising of the people of Illinois with the determination to drive them out of the State. Previously they had been regarded as a harmless band of fanatics, no worse in their morals than any other city of equal population. They were industrious and thrifty. Their daily augmenting numbers, recruited from foreign countries as well as at home, attracted, as the people believed, they were by the seductive practice of polygamy, was cause for alarm. There were grave doubts as to the power of the courts to deal successfully with the crime of polygamy and the inevitable consequences to society by its practice and example in their midst. Stimulated by this impulse, the people resolved to drive them from Illinois. Unfortunately, the methods adopted to accomplish their purpose resulted in that foul blot upon the escutcheon of the State of Illinois, the murder by a mob of their prophet and leader.

From Nauvoo they were glad to flee, as soon as possible resuming their journey towards the setting sun, "determined," in the language of one of their elders, "to leave Christian civilization so far behind that persecution could never reach them." At the end of a two years' journey they reached Great Salt Lake in the then almost unexplored Territory of Utah, and founded the City of Salt Lake, now the flourishing capital of the State of Utah. Every persecution they had previously endured had added thousands to their faith in the genuineness of the false revelations of their first prophet, Joseph Smith—why should not this last and greatest be fruitful of still greater results? Converts were continually added to their numbers, not only in this country, but from European countries, wherever their missionaries had found a foothold. A description of that perilous journey through an inhospitable country inhabited by Indians, with its sorrowful details of suffering, sickness and death, narrated to me by a personal friend who joined them on their departure from Nauvoo, partly from the love of adventure and partly for the purpose of pursuing his profession of school teacher among them, would extend this paper far beyond its limit. He left them in 1848, returning to his home in Brooklyn, New York, where I knew him. The reader can imagine the appearance of that long line of white-covered prairie schooners that took up the trail across the plains, at intervals dotting it for hundreds of miles, until at the end of two years the last of the emigrant wagons reached the place

of destination, and with augmented numbers.

In this faraway retreat Brigham Young assumed the aggressive and established a theocratic government which sanctioned and encouraged the practice of polygamy and its kindred immoralities, which was unmolested until they began knocking at the door of Congress for admission to the Union. At this point in the history of Mormonism the people and Congress began to look seriously at their immoral practices from an ethical standpoint, which, in the opinion of the writer, should have been done long before. Polygamy was as much a moral taint under a territorial government as under the government of a state and should have been suppressed even at the cost of keeping a standing army in their midst. The subsequent history of the Church of the Latter Day Saints is familiar to the present generation. A State constitution was finally laid before Congress which barred forever the practice of polygamy and their prayer for admission was granted.

Having followed this strange delusion from its infancy and marveled at its wonderful success, the question arises, Who can foretell what its future may be? A few generations will pass and all the stain of polygamy will be forgotten. Will they still believe in the Divine mission of Joe Smith and in his fake "new revelations," continue to multiply in the future as in the past and take their stand among the numerous sects of religious worshipers that fill the world with creeds and dogmas; or will they, in the light of a higher civilization, finally discard the impious impostor and his teachings and be content with the old revelations, that have stood the test of ages, as the groundwork of their faith? W. S. H. Welton.

## Her Hat Trimmed With Flame.

A curious accident, which attracted a number of people, occurred a few evenings ago in front of a jewelry store at Baltimore.

A handsomely dressed woman and her escort were looking at some jewelry which was displayed in the window when the man struck a match and lighted a cigarette. In some way the match ignited the feathers of his companion's hat, and in a moment the top of her head was ablaze. But even this did not divert the attention of the couple; they continued to gaze raptly at the treasures behind the plate glass window.

Sergt. Thomas Kirby was standing in front of the other window, and, happening to look inside, saw a mass of glowing flames, which he thought was in the interior of the store. But, looking toward the other window, he saw the cause. He hastened to the lady, touched her on the shoulder, and informed her that her hat was on fire. At the same instant he gathered the quickly disappearing remains of the hat between his hands and snuffed out the flames.

In the meantime the man stood mutely by. He did not seem to realize the peril of his companion. The crowd which had gathered were making things embarrassing for the couple. They moved away.

## Carrier Pigeons as Messengers.

A French physician, who has a very extensive country practice, riding over an extent of country many miles in length and breadth every day, carries with him several carrier pigeons. When he finds a patient in urgent need of medicine he attaches the prescription under the wing and releases the bird. On the appearance of the latter, the apothecary catches the bird, and dispatches the remedy, thus frequently saving many hours' delay. The idea is an excellent one, which might pay some other druggists and physicians, who have long routes, to adopt.

# Why Not Save Money on Sugar?

Is there any reason why you should not take advantage of our extremely low prices? Ask your competitor. We are probably selling him. We fill orders for 1 barrel to 100 or more. Write or wire for prices. Fruit season will soon be here. It will pay you to investigate.

## Some other Profit makers

Matches  
Pickles  
Coffees  
Cereals

## Table Relishes

Lamberts' Salted Peanuts (guaranteed to keep fresh for 60 days)

Correspondence Solicited.

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

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

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

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

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

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

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

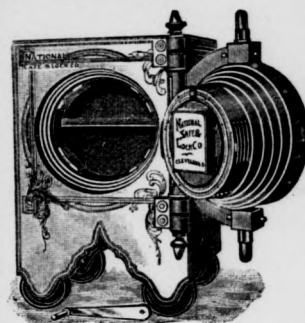
HE INTERIOR WALLS of every church and school should be coated only with pure, durable ALABASTINE. It safeguards health. Hundreds of tons used yearly for this work.

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

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

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

# 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.

# 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



## Around the State

### Movements of Merchants.

Holly—Calkins & Son succeed Philip Calkins in general trade.

Otsego—Ephriam Inman succeeds E. Inman in the meat business.

Deerfield—Dale Munson continues the vehicle business of Munson Bros.

Schoolcraft—W. J. Kline has sold his grocery stock to Wm. Tabb and J. G. Fox.

Buchanan—C. A. Edwards & Son succeed Boyer Bros. in the bakery business.

Alto—A. H. Clark has purchased the agricultural implement stock of A. Bergy.

Marshall—John Hindenach & Co. succeed A. L. Hindenach in the drug business.

Mason—The furniture firm of Van-Slyke & Root has been dissolved, Mr. Root succeeding.

Homer—Doolittle & Andrus have sold their stock of groceries to George Hoffman & Son, of Eckford.

Benton Harbor—C. H. Worrell has opened a feed store at the corner of Elm and Seventh streets.

Jonesville—Wm. Bellaney succeeds S. E. (Mrs. Chase P.) McEnally in the grocery and bakery business.

St. Johns—The Woodruff & Tromp shoe firm has recently been organized with a capital stock of \$10,000.

Menominee—Frank Hibbard, who formerly conducted a drug store at this place, will shortly re-engage in the same line of business.

Petoskey—The contract for the new wholesale grocery block of Ruhl, Koblegard & Co. has been let to A. W. Mohnke, of Grand Rapids.

Sherman—E. Gilbert has purchased Thomas Wilson's implement business, including the stock. A. Jourdan will have charge of that department for Mr. Gilbert.

Jonesville—C. M. Jones, formerly engaged in business at Vassar for twenty years, has purchased the dry goods, boot and shoe and grocery stock of Gilbert Merchant & Co.

Grand Ledge—J. S. Holmes has purchased a half interest in the feed store and implement business of Erwin Snyder. The new firm will be known as Holmes & Snyder.

Croswell—Owen & Prentiss, furniture dealers and undertakers, have dissolved partnership. Wm. Owens will continue the undertaking department and Wm. Prentiss will retain the furniture stock.

Detroit—Henry Brushaber, doing business as H. Brushaber & Co., has been adjudicated a bankrupt. He has liabilities amounting to \$4,032.57, and assets of \$313.01, of which \$125 is claimed as exempt.

Ironwood—The general merchandise firm of Larson & Nyberg has been dissolved. Mr. Larson retiring. Wm. Nyberg has purchased an interest in the business and the firm will hereafter be known as Nyberg & Nyberg.

Holland—The grocery firm of Will Botsford & Co. has been dissolved, I. F. Clapp, of Allegan, retiring. Henry Vander Lei, of this place, has purchased one-half interest in the business. The firm name will remain the same.

Chesaning—Geo. R. Babcock, has sold his interest in the Babcock & Rogers Co. to Mr. Rogers and the latter's brother-in-law and expects to become a commercial traveler. The new firm will be known as the Chesaning Cash Dry Goods and Grocery Co.

Detroit—Articles of association of the MacDonald Clothing Co. have been filed. The capital stock of the company is \$75,000, all paid in. There are 7,500 shares at \$10 each, of which C. C. MacDonald owns 5,500, R. H. Webber 1,000 and A. F. Haass and C. H. Cashin 500 each.

Grand Haven—Walsh & Co. have merged their dry goods business into a stock company under the style of the Watson Dry Goods Co. The corporation has a capital stock of \$10,000, divided among five incorporators in the following amounts: D. O. Watson, 1 share; Winnie Watson, 800 shares; Elizabeth Mills, Coopersville, 100 shares; Lanston D. Mills, Coopersville, 98 shares; Geo. A. Farr, 1 share.

Battle Creek—Schroder Bros., formerly of Galesburg, but for many years engaged in the dry goods business near Kansas City, Mo., have leased the double store building now occupied by the dry goods stock of L. W. Robinson, and expect to be located in their new quarters in time for the opening of the fall trade. Mr. Robinson will remove his stock into the new Post block as soon as same is completed.

Manistee—By mutual agreement between the Business Men's Association and the Retail Clerks' Association it has been decided that the stores shall close at 7 o'clock on Tuesday, Thursday and Friday evenings of each week and that they shall keep open on Monday, Wednesday and Saturday evenings. The clerks wished to close at 6 o'clock, but now that the matter has been arbitrated and the conclusions accepted they will doubtless acquiesce to the new arrangement with good grace.

Saginaw—The Saginaw Produce & Cold Storage Co. has purchased a building at the foot of Monroe street, on the west side, which was formerly in use by the St. Louis Mineral Water Co. and Phipps, Penoyer & Co. The building is 40 by 90 feet, one story high. It will be remodeled and another story added. A contract has been made with the Creamery Package Manufacturing Co., of Chicago, for a full equipment of machinery. It is expected the warehouse will be ready for business sometime in July.

### Manufacturing Matters.

Ovid—Potter & Harris have begun operations at the Maple River creamery. Jonesville—E. A. Pomeroy & Son succeed Henry Reichel in the grist mill business.

Chelsea—The Towar's Wayne County Creamery Co. is erecting a new building on Buchanan street, and expects to begin operations by May 1.

Akron—A. Capora & Co. will begin operations at their new cheese factory about the middle of the month. P. Campo will manage the business.

Williamston—Colon Campbell, who has been in the employ of Wagor & Stewart during the past two years, has rented a flouring mill at Olivet and will take up his residence at that place.

Kalamazoo—Lawrence Verdon and Frank O'Shaughnessy have promoted a new corporation to engage in the manufacture of cigars under the style of the Verdon Cigar Co. The company has a capital stock of \$10,000. Employment will be furnished for twenty-five men.

Detroit—The Weiler Cash Register Co., a newly-organized concern in this city which has Ald. Tony Weiler at its head, has concluded a lease for the old Diamond Match Co.'s plant at the corner of Twenty-first street and Standish

avenue. The company expects to employ a force of 70 men and 30 women.

Houghton—At the annual meeting of the Lake Superior Soap Co., held last week, the board of directors was re-elected. The company has been reorganized six months, during which time the famous Ingot brand, manufactured by this company, has been very generally introduced in the copper country.

### Two Hundred and Seventeen Strong.

Port Huron, April 9—A regular meeting of the Merchants and Manufacturers' Association was held last Friday evening. Fully seventy-five members were in attendance.

Fifteen new names were voted in as members of the Association, which makes the total membership 217. We expect to have every business man in the city enrolled on our list before the end of the year.

A communication was received from the Economic League, inviting the Association to attend a meeting of the League on Tuesday evening next. The invitation was accepted.

W. D. Smith, L. B. Rice and J. Boyce were appointed a committee on elevators.

'The matter of the Jackson grocers' excursion was referred to the Secretary.

It was voted to appoint a committee of twenty to help entertain the delegates to the coming Democratic State convention.

C. A. Hovey, attorney of the collection department, reported that delinquent debtors were being rounded up in good shape and that many men were paying their debts without much urging. An attempt will be made to garnishee several sailors who have been laboring under the impression that there was no way to reach their wages.

Wm. Canham was present with a box of oranges. He said that the California Fruit Association had given a carload of oranges for the benefit of the sick children of New York. The oranges had been carried to New York free of expense by the railroads and sold to the wholesale dealers. Mr. Canham said he had purchased a box for \$15 and would auction them off to the highest bidder, the entire proceeds to go to the sick children. W. D. Brown purchased the first orange for \$1.50. G. C. Leach also put up the same amount for one of the oranges. Chas. Wellman, W. D. Smith, Jr., Geo. Thompson, C. McArthur, Samuel Aikman, and Samuel J. Boyce each parted with a dollar and secured a sample of the fruit. Many paid from 25 to 80 cents apiece for the oranges. The entire box netted \$34.10. At the conclusion of the auction a banquet was held, the provisions being donated by members of the Association. After the banquet Wm. Canham and A. H. Nern sung a German song, A. G. Smith, Henry McJennett, Dan McNutt and Cyrus A. Hovey also favored the audience with songs.

John W. Gardner, of Clyde, made a short address, after which the meeting adjourned. J. T. Percival, Sec'y.

### The Boys Behind the Counter.

Cassopolis—E. E. Tainter will hereafter be found behind the counter at the Midway grocery, having taken a position with Mr. Stettiner April 2.

Kalamazoo—Miss Genevieve Duers, who has been for several years in the millinery department of the Kinsman Dry Goods Co., and more recently with Mr. H. W. Glover, has secured a position with the Brownson & Rankin Co. Belding—Fred P. Smith is now located at Green Bay, Wis., having made a year's contract with the Continental Clothing Co. as window trimmer and card writer.

Schoolcraft—John Hoch has been engaged to assist J. G. Fox in his produce store this summer.

Edward Ruthven, of Cincinnati, has purchased a half interest in the grocery stock of M. P. Hedges at 601 Madison avenue. The business will be continued under the style of Hedges & Ruthven.

### Contemplate Organization For Protective Purposes.

Hillsdale, April 10—A movement was inaugurated among the business men of the city last week to do away altogether in the future with the use of trading stamps and similar schemes which smooth-tongued strangers have introduced here. The multiplicity of the schemes has resulted in a heavy drain upon the resources of the merchants, without any commensurate return and they are nearly unanimous in pronouncing one and all of them a positive nuisance, a big expense and of little or no value as trade winners. One merchant estimates that these various schemes are taking out of their pockets not less than \$100 a month.

He is suggesting to his fellow merchants that it would be far better to organize a Business Men's Association to promote the general welfare of the community and to turn this amount of money into a common fund to be used as a bonus for manufacturers to locate here, than to throw it away in any such purposeless direction as free trading stamps, et cetera.

The movement has taken strong hold of the business men of the city and it is among the possibilities that something good and definite may come out of it.

### Hides, Pelts, Furs, Tallow and Wool.

Hides have recovered the former decline, and are firm in price and demand. Choice goods bring good prices, but the bulk of offerings are of a low grade.

Pelts are not quotable, there being too few offered to create a market.

Furs are out of the market, except the cleaning up of remnants.

Tallow is quiet and steady in price, with the supply ample for all wants.

Wool is much lower, with a dull dragging trade. Any sales of consequence would be made at a concession from quotations. Manufacturers of cloths are busy and the mills are running double time. Fine wools are lower and are not wanted, as anticipated. The wild buying of wool on the sheep's back has been discontinued. Speculators are awaiting developments of the market, which are 2 to 3 cents per pound lower than expected on offering the new clip. Wm. T. Hess.

### Self-Tying Shoestrings.

From the Washington Star.

"Frequently there are enquiries made of the Patent Office in regard to a shoe-tie, or self-fastening shoestring," remarked a Patent Office examiner, "and I really believe that anything in that line, if at all practical, would produce more money than the mines of the Klondike. Shoe manufacturers have been on the lookout for such an invention for years, and it would be interesting to see how they would bid against each other for the invention should it develop. The shoe manufacturing concerns are represented by a number of clever and competent attorneys, and they keep a sharp lookout for anything in their line that turns up. There have been a number of inventions in the matter of self-tying shoestrings, and patents have been issued, but they were not practical or not susceptible of improvement."

### Freight Rates in Statu Quo.

Cheboygan, April 10—J. F. Moloney and Geo. E. Frost have returned from Detroit, where they went to try and secure satisfactory rates for Keeney & Son for shipping out seed potatoes. They stopped in Bay City to interview the officials of the Mackinaw division and at first received the cold shoulder but proceeded to read the riot act, which resulted in bringing the officials off of their high horse. They made arrangements to meet the General Freight Agent of the company in Detroit, but he failed to connect, unexpected matters arising in Chicago that prevented his keeping the appointment.



## Grand Rapids Gossip

## The Produce Market.

Apples—Russets command \$3.50 and Baldwins fetch \$4.50 per bbl. The quality is not fancy; in fact, there is no fancy stock in market and none to be obtained anywhere.

Bagas—\$1.35 per 3 bu. bbl.

Bananas—Prices are unchanged. Supplies are small, which keeps the market firm and has a tendency to check distribution for the present. The sunny weather has increased the demand already and there are those who predict that the market will go higher within a week or so, basing their conclusions on the small supplies and the increasing demand from all quarters. The quantity arriving is smaller than last year at this season.

Beets—\$1.25 per 3 bu. bbl.

Butter—Receipts of dairy grades are heavy and stock is accumulating in the hands of local handlers. Fifteen cents is top price for dairy and factory creamery has declined to 20c and is weak at that.

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 only thing which prevents the price seeking a normal level at 8c is the disposition of both jobbers and retailers to accumulate surplus supplies in anticipation of an active Easter demand the latter part of the week. In consequence of this hoarding of stocks, the price is holding up to 10c, but the country shipper who anticipates being able to obtain that price after the 15th will, in the opinion of the Tradesman, be sorely disappointed.

Green Stuff—Grand Rapids forcing lettuce, 14@15c per lb. Onions, 20c per doz. Parsley, 35c per doz. Pieplant, 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—Orders are coming in more plentifully, with a decided increase in the demand for 360s. Although the season is advancing rapidly, the proportion of rot in lemons is comparatively smaller than last year at the corresponding time. The fruit shows better keeping qualities also. There is no doubt that prices will improve with the weather, and should it happen to be warmer, a sharp advance is expected. Fancy lemons, both in 300s and 360s, show a decided advance in price. Common grades do not show so much improvement.

Live Poultry—In active demand at firm prices. Broilers weighing 1½ to 2 lbs. command 20c per lb. Squabs have sold as high as \$2 per doz., although \$1.75 is the prevailing price. Pigeons are strong at 60c. Chickens, 10c. Fowls, 9c. Ducks 9c for young. Turkeys, 11c for hens and capons and 9c for gobblers.

Maple Sugar—8c for imitation and 9@10c for genuine.

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 65@75c, according to quality.

Parsnips—\$1.50 per 3 bu. bbl.

Pineapples—Havana fruit commands \$2.25 per doz.

Pears—California command \$3.25@3.50 per box.

Potatoes—Carlots command 30@35c per bu. New Bermudas are in limited supply and demand at \$2 per bu.

Seeds—Mammoth clover, recleaned, \$5@5.25; medium clover, good to choice, \$4.75@5.25; Alsike clover, \$6.50@7; Alfalfa clover, \$6.50@7.25; crimson clover, \$4@4.50; timothy, prime to choice, \$1.20@1.40; field peas, white, 75@90c; red top, prime to choice, 60c@1; red top, clean from chaff, \$1.50@1.75; orchard grass, \$1.10@1.30; blue grass, \$1@1.40.

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

Sweet Potatoes—Kilm dried Jerseys command \$1.75 per bu. box.

Tallow—Common, 4¼c per lb.; machinery grade, 5½@5¾c.

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

Turnips—90c per bbl.

## The Grain Market.

Wheat during the past week has been moderately active. The large visible was an obstacle for much advance, so prices remained steady. Argentine shipments were only moderate. Our visible increased 1,208,000 bushels, caused by the scarcity of cars to move it to the seaports. However, there will be a change soon, as lake navigation will open the channel to let it out. The Government crop report came out to-day, making a poor showing for winter wheat. While December 1, 1899, made the condition of winter wheat 97.1 per cent., on April 1, 1900, it only showed 82.1 per cent., a reduction of 15 per cent., which caused the market to firm up. On account of the shortage in France, India, Russia and other exporting countries, which are way behind of their usual amount shipped from their ports, the importing points on the continent will look to the United States for their supplies, and as the winter wheat in Michigan, Ohio and Indiana is to be only a very small crop, it looks to us as though prices will materially advance in the near future.

Corn has been very strong. While prices have receded for the moment there is nothing in the outlook that augurs well for future decline and we may yet see corn 45c, if not 50c per bushel as there is not much for sale even at present prices.

Oats are holding firm in price, especially as the visible keeps melting away.

In rye there is nothing to report except steady prices. We look for a sharp decline from present prices.

Beans are some firmer than last week and \$2.05 is the going price.

Flour trade is good, both foreign, domestic and local, with a stiffening in price all around. Mill feed can not be said to be sought after as much as before, as cattle can browse around and begin to pick the young grass. Ground feed, corn and oats are in demand, but, owing to the advance in corn, prices are very firm.

Receipts have been moderate, being 45 cars of wheat, 19 cars of corn, 7 cars of oats, 6 cars of flour, 6 cars of potatoes and 6 cars of hay.

Millers are paying 68c.

C. G. A. Voigt.

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

## The Grocery Market.

Sugars—The raw sugar market declined the fore part of the week, but has advanced 1-16c again to the old basis and the independent refiners who were shading prices have advanced to full list and all concessions have been withdrawn. The refined market is also very strong and an advance on all grades is expected daily.

Canned Goods—Trade for the week has been no more active than it was last week. The purchases have been generally small, only such as are required for immediate consumption. Future buying is at a standstill. It is impossible to say how extensively futures have been sold, but so far as can be learned, the quantity is relatively small. Most packers have given up the idea of selling any more futures and expect a big business in the open market later. Tomatoes are practically the same and prices are unchanged, although in some cases a little shading is done to secure the business. It is probable that the sale of future tomatoes is practically over. If it is, they have been the smallest for many years. There are some sales of both spot and future corn, but, as a rule, they are comparatively small. Prices are unchanged, but the market is firm. It is claimed that packers have sold all the corn for future delivery that they care to and further orders would probably be turned down. The principal point of attraction in the list is pineapples. Packing will begin in Baltimore this week and an unusually active season is promised. The crop shortage in Cuba the past few years, due to the war, has prevented the receipts of sufficient supplies to afford a reasonable pack. On the other hand, the sale has increased more rapidly than that of any other variety of canned fruit. The effect of this combination of circumstances has been a strong market, with hardly enough to satisfy the actual requirements. The spot situation is very strong now and practically everything is cleaned up. Opening prices are steady and sales have been heavy. Most quotations are 10@15c above last year's range. According to reports from Cuba the output there will be much above last year and generally of a better quality. The present prospect indicates the largest pack of California fruit ever put up. Trade on the spot is fair at unchanged prices.

The salmon situation is strong, both for spot and future goods, and the actual situation is difficult to determine. It is known for a certainty that the market is virtually sold up to the limit. Prices are firm, with an upward tendency. The small quantity of spot goods now on hand will all be absorbed before the new pack is ready for delivery and holders are not anxious to sell what they have as they can probably get better prices later.

Dried Fruits—While trade in dried fruits is not large, so far as individual orders go, there is a steady consumptive demand, which is gradually reducing stocks to a low point and there is very little danger of a reduction. Prices on prunes have advanced ¼c all around in California and, while there is no change in price here, the market is somewhat stronger. The demand is for small lots only, but such orders are numerous and indicate that small dealers are carrying light stocks and will be compelled to buy steadily to supply consumptive requirements. With total stocks of 40 cars or less, and with many dealers nearly cleaned up, the outlook

is considered fairly encouraging for the time of year. Raisins are showing evidence of better feeling, and dealers are holding them firmer than they have done heretofore. The reason is not easy to find, but is, no doubt, partly due to the partial settlement of the friction between the growers and the Association. It has been definitely determined that the Association shall pack its own raisins this year, and that has had a steadying effect on the market. Prices have not advanced, nor have sales increased materially, but the better feeling is indicative of possibly a cessation of the low prices and weak demand which have characterized trade for the past few weeks. Peaches are unchanged although there have been large sales this week and, as a consequence, there is a firmer feeling, which may cause an advance later. The supply on hand is not large and will undoubtedly all be consumed before the new crop comes in. Strictly choice apricots are well cleaned up and can be found only in small scattered lots. Prices are firm, with no prospect of a decline in the near future. It is reported that the California apricot crop promises to be the largest for several years. Dates are fairly steady at full previous prices, but the movement is small. The supply in market is fully as large as usual at this season, which tends to slight weakness. Currants are firm, but trade is small, and if it were larger it would compel some holders to take their goods out of storage. The outlook is encouraging and business appears to be on the upward turn. Choice and fancy figs are less plentiful and prices are more firmly held. Good medium grades, sound fruit, are in fair supply and prices are generally unchanged.

Rice—There is a somewhat improved demand for rice and prices have a slight upward tendency.

Tea—Dealers report a somewhat improved demand, particularly for the better grades. The first new crop Japan tea is expected here about the middle of May. It is rather interesting to note the increase in consumption of Ceylon tea in this country. Recent reports show that shipments from Ceylon to America from Jan. 1 to March 7 aggregated 1,213,816 pounds, an increase of 709,153, compared with the corresponding period last year.

Molasses and Syrups—Because of moderate supplies and firm prices maintained by holders, buyers confined themselves to small purchases to meet immediate requirements. The high prices now ruling on corn have caused an advance of 1c per gallon and 6c per case on corn syrup, with the demand good at the advance.

## Keeping Shoes Displayed.

A customer very often comes in the store and asks for a certain style of shoe displayed in the window. In order to explain which style it is, it is usually necessary to go outside and have her point it out. An easy way to overcome all this trouble and annoyance to both your customer and yourself is to stock lot the styles. On the price cards which you use on the shoes displayed have the words "call for number" printed in one corner and put the stock number on. Then a customer will come in and ask to see shoe number so and so, whatever the number may be.

H. R. Tyroler, of the Tyroler's Dry Goods Emporium, at St. Louis, has accepted the position as manager of the retail department of the millinery establishment of Corl, Knott & Co.



## The Buffalo Market

Accurate Index of the Principal Staples Handled.

Beans—Market weak and generally lower. Too many fair to good lots, which sellers are anxious to get rid of. Fancy, although held firm, are moving slowly. Marrows, fancy, offered at \$2.25; fair to good, \$2.10@2.15 per bushel. Medium and pea, fancy, \$2.10@2.15; fair to good, \$1.95@2. White kidney, \$2.25@2.35.

Butter—The expected slump reached this market early last week and sellers were looking for some improvement in demand, but the market seems weaker this week and the demand considerably less than last for high priced goods. It is evident buyers will continue the hand to mouth policy until there is some indication of a check in the downward tendency. Low grades of butter are still scarce, also fancy dairies and rolls, but there is plenty of choice to fancy creamery and a glut of renovated. Quoted creamery, extra, 21@22c; good to choice, 19@20c; dairy, extra, 18@19c; fair, 16@18c; rolls, 17@19c; renovated, 10@20c.

Cheese—Good demand for fancy full cream at 13c; good to choice, 11½@12c; skims quiet for best at 8@9c; poor entirely neglected.

Eggs—It has been impossible to advance the price above 12c for finest Western and State, although the demand was active and many attempts were made to start an Easter week boom. Southern eggs, and not much can be said as to quality, were too plenty and cheap to hold the market above 11½c, and it was up hill work to get 12c for fancy except in a small way. From all indications eggs will be cheap this year and the general opinion is that cold storage stock will not go in above 10c. To-day the feeling is stronger, selling State and Western fancy at 12c; ordinary run, 11½c. Duck eggs scarce at 18@20c; geese, 40@50c per doz.

Dressed Poultry—Receipts were more liberal and at the close last week the supply was heavy of large fat fowls, which caused an easier feeling on that class. Chickens, however, were in light receipt and active demand, all selling at strong last week's prices. Turkeys in good request, especially fancy small and for selections some advance was paid. Few ducks and all poor. Geese none. On the whole, however, we believe the market is in better shape for the closing next week than ever and we look for higher prices. Quoted: Turkeys, fancy, small, 13@14c; good to choice, 11@12c; old toms, 10@11c; capons, 13@15c. Chickens, choice to fancy, 12@13c; fair to good, 11@11½c. Fowl, fancy, 10½@11c; fair to good, 10@10½c; old roosters, 8@9c. Broilers, 15@16c. Ducks, fancy, 14c; poor to good, 10@12c. Geese, 9@11c. Pigeons, 20@25c per pair.

Live Poultry—Active and firm, with not enough offered to supply the demand and higher prices are certain from now on. Quoted: Turkeys, 11@12c; chickens, 11@12c; mixed chickens and fowl, 10½@11c; fowl, 10@11c; broilers, 14@15c; ducks, per pair, 80c@1.15; geese, 40@90c.

Apples—There is quite a good supply of this fruit offered and much of it is forced for sale. Lower prices than quoted last week have been accepted on offerings which were considered fairly good stock, but the season is getting late and it is time to close out. Fancy stock, however, still commands its price. Quoted: Fancy, \$4@4.50; good to choice, \$3@4; common to fair, \$2.50@2.75.

Oranges—Active and firm. Navels, \$2.85@3.25; seedlings, \$2@2.25. Lemons—Quiet; \$2.75@3.25.

Potatoes—A better feeling prevails owing to an active demand at present low prices, and the prospects are that some advance will follow as stocks here are cleaning up very satisfactorily. The supply of late has consisted principally of fair to good white and mixed, and some of it of doubtful keeping qualities, owing to frost effects. Fancy, sound potatoes are firmly held and scarce.

Quoted: Fancy white Rural and white stars, 43@45c; Hebrons, 42@43c; fair to good, all kinds, 35@38c on track. Store and round lots selling at from 3@5c advance on above prices. New potatoes are arriving quite freely but as yet meeting with a light demand. Best stock quoted at \$6@6.50; others, \$3.50@5 per bbl.

Onions—We have had a regular old time advanced prices, doubling up under sudden active enquiry from outside and light receipts, but the market is now easier. Still the prospects are favorable for sound stock and the market may go higher. Bermudas and Havana are in more liberal supply and easy, but that fact has little effect on old stock when well kept. Fancy yellow sold up to \$1 per bushel, but 80@90c was considered a fair price later on for round lots. Red sold equally as high and were preferred in some cases. No white onions in market and would bring high prices. Onion sets offered at \$3.50@4.50 per bushel; Bermuda and Havana onions, \$2@2.25 per crate.

Celery—The top price could hardly be quoted as the supply of fancy was too light, and buyers made the best possible bargains. Choice easily brought \$1 and ordinary, small stuff sold quick at 35@50c. It will pay to have celery of any kind in market this week.

Cabbage—We are well supplied with all kinds of native stock, small and fairly good, but the price cuts some figure and trade is light. Southern and California are here and although not desirable as a rule, are taken in preference. Best native sold at \$2.50@2.75; and fair to good at \$1.25@2.25 per bbl. California — \$3.75@4 per crate; Southern, \$2@3.

Lettuce—Active and strong for all kinds. Large heads, 40@60c; medium, 35@45c per doz.

Pieplant—Quiet; liberal supply of California boxes at \$2.50@2.75. Native, long, fancy, 60@75c per doz.

Radishes—Light supply, 18@20c per doz. bunches of 5 to 7 in a bunch.

Maple Sugar—In good demand for new crop at 11½@12c per lb.; old, 8@9c. Syrup dull at 60@75c per gal.

Honey—Fair demand; no offerings of consequence. No. 1 white, 16@18c; dark, 11@13c per lb.

Dried Fruits—Apples quiet. Evaporated, 6@7½c. Raspberries, 13@14c per lb. Peaches, 4@7c per lb.

Country Dressed Meats—Hogs scarce, and would bring \$6.50@7 per cwt. Calves in light receipt at \$6.50@7.50.

Buckwheat Flour—Neglected. Offered at \$1.75@2 per cwt.

Straw—Scarce and higher. Wheat and oat, choice to fancy, \$8.25@8.75.

Hay—Firm. Prime baled, \$15@15.50; No. 1, \$14@14.50 per ton.

Testing Butter by Photography.  
From the St. Paul Pioneer Press.

Oleomargarine and renovated butter have seen their halcyon days, if the silent efforts now being made in the basement of the State capitol prove effective. State Chemist J. A. Hummel is engaged on varieties of yellow stuff, alleged butter, which the inspectors are sending him from every portion of the State.

The chemist has hit upon a new scheme which he thinks will surely bring the butterine dodges to time. By a combination of nickel prisms, microscopes and a lensless camera with a sensitive plate, Mr. Hummel has developed a plan which must show the difference between butters and pseudo butters to every amateur eye at a moment's glance. Thus, it is hoped, the photographs will carry weight with a jury where chemical formulae failed. When asked to explain the process of examination by photographic methods, Mr. Hummel said:

"The simple fact to be considered is that pure butter as made in the dairies or at the creamery contains only amorphous fat. Any heating process such as is followed in renovation and running in of milk immediately generates fat crystals. In the oleomargarine, the crystals from the meat fats added to cottonseed oil are very thick.

"Now all we need to do is to place a sample of suspected butter in a glass

slide and then under the microscope. We put one prism above and one below in such a way that the light rays can not pass through, according to a law of physics. Now, we push the tube of a camera directly over the head of the microscope, and insert a plate at the other end. No direct light, you see, can pass through, that is, as long as these two prisms are properly placed. But, according to the laws of light, as soon as we get a third prism, such as a crystal which you know is of prismatic shape, the light again finds its way through. Consequently, if the butter is free from crystals no direct rays, and only a dull translucent light will pass through, while otherwise bright and dark spots will come together and form the peculiarly shaded picture you see in the oleomargarine sample. The proof is simple, absolute and convincing."

### Breaking In a Pen Point.

"All pens are alike to me," said the clever young woman, "and all pens would be alike to you if you only knew how to break them in. Don't moisten your new pen between your lips before you begin to write. Don't say charms over it. Take your steel pen, dip it into the ink, then hold it in the flame of a match for a few seconds, wipe it carefully, dip it into the ink, and you have a pen that will make glad the heart within you. It is a process I have never known to fail."

### Cool the Bottle.

This should be a standing instruction to every soda fountain clerk: Don't put ice in the glass with the drink, cool the bottle.

### The Difference.

Willie—Pa, what's the difference between "insurance" and "assurance?"

Pa—Well, the latter is what the agent has, and the former is what he tries to sell you.

## 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.

## MACKEY & WILLIAMS,

Dealers in

**BUTTER, EGGS, CHEESE, POULTRY, ETC.**  
62 W. MARKET & 125 MICHIGAN STS.  
BUFFALO, N. Y.

We always want Dairy Butter. Fancy Creamery in good demand. Live and Dressed Poultry wanted Ship us your Eggs.

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**



## COMMERCIAL FRIENDSHIP.

## Money the Mainspring Which Warms Our Hearts.

A story is told of two brothers meeting on the road one fine morning, when one noticed the other had a new horse.

"Where did you get that hoss?"

"Traded for it."

"How'd yer trade?"

"Even up."

"What! That old spavined hoss for this nice mare? Who'd yer trade with?"

"Mother."

"Well, you are a shrewd one."

This story illustrates and proves the old Yankee proverb of "There is no friendship in trade" to be absolutely true, so far as these brothers are concerned, at any rate, as neither seemed to have the slightest idea of wrong doing, but by common consent understood that the love and friendship of the mother could be used for commercial purposes and that it was a shrewd trick to use them. In other words, this is a somewhat exaggerated case of "commercial friendship." We smile at the conceit of the man who cheats his mother in a horse trade, because she trusted her son; still, we expect our salesmen to be on friendly terms with our customers. We use every effort to increase such friendship, not only with customers and prospective customers, but with those through whom we expect to gain customers.

We even take this friendship into our social lives, and into our religious lives. Every nerve in brain and body is strained almost to breaking for the sole purpose of obtaining and maintaining commercial friendships. It would seem, therefore, that, as we are accused of being a nation of shop keepers, it would be well to make the study of commercial friendship a part of our public school system—that text books be furnished in which all the rules governing this branch should be laid down, and our colleges should grant an extra diploma for excellence in higher commercial friendship.

The question may arise, "Is the making and keeping of friends an art, or is it born with the individual—a gift of Nature?" This article undertakes to make the argument that all friendship in a greater or less degree is dependent upon art for a successful maintenance. The trouble has been that, while we all acknowledge the desirability of making friends, both commercial and otherwise, we have made the mistake of supposing the ability to do so is a gift of Nature, like a fine figure or a beautiful face, and that we could be no more blamed for lacking the one than the other. No, it is not true that Nature showers upon us the almost divine art of pleasing, but, on the contrary, if we are blessed with a little root of this trait of character we should cultivate it carefully, nor allow the hot breath of temper or the worm of carelessness to destroy the tender plant, so that the future of our lives may have the strong tree of friendship on which we may lean in our old age.

And yet when we ask ourselves, "What is it we like in those we call friends?" the answer is simple enough—kind words, kind deeds, sympathy with us in our joys and sorrows, a forbearance with our faults. Little enough, heaven knows, to pay such dividends.

How pleasant all this is, if it were true, but the danger line is there just the same, and we all know the distrust we feel with our seeming friend's motives when in order to prove his friendship he agrees with us in any proposition we may advance. It is

sweet and pleasant to our sense and is loved by us all, yet it becomes nauseating as we dimly realize that this adulation, this fawning flattery, is simply commercial friendship, selfish friendship. It is the old story of the friendly man toward the boy when he had an ax to grind.

The ladies of the social set are cast in the same mould, their friendship is of the commercial kind, in a different sense. Their exclusiveness from a lower set and their selfish vanity are emblems of a friendship that lacks honesty and straightforwardness in only a less degree than that of their husbands' or fathers' commercial friendship. No, in its present methods society, church, club, perhaps our Government, are managed by their members for the purpose indirectly of money-getting. Are you a stock broker—you must move in the highest circles of society. Are you a physician—you must become a member of an aristocratic church. Are you a lawyer—you must join several clubs. Are you a contractor—it were well to know several Government employes. These friends have a value, a commercial value. Why not? What more can we ask from friendship? What is better than a monetary value, since money is the goal of all our hopes and desires, the mainspring that warms our hearts to buy more stock in the D. G. & L., or nerves us to a good deed of building another block of tenements for the poor to pay rent on?

The poor! The poor! Ah, there is where the trouble lies. They are poor and have had no opportunity to take lessons in commercial friendship. They just have had the other kind, the common kind that our grandfathers had. They received their education at the

country school and this accounts for their being poor; this is why we have no patience with them, this is why we scorn them. They know nothing of commercial friendship—poor things—or if they do they undervalue its worth. They may, perhaps, have supposed that the virtue of friendship was for the purpose of performing some kind act for a neighbor who was their friend. In their lack of education they may have supposed friendship was a Christian virtue. How absurd! How painful it is that people should be so ignorant.

We are brought back to the point from which we started, viz., shall we teach commercial friendship in our public schools; or, to begin at the beginning, shall the mother teach her child the art of selfishness as a motive through life? Shall all that is genial or pleasant in the child be used solely for money-getting? Shall politeness, that virtue which all ardently desire and seldom acquire, be used for mercenary reasons alone? Must the mother, putting from her the tender feelings that Nature gives her, tell her child, "There is no friendship in trade?" Must the teacher, the pastor, deny to the child that friendship is a Christian virtue? Must they tell him that the faith of our fathers in the centuries gone by was not well founded, that the synonyms of friendship are to-day exactly the reverse of that of our forefathers, that even our beloved Bible must have been mistaken? Must they obey their master, "The World," or lose their commercial salaries?

It would seem that this must be true. Do you know, or do I know, of any way to prevent this? The pastor who tries to stem the tide of commercial friendship (another name for deceit) has near-

ly lost his influence with his congregation and the church has little or no terrors for deceivers, while the pastor who falls in line, says little or nothing of this commercial deceit and quietly pockets his salary is pronounced by his rich congregation "an eminent divine." And so it goes. Shall we go, too? I think so.—Mechanic.

## If Adam Were Alive.

A Bristol genius has kept himself awake nights figuring up the possibilities of attaining great wealth through the road to riches that opens with every savings bank. After eliminating the factors of death and disasters, failures and defalcations, he has reached the conclusion that savings will never secure a membership card in the Millionaires' Club. "For example," says he, "if Adam had secured a job the day he was created and had saved \$50 a week ever since that time, say 5,887 years, or thereabouts, he would be the proud possessor of about \$16,000,000. Andrew Carnegie makes that much every year and gives it away without making a perceptible shrinking in his bank roll. By shrewd investment, and by keeping Cain and Abel on half-rations, Adam might have managed to secure, on the average, say 6 per cent. for his savings. His total capital to-day would be less than \$150,000,000, so that the poor fellow could never hope to get his name on the roll that is headed by John D. Rockefeller and closed with the signature of Carnegie.

## How to Fall Unhurt.

"People wonder how an actress can fall on the stage without hurting herself, but it is the easiest thing in the world," said an actress.

"The great secret of falling is to relax. If you slip and fall sometime when you do not wish to, if you can only remember to relax your muscles, you will be saved perhaps from a serious injury. Children and drunken people fall relaxed."

## Red Cross Protection

17 inches high

Before negotiating for your Lumberman's Overs for the coming season do not fail to first investigate the merits of our

### Red Cross Protections

The rubber is the Goodyear Glove Brand Duck (will not snag.) Roll sole, best oil grain and attached to this is a warm lined waterproof duck, making the best footwear ever offered to the public. Write for prices.

**Hirth, Krause & Co.**  
Grand Rapids, Mich.



Patent applied for.





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

E. A. STOWE, EDITOR.

WEDNESDAY, - - APRIL 11, 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 April 4, 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 seventh day of April, 1900.

Henry B. Fairchild,

Notary Public in and for Kent County, Mich.

### THE NATION DISAPPOINTED.

In the main, the reasons assigned for the presidential candidacy of Admiral Dewey are not such as to command the confidence of thoughtful minds, unless we shall proceed upon the disagreeable assumption that Admiral Dewey is an intellectual weakling.

The destruction of the Spanish fleet at Manila and the events immediately leading up to that audacious and brilliant achievement introduced Commodore Dewey to the American public. He was not known before, although a man advanced in years and long in the naval service of his country. This fact need not argue his incapacity to rise to the requirements of the supremest office within the bestowal of the American people. Yet a man, however strong and resourceful, who has devoted the formative years of his life to a single profession, like that of the navy, which is most exclusive in its scope, may be, without discredit to himself, assumed to be less qualified than any other for an office so closely in touch with the thought, the heart, the conscience, the hope and the destiny of the Nation.

During the development of events following the victory of Manila if Commodore Dewey had done one untactful thing, foreign complications might have succeeded that would have interminably embroiled the United States. It was then, rather than in the one-sided defeat of a contemptibly inferior foe, that Commodore Dewey rose step by step in the admiration of his countrymen. His superb and ready diplomacy did not swerve from its even and serene course, under the adulation of a nation intoxicated over a sudden victory that told the satisfactory story of American naval superiority and removed from the tremendous issue of the Spanish-American war every element of doubt. Truly it was the supreme equipoise of this man, quiet, modest, tactful, discreet of speech and possessed of the genius of appro-

priate action throughout an hour fraught with peril, that marked him for greatness and an immortal page in immortal history.

It was not until Admiral Dewey had turned his face homeward from the scenes of his naval and diplomatic triumphs that he began to disappoint his countrymen. A few nobodies, in whose conception notoriety is glory, proposed the plan of presenting him with a home and grounds, after the fashion of royalty. Admiral Dewey's true friends, not caring whether he was Democrat or Republican, expressed the hope and confidence that he would discountenance the vulgar scheme. These he disappointed. He accepted a home on the ground that it was the spontaneous gift of the Nation. It was not. But these forgave him. Then he transferred the house to his wife. For this he was not forgiven. Nor should he have been. The hero of Manila belonged to the Nation, not to any individual or set of individuals nor to any party, but to all the people.

Now comes his foolish and absurd candidacy for the presidency. If his first public act tended to destroy the magic charm of his heroic personality this succeeding one has utterly disenchanted his countrymen, who had lifted this National figure, with an unbroken and harmonious esteem that rarely comes to more than one man in a century of heroic accomplishments, to comradeship with Nelson and Perry and Farragut on fame's eternal roster.

When Admiral Dewey's reason for presidential candidacy shall be sifted down and finally uncovered we apprehend with sincere regret that it will be found in the pitiable fact that he has yielded to an ambitious wife, mistaking the adulation of his countrymen for a blind idolatry that would make him monarch—if only he but asked it. If Admiral Dewey has enemies in Washington—and he can have them nowhere else—they will chatter in malevolent mirth over his ill-advised candidacy. His friends, and they overspread the Nation, are sore aggrieved over this almost inconceivable mistake of a popular hero. And yet it is not the first time in history that a feminine hand has reached forth to destroy the security of a man's fame.

### JUST THE RAW.

While the business world just now is not needing any inspiring cordial to cheer it up it will not cast a gloom over the commercial landscape to see what the Custom House returns are declaring in regard to the doings of February. Imports to the extent of \$68,774,150 is not an appalling figure to consider for this great country of ours, especially when there is taken into account the fact that \$25,936,601 of it—nearly one-half—is classified as "articles in a crude condition which enter into the various processes of domestic industry." Imports by manufacturers or for them amount to 47½ per cent. for the month, the remaining 52½ per cent. consisting of food products not raised in this country, a statement showing that the number of articles affecting at all our home manufactures is small, and showing, too, that the per cent. of imports for the use of the American makers has increased during the year. Nothing bad about that.

Further on there is a comparison of the eight months ending in February, 1899, with those ending with February, 1900. Twenty-four million dollars'

worth of hides was increased to \$38,000,000. Chemicals rose from \$25,000,000 to \$34,000,000. Raw silks jumped from \$21,000,000 to \$31,000,000 and wool grew from \$5,000,000 to \$10,600,000. To those who are fond of striking balances on the right side of the account the above amounts may be desirable for obtaining results when the raw material, manufactured, is placed upon the market, domestic or foreign. The gain will not be a sad one to consider. It may lead to the suggestion that, with a country containing every variety of soil and climate, it is hardly necessary to go outside for the raw material, and this, in turn, to the home production of the raw; but beyond all comes the fact that the export is largely exceeding the import and that the country, financially, is not running behindhand.

The increase in manufactured goods occasions no surprise—too many mills have started up all over the country for that. The South reports mill-building which enlarges the manufacture of cotton and wool. Pennsylvania has become extensively engaged in putting up new silk mills, iron and steel works are enlarging their productive power, and glass and china are more than holding their own, facts which may account for the extensive importation of the raw material.

As the eye glances over the list of this raw material the man with the New England idea of thrift in his mind wonders if it is not possible to shorten it. What is the use, he thinks, of importing hides to the amount of \$38,000,000 with as many hills as that number of dollars for the cattle to feed on in this public domain? Millions for raw silk? Why, what if the experiment has failed? So tea was a failure—was, but for all that it is so no longer. If the silk mills are increasing in number as the daily press says they are, the raw silk will be more and more in demand. What are the favorable conditions for the silkworm? Can they not be realized here and so save to the country this large yearly outgo? Buy wool? "Tell it not in Gath." Increase rather the acreage for the wool-growing flocks. The sheep are not wanting, we have pasturage to spare. The quality as well as the quantity may be the object sought; but in the United States are not both in the best sense of the term attainable? We want, in this old homestead of ours, to realize what the farm realized in the colonial days—the land to support the inhabitants thereof. What we can not raise we will cheerfully buy; but, with a country reaching from the pole to the equator, we want to produce our own raw material and then, with the best machines and with the best-trained brains behind them, we want to produce the best workmanship which has so far seen the light—conditions and results, all of them, not only possible but, if we are true to ourselves, soon to be realized.

A German has invented rubber nails, that will not rust. Some day rubber necks that can not be broken will be discovered.

When a man's head is swelled it is so crowded on the inside that no room is left for new ideas.

To the pure all things are pure, with the possible exception of adulterated milk.

The size of the egg does not regulate the volume of the hen's cackle.

### REACHING OUT.

It seems that the United States is not the only country that has concluded to put its faith in ships. The State of Para in Brazil has passed a law authorizing its governor to contract for a steamship line between the port of Para and New York, with permission to call at intermediate ports should it so desire. The steamers are to have a capacity of at least 2,500 tons for cargo and a speed of not less than 13 miles an hour. Accommodations must also be furnished for fifty first-class and sixty third-class passengers. The contract will cover twelve years, with twelve round trips the first year and twenty-four the following years. A subsidy amounting to \$37,800 will be granted the company each year.

While the amount of "encouragement" is not large, it will serve. It shows that the good will of the country is behind the undertaking. It shows that one Brazilian state has laid aside its groundless prejudices and that there is a promising hope that the remaining states of that great republic will follow in the footsteps of Para, and become better acquainted with the United States. The success of the enterprise is already assured. Existing conditions have long been urging its inception. Loss has already been suffered from the neglected opportunity, and it does not require great soundness of commercial judgment to conclude that the permission to call at intermediate points will lead to the development of a trade little less than marvelous.

The enterprise includes the idea of extending the line to Manaus, a city on the Amazon a thousand miles from its mouth, at the confluence of the Negro River with the Amazon to the southeast, and not many miles from that of the Purus River taking its rise in the Andes mountains at the distant southwest in Peru. It is the center of a vast extent of territory almost wholly in the torrid zone, drained by the Amazon and its tributaries, which radiate towards the west like a fan. For the natural productions of this valley, large as the United States without Alaska, the proposed steamship line will be the outlet. These productions are coffee, cotton, sugar, tobacco, rice, grain, tropical fruits, nuts and spices, all of which are raised in great abundance and all of which, if they reach us at all, traverse first two sides of the trade triangle from South America to Europe and thence to the United States. The projected line from Para to New York, the third side of the triangle, will not only lessen the distance by more than two-thirds but will reduce materially the cost of the merchandise to the consumer.

The commercial advantage, great as it will be, is only one of many. These will be mutual. The much-desired products of that tropical region will add greatly to the comforts and conveniences of our Northern life and under the influences of the Northern product and the machine which made it the wild wastes of the Amazon will put away their wildness and grow green with harvests which the civilized world is calling for. That virgin forest and those virgin plains will yield to the influences of modern civilization, the savagry upon the banks of the Amazon will give place to the better developments of life and the republic, the highest and the best form of political existence, will put on a perfection and permanency which are now impossible in that portion of the Southern peninsula of America. It is a result which the reaching out will lead to and the sooner the work is under way the better it will be for all concerned.



## FRIENDSHIP OF THE REPUBLICS.

The plain facts are these: The export trade of the United States with the republics to the south of us has, during the last ten years, decreased to the extent of \$100,000,000. In 1893, the export of bread stuffs was something less than \$18,000,000; last year it was a little more than \$8,500,000. In 1894, provisions fell from fourteen to eighteen millions. During the last five years cotton and cotton manufactures decreased three millions. In oils and minerals there was a decline of one and a half millions. In the whole list iron and steel alone show an advance of one and a half million dollars during the last seven years.

The imports from our southern brethren mark similar losses to this country. In 1892, the United States bought coffee from Central America to the amount of \$120,000,000; last year we had \$18,000,000 worth. In 1894, sugar and molasses to the value of \$87,000,000 came to us; last year the imports amounted to about \$38,000,000. On this side of the accounts India rubber alone shows a gain of \$8,000,000 during the last ten years—a condition of things which does not indicate an intense ebullition of friendly interest among the republics of America.

The Tradesman has already referred to this indifference, and at least partially accounted for it. From time to time it has taken occasion to deplore the fact and is the more ready on that account to state that the project for a Pan-American Congress in the City of Mexico seems to be assured. The time has been fixed between May and October next year. A majority of the countries most interested have endorsed the meeting and the government of Mexico has notified the United States that it will invite the countries of Central and South America to send representatives to the City of Mexico. There is at present every indication that the Congress will be most successful and that one of the results will be a better understanding among the American governments and so a renewal of the trade relations between those governments and this.

While it is doubtless true that there is a wide difference between the Latin-Americans and the Saxon-Americans, it is much to be feared that this difference has been largely increased by certain selfish interests having for their object the stirring up of strife against the United States among the South American Republics. A little effort has uncovered the fact that this attempt has been made by European residents in South and Central America with the hope of turning the trade from this country to their own. They have taken every opportunity to misrepresent the United States so far as this country's political policy is concerned and have not hesitated to suggest that American expansion would not halt until the South American continent was overshadowed by the American eagle!

From certain recent indications it looks as if belief in these assertions is becoming somewhat shaken. Mexico has not been backward in trying to scatter these false ideas and Brazil has seconded her every effort. At one time hostility against the Great Republic had materialized so far as to contemplate a league of South American Republics against the United States. It was promptly and completely destroyed by Mexico. The Argentine Republic has taken occasion to speak in terms of kindness of her powerful sister of the

North; and so there is every reason to believe that the Pan-American Congress of 1901 will bring the different governments into closer relationship and so tend to the cultivation of an intimacy, commercial as well as political, and essential to the welfare of all. It is the best means of leading to a better understanding and so to that friendship which nations as well as individuals find it necessary to cultivate.

## THE END OF THE CIGARETTE.

There has been a world of anxiety wasted over the death-dealing cigarette. Mothers have gone crazy and teachers, when true to themselves and their profession, have gone wild. The tobacco-nist has been denounced and everybody in general has been appealed to to help stop the wholesale destruction of young men and especially of boys. It is still a wonder how youthful depravity is able so to deceive those in charge as to keep them in ignorance of the mischief at its inception. The odor of the cigarette is so strong and it clings so tenaciously to the clothing that the careful mother and even the indifferent father seem to have lost all power of scent, not to be able to detect at once the beginning of the habit.

Be that as it may, the question is how to put a stop to it, and like most of the questions which are vexing society to-day the business men of the American community of their own accord have taken the thing in hand, with every assurance of success. Like most of such effective work there is no fuss made about it. Not a man has shown himself even anxious. He goes on in the even tenor of his way determined that he will have nothing to do with a cigarette, and especially nothing with a boy who smokes one. With that inconsistency which women and clergymen deplore, with a cigar in his mouth the merchant offensively declares that he will have nothing to do with a boy who smokes the cigarette. It begins there and it ends there and the youthful offender for the first time in his life understands that even for boys this is a free country. Nobody, that is, nobody whose opinion in the boy's world amounts to anything, cares whether he smokes or not. He can sneak into the longest and darkest alley and smoke his little skin full of the precious poison if he wants to, he can taint the atmosphere of his immediate neighborhood with the breath of the nicotine, his eye may be glassy and his young cheek pallid with the poison, nobody cares; but no boy with that habit is wanted nor will he be tolerated about the store. Clear out. There is no appeal to the boy's manliness. He is not asked if he does not want to be good, an early death is not held up for his contemplation. He is simply "turned down" and "kicked out" and that's all there is to it.

Whether there has been a syndicate of storekeepers and this method of procedure has been decided on does not appear. The idea seems to have taken possession of the trading fraternity and they are all working on the same lines. The mother may be deceived but not the business man. He has evidently been there and knows how to proceed. He knows that he can trust the fingers of the cigarette smoker to reveal the secret and give the tongue no chance to yield to its prevailing wickedness. The interview is short and to the point. "Want a place? Let me see your fingers. That's enough. No cigarette fiend wanted here. Next." A boy confessed

a fortnight ago that at every one of the ten places where he had applied for a position he was asked if he smoked cigarettes, and he was often made to show his fingers.

That is all there is to it. If the business man has made up his mind that he won't have cigarette smokers in his employ the days of the cigarette are over. The boy smoker is the one who "plays hooky" and gets to work before his time. Let it once be known that the men of the community are "onto them" and that "ye can't fool 'em" and the cigarette law will become a dead letter. The mothers and teachers have done their best and failed. The fathers have taken hold of the thing man fashion and without parley the evil will kill itself. Another instance that when the business man says "Gee!" everybody gees.

The well-intentioned individuals who are asking contributions of corn from Western farmers for the relief of the famine-stricken natives of India should study the character and customs of the people they wish to relieve. In past years shiploads of corn have been sent to India only to be refused by the people, whose ignorance and religion have prevented them from satisfying their hunger with an unknown food. It has even happened that the rice-eating districts have refused to save their lives by eating wheat and grain.

One of the novel business trades of London is that of a dealer in second-hand plate glass. The large plates of this kind of glass are insured when put in a window, and when any of them are broken the owner of the injured glass usually prefers that the insurance company should replace the broken plate rather than he should be paid its price. The dealer in the second-hand glass contrives to utilize what remains of the unbroken part of the glass, cutting it into panes of smaller size and disposing of them to various firms.

The South African war has momentarily crippled the ostrich feather industry. There have been six sales of ostrich feathers annually in Mincing Lane, London, averaging about \$4,500,000 in the aggregate. This year there has already been a deficiency of 40 per cent. in the supply. As ostrich feathers are still extremely fashionable, the shortage has caused a decided enhancement in price.

It is feared that the French railways, which even in ordinary times have insufficient accommodations for travelers, will not be able to handle the exposition business. One line alone has been ordered by the government to add 105 engines, 272 passenger and 1,374 freight cars to its rolling stock.

The removal of "beautiful snow" from the streets of New York, after two recent storms, cost the city \$230,600. A snow storm is a luxury which few cities can afford.

Loafers are men who do not work. Rich or poor, they are all alike so far as the dislike for work is concerned.

It is among the greatest of mistakes to think a man is a fool because he does not think as you do.

In running for office, the race is not to the swift so much as it is to the cunning.

Keep posted, read industriously not only your trade papers but current literature.

## MODESTY BELOW PAR.

It must often occur to the thoughtful observer that one of the crying needs of the day is a new schedule of values for the every day virtues and vices of humanity. The old estimates of certain qualities no longer seem to fit the case, and would-be investors are all at sea as to which ones are best to acquire, as likely to prove paying properties. Some virtues appear to have shrunk in worth, others may possibly be unduly inflated, but to go on taking them at their old valuation seems as stupid as trying to speculate in futures with a last year's market report for a guide.

By way of example, there is modesty. We have been accustomed to regard that as a gilt-edged virtue that was always, and at all times, worth a hundred cents on the dollar, and we have not hesitated to commend it to young people as a safe investment that would always make good returns. In reality this virtue is so depreciated it has become a drug on the market. If there ever was a time when fortune kept a sharp lookout for worthy, but shrinking and modest youth, in order to call it up higher to places of honor and profit, that time has passed. It is the hustling youth, with brazen cheek, who does not hesitate to rush in where angels fear to tread, who gets all the smiles of the fickle jade now. It is the day of the boaster, when every man must assiduously and eternally blow his own horn, if he would have people remember that he is still on the earth. Indeed, it is not too much to say that success does not lie so much in one's ability to do a thing as in the skill with which he boasts of what he has done, or intends doing. With childlike simplicity we accept every one's estimate of himself, and if he assures us that he is great, we feel that he ought to know, and believe it. The method of the boaster is delightfully simple, but that it always works we can all bear witness. Who is the man who is always spoken of in every community as the noblest and most philanthropic and held out as an exemplar to youth? Is it the man whose good deeds are known to his neighbors? Not at all. It is the man who is always talking about his piety, who can pray the longest prayers and express the most generous sentiments. We have his word for it that he is a saint, and we let it go at that. Who is the man who gets the reputation of being far-sighted and long-headed? Is it the man who has ever done anything conspicuously clever? Not much. It is the flat-headed man who always says, after anything has happened, that he foresaw it all along and could have told us just how it was going to end. Who is the young man of whom we speak as one of the coming Napoleons of finance? Isn't it the cheeky youth who tells us how his employer's business would go to smash but for his invaluable services as bill clerk? How does one woman get to be the so-called queen of society in a town? Doesn't she invariably elect herself to the office and assert so positively and so often that she is the only thing that she convinces people of it at last? Another advantage of the Boaster is that he always has the enjoyment of perfect self-complacency. To listen to him is to be made aware that he has the best house in the city, children who are infant phenomena, and a gun and wheel that have points of excellence possessed by no others ever made. Enough has been said to show that modesty is below par in the market places of the world. Self-conceit is the thing, and we all know boasters who seemed to have cornered the visible supply.



## Dry Goods

### The Dry Goods Market.

**Staple Cottons**—Prices are generally firm. Many lines that are not quoted higher are held at value. Wide sheetings show firm conditions throughout, but the market is without any ready supplies. Cotton flannels and cotton blankets are quietly steady, but so well sold ahead that there is nothing to be done at present. Heavy sheetings and drills are firm and steady for spot or near-by delivery, but contracts for distant delivery are unsteady. Denims, ticks, chevots, etc., are quiet but firm. Mills are sold ahead for some time as a rule.

**Prints and Gingham**s—The market for all printed goods is quiet but firm; that is, it is quiet compared with what has been done, but the business is fully up to the average for this season of the year. Buyers are taking a few light fancies for immediate requirements, and there is still business being done in dark goods for the early fall. Any slight concessions that holders might make would dispose of anything in dark goods immediately. Staple calicoes have shown a fair business during the past week, and supplies are quite moderate. Gingham are very scarce, and buyers have difficulty in supplying their wants. Prices are exceptionally firm. Napped goods are in excellent condition, but show no change from last week.

**Dress Goods**—Importers of dress goods seem to think that the increased prices in the domestic market will give their goods a better demand, particularly as plain goods seem to have had the best call, and are pretty well sold up in domestic lines. It is said that quite a number of importers are bringing over plain goods undyed, and having them dyed and finished in this country. The jobbers are looking forward to an excellent fall business. Interviews with a number of prominent buyers are interesting as far as they show what is expected to be the popular fabric. It is almost without exception agreed that broadcloths and fabrics with cloth surfaces will be in great favor, and among these blacks will be strong. Venetians will come near broadcloths in popularity, and buyers expect to place fully as many orders for these two fabrics as for anything else. Camel's hair will be another popular line; also cassimeres and black figured crepons. Prophecies have been made each season that crepons would be dead letters the next season, but they seem to come up serenely every year, and although the quantities bought seem to vary, there is nothing to show that they are dead yet, or anywhere near it.

**Flannels**—The jobbers are doing an excellent business in the dress flannel departments, and there is every reason to expect that the retailers will have big sales; in fact, they have been replenishing their stocks, having sold out of popular styles. This is to be a very popular fabric for shirt waists for the summer, hence the demand on the jobbers, and likewise on the commission houses, earlier, as we reported at some length in this column a month or so ago.

**Underwear**—The present condition of the knit goods market depends largely upon the factors which govern the yarn market. April is now at hand, and the number of complaints received at the mills about the non-delivery of spring goods does not seem to decrease. In many cases the manufacturer is forced

to run his mill below schedule hours, simply on account of his inability to secure enough yarn to manufacture goods steadily enough to deliver in some cases at least a month after the contract calls for. It can readily be seen what a loss of business this inability to cope with the demand occasions to both manufacturer and jobber alike. There are some buyers to be found who, unwilling to wait any longer for goods which, when they do arrive, may be too late to be of much use this season, will cancel their order. These jobbers know that they will be unable to replace these goods, excepting at a higher figure, but are willing to pay higher prices for goods that can be delivered promptly, or to drop the order entirely, and not replace it at all, rather than pay for goods that will be of practically no use. However, the jobbers have confidence in the mills for the most part, and cancellations are at present the exception rather than the rule, although threats in that direction are heard frequently.

**Hosiery**—The hosiery market remains very quiet. Deliveries from Europe are coming in so slowly that many importers are using domestic productions to fill in the delayed orders. Nearly every mill's capacity is under orders until after Jan. 1. Prices remain firm.

**Carpets**—Manufacturers of all kinds of carpets and rugs are still extremely busy on orders for spring delivery and at the present time all indications are that a considerable amount of this season's business will extend over into next. This will delay the getting out of samples of goods for the fall trade. Some of the manufacturers are already working on their samples and report that a very good business is expected for their production this coming season. There will also be a large demand for all kinds of rugs. There have been advances made by the manufacturers of cotton ingrain carpets, within the last week, of 2@2½¢ per yard. This action was made necessary on account of the high prices prevailing for cotton yarns. Art squares (cotton) were also advanced at the same time. Manufacturers of these goods who sell to the jobbing and retail trade report the same condition of affairs as the agents for the carpet manufacturers who sell to the same trade. Manufacturers of Scotch velvet carpets report a very fair demand for their goods, which are principally used for hallways and stairs with borders to match. The average wholesale price is 50¢ per yard, goods made 27 inches wide, principally in solid colors and some in moresque, which is mottled, making a very pretty effect. The Scotch velvet carpets are made some of jute and some of wool filling with warps of cotton and jute; a very fair demand is expected on this line the coming season.

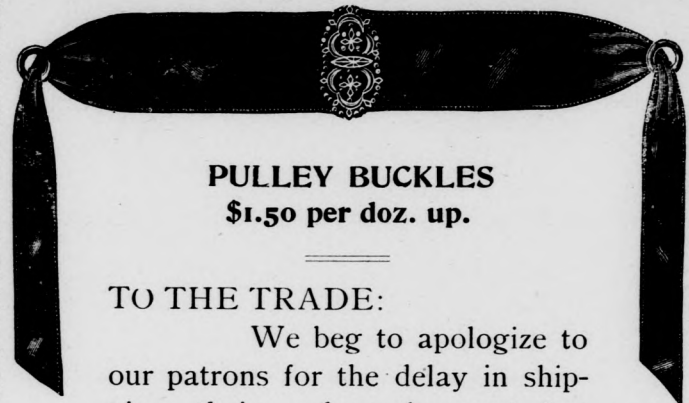
We carry a complete stock of

## Untrimmed Straw Hats

For Ladies, Misses and Children, from \$2.00 per dozen upwards. We are also showing a large assortment of Ready-to-Wear Hats for Ladies, ranging in prices from \$9.00 to \$36.00 per dozen. Write for samples and prices.

**Corl, Knott & Co.**

Jobbers of Millinery  
Grand Rapids, Michigan



**PULLEY BUCKLES**  
\$1.50 per doz. up.

### TO THE TRADE:

We beg to apologize to our patrons for the delay in shipping their orders the past few weeks. We have always prided ourselves on our reputation for promptness, but the unprecedented demand for goods in our line of late has caused us, unintentionally, to be a little bit slow. We think, however, that we are now in a position to take good care of all orders, but would advise those expecting immediate shipments to order their goods NOW. Yours very truly,

Buckles, Beauty Pins,  
Belts, Collar Buttons,  
Combs, Pocket Books,  
Waist Sets, Brooches,  
Etc., Etc.

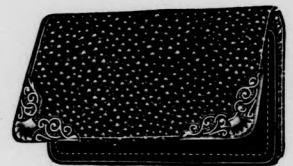
**J. A. Selling & Co.,**  
Popular Priced Jewelry  
and Novelties,

125 Jefferson Ave.,  
Detroit, Mich.

New York Office 3 Thomas St.

## An Item

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



**Voigt, Herpolsheimer & Co.,**

Wholesale Dry Goods,  
Grand Rapids, Mich.

## HOSIERY

One of the most essential things in a dry goods stock is a good line of Hosiery. We have an immense line of Ladies', Gents' and Children's Hosiery in plain black, plain colors, split soles, Moca foot fancy stripes, drop stitch and, in fact, anything to be had in the Hosiery line. We have them in all prices. Write for samples.

**P. STEKETEE & SONS,**  
Wholesale Dry Goods.

Grand Rapids, Michigan.





# Effect of Greetings on a Retailer's Trade.

Know your customers.

Get acquainted with them.

It's a good business principle to get as well acquainted as you can with as many people as you can,

And thereby you may be able to do a good deal more business.

For there is no doubt about it.

Every other factor being equal,

People prefer to trade where they are acquainted,

And with people who are acquainted with them.

It seems to be a trait of men generally

To feel that they are of some importance if they are recognized and remembered.

And the salesman who has a good remembrance for faces and names will be more successful than the unobservant or forgetful man.

You know that as well as I do.

You know that when a man comes into your store,

If you walk up to him and say,

"Good morning, Mr. Jones! Glad to see you! How is your son Charles getting along at college?"

He feels flattered and in just the mood to be suited with what you have to sell him.

Whereas, if you treat Mr. Jones as a stranger,

Be freezingly polite,

Or even cordially polite,

And start right in to ask, "What is it?"

He may feel a little piqued at the cool reception you give.

He feels at once that you are a man of no perspicacity

If you can not remember his name and business,

Which, in his opinion, are sufficiently marked to render him an exception to the general public.

I have noticed this in my own case.

Nine years ago I called on more than half the retail dealers in Ohio;

Four or five years ago I called on a great many retailers between Mason and Dixon's line and the Gulf of Mexico,

Including a part of Texas.

Now I met a great many men on those trips.

Not to mention a dozen or twenty shorter trips in other sections of this big United States.

And among so many of them—

All new faces to me—

It required something startling for me to remember any one of them.

I might speak of some physical peculiarities of a few people I met,

Which peculiarities mark them so distinctly that I remember them.

But the genial, affable, good-natured man,

One I saw for five minutes in his store

And have never seen since,

Is a fading or a faded memory,

And nowadays when a gentleman calls at my office,

Puts out his hand and says:

"How do you do, Gib,"

And asks me if I do not remember him,

I have only the miserable subterfuge of saying,

"Well, I remember your face very well, but I can't quite place you,"

Or else say right up and down,

"No; to tell you the truth I don't remember you,"

And then explain that I have met so many men that I can't remember them all.

Possibly you have had a similar experience,

Perhaps not so extended,

And you may have noticed the sort of drop in countenance when you have to admit that you do not know who the fellow is.

I believe it pays any man,

In any line of business,

To try and cultivate a memory for faces.

I know it comes natural to some.

I have a friend who seems to remember almost every man whom he has ever met,

And whether he sees him in Kalama-zoo or Kamchatka,

He knows him and places him at once.

There are men in some of the New York wholesale dry goods houses

Who are hired simply because of their wonderful memories.

They can remember and place every man who is a customer of the house.

The business of these men is simply to stand in the doorway and shake hands with every individual who comes into the establishment,

And greet him with a cordial

"How do you do, Mr. Brown! When did you arrive from —?"

Rarely do they make a mistake.

They have a sort of intuition,

And a memory which enables them to recall these country merchants.

Now, honest, if you, a small retailer out in Nebraska,

Should call at a wholesale store in this city

And have a man come up and slap you on the back,

Call you by name,

And ask you how times were out in Wahoo, wouldn't you grow an inch or two in height,

In your own estimation at least,

To think you were of enough importance to be remembered by these jobbers so far away from your home?

I think you would.

It's the same way with the retail store;

If you and your clerks cultivate the habit of remembering faces and calling people by name,

You can make it of practical benefit to your store.

If, in addition to this,

You can memorize the faces and get posted on the tastes of the customers,

So much the better.

I believe that it is time well used to study this phase of the business,

For while it may not seem important business to know every customer by name,

I think you will discover that there is good money in it.

I believe you can hold customers better where you know them

And give them to understand that you take an interest in them.

Not a curious interest;

I do not mean that;

Don't pry into your customers' affairs,

But be cordial and neighborly and polite

And you can then hold their trade against a more pretentious department store every time.

Another thing:

Do not hold yourself either above or below the level of your customers,

Be they wealthy or poor.

Be "Hail fellow, well met" with them all;

But not too familiar.

I believe it does not pay to be too deferential generally,

But you and I know that there are people who expect a certain amount of show of politeness,

And your own good sense will tell you which they are.

As a rule,

A person,

As I have said above,

Likes to be considered of sufficient importance to be known by name,

And to some extent by his business,

Or family connections, or something of that sort.

So that it will be a safe rule to be guided by to cultivate this branch of your memory.

Don't think because you never have done any brain cultivating

That this can't be done.

It can be.

There is no doubt of that.

Even some people of very poor memories have been able to do so by dint of stick-to-itiveness

I believe there is some sort of a memory system which enables one to recognize people,

And I know at least of one gentleman who took this system with very good results.

A funny thing connected with it,

however, was that if he mistook a person's name at the first meeting,

He never could get his name right in his mind afterward.

The first name which he hitched onto the individual was the one which stuck;

And for years he called me by a wrong name.

However, it serves to show that his system was a good one,

And one worth practicing,

And it was simply on account of a little lack of care at first

That prevented his knowing me every time he saw me,

Although I rarely have seen him more than five minutes at a time,

And sometimes years intervened between the times of meeting.

Think this matter over.

See if you can't make your customers more local to you by showing them some consideration in this respect.

I believe it will pay you.—Haber-dasher.

## The Tragedy of a Dun.

From Cleveland Plain Dealer.

He had long been annoyed by this particular bill collector.

There was something about the dogged patience of the man that irritated him.

His voice was soft, his manner smooth, and yet the soul of the debtor rose against him.

He couldn't be shaken off. Nothing save a full payment of the account would satisfy him.

And that sort of heroic treatment was contrary to the debtor's principles.

Once when he asked, "When shall I call again?" the debtor had rudely answered, "Never!"

"Thank you," said the patient collector, "I will make a note of it."

He did so with much gravity, and then added, "It is no trouble, I assure you—I will call again to-morrow."

And the debtor ground his teeth in impotent rage.

One day the debtor was quite alone when the collector called for the ninth time that week—and it was only Wednesday.

A flame of fury leaped in the debtor's breast.

"I will leave the statement," said the collector, in his soft, even tones.

It was the seventh statement he had left since the preceding Saturday.

Then the debtor sprang upon him and shut off his wind.

He left him sprawling on a chair, and turning on all the gas jets in the room, hurriedly left.

They found the collector a few hours later, and the coroner's verdict was death from asphyxiation.

Nobody showed any suspicion. It was merely regarded as a queer accident.

The debtor went back to his work and his conscience never bothered him.

Even when he came to die he made no confession.

But as he went up the narrow path he felt in his ghostly bosom that an explanation of the affair would probably be demanded at the great white gate.

He was right.

"I find," said St. Peter, with a glance at a bunch of memorandums that fluttered in his hand, "that you once took a human life."

"It was only a bill collector."

"Yes; and he had goaded you past endurance."

"Yes, yes, he had!"

"You felt that you were justified in removing him?"

"Yes, yes!"

"All the circumstances seem to indicate that your provocation was great.

The bill collector himself admitted as much."

"Then I can go in?"

"Yes. But wait. There is a trifling detail to settle first.

When the late collector passed in he handed me this little account to collect.

Will it be convenient for you to settle it to-day, or shall I leave a statement with you?"

With a hoarse groan the unfortunate debtor toppled over the low coping, and a moment later a fiery splash far below showed that he had made a hole in the brimstone lake.

Never allow a customer to leave your store dissatisfied for the sake of making a sale.

You are then sacrificing the future for the present.

# All Unite

In calling Shakespeare the world's greatest poet; but his place in literature is fixed rather by what is written in his books than by what is written about them. You will know Shakespeare better by reading him than by reading his critics.

Just so with Ceresota Flour. Popularity is proof of merit. Reputation tells what others think, but the flour speaks for itself. Many housekeepers have tried Ceresota because it was recommended to them, and more than a million continue to use Ceresota because it never disappoints.

We don't ask you to take our word, but we ask you to try Ceresota.

**Olney & Judson  
Grocer Co.,**

**Western Michigan  
Distributors,  
Grand Rapids.**

The Northwestern Consolidated Milling Company, Minneapolis.



## Shoes and Leather

### Advertising Scheme of a Rival Shoe Dealer.

Before I forget it I want to say something about advertising that I never thought of before until last season and then I wouldn't have thought of it only another man put it into my thinker by doing it before I had a chance to.

It is about fan advertising. No, not advertising fans, but advertising on them.

For years, Laster and I have bought a thousand or so of fans with our advertisement on them each season and given them out when kids or anybody asked for them or maybe made a distribution to homes where there were plenty of other fans and where ours were lost or only used in an emergency, but last season our competitors taught us a better lesson.

We had about decided to go out of the fan scheme altogether, but now I think that it is the best I know of, except newspaper advertising, and newspaper advertising in country weeklies has its limits.

This is what the competitor did. He must have bought 3,000 fans, and our town has less than 10,000 people in it who wear shoes at that, and I have yet to learn of a single fan that he gave out from the store.

How did he do it? Well, like this: One warm June Sunday morning down at our church I was fanning myself with a hymn book, trying to keep my collar from wilting, when I looked in the bookrack and there was a nice little fan with a sweet faced lady's picture on one side and a catchy advertisement for the other shoe store on the other side. I looked around the church and most of the people there were waving advertisements for the other shoe store, and when the sermon got too prosy, stopping to read the advertisement through again.

It made me hotter than I was before to see that pretty scheme being worked by somebody else when it was worthy of my fertile brain. Well, you're onto the scheme, I see. Every one of the seven churches in town was supplied, one or two in every pew. Not the least objection on the part of the church people; in fact, everybody was glad to have them.

Then I learned a little later that he had done the same thing in all of the little country churches for ten miles around.

A few days later the high school graduating class had commencement exercises and around came the other shoe dealer with loads of fans to distribute around the audience. He didn't distribute them too thick. Just a few in each row and the result was that they were passed back and forth and everyone lugged home by the fond parents who copped onto them first. Great scheme. I take off my hat to the man who devised the new way of using the old medium. This season I'm going to follow humbly in the other fellow's footsteps, only I'm going to use a little better style of fan than he did. These pasteboard fans are better than none, but the palmleaf and Japanese styles cost but little more and do not break so easily. The advertisements may be printed separately and pasted on.

When the circuses come to town we will be on hand to help the pink lemonade man to keep the people cool, and altogether we are going to help the other fellow to make it a big fan year. I pre-

sume there will be considerable competition between us in getting the church privileges, but I fancy that can be arranged in some way. By Jove! Just while I have been writing this I've thought of a new one. I wonder if it could be made to work? You know in some churches they have a form of responsive reading which they go through with at every service. Why wouldn't it be a great scheme to offer to print that service on a sheet, to be pasted on one side of the fan, with the advertisement on the other side of the fan, and furnish them free to churches, with the special form for each church especially printed? Look nice, wouldn't it, to see people standing up to worship and reading their responses off from one side of a fan that had our advertisement on the other side! I believe that it will work, and I am going to try it. Will let you know later in the season how it goes.—I. Fitem in Boots and Shoes Weekly.

### Intimate Relationship of Unionism and Murder.

Wm. E. Curtis in Chicago Record.

The investigation of the recent mining riots in Idaho by the House Committee on Military Affairs has been a terrible blow to organized labor. The object of the investigation originally was to show that the miners of that State have been the victims of a military despotism, but Gov. Steunenberg, a Bryan democrat and free-silverite, who has been the principal witness, and others have made it clear that the presence of troops alone prevented wholesale murder and destruction of property by the miners' union. It has taken him twelve days to tell his story, and cross-examination has failed to shake him upon a single point. His testimony is the most severe arraignment of organized labor that was ever made in official form, for he holds the leaders and officials of the union responsible for the destruction of the mines and mills by dynamite and for the assassination of those who interfered with them. Gov. Steunenberg declares that there was a reign of terror among the people of Idaho, who feared to show any sympathy for or give any information to the Government lest they should be assassinated by direction of the miners' union. The culmination of his testimony was when he charged Edward Boyce, President of the Western Federation of Miners, with organizing a conspiracy to murder the operators and blow up the mines and mills with dynamite. When the Committee demanded his authority for that sensational accusation, he named James R. Sovereign, former general master workman of the Knights of Labor, and A. B. Campbell, both of whom were present in the committee room at the time.

### Extending the Patent on Wooden Dishes.

From the National Provisioner.

The man who invented wooden dishes in 1883, and wanted to make them so cheaply that a marketman could give them away just like he does wrapping paper with his goods, is likely to get the time of his patent extended by Congress because he has been spending most of the years during which the patent legally ran fighting the fires and the consequences of them. In 1887 his plant and all of the machinery went ablaze twice; once in March, and again in December. He had to kill off a nest of infringements which kept him busy in the courts until 1894. This cost him \$35,000. For these reasons Congress may extend his patent. The machine makes 100,000,000 wooden dishes per year. His name is Smith. We expect soon to have all our parcels wrapped in wooden dishes.

### An Apt Illustration.

"What is expansion of territory, Uncle Bill?"

"Well, sir, it is the way in which you—when you sleep with me—take three-fourths of the bed and all the cover."



## 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.

## Add Value



—Intrinsic Value—to the other fine qualities of our shoes and you have a successful article. The style, the appearance of our shoes will sell them; the intrinsic value—the wearing qualities—will sell more of them. You need successful shoes. You can't get along without them. We make them.



## Herold-Bertsch Shoe Co.,

Makers of Shoes,  
Grand Rapids, Mich.

## Shoes That Sell

We know what the Michigan trade demands in shoes—and we have it. Not an undesirable line in our spring and summer offerings—not a style but what you can sell easily. Our travelers will be in to see you soon. If you defer ordering until they come, we'll get your order.

Geo. H. Reeder & Co.

19 South Ionia Street,  
Grand Rapids, Mich.



## Clothing

### What the Well-Dressed Man Will Wear.

If the men who write articles in fashion journals about men's styles are true prophets and if fashionable tailors may be relied upon as competent judges on the subject, men will be better dressed during the last year of the century than they have been since clothes were introduced. In his review on spring styles, John J. Mitchell says:

There have been periods of time when men's outer garments were more graceful, more picturesque, more attractive, more expensive or more comfortable to the wearer than they are now, but never when they so perfectly combined comfort, utility, appropriateness and beauty.

The materials which have been put on sale show that there are no excesses in that direction, no objectionable colorings nor absurd patterns. In the cut of garments there will be no preposterous lengths or widths, and there will be in the general effect neither gaudiness nor depression.

Worsteds will be used for suits in preference to other materials, but cheviots and fancy flannels will be popular also. Flannels will be in stripes more than checks, mixtures or plaids, and grays will predominate. Herringbone twist, stripes and checked stripes will be worn in worsteds; and basket stripes and gun club checks will be popular in cheviots.

There will be some changes in the cut and finish of outer garments, the most conspicuous of which will be the more shapely fit of the sack coats. They will be almost close fitting about the waist, with a flare button. There will also be a tendency toward "square" shoulders, and this, together with the tight waist, will give well formed men a rather military appearance. The bottom width of trousers has been decreased again, and although some men will doubtless go to extremes in this respect the fashion plates published by the Sartorial Art Journal show that the pegtop of last season is preserved, and the slightly narrower bottom gives the leg a neater appearance that is well suited to the spring and summer months.

Evening dress will be the same as it has been for years, but during the spring and summer months the white waistcoat will be worn more than it was in the last season. White silk is becoming popular for evening dress waistcoats, but it will probably not displace the washable material, because of its price and the difficulty of restoring it to original condition after it has become soiled. When the waistcoats are made of black material they will be single breasted and trimmed with narrow, fancy black braid in keeping with the side stripes on the trousers.

The Tuxedo will be made with a heavy silk facing, and tailors think that there will be few peaked lapels worn, and that the shawl roll will be worn to the exclusion of all other styles. During the warm season this coat will probably take the place of the regulation dress coat even more than it did last year.

"But," said the tailor, "the man who wants to wear a Tuxedo and be in full evening dress will make a mistake and he will get farther out of the way if he tries to make amends for the length of his coat by wearing a high hat and a white tie. The Tuxedo will never be anything more than a sack coat, and until the makers of styles allow us to wear a high hat with our business sack coat

we can't make the Tuxedo-high-hat combination without being in bad form."

The double breasted frock coat of black material, waistcoat of either black or fancy goods and trousers made from modest fancy striped goods will be the correct day dress suit, and this will differ only slightly from the one which was worn by well dressed men last Easter. The coat will be a trifle shorter in the skirt, coming just about to the knees, the shoulders will be slightly squarer and there will be a moderate amount of "bottom fullness" to the garment. The silk faced lapel will be worn again this season, but some tailors have orders for coats without this style of finish, and they believe that the "all cloth" coat will displace the silk finished garment. "The cloth lapel," said a maker of fashions, "may not be worn to the exclusion of the silk, but it will certainly be considered proper, which it has not been in several years." Waistcoats for these coats will be of the same material as the coats, and cut single breasted, or double breasted when made of fancy material. The fact that nearly all the imported and expensive waistcoat patterns have been reproduced in cheap materials had a tendency to make the fancy garment unpopular for a while, and it was believed that it would be driven out of the market, but there seems to be a reaction in its favor, and some tailors believe that it will be as popular during the spring season as it was last fall.

It is believed that more sack suits will be worn during the coming season than for many years, and more styles will be popular. The square cut sack coat, which has been worn for several years, will be more popular this season than ever before, and will be cut single breasted as well as double breasted. When made of blue material for yachting and for wear at the seaside this coat will be double breasted, but for ordinary summer wear this garment is too heavy, and the lighter article will probably take its place.

The three button cutaway sack coat can not be displaced. It comes with every season, and will differ only slightly this spring from the fall garment. Some tailors think that the prescribed tight fitting style will not be adopted by the majority, and that, with the exception of the few men who wish to pose as tailors' models, the "paper on the wall style" will have no followers.

The warm weather will bring the madras ties, and by that time higher colors will be worn. String ties will not all have the batwing ends, as they had last season, but will be made also with round or square ends. The polka dot tie, black or dark blue, which was put away last season, will be in good demand again, and foulard scarfs of the same pattern will find many purchasers.

Shirts will be just as brightly colored this season as they were last year, but the large plaid patterns will not be popular. Stripes, from the narrow pin pattern to half-inch figures, and plain designs are shown by all shirtmakers. Nearly all these fancy shirts are made to be worn with white collars, but cuffs of the same material as the shirts are attached to the garment.

The comfortable soft-finished negligee shirt, with collar and cuffs attached of the same material, will be worn by men who appreciate comfort, but the white, warm collar will be the fashionable thing. Socks are in line with shirts as far as color is concerned, and although

plain black and black with a small white dot will be worn and will be considered perfectly correct, young men will wear hosiery of the loud and flashy style. For garden parties and summer resort society functions, some haberdashers show silk socks of solid red, white or drab, which have a net of black over the instep, which gives them a rich but rather feminine appearance.

The pointed toe shoe has no standing in the fashions of 1900. Shoes for walking as well as for dress are made on the common sense last. Toes are round and soles broad. The patent leather shoe, which is hot and uncomfortable in warm weather, will not be worn this year to the exclusion of other shoes. Kid and thin calfskin shoes will be in favor for occasions when black shoes must be worn.

The silk hat for spring and summer

has a lighter curl and less bell. The brim is one and three-quarters to two inches in width, the band is of plain black silk, and the hat is light and shapely. Both Dunlap and Knox show a fine assortment of derby hats, with browns and drabs liberally mixed with the regulation black. The derby crown is lower than it was last year, and has more taper, and the brim is like that of the silk hat. Alpines in pearl, brown, drab and black will be worn, and a new Alpine without binding, trimmed with a scarf, will be favored by golfers.

Straw hats will be like those worn last year, except that the brims will be slightly wider and colored bands and scarfs will be more in demand. Knox shows a novelty in the shape of light bambo hats for men and women, which come from Manila, and are the first of the kind to be offered for sale in this country.



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 Suspenders**

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

**Michigan Suspenders Company,**  
Plainwell, Mich.

## Duck Coats



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

**The Ideal Clothing Company**  
Grand Rapids, Michigan.



## Fruits and Produce.

### Is Sulter Following in His Father's Footsteps?

Readers of the Tradesman will recall the repeated warnings published in these columns two years ago regarding A. Sulter, of Cleveland, who persisted in overquoting the market and succeeded in securing upwards of a hundred thousand dollars' worth of consignments, none of which had been paid for at last accounts. Mr. Sulter died about the time his failure occurred and the butter and egg business has since been espoused by a son, R. B. Sulter, who appears to be a "chip of the old block," so far as making wild prices is concerned. Under date of March 24 Mr. Sulter sent out the following circular letter to Michigan shippers:

The receipts of eggs have been heavy the past few days and the market closes weak. Will give 18c per pound for fresh butter and 12c per dozen for fresh eggs f. o. b. your station, all you can ship next week.

Several copies of this quotation were sent to the Tradesman, which immediately communicated with a leading produce house in Cleveland, enquiring if its market justified any one paying 12c f. o. b. for eggs. To this enquiry the following reply was made under date of March 29:

We enclose you as requested the circular from Cleveland house and can only say that this party is either foolish or dishonest. This young man had a good example set before him by his father and may be following in his footsteps.

Eggs are selling here to-day at 11 $\frac{1}{2}$ c a dozen and rather weak. The Leader quotes the market at 11 $\frac{1}{2}$ c@12c. We feel sure that this party needs watching and feel you are on a good trail.

The Tradesman thereupon wrote Mr. Sulter a letter, enquiring why he persisted in sending out quotations not justified by market conditions, to which he replied as follows under date of April 6:

Answering your favor of the 5th, will say I sent quotations on March 24, offering 12c per dozen for fresh eggs and 18c per pound for fresh butter f. o. b. shipping point until March 31 inclusive. The egg market declined in price somewhat quicker and lower than I expected and I lost some money on eggs the latter part of the week, but, taking the whole week, I made a little money on eggs and a good profit on butter received from the egg shippers. I send out quotations on Saturday of each week for the following week. Sometimes in the spring I lose a little money on eggs by buying them this way, but, on the other hand, in the fall and winter I get the advances.

I have been thinking some of advertising this season. What will you charge me per inch on a yearly contract, about six to ten inches each week?

To the enquiry concerning the price of advertising the Tradesman replied as follows:

We are in receipt of your letter of April 6, enquiring our price for a six inch space on a yearly contract and beg leave to state that we could not accept your order, for two reasons:

1. Your connection with the business of your father, which resulted so disastrously for every shipper who made consignments to the house during the final weeks of its career.

2. Your disposition to overquote the market, which is certainly anything but businesslike and must ultimately result in disaster to yourself and probably to those who trust you with goods.

We have made a careful study of the produce business for many years and have never known a man who persisted in this policy to remain solvent for any considerable length of time. In the light of your father's experience, which should serve as a warning to you and to

all who are similarly inclined, we should think you would undertake to reverse your present practice, with a view to making amends, so far as possible, for the great wrong inflicted upon the shippers of the Middle West by your father.

### Features Necessary For Successful Broiler Raising.

One of the very profitable branches of the poultry business is the growing of broilers. To make it a good business, however, requires a good market, willing to pay for such things, and a knowledge of the business, which, however, one can grow into if willing to commence in a small way and give the subject the necessary attention and study. It is not beyond the ability of any man or woman of average intelligence to become a successful broiler grower, and, as has been said, the business is a paying one.

It is impossible, however, to grow broilers successfully except by artificial incubation. All the conditions attending natural incubation are against the broiler business. We have to work out of season, and in our cold climate must find at all points cures for the natural obstacles that confront us. Without the aid of the incubator the production of the early broilers would be an impossibility. The hens do not become broody early enough, and the care necessary to be taken with a sufficient number of setting hens, even although they could be obtained early enough in the season, would be an endless task for which even the high prices that good broilers will bring would hardly compensate.

The use of the incubator for broiler making of course implies the use of the brooder after the chicks are hatched. If one can not get the broody hens to hatch the eggs, he can not get the matrons to care for the chicks after they are hatched. The early arrival of the chicks, too, would make them come out of season when the care that even the mother hen could give, good as it is in many respects, would be entirely insufficient to meet the requirements. Growing broilers, therefore, is undoubtedly a profitable business, if conducted with a knowledge of it and an attention to it, but the incubator and brooder are about as necessary to it as are even the eggs from which the broilers come.

### Monopolizing the Poultry Field.

From the Pittsburg Dispatch.

The poultry trade views with alarm the giant strides made by big packing firms toward control of what has been for many years a very profitable line of business. These concerns have for a year or more been making large additions to the capacity of their poultry packing plants, and further than this, they are represented to be now reaching out for mastery over the chicken producing territories of Kansas, Missouri, Illinois and the Northwest. The margin of profit in the poultry packing business has been good for those who operate on a comparatively small scale, and it is no wonder that Armour and Swift should undertake to monopolize a field for which they have exceptional facilities in matters of transportation, storing and market reaching.

### Watered Lard.

Mix well together five barrels of water and one barrel of plasterer's lime. After thoroughly dissolved allow it to settle. Use as much of the liquor after the lime has settled as you desire. Allow the liquor to run into the lard slowly and let the agitator work steadily for an hour after the liquor is in, and remain in motion until all the lard is drawn off. Make sure that all the liquor has been taken up by the lard before you draw it.

### He Spoke Advisedly.

Returned Fighter—And as I was being carried in the ammunition wagon I—Listener—Don't you mean the ambulance wagon?

Returned Fighter—No, sir; I was so full of bullets they put me in the ammunition wagon.

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.

## 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.

## 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.



**Observations by a Gotham Egg Man.**

The outlook for storage egg prices during April is still considerably unsettled. Conservative operators still hold to their opinions as to the proper policy; that is, to hold off until goods can be bought at low figures, say about 11c at New York and 10c at Chicago; but at the rate eggs have lately been going into consumption it begins to look as if an adherence to these prices as a maximum would result in only a very moderate surplus for storage purposes. There is little question that if the trade could work with any unanimity in the matter it would be the best policy to adhere to the low rates and rest content with even comparatively light storage during April, continuing the conservative policy throughout the season and going into the fall with a good many less eggs than we had last year. But it is very doubtful that the quantity of April eggs available for storage purposes will prove sufficient to satisfy the speculative appetite (even although it has been dulled by the experience of last season) on the basis of cost which conservative men have considered the maximum for safety. I am inclined to think, however, that if April prices rule materially higher than 11c at New York a speculator would have more chance of making money on late bargains.

\* \* \*

I wish some good egg packers would try our market with some "extra" eggs. It would certainly cost nothing and there is a very good chance that it would prove profitable. I was conversing with a very large buyer of eggs one day last week when the market for Western eggs was 11½¢@12¢, with the latter price extreme. "Mr. J—," said I, "would you give 12c to-day for fine eggs?" "Indeed I would," said he, "and more, too, if they were what I call fine; the trouble is when I pay a full price for fine eggs they are often no better than ordinary." "How would 'extras' suit you," I asked, "such as are described as such by the Exchange rules?" "What is that?" said Mr. J—, who was evidently not familiar with the last revisions. "All large and clean eggs," I informed him, "none small and none dirty, and the quality and package perfect." "Yes," he remarked, "I would give 12½¢ for that kind quick." Now, there is no doubt at all in my mind that if a man could offer "extra" fresh gathered under the call he could draw open bids of ½¢ above firsts and possibly more. At this time of year it would be very little trouble and no extra expense to put the goods up in this way. Eggs are practically all of fine quality now and the grading could be done by simply packing two cases at a time and putting all the large clean eggs by themselves. I do not know just how the proportions would run but I should guess that in a good section—such as Northern Indiana, for instance—where the run is of good average size, a packer could get 300 cases of extras out of 400. If so it would pay to grade. The 400 cases packed as they run would sell here to-day at \$3.60 per case or \$1,440. If the 300 cases of extras brought \$3.75 and the 100 cases of small and dirty sold at \$3.45 the gross result would be \$1,470. The dirties now offering bring \$3.30 on a 12c market for firsts, and they sell well; if goods were graded as closely as suggested the second grade would be better than the dirties we are now getting and it would be safe to figure on \$3.45 on a market in which the extras

would sell at \$3.75. This seems a very narrow difference in value between extras and second grade, but we have a very large cheap trade here who care more for a little difference in price than for appearance and they often run the price of seconds up pretty close to average good stock. If any of our friends try this experiment they should not do it by halves; the top grade should be entirely free from small and dirty and every requirement of the rule complied with so that the goods will pass official inspection as "extras."—New York Produce Review.

**Watermelon Day in a Colorado Town.**

Most merchants are quick to acquiesce to the proposition that retailers should organize, but get no farther than an acquiescence. They seem either unwilling or unable to get together, in consequence of which many a dollar's worth of their business slips away. Immediately neighboring towns jump in and secure more than their share, by means of special inducements; canvassers carry out of town hundreds of dollars; the spirit of town loyalty is permitted to wane, citizens boldly sending away for merchandise, and in place of sneaking to the express office at night for their packages, march along past the stores at noonday. For it is a fact that most people feel guilty about ordering goods from mail order houses and endeavor to escape publicity. If, therefore, retailers would make an effort to let it be known that they consider it disloyalty to send out of town for goods that can be gotten in town, there would be an appreciable falling off in such business.

H. I. Maxwell, of Rocky Ford, Colo., explained recently how the merchants of his town canvass matters of mutual concern. He said:

We have a town of some 2,000 inhabitants. Our town has a north and south side, and between the two sides there is strong rivalry. However, whenever there is anything that concerns the town in general, we pull together. In order to arrive at the best understanding the business men of our town have secured club rooms which are accessible to the business fraternity only. Here the business men meet and discuss the general welfare of the town. Regular meetings are also held. Sometimes we are called upon to consider matters of a nature that but a few can discuss. Then we retire to the sanctum sanctorum. The club rooms are open every night. We have in the rooms billiard, pool and card tables and try to make the place inviting. Our town has a sugar beet plant worth \$1,000,000, and when the managers arrived we soon had them up to our club. Now we can't keep them away. We have one day every year a feature that we consider a winner. It is known as Watermelon Day. The business men have it during our fair for one day only. It costs us \$300 to \$400, but that day we have 15,000 people visit us. The railroads run excursions. We turn the people loose among the watermelons and they are at liberty to eat all they can hold. It is entirely free to the public.

**S. Bash & Co.**

Commission  
Merchants

Fort Wayne, Ind.

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

Write us for prices.

# 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.

**THE VINKEMULDER COMPANY**

Headquarters for

## NEW GREEN STUFF

Tomatoes, Cucumbers, Onions, Radishes, Spinach, Lettuce, California Celery, Cabbage, etc. Fancy Navel, Seedling and Blood Oranges. Lemons, Dates, Figs and Nuts. Maple Sugar and Syrup. Careful attention given mail orders

14 OTTAWA STREET, GRAND RAPIDS, MICH.

## FIELD PEAS FIELD SEEDS

**MOSELEY BROS.,**

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

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

## Northrop, Robertson & Carrier,

Manufacturing Pharmacists,

Spice Millers,

Wholesale Drug and Grocer Specialties.

Manufacturers of  
Queen Flake Baking Powder and  
Northrop's Flavoring Extracts.

112-114-116 Ottawa street, East,  
LANSING, MICH.

## Hardware

### Problems Faced in Starting a Hardware Store.

I had been clerking two or three years in our town, trying on shoes for everybody who wanted to buy and some who didn't. I couldn't get a liking for the business, and when I got hold of some money which had been coming to me for some time I concluded I'd go into some other line. So I looked around and finally said to myself that I'd open a hardware store, because there was only one dealer in the town and I thought there was room for two, as he seemed to be making plenty of money on what I knew was a small capital. I didn't talk to anybody about it until I had leased a store in what I thought was a good location, but it wasn't very long before it leaked out, and pretty soon the editor of our town paper gave me a starter, saying, "We learn with pleasure that our esteemed fellow-townsmen, Mr. Will B. Young" (which was I) "is about to embark in the hardware line. We wish him all the success that his enterprise and knowledge of the business entitle him to obtain." That was a facer for me, but it was a good advertisement and I didn't kick.

A couple of days after that I started to market to purchase my stock. I didn't know a soul in the city, but I took some letters and also a good-sized draft that I got from a bank at the county seat. I also took a good roll of cash, but it would have been better to leave most of it at home. Well, I went to one of the big jobbing houses, introduced myself, showed my letters and draft and told one of the head men that I wanted to buy a stock. He took me over to the credit man, who asked me a lot of questions and looked me over in about the same way the judges look at a prize ox at a county fair. I thought once he was going to feel my pulse and ask me to stick out my tongue, but he didn't, and I suppose I passed a good examination because the head man became more polite than ever and asked me out to lunch, which turned out to be dinner and cost more money than I'd spend in a week at home. I wondered if he'd put it in my bill, but I reckon he didn't because I didn't find it there.

Well, I bought my stock, and I want to say right here that the fellow who sold it was of the right sort. He first asked me a lot of questions about our town and he told me right away the kind of goods I ought to buy. I was a little bit suspicious about this, because I knew more about the people than he did, but he managed to convince me and I found out afterward that he was pretty nearly correct, although he'd never been in our town in all his life. It took me about three days to complete my purchases, and as I'd never been in a large city before I concluded I'd spend a couple of days looking 'round and seeing the sights. That cost a good deal of money, because I was green—although I didn't think so, then—but I don't regret the spending now because I saw a good deal worth seeing and learned several lessons that paid in the long run. Then I started for home and got there about 9 o'clock at night. One of the first people I met was our postmaster, who told me with a grin I couldn't understand that there was a couple of letters down at the office and that I had better send around for them in the morning. After he had gone a

few steps, he turned around and yelled, "Better send a wagon." I didn't understand what he meant and thought it was only one of his little jokes.

But I understood in the morning. The couple of letters had grown into a couple of hundred and there were enough catalogues and circulars and price-lists to fill a wheelbarrow. They were all addressed to me and each letter was about the same as the others. The writers—and the letters came from all over the country—the writers said they had learned I was going into the hardware business and would be pleased to supply me with goods in their line, sending me a catalogue and price-list under separate cover and asking me to inspect them carefully; or they would be pleased to send a representative to aid me in selecting my stock. The letters knocked me silly. How in blazes did so many people know I was going to start a hardware store? I knew that our little weekly paper didn't go very much outside the county, and that I hadn't said a word in the city about my new business, excepting to the people where I bought my goods, and I was mighty puzzled at getting so many letters from big manufacturers and jobbers who seemed to know all about me and my business. But I found out all about it afterwards. The trade journal at the market where I was buying my stock had got hold of the news and printed it, which made it easy to understand why I got so many letters and catalogues.

As I had bought all my stock for the present and didn't have time to go over the catalogues, I put them away where I could get at them and I have used a good many of them since. I have learned that it is a good thing to keep all the matter of that kind that comes to the store. Well, the goods began to arrive and for several days I was busy unpacking and getting things in order. It was an awful job and I had to have help, so I got a young fellow who I knew didn't know very much about anything and nothing about hardware, but he was strong and willing to work and I was told I could trust him. That was right, too, for I soon found out that he was too stupid to be crooked. We worked night and day for a week, and at the end of that time I thought I had things in good shape, but I wish now I had taken a photograph of that store's inside the morning I opened up. With the picture of the store as it is to-day, you'd think of those cuts you see in the papers, Before and After Taking. I thought it was all right, but if any old and sensible hardware dealer had seen the way I didn't have my stock arranged he would have called me all kinds of fool names for trying to do business with the goods all mixed up in the way I had them.

As I said before, I didn't know any more about arranging the goods than I did about the business itself, and as for my clerk, he knew less than I did. Our first customer was my old maid school teacher. She wanted a curling iron and I couldn't tell whether I had it or not, and if I did have one I couldn't tell where it was. I owned up to her about it and she said I had been taught better ideas of order when under her tutelage—she's fond of big words, you know—and that I had better remember some of the things she taught me or I'd never succeed in business. Then she walked around the store and sniffed contempt-

uously at the way things weren't fixed, as she put it, and she probably felt that I needed an application of the old birch. She looked it, anyway. Next day I found a package of irons and sent her one with my compliments, but I didn't sell one for a year because she told her friends the one I gave her wasn't any good. That may seem a curious reason, but I've found out that women will talk and that it pays to make them talk in your favor.

I made a bad impression right from the start. It was such hard work trying to put things in order that I wasn't always in the best of humor, which I now know is a bad thing in business. People like to be treated politely when they come in to be waited on, but I couldn't keep my temper while attending to a thousand and one things in trying to get acquainted with my own store. I thought I never would get through and I got so mad at times that I had to cuff my clerk for fear I'd hit a customer when he acted sassy. It's a good thing to have some willing fellow to vent your feelings on. But I kept at it and in about two weeks I had my stock in fairly good shape and I began to see that the people liked me better than they did at first. Still, I was unpopular with a lot



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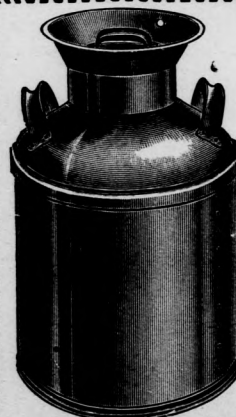
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of fellows who wanted to hang around the store and swap yarns without buying anything. I gave them to understand they would have to do their loafing somewhere else and they didn't seem to like it. I was wise enough even then to know that people who come to a store to buy goods don't care to run across such truck or to even enter a store where town-talk is part of the stock in trade.

\* \* \*

My first real trouble was with traveling men. Lots of them came to see me and if I had given every one an order my stock would have been ten times bigger than it ought to be. It's hard work to refuse to give a good fellow an order when he seems to want it real badly, but I'd made up my mind to keep on the safe side of things and for about two months I didn't increase my stock except in cases where I'd been asked to get certain articles I didn't have. The next trouble was about giving credit. I wasn't very particular at the start but soon found out I'd have to be, and when I refused to give credit to a man who said he was as good as the wheat, he got mad and went over to the other store and told the crowd about it. Of course, the news spread, and after that people didn't ask so much for time on sales and my business fell off a little bit, but picked up again when people understood my reasons, which I didn't hesitate about giving, explaining at the same time that they were the gainers by paying cash.

\* \* \*

I tried to keep posted on the markets, and when I found that prices had gone up I concluded that mine ought to go up too, so I marked them a little higher. People kicked at first and I suppose I lost some business for a time, but against every kick I made an explanation and also showed my authority for saying that everything was costing more and was probably going higher. I believed this myself and bought some more goods and was glad of it afterward, because prices did go up and my stock was worth a good deal more than when I bought it.

\* \* \*

In the meantime, my competitor wasn't doing much business and my own was improving. It took him a long time to see that he would get left if he didn't wake up, but after awhile he began to fix up his store and to try to do business in a way pretty near to my own. I became a little afraid of him when I saw this, but a little thinking showed me there wasn't any reason for it. There was enough business for both of us. I was satisfied with my share, and it wasn't very long before he saw that we could both make money by attending to our business and letting the other fellow alone, so we got to be pretty good friends and it wasn't very long before he came into my store one day and tried to get me to buy a carload of goods on joint account, saying we could get them cheaper and also save something on freight. The idea didn't suit me and I told him so and he kept on arguing until I had to say flat-footed that if there was a partnership in buying there ought to be one in selling, which neither one of us wanted to have. So he dropped the matter and we're still good friends.

\* \* \*

My business began to grow and I found I needed another clerk. I took pains to get a good one. He was full of good ideas and had a nice way of telling about them, was polite to the

customers, never got flip or sassy and didn't act as if he knew more than the boss, although I knew that he did know more about a good many things. For my part, I didn't let him outdo me in politeness and when I gave him any orders I tried to do it without giving offense and to treat him as he deserved. The fact is, we seemed to be more like partners than anything else, and I wouldn't be surprised if in a year or so the sign over the door would read W. B. Young & Co. As for the clerk I first had, he'll never be anything else than a sort of sweeper-out. You couldn't get an original idea into his skull by boring into it with a diamond drill.

\* \* \*

Of course there were a great many troubles and difficulties that I haven't told you about and more things to bother me than I could tell in a whole day, but I managed to get around most of them and at the close of the first year I could honestly say that my business was a success and that I had made money. I could have made more money if I had been an older hand at the business, but I am satisfied with what I did and am rather inclined to be proud of it, although I am free to admit that a part of my success was due to the fact that it was a good year for hardware and that I'm not entitled to all the credit. I have learned a great many things that I didn't know at first, and the best of them all is that it doesn't pay to stop learning, no matter how much you may think you know. There's something new almost every day, something to take in and profit by, and if I stay in the business for fifty years there'll still be something left for me to learn. So I keep on keeping posted, and when I stop trying it will be because my head-piece can't get anything into it, just like the head of that sweeper-out.—Will B. Young in Stoves and Hardware Reporter.

#### Don't Take Your Business Home With You.

Draw the line when the door is closed. There is enough of worry and work and detail in the hours given for labor without taking your business to your home and to bed. Every man needs the hours of rest he is supposed to take. The problems will be clearer and brighter and solve themselves more readily by going at them with a mind fresh from rest. Let the key of the store door lock in your worries and problems of business hours. It is enough that we are compelled to spend the twelve or fourteen hours of each day in their solving. It is due us that we take the rest, it is due our families that they have us and not our troubles. They probably have some and enough of their own. We'll be better business men in the keeping of this one particular "Don't" well before us.

#### A New Monopoly.

Hardfax—Hello, Honeydew! Haven't seen you in an age. What are you doing now?

Honeydew—I'm living in Chicago, trying to make an honest living.

"Well, old boy, you ought to succeed. You haven't any competition."

#### Something Not Just As Good.

"Can't you get me a new hat for Easter, Harry?"

"Things look dubious, Marie; but I tell you what, I'll buy you a don't-worry button."

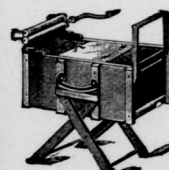
A gentleman recently about to pay his doctor's bill said: "Well, doctor, as my little boy gave the measles to all my neighbor's children and as they were attended by you, I think you can afford, at the very least, to deduct 10 per centum from the amount of my bill for the increase of business we gave you."

## 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 06                   |
| Barrows   |                         |
| Railroad.....   | 16 50                   |
| Garden.....   | 30 00                   |
| Bolts   |                         |
| Stove.....  | 50                      |
| Carriage, new list.....   | 45                      |
| Flow.....   | 50                      |
| Buckets   |                         |
| Well, plain.....  | \$4 00                  |
| Butts, Cast   |                         |
| Cast Loose Pin, figured.....                                      | 65                      |
| Wrought Narrow.....   | 60                      |
| Cartridges  |                         |
| Rim Fire.....   | 40&10                   |
| Central Fire.....   | 20                      |
| Chain   |                         |
| Com.....  | 8 c. 7 c. 6 c. 6 c.     |
| BB.....   | 9 7 3/4 6 3/4 6 1/2     |
| BBB.....  | 9 1/2 8 3/4 7 1/2 7 3/4 |
| 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 Sinks.....   | 65                      |
| Elbows  |                         |
| Com. 4 piece, 6 in., per doz.....                                 | 65                      |
| Corrugated, per doz.....  | 1 25                    |
| Adjustable.....   | 40&10                   |
| Expansive Bits  |                         |
| Clark's small, \$18; large, \$26.....                             | 30&10                   |
| Ives' 1, \$18; 2, \$24; 3, \$30.....                              | 25                      |
| Files—New List  |                         |
| New American.....   | 70&10                   |
| Nicholson's.....  | 70                      |
| Heller's Horse Rasps.....   | 60&10                   |
| Galvanized Iron   |                         |
| Nos. 16 to 20; 22 and 24; 25 and 26; 27, List 12 13 14 15 16..... | 28 17                   |
| Discount, 70.....   |                         |
| Gas Pipe  |                         |
| Black.....  | 40&10                   |
| Galvanized.....   | 50&10                   |
| Gauges  |                         |
| Stanley Rule and Level Co.'s.....                                 | 60&10                   |
| Glass   |                         |
| Single Strength, by box.....                                      | 85& 5                   |
| Double Strength, by box.....                                      | 85&10                   |
| By the Light.....   | 85                      |
| Hammers   |                         |
| Maydole & Co.'s, new list.....                                    | 33 3/4                  |
| Yerkes & Plumb's.....   | 40&10                   |
| Mason's Solid Cast Steel.....                                     | 30c list 70             |
| Hinges  |                         |
| Gate, Clark's 1, 2, 3.....  | 60&10                   |
| Hollow Ware   |                         |
| Pots.....   | 50&10                   |
| Kettles.....  | 50&10                   |
| Spiders.....  | 50&10                   |
| Horse Nails   |                         |
| Au Sable.....   | 40&10                   |
| Putnam.....   | 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.....                                 | 70                      |
| Mattocks  |                         |
| Adze Eye.....   | \$17 00 dis 60          |
| Metals—Zinc   |                         |
| 600 pound casks.....  | 7 1/4                   |
| Per pound.....  | 8                       |
| Miscellaneous   |                         |
| Bird Cages.....   | 40                      |
| Pumps, Cistern.....   | 70                      |
| Screws, New List.....   | 80                      |
| Casters, Bed and Plate.....                                       | 50&10&10                |
| Dampers, American.....  | 50                      |
| Molasses Gates  |                         |
| Stebbins' Pattern.....  | 60&10                   |
| Enterprise, self-measuring.....                                   | 30                      |
| Pans  |                         |
| Fry, Acme.....  | 60&10&10                |
| Common, polished.....   | 70&5                    |
| Patent Planished Iron   |                         |
| "A" Wood's patent planished, Nos. 24 to 27.....                   | 10 75                   |
| "B" Wood's patent planished, Nos. 25 to 27.....                   | 9 75                    |
| Broken packages 1/4c per pound extra.....                         |                         |
| Planes  |                         |
| Ohio Tool Co.'s, fancy.....                                       | 50                      |
| Scioto Bench.....   | 60                      |
| Sandusky Tool Co.'s, fancy.....                                   | 50                      |
| Bench, first quality.....   | 50                      |

| Nails  |                                 |
|--|---------------------------------|
| Advance over base, on both Steel and Wire  |                                 |
| Steel nails, base.....   | 050                             |
| Wire nails, base.....  | 3 65                            |
| 20 to 60 advance.....  | Base                            |
| 10 to 15 advance.....  | 5                               |
| 8 advance.....   | 10                              |
| 6 advance.....   | 20                              |
| 4 advance.....   | 30                              |
| 3 advance.....   | 45                              |
| 2 advance.....   | 45                              |
| Fine 3 advance.....  | 70                              |
| Casing 10 advance.....   | 15                              |
| Casing 8 advance.....  | 25                              |
| Casing 6 advance.....  | 25                              |
| Finish 10 advance.....   | 25                              |
| Finish 8 advance.....  | 25                              |
| Finish 6 advance.....  | 35                              |
| Barrel 1/4 advance.....  | 45                              |
| Barrel 1/2 advance.....  | 85                              |
| Rivets   |                                 |
| Iron and Tinned.....   | 50                              |
| Copper Rivets and Burs.....  | 45                              |
| Roofing Plates   |                                 |
| 14x20 IC, Charcoal, Dean.....  | 6 50                            |
| 14x20 IX, Charcoal, Dean.....  | 7 50                            |
| 20x28 IC, Charcoal, Dean.....  | 13 00                           |
| 14x20 IC, Charcoal, Allaway Grade.....   | 5 50                            |
| 14x20 IX, Charcoal, Allaway Grade.....   | 6 50                            |
| 20x28 IC, Charcoal, Allaway Grade.....   | 11 00                           |
| 20x28 IX, Charcoal, Allaway Grade.....   | 13 00                           |
| Ropes  |                                 |
| Sisal, 1/4 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. com. \$3 20 \$3 00 |
| Nos. 15 to 17.....   | 3 20 3 00                       |
| Nos. 18 to 21.....   | 3 30 3 20                       |
| Nos. 22 to 24.....   | 3 40 3 30                       |
| Nos. 25 to 26.....   | 3 50 3 40                       |
| No. 27.....  | 3 60 3 50                       |
| All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.....  |                                 |
| Shells—Loaded  |                                 |
| Loaded with Black Powder.....  | dis 40                          |
| Loaded with Nitro Powder.....  | dis 40&10                       |
| Shot   |                                 |
| Drop.....  | 1 60                            |
| B and Buck.....  | 1 85                            |
| Shovels and Spades   |                                 |
| First Grade, Doz.....  | 8 60                            |
| Second Grade, Doz.....   | 8 10                            |
| Soldier  |                                 |
| The prices of the many other qualities of soldier in the market indicated by private brands vary according to composition..... | 20                              |
| 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 & Norton's.....   | 65&10                           |
| Mouse, choker, per doz.....  | 15                              |
| Mouse, delusion, per doz.....  | 1 25                            |
| Wire   |                                 |
| Bright Market.....   | 60                              |
| Annealed Market.....   | 60                              |
| Coppered Market.....   | 50&10                           |
| Tinned Market.....   | 50&10                           |
| Coppered Spring Steel.....   | 4 30                            |
| 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 Rocker Washer



Is a great seller and will please your customers and make you a nice profit. Write for price.

ROCKER WASHER CO.,  
Ft. Wayne, Ind.



### Commission Store Talk About Oleomargarine.

Written for the Tradesman.

I took a chair by the stove in the one commission house of the little city. As the evening advanced, an old farmer who did quite a business in the butter and egg line, a young grocer, and a mechanic of some sort, a friend of the proprietor, came in and sat visiting together.

"I'm glad the dairymen are going to do something about this oleomargarine business," said the farmer, after the war in the Philippines and the coming presidential election had been discussed, "for these makers of snide butter are knocking the stuffing out of the butter market. I hope they'll put a tax of 10 cents a pound on the stuff, don't you, John?"

"Oh, I don't know," replied John, the commission man, "that would knock oleomargarine out of the market, and butter would be likely to go up out of sight."

"Well," said the farmer, bridling, "let it go up! It would be too bad for the farmers to have something they could get a decent price for, wouldn't it? Grains and vegetables don't pay any more, and butter and eggs and small fruits and that sort of stuff are about all we've got left. We might make something raising potatoes up our way if the railroads didn't want the retail price for hauling 'em. Let butter go up, I say!"

"I don't believe that any law recommended by the dairymen could be passed," said the grocer, "that is, any law making such demands as they are likely to make, judging from the sentiments expressed at their last meeting. To my mind, they want the earth, with a fence around it and a running river through the middle. Let them make good butter and there won't be so much competition from oleomargarine."

"They do make good butter," rejoined the farmer, with a snarl, "but the grocers and the commission men don't know how to handle it. Butter is a thing you've got to understand before you can handle it successfully, while you can tuck oleomargarine away in any old corner and never feaze it, principally because there ain't nothing to it that hain't been spoiled making of it."

"Come, now, Uncle Robert," said the commission man, "there isn't one man out of a dozen who can tell the difference between butter and oleomargarine, and you know it. The manufacturers seem to have gotten the making of it down pretty fine."

"Have, eh?" roared the farmer. "Don't tell me I can't tell oleomargarine when I see it! I can smell it a mile off. And I say it's nasty, dirty stuff, unfit for food, and it's a cheap man that will eat it. There!"

"It's on my table every meal," said the mechanic, with a sly wink at the merchant, "and we prefer it to butter, unless we can get the real creamery, and that's too expensive."

"Every one to his taste," grinned the farmer, "as the old man said when he kissed a hog. You can't have much taste, though. Diseased hog-fat, cottonseed oil and all that! Yes, sir, I hope they'll put a tax of 10 cents a pound on it. It's poison, sir, poison."

"We used to eat butter at our house," said the mechanic, "until I got out of a job in the city and went out among farmers to work. That was quite a long time ago, when I was a young fellow living at home with my father and mother, just as I am now. Oleomarga-

rine was a new thing then and there was a lot of prejudice against it, more than there is now, but I bought some the very day I got home from the country and we've used it ever since."

"You must have got among a tough lot of buttermakers," said the farmer, a little suspicious that the mechanic's remarks were not going to be very flattering to the farmers.

"Oh, I don't know about that," was the reply. "I guess I struck about the average lot. They didn't mean to be nasty with their butter and milk, but they were ignorant and shiftless. I was a slender boy and, of course, had to work about three hours a day longer than the strong men who were getting more pay for a day's work than I was for a week's, and in every place I had to milk the cows night and morning, and occasionally do the churning. If I should tell you all the things I saw about buttermaking at the places where I worked that summer, you wouldn't believe me. Manure two feet deep in the barnyard, cows filthy about the udders and sometimes with diseased teats, milk pails with ill-smelling sediment rotting in the seams, flies drowning in the milk and being skimmed out, cream kept in holes in the ground in company with decaying vegetables, the butter worked over by help with unclean hands and in the stink of the kitchen, and, to crown the whole thing, the butter hidden under the floor among the dust until it could be taken to town! Talk about such butter being fit to eat! I prefer oleomargarine."

"You can put lard on your bread if you want to," growled the old farmer, "but I wasn't raised that way, and I don't make butter that way, either."

"Yes," said the grocer, meditatively, "there is a lot of poor butter placed on the market. That is what gets people in the habit of using oleomargarine. A number of my customers have made the change within a year, and they are good people, too, people who will pay good prices when they can obtain what they want, and what they order. They come into the store and order gilt-edged butter. I show them what I have, and perhaps they make a selection. When they get it home, the wife makes a kick about it and back it comes. After this has taken place a dozen times or more the customer is ready to try oleomargarine, or anything that promises fair, and when once he gets out of the habit of buying dairy butter it is all off with him."

"If you'd keep your butter in proper shape," said the farmer, "it would prove satisfactory."

"There is no doubt that a good many grocers do not take proper care of their butter stock," was the reply, "but I do take good care of the butter that comes into my hands. Farmers bring in butter that has been kept so long under unfavorable conditions that it spoils before it has been in my store a week and what can I do? I have to sell it at a loss for cooking butter or send it to the process butter factory."

"What do the process butter people do with it?" asked the mechanic.

"Oh, I suppose they make it over, mix it up with good butter, put it through some treatment to take out the bad smell and taste, and put it on the market at an advance of about 10 cents a pound," replied the merchant.

"Great Scott!" cried the mechanic, "what sort of a show does the consumer stand, between the farmer, the process man and the oleomargarine maker?"

"He might try tallow," suggested the farmer.

"Oh, I think I'll stick to oleo for the present," was the reply, and the tiller of the soil got up and went out, banging the door after him.

"You are right about the farmer being mostly to blame for the constantly increasing demand for oleo," said the commission man to the grocer. "If good butter could be had at a fair price oleo would pass from the knowledge of men."

And the conference adjourned, leaving me wondering whether there was anything in the grocer's idea.

Alfred B. Tozer,

# Make a Butter Market

If business is dull create a want—make a "fancy" butter market by teaching your dairy customers the value of PURE salt in butter making. The question of making better butter is simply one of using the best salt—"The Salt that's All Salt."

## Diamond Crystal Dairy Salt

It imparts the flavor of "fancy" brands and keeps it there. It is the only salt above 99 per cent. pure; the only salt that immediately dissolves and leaves the butter free of grit and spots. You will sell more butter and most salt if you are stocked with DIAMOND CRYSTAL SALT.

Let us send you our salt booklet.

DIAMOND CRYSTAL SALT CO., St. Clair, Mich.



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.

## 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.



**GOTHAM GOSSIP.**

**News From the Metropolis—Index To the Market.**

**Special Correspondence.**

New York, April 7.—Coffee is steady and the trade from "up-country" has been quite active this week. Not that there is any rush, but altogether the outlook is a little more cheerful. Advices from Europe have been of a character that tended to give strength to the situation here, as do reports from Rio and Santos, where receipts have fallen off somewhat. No. 7 Rio is worth 7½c and No. 8, 7¼c. In store and afloat the stock aggregates 1,153,625 bags, against 1,210,425 bags for the same time last year. Mild coffees are fairly steady, but would-be purchasers are not inclined to take large quantities unless some concession is made, and this sellers are unwilling to make. Growths of East Indias are called for in about the usual every-day manner and prices show no appreciable change.

In sympathy with a better market for raws the situation of refined sugar is also somewhat improved and there has been a better run of orders; but, as a rule, jobbers are very conservative, not knowing what the next development will be in the war, so keep supplies no larger than are wanted for immediate requirements.

There is a fairly steady market in teas. The better grades are meeting with more call and quotations are firmly adhered to. Lower sorts are meeting with ordinary enquiry and some business has been done. Larger transactions might have taken place had the sellers been inclined to make any concession, but they seem to think the position warrants them in keeping to the present range.

There is a gradually improving market for the medium grades of rice and a rather better feeling is observable through the market generally. Foreign sorts are firm and some very fair orders from the West have been received on the basis of 5c for Japan.

In spices there is very little to report in the way of news. The market has dragged all the week and yet prices are firm and holders show no disposition to yield an atom in price. Quotations are unchanged.

Prices of grocery grades of molasses have advanced to a point that seems to preclude much business, and as stocks are not large there seems no immediate prospect of lower quotations and buyers will have to pay the sellers' prices. Foreign and low domestic grades are fairly steady. Puerto Rico is worth 34¢ 40c; good centrifugal, 20¢ 28c.

As supplies of syrups in the hands of refiners are very light, they are able to sustain the market to the top notch. Sales being made are of small lots to bridge over temporary necessities. Prime to fancy sugar 20¢ 27c for round lots.

With fresh vegetables now procurable in pretty good supply in every market in the country, we have rather a quiet time to report as to canned goods. Dealers have made some concessions to make sales and some lots of sifted peas changed hands at \$1 or even less. New Jersey tomatoes are procurable at 77½¢ 82½c. Hardly anything is being done in futures and sales of such goods are said to be far behind last year, especially in corn and tomatoes. Possibly it is just as well. Salmon sales are reported at \$1 f. o. b. coast for red Alaska. Some fancy Maine corn has sold at 82½c delivered here. New York State corn, 77½¢ 80c.

There is a fair demand for fresh fruit from jobbers and prices are well sustained. Sicily lemons are quotable at from \$3 3.75. California oranges are steady and selling at firm prices all around. Navels range from \$3 4.75 and seedlings, \$2.50 2.75. Bananas are still very high and consumption, it is said, is curtailed. The range is still from \$1.50 1.75 for firsts per bunch.

There is very little doing in dried fruits and no orders of any size seem to be coming in. Quotations remain practically unchanged.

All sorts of beans are rather quiet.

Choice marrow, \$2.15 2.20; choice medium, \$1.90 2.10; choice pea, \$2.15 2.17½; red kidney, \$2.10; white kidney, \$2.35 2.40.

The butter market is steady and pretty well cleaned up on the basis of recent quotations. Best Western creamery is worth 21c; thirds to firsts, 18¢ 20c; imitation creamery, 17¢ 19c; Western factory, 17¢ 18c; rolls, 17¢ 18c.

Cheese is very quiet. Lots changing hands are of small amounts and the outlook at the moment is for a rather dull market for some little time. Exporters have been doing a little business in large size cheese, but, as a rule, there is room for improvement. Fancy stock, small size, full cream New York State cheese is worth 13¼¢ 13½c; large size, about ¼c less.

The egg market is quiet. Arrivals are seemingly sufficient to meet the demand and near-by stock will not fetch over 13c and Western 11¢ 12c.

**The Romance of Commerce.**

From the Minneapolis Commercial Bulletin.

To the man who loves business there is something very impressive in the idea of trade. That great moving thing we call Commerce has an influence upon us that can not be measured. We recognize the majesty of moving trainloads of produce and merchandise and of ship cargoes piled high upon the docks.

It is unfortunate that men observe the passing trainload of freight without a thought as to what it means. This is commerce that is going by our very doors; it is produce on which a nation will feed; it is a process of the exchange of products of one section for those of another.

Take another view of trade. Every day there leaves Chicago a solid trainload of meats from one house, marked for export to Europe. From all over the Western prairies there are gathered into Chicago every day thousands of cattle that are made ready for shipment on this train that leaves the central market once every twenty-four hours with consignments for foreign ports. This is commerce.

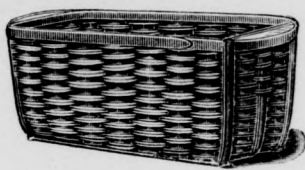
There are some who enjoy placing obstacles in the way of the development of trade. It is unfortunate, for without this opposition the trade balance now running to this country might be a good deal increased.

Let no man raise his hand against commerce. There is a grandeur about its movements, a romance in its life, a practical accomplishment in it all that appeals to the lover of trade. Hence we say, look at the trainload of freight for what it means; see in the moving cars more than the mere object itself; take note of what a force trade is; then, maybe, you will respect it if you do not now grasp fully the power that an exchange of world-products carries with it.

**Insuring Lives of Customers.**

Merchants selling goods on the installment plan are protecting their debts by insuring the lives of customers. An Indiana merchant who has sustained some heavy losses by the death of customers has devised the scheme of insuring the lives of persons that deal with him for \$1,000. He pays the premiums until the debt is discharged, when the customer has the privilege of continuing the insurance by assuming its cost. The amount paid by the merchant is a lien on the policy and is deducted when the insurance is paid. Should the customer die before the debt of the merchant is paid up, the balance due, with interest and the amount of premiums paid, is deducted, and the residue paid over to the beneficiary. The plan is, according to the Indianapolis Press, new in this country, but is operated by two or three firms in Europe. One house in London has made a great success of this insurance feature with its installment business. A number of its customers are in the military service in South Africa, but the weekly payments are protected by the insurance, so that there are no attachment suits, and the soldier departs without worrying about the debt.

**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.

**BALLOO BASKET WORKS, Belding, Mich.**

**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.

**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.

**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.



## Woman's World

### Judging Women by the Clothes They Wear.

I looked in the direction that the man indicated.

"She's very pretty," I said, "but she isn't a lady."

"How do you know?" he asked.

"From the way she is dressed," I answered with conviction.

"That's the way with you women," he replied, with a touch of scorn in his tones. "You always judge one another by your clothes."

"And, why not?" I enquired. "What better test do you want? I know people are always criticising women for judging other women by their clothes, but we know what we are about and it isn't such a bad test of character as you might suppose. Ninety-nine times out of one hundred a woman comes nearer to expressing herself in that way than any other. She gets her politics from her husband; her theology from her preacher, and her opinions from her circle of acquaintances, but her clothes and her way of wearing them are her very own, no matter whether they are calico or panne velvet. She may be so conventional in every other way that nothing on earth could induce her to vary a hair's breadth from the prescribed lines set down for women to follow, but she will get a hat and a dress that aren't exactly like everybody else's or die in the attempt."

The man laughed. "It reminds me of a story I heard the other day," he said, "about an old dorky who attributed his son's having taken to the learned professions, instead of the cotton row, to the influence of clothes. 'You see,' said the old man, 'one Christmas my white folks sent me seben long-tailed coats an' seben pars of britches an' seben beaver hats. Well, suh, my oldes' boy come along, an' he jump into one of dem suits of close, an' no sooner is he jump dan he feels a call to be a preacher. Den de nex' boy comes along an' he hop in a ne'r suit, an' the minit he hops he feels a call to be a perfesser in a schoolhouse. Den a ne'r one he rigs hisself out an' he feels a call to be a lawyer an' hang roun' de cotehouse, an' the odder boy he puts on a suit an' he feels dat his kentry is callin' him to de legislah-chah.'"

"Well," I returned, unabashed, "however absurd that theory of clothes may be to a man, it is eminently sensible and rational to a woman. We know just how it feels to feel called upon to live up to our clothes, and we realize from individual experience that our moods and manners and temper depend largely on the way we are dressed. Put a tailor-made frock on the most invertebrate woman in existence and she instinctively braces up. She assumes a brisk, businesslike air, she throws her shoulders back and walks as if she had some definite purpose in life. No woman lolls in a tailor-made frock. Like the immortal Mrs. Wilfer, she is simply incapable of such a thing. Of course, part of this is due to a horrible fear that she will make her skirt bag at the knees, but quite as much is due to the moral influence of the tailor-made. A fortune awaits the first doctor enlightened enough to prescribe a silk-lined tailor-made frock, instead of medicine, to some of his hypochondriacal, flip-floppy patients. It will be a specific that will do more to brace them up and

cure them than all the drugs in the shop.

"If the tailor-made, though, stands for incorruptible dignity and self-respect, the wrapper represents total demoralization. In its idealized form in the tea gown, silken, lace trimmed, lovely, it typifies our moods of languor, of yielding, of sentimentality, when even the strongest minded gives away to the temptation of talking gossip and eating chocolate creams and confiding things we ought not to tell, simply because we like to talk and it is dusk. In its worse state, when it appears as the breakfast wrapper unadorned, it is merely the visible expression of woman's nature with the veneer rubbed off. I don't suppose there's a woman in the world who doesn't remember things that she has said—rude, unladylike, brutal things—under the baneful influence of a Mother Hubbard that she simply couldn't have dreamed of saying when clothed in the refinements of silk and lace. It is at the wrapper period of the day that we scold the servants and spank the children and hold redhot arguments with our husbands."

The man looked reminiscent and I went on. "If men," I said, "thought women as well worthy of study as women think men are, you would long ago have found out that our clothes constitute a whole signal code for your guidance. We are always wig-wagging to you with this kind of a dress or that or a scarf or a ribbon, but you have never taken the trouble to learn the key and find out what it all means. The loss is yours. Observe how much unpleasantness a married man might save himself if he would choose that witching hour when madame has donned her most becoming frock, and consequently her most melting and forgiving mood, when he has to make to her unpleasant communications about the size of the bills or the necessity of her staying at home this summer. Instead of that he blurts it out when she has on a wrapper and every signal is hung out for rough and squally weather. What a different answer even blundering Tom might have gotten if, instead of proposing to Belinda in the morning when she had on her tailor-made frock and felt amply able to take care of herself and tote her own latchkey, he had only waited until evening when the very fragility and perishability of her chiffons would suggest to her that it is not good for woman to be alone in life and have to pay for her own frills."

"Who was that naturalist—Cuvier, wasn't it?—who could take a single bone, and from it describe the animal to which it belonged?" I continued. "Women can beat that. It doesn't take more than one fleeting glance back over our shoulder to enable us to tell to what type a woman belongs, just by her clothes. Take, for instance, the genuine shirt waist girl. I don't mean the woman who wears a shirt waist like a meal sack, nor that miserable subterfuge who wears soft ribbons around her neck in place of a collar. I mean the genuine thing: The woman who can put on the ugliest and most trying garment ever devised and give it a style that makes everybody else look slipshod and dowdy. Her skirt always hangs exactly so. Her collars are always immaculate, her tie has just the correct set, her shirt waist is always pulled down taut and tight, and her dog-collar belt never slips up or down by a hair's breadth. A shirt waist that stays down is the final triumph of mind over matter

## Make your own gas

At 15 cents a month

Brighter than electricity, safe and better than regular gas or kerosene, if you will get the

### BRILLIANT SAFETY GAS LAMP

Every lamp makes its own gas while it burns. No plant, piping or machinery needed. It's the one lamp that has never failed to give satisfaction or do as represented. That's why the Brilliant stands at the head of all gasoline lamps

Especially desirable for stores, restaurants, hotels and residences, as one filling will last 18 hours and requires no attention. One quart of gasoline lasts as long as 2 gallons of kerosene and gives better light. Any one can run them; can be hung anywhere or carried about. No smoke, no smell. Absolutely safe; approved by the insurance companies.

We are the sole owners and manufacturers, and our guarantee goes with every lamp.

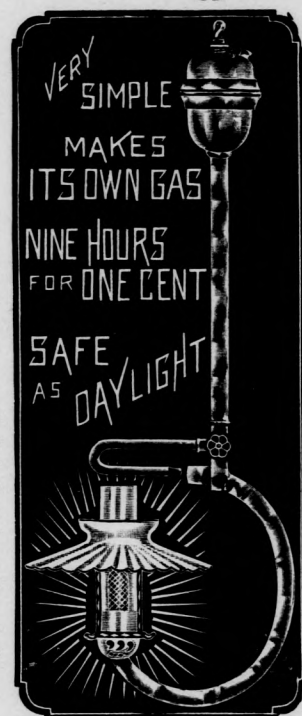
Agents Wanted Everywhere.

BRILLIANT GAS LAMP CO.,

42 STATE STREET, CHICAGO, ILL.,

George Bohner, Agt.

Opposite Masonic Temple.



## 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.

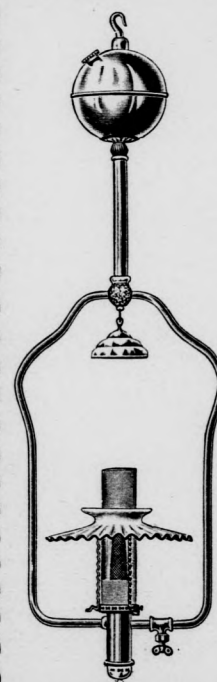
The Imperial Gas Lamp has proven its light to be the most brilliant, most steady and most satisfactory.

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



and of determination over comfort that is nothing short of heroic. The woman who achieves that is sure to be methodical and orderly in all her ways. She will never run off after fads. Her views will be correct and she will manage her husband and her children, and see that they walk in the orthodox way of which she approves. She puts appearances before comfort and her house will be furnished with sofas and chairs too good to use. She makes a thrifty wife, a good mother and a satisfactory friend who always keeps you at a discreet distance. For the young man who is seeking comfort instead of thrills in life, I should highly recommend the genuine shirt waist girl as a wife.

"The woman whose clothes always look as if they had been thrown at her with a pitchfork is the exact opposite. One look at her tells the story. She wears soiled finery, so you know she isn't dainty. She is lazy and slovenly. Her clothes are mussed because she will take neither the time nor the trouble to care for them or put them on properly. In character, she is generally generous and good-natured. She is willing to borrow and lend, especially borrow. She doesn't resent liberties from other people and she takes them with you. She is hospitable, but you must take things as you find them, and you generally find them helter skelter. Her servants waste and steal, and when the cook leaves she sits down and weeps over the servant problem. She's the kind of a mother who lets her teething babies eat pickles and then bemoans the mysterious dispensations of Providence when they die. As a friend she is often lovable, but unreliable. She never does anything on time or keeps an engagement and you go to her for sympathy, but never for help. The man who marries that kind of a woman generally gets a delightful companion who will never be hard on his faults and who will be tender and loving, but he always has to wear holes in his socks and use patent bachelor buttons.

"Another and a familiar type is the kind of woman who wears a flower bonnet with a rainy day skirt. She is the woman with no sense of humor, no idea of the incongruous. She buys her clothes because something in the store strikes her as pretty and she never stops to think whether it is appropriate or not. Can't you read her character like an open book? She's the woman whose fancy and heart always run away with her judgment. She's as good as gold, sentimental and easily touched. If I were going to get up a guild to send fans to the Esquimos or to introduce finger bowls into the Cannibal isles, I would look around until I found a woman whose clothes were always inappropriate to her age and station and the occasion, and I should unhesitatingly ask her to accept the presidency and head the list of lady patronesses, and I'd get her every time. The scheme would look worthy and sound well on the outside and it would never occur to her to investigate whether there was any need for it. As a wife she can only be recommended with reserve, as she is invariably addicted to the auction habit and the bargain counter vice. As a mother she is too much engaged in philanthropy to spare time to her children, and as a friend she is to be taken with caution, as she considers your secrets and affairs her own and spreads them broadcast.

"But why multiply instances? There's the woman who always looks like a dis-

guised man and who is almost sure to be a good fellow that you will like; there's her antithesis, the prim woman on whom a bow or frill always looks out of place, and whose character is just as lacking in softness and grace as her clothes, and there's the woman whose clothes always look exactly like everybody else's and whose opinions come off the ready-made bargain counter also, and so it goes. The apparel oft proclaims the man, it is said. It nearly always does the woman; and it's a most interesting study," I added.

"It's knowledge that comes high," quoth the man; "some of my wife's bills for Easter things have already come in."

Dorothy Dix.

#### The Summer Waist.

Now doth the Festive Summer waist appear upon The scene. In every shade From white to red, and Hundreds in between; It dazzleth every manly eye, And stretcheth Every neck, And maketh am'rous fellows Haste to follow At her beck As down the street in glad array Fair Doris lightly trips. A vision rare From ankle neat to Dainty fingertips; And there are Hosts of others—all most Gleeefully parade, With some in stripes And some in plaids and some In checks arrayed, And some are silken, some Are wool, some linen, Some pique, And e'en the flannel and Nearsilk are seen In the array; And some do blaze like Coals of fire, while some are Verdant quite, And every shade of Yellow, brown, blue, red, green, is in sight;

And thus, when warming zephyrs Kiss the early-leaving Tree, the streets Become kaleidoscopes Of femininity; And marvel of all marvels! Each Bright damsel feels that she Doth wear by far the Swellest waist Of all That company! All maidens love the Summer waist, the waist of Giddy hue; and Laddies love to love the maids, who Love this loving, too! So here's a toast, a merry toast, To maidens sweet, encased Within the Gay, alluring, neat and giddy Summer waist!—N. Y. Sun.

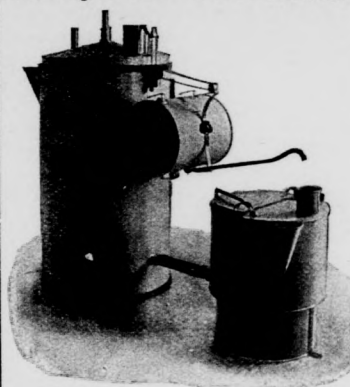
#### Ratio of Production Reversed.

From the Portland (Ore.) Telegram.

A little over half a century ago only 5 per cent. of the world's sugar supply was produced from the sugar beet; 95 per cent. came from cane grown in or near the tropics. Gradually the ratio has been reversed, until last year sugar cane yielded but 34 per cent. of the total, while the sugar beet produced 66 per cent. The total cane sugar production last year amounted to 2,862,000 tons. The amount of sugar imported into the United States was 1,964,170 tons, of which 723,336,352 pounds was beet sugar imported from Europe. By the time this amount of beet sugar can be raised in this country, in addition to that now produced, the increase in consumption will take all our Southern cane sugar. Last year Louisiana produced 132,000 tons of cane sugar, Cuba 400,000 tons and the Hawaiian Islands 275,000 tons, while Germany alone produced 1,780,000 tons of beet sugar.

## 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.

## H. M. Reynolds & Son,

Manufacturers of

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

Grand Rapids, Mich.

Office, 52 Campau st.  
Factory, 1st av. and M. C. Ry.

ESTABLISHED 1868

Detroit, Mich.

Foot 1st St.

WORLD'S BEST

# S.C.W.

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

## The Sun Fruit Jar



NOTICE THAT LEVER.

THE ONLY PERFECTLY  
HERMETICALLY SEALED JAR

Restricted Price Guaranteed

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

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

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

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

WE HELP YOU TO ADVERTISE

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

## The Sun Fruit Jar Co.

74 Wall Street

New York City

Agents, Hall & Hadden, Grand Rapids, Mich.

Citizens Phone 2218.

18 Houseman Building.

**The Trend of the Times.**

Written for the Tradesman.

It is probably correct to assert that the number of human beings on our globe are from century to century increasing in number in nearly a direct geometrical ratio. This statement may be verified in many ways, and only death by war, famine, pestilence, and accidents prevents the addition of many millions more.

From century to century those engaged in the actual production of food, in excess of their own and their family requirements, are lessening in number and food is diminishing in quantity per capita. Were it not that mankind has advanced in intelligence and brought machinery to his aid, food for the masses would be enormously high in price in every quarter of the globe and only a limited supply obtainable by the poorer classes. The wonderful growth of intelligence has kindled the fires of genius, and quickened the grasp of inspiration and resource. The great question of food supplies has become not only a National one but an international one in discussion and experiment; and with this all are willing to go back to first principles.

Thus to-day in most civilized countries there are what are known as control stations, to test all seeds for the farm and garden. One among the most reliable of these stations is located at Zurich, Switzerland, and it is stated that seeds from all parts of the globe are sent there to obtain a certification of their quality, giving a superior grading in the world's markets. Many governments are also securing co-operation in the work of stamping out adulterated foods of every kind. Fortunately some of the adulterants are harmless to the body, but they are a death-dealing robber to the pocket. The most contemptible of this class is glucose or starch sugar (identical with grape sugar), often found in raisins, and of which millions of pounds are annually manufactured. If glucose were sold upon its merits as a low-priced sweetening at anywhere near its approximate value and not as an adulterant no fault would be found with it; but thieves are not content with any ordinary profit.

Compared with past centuries, the more rapid means of communication and transit between all portions of the world is a most wonderful factor in the dissemination of knowledge from one nation to another. Thus there is not a vegetable food now on earth which has not been improved from its wild or natural condition by the hand of man, adding largely to its value as food for man and beast and also in manifold production. "The Man with the Hoe" is a back number. "The Man with the Lightning" has taken his place. A century ago thousands of human beings might have died from starvation before even a knowledge of their situation could reach us or the food we would gratuitously supply be placed in their hands. To-day time and distance are practically annihilated. We converse around the globe with parties we may never behold on earth, their wants are made known and it is then only a few days when the order is filled and a draft for the amount placed in our hands.

The evolution of all food products, whether by the genius and the skill of man or by Dame Nature alone, teaches us that a wise provision of Nature is ever on the alert to furnish healthful and unstinted food for her numerous children. Our first peach was evolved

from the "Amygdalus Persica," or the almond nut of Persia. For a long period they were all clingstones and a poor apology for the peach of to-day. Seventy years ago nearly half of our peaches were still clingstones and all the peaches were only about half the size of those now grown. Budded and grafted fruits are of a comparatively modern date. Sixty years ago sweet or tame cherries, so-called, were far from deserving the adjective, yet now how delicious. As boys used to say, they were sour enough to make a pig squeal. Cultivated berries of any description were then almost unknown. Wild berries were our best wild fruit and were abundant in many of our Northern States. What is known as our common Irish potato was evolved from the genus Solanum, which numbers among its family many poisonous branches. Its introduction as an edible root dates from about the Sixteenth Century. In England, where first cultivated and eaten, it was looked upon for a long time with suspicion as to its healthfulness. That the Nineteenth Century will witness a greater evolution in food than any half dozen previous ones is now predicted, so rapid is the onward march of science.

It would seem to the writer and to others that the quality or quantity of the food produced would be a small factor in the food supply of the world if the controlling wealth is permitted to purchase and hold without limit the bulk of the harvest. The nonproducers—multi-millionaires, it may be—if permitted to do so, can control the price, which they may fix at starvation rates for the day laborer with limited means to purchase. Trusts furnish employment for only a certain number of hands. Others wishing employment are barred out, even from a small business of the same kind, as they can not compete with unlimited capital and machinery. If not enormously high in price, land—if only a few broad acres—is the best investment for the man of small means; for, while powerful combinations are permitted his only certainty is in his own free soil, as all trades and barter in buying and selling will be strangled in the folds of the octopus mentioned.

Frank A. Howig.

**The Only Obstacles.**

Johnson—Jackson, how would you get into society?

Jackson—Oh, if I felt like it, and had the clothes, and was invited, I'd go.

**Aluminum Money**

Will Increase Your Business.



Cheap and Effective.  
Send for samples and prices.

**C. H. HANSON,**

44 S. Clark St., Chicago, Ill.

**For Sale Cheap**

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

**E. A. Stowe,**

Blodgett Building,  
Grand Rapids.

**HEMLOCK BARK**

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



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

**Grand Rapids****Bark and****Lumber****Company**

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

We pay Highest Market  
Prices in Spot cash and mea-  
sure bark when loaded. Cor-  
respondence solicited.

**419-421 Michigan  
Trust Building,  
Grand Rapids.**

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

**They all say**

=====

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

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



## WOMEN IN TRADE.

## Economic Side of a Puzzling Question.

The statistics of the next census in regard to the percentage of increase in the number of women engaged in business will be examined with a very considerable interest. This is one of the vexed questions of the day and a very important factor in the great economic problem, which grows more instead of less complicated. One element, represented in press, pulpit and the lecture field, adopts the prevailing habit of "denouncing" the entrance of woman into what are called the "wage-earning occupations," and demands that she remain in those of the household, which never were considered worth paying for. They calmly ignore the fact that the latter have been almost entirely taken out of the household and transferred to factories, and that, in entering these, women have only followed the legitimate work. They lose sight also of that other fact that the women in factories, offices and stores are not working for their health or their pleasure, but for exactly the same reasons which keep men drudging. Offer any of these toilers a home and see how quickly she will accept it. This is one of the principal objections to women in business—that as soon as they get a good opportunity to marry they "throw up their job."

The attacks of Rev. Samuel G. Smith, of the People's Church, St. Paul, formerly Methodist presiding elder of that district, are still fresh in mind, in which the woman in business was depicted as almost a criminal. Rev. R. A. White, pastor of the Stewart Avenue Universalist Church, Chicago, declared recently: "Women workers are the greatest curse that has ever come to the world of labor. The woman wage-earner is responsible for many of the army of unemployed loafing about the streets and stealing from the passer-by or entering the houses of the peaceful and robbing them of their hard-earned wages." There is a great deal of the sweet gospel of Christ in this, isn't there? The reason given is, of course, that every woman is keeping some man out of a place which he is longing to fill. To a number of young men who entered a similar complaint, the St. Louis Post-Dispatch a few days ago made the following editorial reply:

For shame, young men. Your course is unmanly. You are in a condition of mind that is damaging to character. You have neither reason nor sentiment in your favor.

It is a fact that the majority of women who work in office, shop or store do so because of dire necessity. It is true that our grandmothers did not follow this course. But how many of them trod the spinning wheel or loom, milked cows, kept chickens and carried on many household industries that have been made impossible by the growth of cities and the invention of machinery.

Since then, the typewriter, department store and other new things have opened up employment for women away from home. But during the same period, hundreds of new callings for men have been made possible. Look at the army of men employed on railroads and street cars, electric lighting, engineering, plumbing, iron buildings, machine coal mining, stereotyping, power press running, with many other industries unknown to our grandfathers.

Under such changed conditions, why should women be confined to housework? Wake up, young men. Don't be mean spirited. If you find women pressing into your line of work, do it better than they can, or find something else. Give the girls a chance.

Harper's Bazar said in an editorial

March 17: "Woman has sought to gain economic independence by an assault upon the industrial empire of man. True economic independence for woman must proceed from a recognition of the industrial empire of the home." But how is she going to recognize this when she hasn't any home, or anybody to provide one? Such writers also proceed upon the hypothesis that every woman has a home and a supporter that she wilfully abandons to rush out into the world of labor and take a job away from some man who is furnishing a home and a support for some other woman. This same editorial says that "out of every hundred women who engage in industry, eighty-seven retire on being married." This looks as if women were making "an assault on man's empire" only until some one of those "emperors" marries her. If such is the case men have the whole matter in their own hands. They have only to marry their competitors as quickly as possible. They may say, however, that some of these women are too old for marriage, or that they have too many depending upon them, but this destroys at once the theory that they have entered "man's empire" solely to take the work away from him, and it places them in the same condition as himself—toiling through necessity for daily bread, struggling to keep soul and body together and to provide for the dependent members of their family. If we recognize this to be the case then, surely, by all the laws of fairness, of justice, of common humanity, they are entitled to an even chance in the market of labor.

This editorial continues by saying that "mankind is divided into two classes—consumers and producers—and in the former women and children are classed." When the writer of this column read that sentence she asked herself how long she would be permitted to keep on "consuming" at her hotel before she was required to "produce" the price of her board. It is a law of economics that every person engaged in productive industry produces more wealth than he consumes, and creates also a demand for the labor of others. The woman in business not only requires food, clothes and other necessities, but has the money to pay for them. The mere consumer is a burden upon others. There was a time when man alone was, in the words of Prof. Felix Adler, "the purveyor of money, while woman took the rude coin and transformed it into real wealth—the things of use and beauty that go to make up the home." This is still the case among the so-called middle and upper classes, but so much of the former household work of women has been transferred to the outside that if those of the poorer classes still remained in the home they would have no employment and it would be impossible for their male relatives to support them. The idle consumer necessarily must be a burden upon the men of her family or upon the community.

Under modern conditions it is inevitable that women must be employed in industrial occupations outside the home. They are in the labor world and they are there to stay. Neither preaching nor legislating, neither protest nor abuse, will alter this fact. The situation must be met, not with attempts to drive them out, but with honest effort to readjust conditions so that this new regime will not work injury to either men or women. It is too vast a subject to be considered here, but one assertion may be made: Working men always have found it a disadvantage to compete with a disfranchised class of labor; for instance, with the negroes before the war and with the Chinese at the present day.

## MERCANTILE ASSOCIATIONS

## Michigan Retail Grocers' Association

President, C. E. WALKER, Bay City; Vice-President, J. H. HOPKINS, Ypsilanti; Secretary, E. A. STOWE, Grand Rapids; Treasurer, J. F. TATMAN, Clare.

## Grand Rapids Retail Grocers' Association

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

## Detroit Retail Grocers' Protective Association

President, WM. BLESSED; Secretaries, N. L. KOENIG and F. H. COZZENS; Treasurer, C. H. FRINK.

## Kalamazoo Retail Grocers' Association

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

## Bay Cities Retail Grocers' Association

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

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## Jackson Retail Grocers' Association

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

## Adrian Retail Grocers' Association

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

## Saginaw Retail Merchants' Association

President, M. W. TANNER; Secretary, E. H. McPHERSON; Treasurer, R. A. HORR.

## Traverse City Business Men's Association

President, THOS. T. BATES; Secretary, M. B. HOLLY; Treasurer, C. A. HAMMOND.

## Owosso Business Men's Association

President, A. D. WHIPPLE; Secretary, G. T. CAMPBELL; Treasurer, W. E. COLLINS.

## Pt. Huron Merchants' and Manufacturers' Association

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President, H. W. WALLACE; Secretary, T. E. HEDDLE.

## Grand Haven Retail Merchants' Association

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

## Yale Business Men's Association

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## Grand Rapids Retail Meat Dealers' Association

President, L. M. WILSON; Secretary, PHILIP HILBER; Treasurer, S. J. HUFFORD.

## 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.

Established 1880.

## Walter Baker &amp; Co. LTD.

Dorchester, Mass.

The Oldest and

Largest Manufacturers of



PURE, HIGH GRADE  
COCOAS  
AND  
CHOCOLATES

on this Continent.

Trade-Mark. No Chemicals are used in their manufacture.

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

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

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

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

Walter Baker & Co. Ltd.

Dorchester, Mass.

## Testing by Tasting

Five cents will buy an ingenious package of Uneeda Biscuit in exactly the same condition as they left the baker's oven—crisp, tender, delicious. Every housewife should test them, every person should taste them. And the test is in the tasting—the most satisfactory test.

## Uneeda Biscuit

are the highest and best development of the baker's skill. Everything that money can buy contributes to make them good—the best materials, the best machinery, the brightest expert biscuit experience. They are as good as good can be. Only sold in 5 cent moisture proof packages—never in bulk. Ask your grocer about them. Test by tasting.



## The Meat Market

### How Not to Handle Hides.

Don't ship hides with from 10 to 40 pounds salt in them. It will cost you double freight.

Don't buy green hides and salt cure them and expect pay for green weight. They will shrink from 20 to 25 per cent. in curing.

Don't expect cured price for a green or half cured hide. A cured hide will have shrunk 20 to 25 per cent. from green weight, and when the dealer pays cured price it is on the basis that the hide or hides have shrunk from green weight at least 20 per cent.

Don't buy a hide without opening it and knowing what you are buying. They often contain salt, meat, mud, etc., which must be removed. Hides are bought to be made into leather and anything you would not be willing to buy for leather should be removed.

Don't buy hides with from three to twenty pounds meat, sinews, tailbones, horns, and sometimes skull bones in them and ship them so, expecting to find someone as "easy" as yourself. You may get left. Hides are now trimmed closer than for years on account of high price.

Don't ship hides poorly tied or without your full name on tag. Some only sign their initials on tag. This tag is often all the dealer has to make returns from. Every shipper who does not sign his full name and address on shipping tag is liable to have trouble.

Don't make up your mind that you will teach the hide dealer how to run his business before you have bought one dozen hides. The hide dealer to whom you ship will always do the best he can for you, as without your trade he could not survive. Hides well bought are half sold.

Don't ship green salt-cured hides after you have cleaned off all the salt and expect to get pay for more than 96 pounds on every 100 pounds you ship. Hides well cured with hair reasonably dry will shrink 4 per cent. in transit and handling, and if they are wet and contain a surplus of salt, meat, tailbones, etc., they will shrink over 4 per cent., according to amount of such surplus material. L. C. Smith.

### Curing Hams, Bacon and Tongues.

The manner of curing hams and bacon, as well as that of cutting up, varies in almost every country and district. The flesh of the pig does not take up salt so speedily as other meats owing to the large proportion of fat to lean. Fat takes up salt more slowly than lean, and has far less tendency to decomposition. The length of time bacon should remain in salt varies according to circumstances. It requires less time to cure in a damp than a dry cellar; it also varies according to the damp or dry condition of the atmosphere. A deal depends on the thickness and weight of the flitches, as well as whether they are cured with the pork in or without. The two extremes of heat and cold are the most unfavorable for curing purposes, owing to the fact that in the hot, muggy weather the meat is liable to change before the salt can penetrate it in sufficient quantity to have the desired effect on it; while in extreme cold weather the juices of the meat congeal so soon that it is impossible for the salt to penetrate it thoroughly; in this case it is advisable to warm a few pounds of salt and rub a small quantity into each flitch or ham so as to slightly thaw it. In days gone by, it was considered to be impossible to properly cure hams and bacon unless the salt was well rubbed into them every day while undergoing the curing process. This method is not, however, followed by practical curers of

the present day owing to its having been found to give them a special degree of hardness; simply spreading the salt well over the flitches and hams is now considered all that is necessary for curing purposes. If the animals are killed, as is oft-times the case, while suffering from any undue excitement, such as overdriving or beating, the hams and bacon will be found very difficult to cure, the flesh of such animals having a great tendency to decomposition. The above remarks also apply to the curing of tongues. If the animals have been driven long distances the tongues prove difficult to cure, and although they may come out of salt or the pickle tub quite sweet, they are apt to be quite stringy when cooked, the fat portion being found to have turned quite yellow.

### Surprised at the Waste in His Market.

A grocer who runs a meat department in his store relates the following:

My meat cutter got sick a month or so ago, and not caring to hire another man in his place, and understanding the business myself, I took charge of the meat counter until he could get around again. After working at it about a week, the man who removes the fat and bones said to me, "You don't have as much fat as your butcher had." It had never occurred to me to watch and see how much waste there was, as I had trusted my meat cutter implicitly, but the remark made by the fat man caused me to look over the fat book. For fourteen weeks the fat account had averaged 280 pounds per week, not including small bones. The account for the two weeks I had charge of the meats myself, with the same amount of meats sold, was less than 150 pounds a week. I have been wondering since what composed the other 130 pounds of waste.

Many grocery men who keep fresh meats are losing money on them and do not know it. Many who call themselves meat cutters do not know how to cut money out of meat, especially when they desire to make a good showing on the amount sold and are not watched. Whenever the business is large enough to justify it, a separate account of the meat department sales and disbursements would more than repay the cost of extra book-keeping.

### A Good Natured Dog.

A very ordinary looking farm horse harnessed to an old wagon stood by the curb, and on the board that served for a seat lay a small dog of such mixed bloods that no guess could be made as to his breed.

As a delivery wagon passed on the opposite side of the street a large red apple fell off. Before it stopped rolling the dog bounded across the street, picked it up with his teeth and with tail wagging rushed back to the horse, in front of which he stood up on his hind legs while the apple was taken from his mouth.

As the horse munched the apple he made the peculiar little noise that horses make when petted, and doggie replied with throaty little barks which plainly told what a pleasure it had been to go after that apple. Then he went back to his nap on the wagon seat.

To feed a cold and starve a fever is a dangerous maxim. At the first sign of a cold the patient ought to take a rapid hot bath in a warm, well-ventilated room, then remain covered in bed, with hot water at the feet, for several hours. Darken the windows, court sleep and fast, save only from drinking warm broth or gruel, until unpleasant symptoms subside. Nor should there be mental or physical exertion. Then all the vitality can go to restoring circulation and throwing off that waste material which, retained, is absolute poison. To eat in this condition is to add the proverbial straw to the camel's back.—Good Housekeeping.

The best customers are often those to whom you have to talk the hardest to gain their confidence, but they stick to you the longest.

## 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.



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

## W. B. Stoppard & Co.

Brokers and Commission Merchants in  
Fruits and Country Produce.

245 West Fayette St.,

Syracuse, New York

## 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.

Why  
Don't  
You  
Investigate

Thousands of dollars are yearly lost to merchants from lack of investigation. How can you determine upon the merits of an article without inspection and test? Do you know that

## "Purity" Butterine

is better than butter? It is better for both dealer and consumer. Its quality is uniform; it never gets rancid; the dealer enjoys a profit on each ounce purchased, and it remains perfectly sweet and wholesome until used.

If you are NOT a dealer let us START you. If you ARE a dealer then you should have our butterine to enjoy a successful and profitable business.

### Capital City Dairy Co.

Columbus, O.



# Commercial Travelers

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

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

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

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

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

## Gripsack Brigade.

F. S. Doud, who has been identified with the Baldwin & McGraw Co. since 1880, now has Southern Michigan for his territory.

Wm. Connor (Michael Kolb & Son) spent Sunday, Monday and Tuesday with his Petoskey and Harbor Springs customers.

Cliff Herrick, for the past year on the road for Rice & Matheson, has engaged to travel for the Vinkemulder Company, covering both city and outside trade.

Arthur L. Zwiler, formerly on the road for Foster, Stevens Co., but for the past few months in the employ of the Fletcher Hardware Co., has taken charge of the gas stove department of the Kalamazoo Gas Co.

Kalamazoo Gazette News: A. L. May, of Ashland, Ky., has taken a position as traveling salesman for R. E. Bartlett & Co. and will sell their line of gummed labels through Kentucky, Tennessee and West Virginia.

Morgan Paige, for nine years in the employ of the Hannah & Lay Mercantile Co., at Traverse City, has accepted a position with the Elk Rapids Iron Co. to represent it on the road selling flour. His territory will comprise the towns between Manistee and Sault Ste. Marie.

Washington Star: "There are tricks in the whisky business as well as in others," said the drummer for a large compounding house, "and I remember once how the firm I was with got stuck. One day a man drove up in a one horse wagon carrying one barrel of whisky, which he wanted to sell. He told us some kind of a story about an old uncle dying and leaving it to him, but as he couldn't afford to use as good liquor as it was he had concluded to sell it. We took the barrel into the house, and, prying out the bung, we slipped in the siphon and drew off a glass of it to sample. And it was fine. The barrel showed age, and the liquor tasted it. It was worth \$10 a gallon if it was worth a cent, but we didn't give the man any such pointers. We knew by the weight that there was at least forty gallons of it, and we made him an offer of \$150 for the barrel. He higgled a while, but took the money at last and drove away. In the course of a couple of weeks we concluded to put that whisky in bottles and sell it as case goods, so we set the siphon to work at the bung and began to draw it off. After the fourth bottle had been drawn the siphon refused to work, and we examined it to find what was wrong. We could not get at it that way, and as the contents seemed to be all right, we set the barrel on end and bored another hole in it. Then the siphon worked, but the liquor was much paler, and one of the men tasted it. By George! it wasn't whisky at all. It was only water, colored somewhat from the

charred inside of the barrel. That scared us, and we smashed the head in to see what was inside, and we saw in a minute. The wily cuss had fitted a can filled with fine old whisky to the bung where we made the examination before purchasing, and when that had been emptied the whole story had been told. He had probably paid \$8 for the gallon to fill the can, and we sold it for \$2.50 a bottle, but we didn't get a blamed cent for the thirty-nine gallons, more or less, of water that filled the rest of the barrel. It wasn't a total loss of \$150 to us, but it came so blamed near it that we would have lynched that fellow if he had ever turned up again, which he did not."

## Sixty-five Strong and Eight on the Anxious Seat.

Grand Rapids, April 9—Grand Rapids Council, No. 131, enjoyed its banner meeting last Saturday evening by initiating a class of twelve of Grand Rapids' representative ambassadors of commerce, who passed unscathed through the mystic ordeal, in which the proverbial goat, which is a little more realistic than imaginary in our service, played no small part, and the impresario or royal bumper gave the finishing touch—delicately but impressively—which will long be remembered by the honored participant, our beloved brother, H. A. Brink, and the twelve more fortunate observers: D. S. Haugh, Henry Snitseler, Chas. S. Brooks, Wm. B. Holden, Keene B. Phillips, W. W. Saint, L. A. Dexter, R. E. Tyroller, M. M. Spafford, G. H. Janernick, Milton Reeder, W. B. Ackmoody.

Our rapid increase in membership, composed, as it is, of such star actors on the commercial stage as are represented by the above named gentlemen, is very gratifying to us, especially at this time, as the Grand Council meets with us May 18 and 19 and it is our ambition to receive them with a representation as nearly equal to the first in the State as possible—not only in regard to numbers, but also in point of representative men.

We are also pleased to note the large attendance at our regular meetings. We were honored with the presence of C. A. Haely, member of Chicago Council, No. 30. Brother F. J. Davenport and W. A. Pitcher were with us for the first time in many moons. They are recorded among our giants in stature, of whom we have a score or more.

Our membership numbers sixty-five and eight applicants waiting for initiation, and we very much wish to reach the hundred mark by May 18.

We are all in love with our Senior Counselor, Brother J. A. Kolb. He is a gentleman throughout his whole system and a most efficient officer. Long may his light shine in our Council.

And Tom! What would we do without his efficient help! He anticipates every coming obstacle, removes the rocks from our pathway and makes the way clear for rapid progress. I refer to brother A. T. Driggs. We all acknowledge him one of the hard workers in our Council for the good of the order.

W. R. Compton.

## Pay Employes For Suggestions.

The Cleveland Twist Drill Co. has introduced in its factory the system of awarding, semi-annually, prizes for valuable suggestions made by employes. A printed notice to employes has been issued, in which such suggestions relating to the business are invited. Prizes are to be awarded as follows: First prize, \$50; second, \$20; third and fourth, \$10 each; fifth and sixth, \$5 each. The company writes that the employes have taken hold of the idea with a great deal of vim and enthusiasm and it is believed that the results will be gratifying.

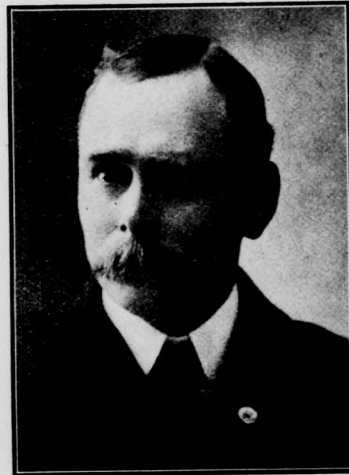
A wise rule in conversation is never to say anything that you know somebody else wants to say.

Take your worries in small quantities. Overdoses of worry often result fatally.

## SUCCESSFUL SALESMEN.

John G. Kolb, Representing the Valley City Milling Co.

John G. Kolb was born at Muscatine, Ia., Jan. 27, 1860. His antecedents were German, both father and mother having been born in the Fatherland, his mother being a sister of the late Professor Swensberg. His father was a German Presbyterian minister, and the frequency with which the family changed residence during the early life of Mr. Kolb is due to the fact that his father had a penchant for assuming the pastorate of weak and debt-burdened churches, with a view to building them up and pulling them out of debt. When Mr. Kolb was 3 years of age the family removed to Highland, Wis., where they remained two years; then to Winona, Minn., where they remained four years; then to Beloit, Wis., where they remained four years; then to Osage, Ia.,



where they remained three years; then to Woodstock, Ill., where they remained four years. Mr. Kolb then came to Grand Rapids, where he entered Swensberg's Business College, intending to complete the commercial course. Before he had done so, however, he was offered a position in the general store of Sturtevant & Ferguson, at Sherman, where he remained a couple of years. He then returned to Grand Rapids and finished his course and, in April, 1883, took the position of collector and assistant book-keeper for Voigt, Herpolsheimer & Co. He remained in this position until July, 1884, when he took the position of book-keeper for Paul W. Freidrich, where he remained until November 1, 1886. He resigned from this position to take a similar position with Ed. Seifert & Co., wholesale cigar dealers in Chicago. Three months later he was taken sick and it was six months before he was able to resume work. In the fall of 1887, he entered the employ of Col. E. S. Pierce as salesman and, on the retirement of Mr. Pierce, he continued in the employ of J. W. Rosenthal four years as salesman in the furnishing goods department. He then worked a year as book-keeper for the Grand Rapids Brick Co. and another year as book-keeper for the Diamond Wall Finish Co., when he was offered the position of assistant book-keeper for the Valley City Milling Co., which he filled to the satisfaction of all concerned for two years. Jan. 1, 1894, he was placed in charge of the Model Mills and continued in this capacity until March 3, 1897, when he started on the road for the Valley City Milling Co., covering the trade of Northern Michigan every four

weeks, with the exception of Muskegon, Grand Haven and Spring Lake, which he visits every two weeks.

Mr. Kolb was married Aug. 6, 1880, to Miss Nellie Rusche. They reside at 432 West Bridge street, where three girls, aged respectively, 9, 7 and 4 years, complete the family circle.

Mr. Kolb is a member of Royal Arcanum Lodge, No. 611, and is a charter member of Grand Rapids Council, U. C. T. On the organization of the lodge he was made Junior Counselor and this year he was elected Senior Counselor. He takes a great interest in the order and expects to see it become one of the leading fraternal organizations of the country.

Mr. Kolb attributes his success to the fact that he seeks to serve his customers' interests at all times and under all circumstances, in consequence of which he enjoys their confidence to an unusual degree. He is quiet and unassuming, but possesses the persistence and staying qualities characteristic of the Teutonic race. Rich in character, in integrity, in ambition and in energy, Mr. Kolb has no occasion to regard the future with forebodings.

## Teaching His Customer a Lesson.

Some women have a mania for having even the tiniest packages sent home. "Of course, it is pure thoughtlessness," said a salesman in a large dry goods store, "but many women cause us a great deal of unnecessary trouble in ordering small packages which they could easily carry in their pockets to be sent to their homes. It would be no trouble for a customer to carry home with her a spool of thread, a comb or a hundred and one other small articles that are purchased each day. On each one of these small articles must be written the address of the purchaser and it must go in a wagon with hundreds of other packages and there is constant danger of its being lost."

"I heard only the other day of a woman in a city not far away who was made to see how needless it is to have a small parcel sent home when it can be easily carried. She was a regular customer of the store and her habit of having spools of thread, papers of pins and such like purchases delivered was generally known. She was well acquainted with the proprietor and visited his family in a social way."

"He determined to even things up. There came a time when she ordered just one spool of thread sent to her house. The proprietor of the store directed that this small spool of thread be wrapped in a paper box and that the box be placed in a great wooden one. Around the smaller package was placed enough paper to fill the big box, which was placed on a big truck. No other goods were placed on that truck."

"Two men accompanied the box, and when they reached the woman's home they pretended to have great difficulty in handling it. They pulled and tugged at the box, while the purchaser of the thread looked on in amazement."

"What is all this?" she asked. "I have ordered nothing that would require such a box as that."

"Don't know, ma'am," said the men. "We were sent to deliver it—that's all we know."

"The box was opened. After a search through the packing paper the spool of thread was found. The woman appreciated the joke and she has not since ordered sent home a package which she could without trouble carry herself."



## Drugs--Chemicals

### Michigan State Board of Pharmacy

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

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

### Examination Sessions

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

### State Pharmaceutical Association

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

### Useful Suggestions—Improved Formulas—Pharmaceutical Criticisms.

If a very small amount, such as one-half or one fluid-drachm, of hot or boiling water be needed, as in making one or two ounces of ointment of potassium iodide, U. S. P., the water may be conveniently heated in a test-tube over a Bunsen burner or an alcohol lamp. The solution of a small amount of a salt, an extract, aniline, etc., in water or other solvent, may be facilitated in a test-tube in the same manner.

A mortar in which black oxide of manganese has been triturated is very difficult to clean. But upon putting some strong hydrochloric acid and potassium chlorate into the mortar, the oxide will be converted into chloride, which is readily washed out.

Filters are conveniently kept on hand in a folded condition. The apprentice can fold these at his leisure, folding three at a time, and keeping them folded by putting a small elastic band around them. The apprentice thus gets practice in folding filters, and his seniors are more inclined to use filters when in a hurry, as in compounding prescriptions.

Small funnels, such as will dip into one and two ounce bottles, are very convenient at the prescription counter. If a mixture is seen to contain some particles of solid matter, it is a very easy matter to strain it through cotton into another bottle.

I have found it cheaper to buy pill, powder, and capsule boxes in an unlabeled condition, and to label them myself.

Odd shapes and sizes of bottles are likely to be not only a nuisance in a pharmacy, but to accumulate at a terrible rate, unless an effort be made to use them as rapidly as possible. The best plan I have found is to wash them as soon as they are empty to determine their capacity, and then to mark this on a label, putting the label on the bottom of the bottle or else on the face where the regular label would be placed when using the bottle. These odd bottles are generally not used, either because not clean or else because the capacity is not known, and in the hurry of the moment in waiting on customers it takes too long to determine the latter. These bottles can be put with the regular stock—four ounce bottles with the regular four ounce bottles, etc.—and the odd sizes can be put in some other nearby convenient place.

It is very helpful to have on hand, ready for sale, convenient sized packages of alum, borax, Rochelle and Epsom salts, compound licorice powder and other articles in frequent demand. I also keep put up five and ten cent boxes of quinine pills and capsules, and compound cathartic and antibilious pills; also five and ten cent boxes of various ointments, such as zinc, blue, carbolic, etc.; five and ten cent packages of quinine; and other substances too numerous to mention. These may be put up by the apprentice at his leisure, and in case of a "rush" every one can be waited upon with despatch.

The U. S. P. process for this preparation is needlessly involved. The powdered tragacanth is to be put into a dry bottle, the chloroform added, the mixture well shaken, a portion of the water added, the mixture again well shaken,

the fixed oil of almond added in divided portions, shaking after each addition, and finally the remainder of the water added, in divided portions, and the mixture also well shaken after each addition. The following process will make a preparation equally as good, as I have determined by experiment: Put the chloroform and the oil of almond into a perfectly dry bottle of suitable capacity, turn the bottle about, so as to wet every portion of its interior with the mixture, add the powdered tragacanth, shake thoroughly (or until the little lumps of powder are all reduced), add three-fourths of the water, shake vigorously for a minute or two until emulsification is completed, add the remainder of the water, and finally mix well.

It may be said that this method should be followed in making any emulsion in which tragacanth only is used as the emulsifier.

A contribution appeared some months ago in the American Journal of Pharmacy relative to the article known as Japan wax, the writer stating that this could satisfactorily replace white wax in making cold cream, simple cerate, etc. My experience has been quite the contrary. I attempted to make cold cream according to the U. S. P. formula, using Japan wax instead of the spermaceti and white wax, but failed to effect combination between the fats and water, which takes place readily when the U. S. P. formula is followed. I also made simple cerate by substituting Japan wax for the white wax, but the cerate became rancid very quickly, much more quickly than when made with white wax.

Mercury of Chalk—This preparation occupies an incongruous position. We speak of the U. S. P. mercurial preparations as being ointment of mercury, mass of mercury, plaster of mercury, plaster of ammoniac with mercury, and mercury with chalk. The lecturer on pharmacy at the college of pharmacy mentions these when he comes to the subject of mercury and its preparations; he also considers the ointment with the other ointments, the mass with the other masses, and the two plasters with the other plasters, but mercury with chalk is nowhere else considered. I would propose therefore to change its title to Pulvis Hydrargyri cum Creta, or Powder of Mercury with Chalk. This title would also place the preparation in its proper category in the U. S. P. and other works.

Mass of Mercury—The U. S. P. directs that the trituration be continued until globules of mercury are no longer visible under a lens magnifying at least ten diameters. Of course this means ten or more and makes the directions indefinite. Upon looking up other preparations of mercury, it is found that the expression used is "magnifying ten diameters." It is reasonable to suppose, therefore, that the "at least" crept in through oversight.

Fluid Extracts—It seems peculiar that the U. S. P., in giving directions for making fluid extracts, should specify different quantities of reserve percolate. For 1,000 grammes of drug the reserve percolate varies from 700 to 900 cubic centimeters (or about 1¼ to 1½ fluid-ounces for every 16 fluid-ounces of product expected). Why there should be this difference, or, at least, so much difference, it is difficult to conceive. The National Formulary gives a general process for fluid extracts in which 875 cubic centimeters of reserve percolate is directed for every 1,000 cubic centimeters of product expected (or 14 fluid-ounces for every 16 fluid-ounces expected), and then under each fluid extract there is mentioned the fineness of powdered drug and the menstruum to be used. This plan appears the more convenient and rational.—A. E. Hiss in Bulletin of Pharmacy.

### Death From Wintergreen Oil.

A well-to-do farmer residing near Middletown mistook oil of wintergreen for whisky and took a good-sized drink. He died the next day in great agony.

### The Drug Market.

Opium—Is firm at the advance noted last week. We have conflicting reports from the growing district. Some say there has been damage by frost, others that there has been none.

Morphine—Is unchanged. The decline of 10c per ounce in the face of the advance in opium was a surprise.

Quinine—Is firm at the decline. It is believed that an increased demand would bring about higher prices.

Carbolic Acid—Is quiet and unchanged.

Alcohol—Has been again advanced, on account of higher prices for corn.

Cocaine—Is strong at the decline. It is said to be sold at less than cost of importation.

Cocoa Butter—Is weak and lower.

Cod Liver Oil—Will rule higher the coming season. Present cost to import for new goods is about \$30 per barrel.

Glycerine—Is very firm, on account of scarcity of crude.

Grains of Paradise—Has again advanced, on account of scarcity.

Essential Oils—Cedar is scarce and has advanced. Clove is firm, in sympathy with the spice, which is moving upward. Pennyroyal is tending higher.

Gum Camphor—Has again advanced 1c per lb., making two advances in ten days.

Linseed Oil—Has advanced 4c per gallon, on account of higher price for seed.

### What Were the Patents Sixty Years Ago?

Patent medicines were, by far, fewer in number, and you could sell a hundred of one kind then more readily than you can sell one of a kind now. Among the patent medicines sold in those days were Dalby's Carminative, Godfrey's Cordial, Lee's Pills, Dean's Rheumatic Pills, Turlington's Balsam in small bottles at \$1 per bottle. The bitters were Holman's, Richardson's Sherry Wine, Oxygenated, and Langley's. Cough medicines were Bryan's Pulmonic Wafers, Devine's Pitch Lozenges, and Larookah's Pulmonic Syrup. Ointments: Kitridge's Nerve and Bone Ointment, Hacker's Salve, Tanner's German Salve, Wheaton's Itch Ointment, Reed's Crimenian Ointment. Cosmetics: Balm of a Thousand Flowers, Meenfun, Persian Balm. Miscellaneous: Biokrene, DeGrath's Oil, Dyer's Healing Embrocation, Flagg's Balm of Excellence, Kellinger's Liniment, Ware's Lotion, Sturgis' Electric Oil, Mrs. Krader's Cordial, and Harrison's Peristaltic Lozenges. The confectionery we sold was mostly checkerberry and sassafras lozenges at 6½ cents an ounce.

Joel E. Orne.

### The Proprietary Agreement.

A number of large proprietors have agreed to confine their sales to a list of jobbers now in preparation; and in return these jobbers promise not to sell aggressive cutters or brokers. The success of this new plan means the death of co-operative buying, and a new lease of life to the jobber, both features of interest to wholesale druggists.

This agreement is to take the form of a written contract, insuring better profits to the jobbers, and if it succeeds, some protection to the retailer, by confining the sale of proprietaries to regular channels, at prices affording better profits.

Much depends on the honest and generous support of all of the principal manufacturers, with the faithful co-operation of the "selected list" of jobbers. If all succeeds, the retailer will

get some benefit for a time, but in the end we know where all such arrangements have eventually come to.

F. C. Preston.

### Soda Water Hints.

Use thin glass.

Shaved ice makes soda taste flat.

Have soda straws always at hand.

It's quality that counts, not quantity.

Neat service is as important as good

soda.

Wash syrup bottles thoroughly before refilling.

Ladies and children like plenty of

syrup and cream.

Fresh flowers on the counter every day

are very attractive.

Introduce new syrups frequently; it

stimulates interest.

To be successful you must please both

the eye and the palate.

Your soda counter is an advertisement

of your drug business.

Use only the best supplies; cheap

ones don't pay at any price.

Don't mix fresh cream with that left

over from the day before.

Wash egg, milk or cream tumblers in

salt water first, then rinse.

Be sure that the soda is well mixed

with the syrup in the glass.

Wash out interior of apparatus thor-

oughly at least once a week.

Always scald the cream bottle and ice

cream freezer before refilling.

The public reason, good soda, good

drugs; bad soda, bad drugs.

Make the customer cool at the soda

counter and he or she will come again.

That is where a mechanical fan pays.

### Dimples to Order.

From the Philadelphia Record.

"I think I'll put a sign in my window reading, 'Dimples of all sizes and colors, 25 cents,'" said a Germantown druggist the other day. "It's really getting to be quite a fad, this thing of wearing artificial dimples. Of course, every girl knows how a dimple or two will add to the piquancy of her expression, and those who have been thus gifted by nature are envied by all their less fortunate friends. Some of the Germantown girls have made the discovery that little bits of court plaster, judiciously applied to the cuticle, will give the effect of dimples, and they are working it for all they are worth. My trade in court plaster has increased at an astonishing rate, which prompts me to the suggestion of a 'ready-made dimple' sign."

**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

## 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.



## WHOLESALE PRICE CURRENT.

Advanced—  
Declined—

| Acidum                   |           | Conium Mac.            |                 | Sella Co.               |             |
|--------------------------|-----------|------------------------|-----------------|-------------------------|-------------|
| Aceticum, \$             | 60 8      | Copaiba                | 1 15 60         | Tolutan                 | 50 50       |
| Benzoinum, German.       | 70 75     | Cubebe                 | 90 1 00         | Prunus virg.            | 50 50       |
| Boracie                  | 6 16      | Exechthitis            | 1 00 1 10       | Tinctures               |             |
| Carbolicum               | 37 40     | Erigeron               | 1 00 1 10       | Aconitum Napellis R     | 60 60       |
| Citricum                 | 45 48     | Gaultheria             | 2 00 2 10       | Aconitum Napellis R     | 60 60       |
| Hydrochlor.              | 36 5      | Geranium, ounce        | 6 75            | Aloes                   | 60 60       |
| Nitrosum                 | 8 10      | Gossypii, Sem. gal.    | 50 60           | Aloes and Myrrh.        | 60 60       |
| Oxalicum                 | 12 14     | Hedeoma                | 1 65 1 70       | Arnica                  | 60 60       |
| Phosphoricum, dil.       | 15 15     | Juniper                | 1 50 2 00       | Assafoetida             | 60 60       |
| Sulphuricum              | 65 70     | Lavendula              | 90 2 00         | Atropa Belladonna       | 60 60       |
| Tannicum                 | 90 1 00   | Limonia                | 1 35 1 45       | Aurant Cortex           | 60 60       |
| Tartaricum               | 38 40     | Mentha Piper.          | 1 25 2 00       | Benzoin Co.             | 50 50       |
| Ammonia                  |           | Mentha Verid.          | 1 50 1 60       | Borax                   | 50 50       |
| Aqua, 16 deg.            | 4 6       | Morhuca, gal.          | 20 1 25         | Cantharides             | 75 75       |
| Aqua, 20 deg.            | 6 8       | Myrica                 | 4 00 4 50       | Capsicum                | 50 50       |
| Carbas                   | 13 15     | Olive                  | 7 50 3 00       | Cardamon Co.            | 75 75       |
| Chloridum                | 12 14     | Picis Liquida          | 10 12           | Castor                  | 1 00 1 00   |
| Aniline                  |           | Picis Liquida, gal.    | 6 35            | Cinchona                | 50 50       |
| Black                    | 2 00 2 25 | Ricina                 | 1 00 1 08       | Cinchona Co.            | 60 60       |
| Brown                    | 80 1 00   | Rosmarini              | 6 50 8 50       | Columba                 | 60 60       |
| Red                      | 45 50     | Succini                | 40 45           | Cubeba                  | 50 50       |
| Yellow                   | 2 50 3 00 | Sabina                 | 90 1 00         | Cassia Acutifol.        | 50 50       |
| Bacae                    |           | Santal                 | 2 75 7 00       | Cassia Acutifol Co.     | 50 50       |
| Cubeba, po. 15           | 12 14     | Sinapis                | 50 55           | Digitalis               | 50 50       |
| Juniperus                | 6 8       | Tigili                 | 1 50 1 60       | Ergot.                  | 50 50       |
| Xanthoxylum              | 75 80     | Thyme                  | 40 50           | Ferri Chloridum         | 35 35       |
| Balsamum                 |           | Thyme, opt.            | 1 60            | Gentian                 | 50 50       |
| Copaiba                  | 50 55     | Theobromas             | 15 20           | Gentian Co.             | 60 60       |
| Peru                     | 6 1 55    | Potassium              |                 | Gulaca                  | 50 50       |
| Terabin, Canada          | 40 45     | Bi-Carb.               | 15 18           | Gulaca ammon.           | 60 60       |
| Tolutan                  | 40 45     | Bichromate             | 13 15           | Hyoseyamus              | 75 75       |
| Cortex                   |           | Bromide                | 52 57           | Iodine                  | 75 75       |
| Abies, Canadian          | 18 18     | Carb                   | 12 15           | Iodine, colorless       | 50 50       |
| Cassia                   | 12 12     | Chlorate, po. 17 19    | 16 18           | Kino                    | 50 50       |
| Cinchona Flava           | 18 18     | Cyanide                | 35 40           | Lobelia                 | 50 50       |
| Euonymus atropurp.       | 30 30     | Iodide                 | 2 65 2 75       | Myrrh                   | 50 50       |
| Myrica Cerifera, po.     | 20 20     | Potassa, Bitart. pure  | 28 30           | Nux Vomica              | 50 50       |
| Prunus Virgin.           | 12 12     | Potassa, Bitart. com.  | 15 15           | Opil.                   | 50 50       |
| Quillaia, gr'd           | 12 12     | Potass Nitras, opt.    | 7 10            | Opil, comphorated       | 50 50       |
| Sassafras, po. 18        | 15 15     | Potass Nitras          | 6 8             | Opil, deodorized        | 1 50 1 50   |
| Ulmus, po. 15, gr'd      | 15 15     | Prussiate              | 23 26           | Quassia                 | 50 50       |
| Extractum                |           | Sulphate po.           | 15 18           | Rhatany                 | 50 50       |
| Glycyrrhiza Glabra       | 24 25     | Radix                  |                 | Rhei                    | 50 50       |
| Glycyrrhiza, po.         | 28 30     | Aconitum               | 20 25           | Sanguinaria             | 50 50       |
| Hematox, 15 lb. box      | 11 12     | Althea                 | 22 25           | Serpentaria             | 60 60       |
| Hematox, 1s.             | 13 14     | Anchusa                | 10 12           | Stromonium              | 60 60       |
| Hematox, 1/2s.           | 14 15     | Arum po.               | 6 25            | Valerian                | 50 50       |
| Hematox, 1/4s.           | 16 17     | Calamus                | 20 40           | Veratrum Veride         | 50 50       |
| Ferra                    |           | Gentiana, po. 15       | 12 15           | Zingiber                | 20 20       |
| Carbonate Precip.        | 15 15     | Glycyrrhiza, pv. 15    | 16 18           | Miscellaneous           |             |
| Citrate and Quinia       | 2 25      | Hydrastis Canad.       | 6 75            | Aether, Spts. Nit. 7 F  | 30 35       |
| Citrate Soluble          | 75 75     | Hydrastis Can., po.    | 12 15           | Aether, Spts. Nit. 4 F  | 34 38       |
| Ferrocyanidum Sol.       | 40 40     | Heliozore, Alba, po.   | 15 20           | Alumen                  | 2 1/2 3     |
| Solut. Chloride          | 15 15     | Inula, po.             | 15 20           | Alumen, gro'd., po. 7   | 3 4         |
| Sulphate, com'l.         | 2 2       | Ipeacac, po.           | 4 25 4 35       | Annatto                 | 40 50       |
| Sulphate, com'l, by      | 80 80     | Iris plox., po. 35 38  | 35 40           | Antimoni, po.           | 40 50       |
| Sulphate, pure           | 7 7       | Jalapa, pr.            | 25 30           | Antimoni et Potass T    | 40 50       |
| Flora                    |           | Maranta, 1/2s.         | 6 35            | Antipyrin               | 25 25       |
| Arnica                   | 14 16     | Podophyllum, po.       | 22 25           | Antifebrin              | 40 48       |
| Anthemis                 | 22 25     | Rhei                   | 75 1 00         | Arsenicum               | 10 12       |
| Matricaria               | 30 35     | Rhei, cut.             | 1 25            | Balm Gilead Buds.       | 38 40       |
| Folia                    |           | Rhei, pv.              | 75 1 35         | Bismuth S. N.           | 1 50 1 60   |
| Barosma                  | 38 40     | Spigelia               | 35 38           | Calcium Chlor., 1s.     | 6 10        |
| Cassia Acutifol, Tin-    | 20 25     | Sanguinaria, po. 15    | 40 45           | Calcium Chlor., 1/2s.   | 6 12        |
| nevely                   | 25 30     | Serpentaria            | 40 45           | Calcium Chlor., 1/4s.   | 6 15        |
| Cassia, Acutifol, Alix.  | 25 30     | Senega                 | 60 65           | Cantharides, Rus. po.   | 75 75       |
| Salvia officinalis, 1/2s | 12 20     | Smilax, officinalis H. | 6 25            | Capsici Fructus, af.    | 15 15       |
| Uva Ursi                 | 8 10      | Smilax, M.             | 10 12           | Capsici Fructus B. po.  | 15 15       |
| Gummi                    |           | Sella Co., po. 35      | 10 12           | Caryophyllus, po. 15    | 12 14       |
| Acacia, 1st picked       | 6 65      | Synplocarpus, Foeti-   | 6 25            | Carmin, No. 40          | 3 00        |
| Acacia, 2d picked        | 6 65      | duz, po.               | 6 25            | Cera Alba               | 50 55       |
| Acacia, sifted sorts.    | 6 65      | Valeriana, Eng. po. 30 | 6 25            | Cera Flava              | 40 42       |
| Acacia, po.              | 45 65     | Valeriana, German.     | 15 20           | Coccol                  | 6 40        |
| Aloe, Barb. po. 18 20    | 12 14     | Zingiber a.            | 12 16           | Cassia Fructus          | 6 35        |
| Aloe, Cape, po. 15.      | 6 12      | Zingiber j.            | 25 27           | Centraria               | 6 40        |
| Aloe, Socotri. po. 40    | 6 60      | Semen                  |                 | Cetaceum                | 6 45        |
| Ammoniac                 | 55 60     | Anisum, W. D. Co.      | 2 00 2 50       | Chloroform              | 55 60       |
| Assafoetida, po. 30      | 28 30     | Frument, D. F. R.      | 2 00 2 25       | Chloroform, squibbs     | 1 10 1 10   |
| Benzoinum                | 50 55     | Frument, D. F. R.      | 1 25 1 50       | Chloral Hyd Crst.       | 1 65 1 90   |
| Catechu, 1s.             | 6 12      | Frument, Co. O. T.     | 1 65 2 00       | Chondrus                | 20 25       |
| Catechu, 1/2s.           | 6 14      | Juniperis Co. O. T.    | 1 75 3 50       | Cinechonidine, P. & W   | 38 48       |
| Catechu, 1/4s.           | 6 16      | Saccharum N. E.        | 1 90 2 10       | Cinechonidine, Germ.    | 38 48       |
| Camphora                 | 65 69     | Spt. Vini Galli.       | 1 75 6 50       | Cocaine                 | 5 05 5 20   |
| Euphorbium, po. 35       | 60 60     | Vini Oport.            | 1 25 2 00       | Cork, list, dis. pr. et | 6 35        |
| Galbanum                 | 1 00 1 00 | Vini Alba.             | 1 25 2 00       | Croosotum               | 6 25        |
| Gamboge                  | 65 70     | Sponges                |                 | Creta, bbl. 75          | 6 35        |
| Guaiacum, po. 25         | 6 30      | Florida sheeps' wool   | 2 50 2 75       | Creta, prep.            | 9 11        |
| Kino, po. \$1.25         | 6 1 25    | Nassau sheeps' wool    | 2 50 2 75       | Creta, rubra            | 15 18       |
| Mastic                   | 60 60     | Velvet extra sheeps'   | 6 1 50          | Crocus                  | 15 18       |
| Myrrh, po. 45            | 6 40      | Extra yellow sheeps'   | 6 1 25          | Cudbear                 | 6 24        |
| Opil., po. 4.00 4.30     | 3 50 3 60 | wool, carriage         | 6 1 00          | Cupri Sulph.            | 6 10        |
| Shellac                  | 25 35     | wool, carriage         | 6 75            | Dextrine                | 75 80       |
| Shellac, bleached        | 40 45     | Grass sheeps' wool,    | 6 1 00          | Ether Sulph.            | 75 90       |
| Tragacanth               | 50 60     | carriage               | 6 1 40          | Emery, all numbers      | 6 8         |
| Herba                    |           | Hard, for slate use    | 6 1 40          | Emery, po.              | 6 9         |
| Absinthium, oz. pkg      | 25 25     | Yellow Reef, for       | 6 1 40          | Ergota, po. 90          | 85 90       |
| Eupatorium, oz. pkg      | 25 25     | slate use              | 6 1 40          | Flake White             | 12 15       |
| Iobelia, oz. pkg         | 25 25     | Syrups                 |                 | Galla                   | 8 23        |
| Majorum, oz. pkg         | 25 25     | Acacia                 | 6 50            | Gambler                 | 8 23        |
| Mentha Pip. oz. pkg      | 25 25     | Aurant Cortex          | 6 50            | Gelatn, Cooper          | 6 60        |
| Mentha Vir. oz. pkg      | 25 25     | Zingiber               | 6 50            | Gelatn, French          | 35 60       |
| Rue, oz. pkg             | 25 25     | Ipeacac                | 6 50            | Less than box           | 75 10       |
| Tanacetum Voz. pkg       | 25 25     | Ferri Iod.             | 6 50            | Glue, brown             | 11 13       |
| Thymus, V. oz. pkg       | 25 25     | Rhei Aron.             | 6 50            | Glue, white             | 15 25       |
| Magnesia                 |           | Smilax Officinalis     | 50 60           | Glycerina               | 17 28       |
| Calcined, Pat.           | 55 60     | Senega                 | 6 50            | Grana Paradisi          | 25 25       |
| Carbonate, Pat.          | 18 20     | Sella Co.              | 6 50            | Humulus                 | 25 55       |
| Carbonate, K. & M.       | 18 20     | Oleum                  |                 | Hydrarg Chlor Mite      | 6 85        |
| Carbonate, Jennings      | 18 20     | Absinthium             | 6 50 6 75       | Hydrarg Chlor Cor.      | 6 85        |
| Oleum                    |           | Amygdale, Dulc.        | 30 50           | Hydrarg Ox Rub'm        | 1 05 1 17   |
| Absinthium               | 6 50 6 75 | Amygdale, Amare.       | 8 00 8 25       | Hydrarg Unguentum       | 50 60       |
| Amygdale, Dulc.          | 30 50     | Anisi                  | 1 80 1 90       | Ichthyobolla, Am.       | 65 75       |
| Amygdale, Amare.         | 8 00 8 25 | Aurant Cortex          | 2 25 2 30       | Indigo                  | 75 1 00     |
| Anisi                    | 1 80 1 90 | Bergamit               | 2 40 2 60       | Iodine, Resubi.         | 3 90 4 00   |
| Aurant Cortex            | 2 25 2 30 | Caliputi               | 80 85           | Iodoform                | 4 01 4 01   |
| Bergamit                 | 2 40 2 60 | Caryophylli            | 80 85           | Lupulin                 | 60 70       |
| Caliputi                 | 80 85     | Cedar                  | 35 45           | Lyeopodium              | 65 70       |
| Caryophylli              | 80 85     | Chenopadii             | 2 75            | Maceis                  | 65 75       |
| Cedar                    | 35 45     | Cinnamoni              | 1 15 1 25       | Liquidr. et Hy-         | 60 60       |
| Chenopadii               | 2 75      | Citronella             | 35 40           | drarg Iod.              | 6 25        |
| Cinnamoni                | 1 15 1 25 | Paints                 |                 | Liquor Potass Arsnit    | 10 12       |
| Citronella               | 35 40     | Red Venetian           | 1 1/2 2 @ 8     | Magnesia, Sulph.        | 2 3         |
| Tinctures                |           | Ochre, yellow Mars.    | 1 1/2 2 @ 3     | Magnesia, Sulph, bbl    | 1 1/2 1 1/2 |
| Aconitum Napellis R      | 60 60     | Ochre, yellow Ber.     | 1 1/2 2 @ 3     | Manna, S. F.            | 50 60       |
| Aconitum Napellis R      | 60 60     | Putty, commercial      | 2 1/2 2 1/2 @ 3 | Varnishes               |             |
| Aloes                    | 60 60     | Putty, strictly pure   | 2 1/2 2 1/2 @ 3 | No. 1 Turp Coach        | 1 10 1 20   |
| Aloes and Myrrh.         | 60 60     | Vermilion, Prime       | 1 3/4 1 5       | Extra Turp              | 1 60 1 70   |
| Arnica                   | 60 60     | American               | 1 3/4 1 5       | Coach Body              | 2 75 3 00   |
| Assafoetida              | 60 60     | Vermilion, English     | 70 75           | No. 1 Turp Furn.        | 1 00 1 10   |
| Atropa Belladonna        | 60 60     | Green, Paris           | 1 1/2 1 8       | Extra Turk Damar.       | 1 55 1 60   |
| Aurant Cortex            | 60 60     | Green, Peninsular      | 1 3/4 1 6       | Jap. Dryer, No. 1 Turp  | 70 75       |
| Benzoin Co.              | 50 50     | Lead, red              | 6 1/2 7         | Oils                    |             |
| Borax                    | 50 50     | Lead, white            | 6 1/2 7         | Whale, winter           | 70 70       |
| Cantharides              | 75 75     | Whiting, white Span    | 70 70           | Lard, extra             | 55 65       |
| Capsicum                 | 50 50     | Whiting, gliders       | 60 60           | Lard, No. 1             | 35 40       |
| Cardamon Co.             | 75 75     | Whiting, Paris, Eng.   | 1 00 1 10       | Sap                     |             |
| Castor                   | 1 00 1 00 | Universal Prepared     | 1 00 1 15       | Sapo M.                 | 10 12       |
| Cinchona                 | 50 50     | Sap                    |                 | Sapo G.                 | 10 12       |
| Cinchona Co.             | 60 60     | Saccharum Lactis pv    | 18 20           | Sapo M.                 | 10 12       |
| Columba                  | 60 60     | Salacin                | 6 00 6 25       | Sapo M.                 | 10 12       |
| Cubeba                   | 50 50     | Sanguis Draconis       | 40 50           | Sapo M.                 | 10 12       |
| Cassia Acutifol.         | 50 50     | Sapo, W.               | 12 14           | Sapo M.                 | 10 12       |
| Cassia Acutifol Co.      | 50 50     | Sapo M.                | 10 12           | Sapo M.                 | 10 12       |
| Digitalis                | 50 50     | Sapo M.                | 10 12           | Sapo M.                 | 10 12       |
| Ergot.                   | 50 50     | Sapo M.                | 10 12           | Sapo M.                 | 10 12       |
| Ferri Chloridum          | 35 35     | Sapo M.                | 10 12           | Sapo M.                 | 10 12       |
| Gentian                  | 50 50     | Sapo M.                | 10 12           | Sapo M.                 | 10 12       |
| Gentian Co.              | 60 60     | Sapo M.                | 10 12           | Sapo M.                 | 10 12       |
| Gulaca                   | 50 50     | Sapo M.                | 10 12           | Sapo M.                 | 10 12       |
| Gulaca ammon.            | 60 60     | Sapo M.                | 10 12           | Sapo M.                 | 10 12       |
| Hyoseyamus               | 75 75     | Sapo M.                | 10 12           | Sapo M.                 | 10 12       |
| Iodine                   | 75 75     | Sapo M.                | 10 12           | Sapo M.                 | 10 12       |
| Iodine, colorless        | 50 50     | Sapo M.                | 10 12           | Sapo M.                 | 10 12       |
| Kino                     | 50 50     | Sapo M.                | 10 12           | Sapo M.                 | 10 12       |
| Lobelia                  | 50 50     | Sapo M.                | 10 12           | Sapo M.                 | 10 12       |
| Myrrh                    | 50 50     | Sapo M.                | 10 12           | Sapo M.                 | 10 12       |
| Nux Vomica               | 50 50     | Sapo M.                | 10 12           | Sapo M.                 | 10 12       |
| Opil.                    | 50 50     | Sapo M.                | 10 12           | Sapo M.                 | 10 12       |
| Opil, comphorated        | 50 50     | Sapo M.                | 10 12           | Sapo M.                 | 10 12       |
| Opil, deodorized         | 1 50 1 50 | Sapo M.                | 10 12           | Sapo M.                 | 10 12       |
| Quassia                  | 50 50     | Sapo M.                | 10 12           | Sapo M.                 | 10 12       |
| Rhatany                  | 50 50     | Sapo M.                | 10 12           | Sapo M.                 | 10 12       |
| Rhei                     | 50 50     | Sapo M.                | 10 12           | Sapo M.                 | 10 12       |
| Sanguinaria              | 50 50     | Sapo M.                | 10 12           | Sapo M.                 | 10 12       |
| Serpentaria              | 60 60     | Sapo M.                | 10 12           | Sapo M.                 | 10 12       |
| Stromonium               | 60 60     | Sapo M.                | 10 12           | Sapo M.                 | 10 12       |
| Valerian                 | 50 50     | Sapo M.                | 10 12           | Sapo M.                 | 10 12       |
| Veratrum Veride          | 50 50     | Sapo M.                | 10 12           | Sapo M.                 | 10 12       |
| Zingiber                 | 20 20     | Sapo M.                | 10 12           | Sapo M.                 | 10 12       |



## HOME AGAIN.



Referring to the return of L. M. Mills to the traveling force of the Hazeltine & Perkins Drug Co., the Michigan Tradesman of April 4 remarks:

Mr. Mills remained with the Hazeltine & Perkins Drug Co. 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 Rapids. Five years' experience has 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.



# 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.

|  |  |  |  |   |  |   |  |   |  |  |  |   |  |  |  |   |  |   |  |
|--|--|--|--|---|--|---|--|---|--|--|--|---|--|--|--|---|--|---|--|
| <b>ALABASTINE</b><br>White in drums 9<br>Colors in drums 10<br>White in packages 10<br>Colors in packages 11<br>Less 40 per cent discount. |  | <b>AXLE GREASE</b><br>doz. gross<br>Aurora 55 6 00<br>Castor Oil 60 7 00<br>Diamond 50 4 25<br>Frazer's 75 9 00<br>IXL Golden, tin boxes 75 9 00 |  | <b>AXLE GREASE</b><br><br>Mica, tin boxes 75 9 00<br>Paragon 55 6 00 |  | <b>BAKING POWDER</b><br>Acme<br>1 lb. cans 3 doz. 45<br>1 lb. cans 3 doz. 75<br>1 lb. cans 1 doz. 1 00<br>Bulk 10<br>Arctic<br>6 oz. Eng. Tumbler 85<br>El Purity<br>1 lb. cans per doz. 1 20<br>1 lb. cans per doz. 2 00<br>Home<br>1 lb. cans, 4 doz. case 35<br>1 lb. cans, 4 doz. case 55<br>1 lb. cans, 2 doz. case 90<br><b>JAXON</b><br>1 lb. cans, 4 doz. case 45<br>1 lb. cans, 4 doz. case 85<br>1 lb. cans, 2 doz. case 1 60<br>Queen Flake<br>3 oz., 6 doz. case 2 70<br>6 oz., 4 doz. case 3 20<br>9 oz., 4 doz. case 4 80<br>1 lb., 2 doz. case 4 00<br>5 lb., 1 doz. case 9 00<br><b>BATH BRICK</b><br>American 70<br>English 80 |  | <b>BLUING</b><br><b>CONDENSED PEARL BLUING</b><br>Small 3 doz. 40<br>Large, 2 doz. 75<br>Arctic, 4 oz. per gross 4 00<br>Arctic, 8 oz. per gross 6 00<br>Arctic, pints, per gross 9 00<br><b>BROOMS</b><br>No. 1 Carpet 3 00<br>No. 2 Carpet 2 75<br>No. 3 Carpet 2 50<br>No. 4 Carpet 2 05<br>Parlor Gem 2 75<br>Common Whisk 95<br>Fancy Whisk 1 25<br>Warehouse 3 75<br><b>CANDLES</b><br>Electric Light, 88 12<br>Electric Light, 168 12 1/2<br>Paraffine, 68 11 1/2<br>Paraffine, 128 12 1/2<br>Wicking 20<br><b>CANNED GOODS</b><br>Apples<br>3 lb. Standards 90<br>Gallons, standards 2 65<br>Beans<br>Baked 75@1 30<br>Red Kidney 75@<br>String 80<br>Wax 85<br>Blackberries<br>Standards 75<br>Blueberries<br>Standard 85<br>Cherries<br>Red Standards 85<br>White 1 15<br>Clams<br>Little Neck, 1 lb. 1 10<br>Corn<br>Fair 75<br>Good 85<br>Fancy 95<br>Hominy<br>Standard 85 |  | <b>LOBSTER</b><br>Star, 1/4 lb 1 85<br>Star, 1 lb 3 10<br>Pile 2 25<br><b>MACKEREL</b><br>Mustard, 1 lb 1 75<br>Mustard, 2 lb 2 80<br>Soused, 1 lb 1 75<br>Soused, 2 lb 2 80<br>Tomato, 1 lb 1 75<br>Tomato, 2 lb 2 80<br><b>MUSHROOMS</b><br>Hotels 18@20<br>Buttons 22@25<br><b>OYSTERS</b><br>Cove, 1 lb 95<br>Cove, 2 lb 1 70<br><b>PEACHES</b><br>Pie 1 65@1 85<br>Yellow<br>Standard 70<br>Fancy 80<br><b>PEAS</b><br>Marrowfat 1 00<br>Early June 1 00<br>Early June Sifted 1 60<br><b>PINEAPPLE</b><br>Grated 1 25@2 75<br>Sliced 1 35@2 25<br><b>PUMPKIN</b><br>Fair 65<br>Good 85<br>Fancy 85<br><b>RASPBERRIES</b><br>Standard 90<br><b>SALMON</b><br>Red Alaska 1 35<br>Pink Alaska 95<br><b>SARDINES</b><br>Domestic, 1/2 8@4<br>Domestic, Mustard 8@22<br>French 1 25<br><b>STRAWBERRIES</b><br>Standard 85<br>Fancy 1 25<br><b>SUCCOTASH</b><br>Fair 90<br>Good 1 00<br>Fancy 1 20<br><b>TOMATOES</b><br>Fair 80<br>Good 90<br>Fancy 1 15<br>Gallons 2 35<br><b>CATSUP</b><br>Columbia, pints 2 00<br>Columbia, 1/2 pints 1 25<br><b>CHEESE</b><br>Acme @13<br>Amboy @14<br>Elsie @15<br>Emblem @13 1/2<br>Gem @<br>Gold Medal @13<br>Ideal @13 1/2<br>Jersey @13 1/2<br>Riverside @<br>Brick @12<br>Edam @90<br>Lenox @17<br>Limburger @13<br>Pineapple 50 @75<br>Sap Sago @18<br><b>CHICORY</b><br>Bulk 5<br>Red 7<br><b>CHOCOLATE</b><br>Walter Baker & Co.'s<br>Premium 23<br>Breakfast Cocoa 46<br>Runkel Bros.<br>Vienna Sweet 21<br>Vanilla Sweet 31<br>Premium 31<br>H. O. Wilbur & Sons.<br>Capital Sweet 21<br>Imperial Sweet 22<br>Nelson's Premium 25<br>Sweet Clover, 1/4 25<br>Sweet Clover, 1/2 27<br>Premium Baking 33<br>Double Vanilla 40<br>Triple Vanilla 50<br><b>COCOA</b><br>Webb 30<br>Cleveland 41<br>Epps 42<br>Van Houten, 1/4 12<br>Van Houten, 1/2 20<br>Van Houten, 1/4 20<br>Van Houten, 1/2 72<br>Colonial, 1/4 35<br>Colonial, 1/2 35<br>Huyler 35<br>Wilbur 45<br>Wilbur 41<br>Wilbur 42<br><b>COCOA SHELLS</b><br>20 lb. bags 2 1/2<br>Less quantity 3<br>Pound packages 4<br><b>CLOTHES LINES</b><br>Cotton, 40 ft. per doz. 1 00<br>Cotton, 50 ft. per doz. 1 20<br>Cotton, 60 ft. per doz. 1 40<br>Cotton, 70 ft. per doz. 1 60<br>Cotton, 80 ft. per doz. 1 80<br>Jute, 60 ft. per doz. 1 80<br>Jute, 72 ft. per doz. 96 |  | <b>CIGARS</b><br>The Bradley Cigar Co.'s Brands<br>Advance \$35 00<br>Bradley 35 00<br>Clear Havana Puffs 22 00<br>"W. H. B." 55 00<br>"W. B. B." 55 00<br>H. & P. Drug Co.'s brands.<br>Fortune Teller 35 00<br>Our Manager 35 00<br>Quintette 35 00<br>G. J. Johnson Cigar Co.'s brand.<br><b>S. C. W.</b> 35 00<br>Phelps, Brace & Co.'s Brands.<br>Royal Tigers 55@80 00<br>Royal Tigerettes 35 00<br>Vincente Portuondo 35@70 00<br>Ruhe Bros. Co. 25@70 00<br>Hilson Co. 35@110 00<br>T. J. Dunn & Co. 35@70 00<br>McCoy & Co. 35@70 00<br>The Collins Cigar Co. 10@35 00<br>Brown Bros. 15@70 00<br>Bernard Stahl Co. 35@90 00<br>Banner Cigar Co. 10@35 00<br>Seidenberg & Co. 35@125 00<br>Fulton Cigar Co. 10@35 00<br>A. B. Ballard & Co. 35@175 00<br>E. M. Schwarz & Co. 35@110 00<br>San Telmo 35@70 00<br>Havana Cigar Co. 18@35 00<br>C. Costello & Co. 35@70 00<br>LaGora-Fee Co. 35@70 00<br>S. I. Davis & Co. 35@185 00<br>Hene & Co. 35@90 00<br>Benedict & Co. 75@70 00<br>Hemminger Cigar Co. 35@70 00<br>G. J. Johnson Cigar Co. 35@70 00<br>Maurice Sanborn 50@175 00<br>Bock & Co. 65@300 00<br>Manuel Garcia 85@375 00<br>Neuva Mundo 85@175 00<br>Henry Clay 85@550 00<br>La Carolina 96@200 00<br>Standard T. & C. Co. 35@70 00<br>H. Van Tongeren's Brands.<br>Star Green 35 00<br><b>COFFEE</b><br>Roasted<br>Special Combination 20<br>French Breakfast 25<br>Lenox 35<br>Vienna 35<br>Private Estate 38<br>Supreme 40<br>Less 33 1/2 per cent. delivered.<br><b>Rio</b><br>Fair 9<br>Good 10<br>Prime 12<br>Lined 10<br>Peaberry 13<br><b>Santos</b><br>Fair 14<br>Good 15<br>Prime 16<br>Peaberry 18<br><b>Maracaibo</b><br>Prime 15<br>Milled 17<br><b>Java</b><br>Interior 26<br>Private Growth 30<br>Mandehling 35<br><b>Mocha</b><br>Imitation 22<br>Arabian 28<br><b>PACKAGE COFFEE.</b><br>Below are given New York prices on package coffees, to which the wholesale dealer adds the local freight from New York to buyers shipping point, giving buyer credit on the invoice for the amount of freight he pays from the market in which he purchases to his shipping point. These prices are further subject to manufacturer's regular rebate.<br>Arbuckle 12 00<br>Jersey 12 00<br>McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.<br>Valley City 1/4 gross 75<br>Felix 1/4 gross 1 15<br>Hummel's 1/4 gross 85<br>Hummel's tin 1/4 gross 1 43 |  | <b>CONDENSED MILK</b><br>4 doz in case.<br>Gall Borden Eagle 6 75<br>Chester 6 25<br>Crown 6 25<br>Daisy 5 75<br>Champion 4 50<br>Magnolia 4 25<br>Challenge 4 00<br>Dime 3 35<br><b>COUPON BOOKS</b><br>50 books, any denom. 1 50<br>100 books, any denom. 2 50<br>500 books, any denom. 11 50<br>1,000 books, any denom. 20 00<br>Above quotations are for either Trademark, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customer receives specially printed cover without extra charge.<br><b>Coupon Pass Books</b><br>Can be made to represent any denomination from \$10 down.<br>50 books 1 50<br>100 books 2 50<br>500 books 11 50<br>1,000 books 20 00<br><b>Credit Checks</b><br>500, any one denom. 2 00<br>1,000, any one denom. 3 00<br>2,000, any one denom. 5 00<br>Steel punch 75<br><b>CREAM TARTAR</b><br>5 and 10 lb. wooden boxes 30<br>Bulk in sacks 29<br><b>DRIED FRUITS—Domestic</b><br>Apples @ 6 1/2<br>Evaporated, 50 lb. boxes 7@7 1/2<br><b>California Fruits</b><br>Apricots @15<br>Blackberries @<br>Nectarines @<br>Peaches 10 @11<br>Pears @<br>Pitted Cherries 7 1/2<br>Prunelles @<br>Raspberries @<br><b>California Prunes</b><br>100-120 25 lb. boxes @ 4<br>90-100 25 lb. boxes @ 4 1/2<br>80-90 25 lb. boxes @ 5<br>70-80 25 lb. boxes @ 5 1/2<br>60-70 25 lb. boxes @ 6<br>50-60 25 lb. boxes @ 7 1/2<br>40-50 25 lb. boxes @ 8<br>30-40 25 lb. boxes @<br>1/2 cent less in 50 lb. cases<br><b>Raisins</b><br>London Layers 2 Crown 1 75<br>London Layers 3 Crown 2 00<br>Cluster 4 Crown 2 25<br>Loose Muscatels 2 Crown 7 1/2<br>Loose Muscatels 3 Crown 8 1/2<br>Loose Muscatels 4 Crown 8 1/2<br>L. M. Seeded choice 10 1/2<br>L. M. Seeded, fancy 10 1/2<br><b>DRIED FRUITS—Foreign</b><br>Citron<br>Leghorn 11<br>Corsican 12<br><b>Currents</b><br>Patras, cases 6 1/2<br>Cleaned, bulk 6 1/2<br>Cleaned, packages 7 1/2<br><b>Peel</b><br>Citron American 19 lb. bx. 13<br>Lemon American 10 lb. bx. 10 1/2<br>Orange American 10 lb. bx. 10 1/2<br><b>Raisins</b><br>Sultana 1 Crown 1 25<br>Sultana 2 Crown 1 25<br>Sultana 3 Crown 1 25<br>Sultana 4 Crown 1 25<br>Sultana 5 Crown 1 25<br>Sultana 6 Crown 1 25<br>Sultana package 1 25<br><b>FARINACEOUS GOODS</b><br>Beans<br>Dried Lima 5 1/2<br>Medium Hand Picked 2 15@2 25<br>Brown Holland 2 25<br><b>Cereals</b><br>Cream of Cereal 90<br>Grain-O, small 1 25<br>Grain-O, large 2 25<br>Grape Nuts 1 35<br>Postum Cereal, small 1 35<br>Postum Cereal, large 2 25<br><b>Farina</b><br>24 1 lb. packages 1 25<br>Bulk, per 100 lbs. 3 00<br>Haskell's Wheat Flakes 3 00<br>36 2 lb. packages 3 00<br><b>Hominy</b><br>Barrels 2 50<br>Flake, 50 lb. drums 1 00<br>Lauhoff Bros. Flaking Mills.<br>Rice Flakes, 3 doz pkg case 2 85<br>Flaked Peas, 3 doz pkg case 2 85<br>Flaked Beans, 3 doz pkg case 2 85<br>35 Chene St., Detroit, Mich.<br><b>Macaroni and Vermicelli</b><br>Domestic, 10 lb. box 60<br>Imported, 25 lb. box 2 50 |  | <b>PEARL BARLEY</b><br>Common 2 50<br>Chester 2 50<br>Empire 3 00<br><b>Grits</b><br>Walsh-DeRoo Co.'s Brand.<br><br>24 2 lb. packages 1 80<br>100 lb. kegs 2 70<br>200 lb. barrels 5 10<br><b>Peas</b><br>Green, Wisconsin, bu. 1 30<br>Green, Scotch, bu. 1 35<br>Split, bu. 3<br><b>Rolled Oats</b><br>Rolled Avena, bbl. 3 75<br>Steel Cut, 1/4 bbls. 2 05<br>Monarch, bbl. 3 50<br>Monarch, 1/4 bbl. 1 95<br>Monarch, 90 lb. sacks 1 75<br>Quaker, cases 3 20<br>Huron, cases 2 00<br><b>Sago</b><br>German 4<br>East India 3 1/2<br><b>Salut Breakfast Food</b><br>F. A. McKenzie, Quincy, Mich.<br>36 two pound packages 3 60<br>18 two pound packages 1 85<br><b>Tapioa</b><br>Flake 5<br>Pearl 5<br>Pearl, 24 1 lb. packages 6 1/2<br><b>Wheat</b><br>Cracked, bulk 3 1/2<br>24 2 lb. packages 2 50<br><b>FLAVORING EXTRACTS</b><br>DeBoe's<br>2 oz. 4 oz.<br>Vanilla D. C. 1 10<br>Lemon D. C. 1 35<br>Vanilla T. C. 75 1 45<br><b>FOOTE &amp; JENKS'</b><br><b>JAXON</b><br>Highest Grade Extracts<br>Vanilla 1 oz full m 1 20 1 oz full m 80<br>2 oz full m 2 10 2 oz full m 1 25<br>No. 3 fan'y 3 15 No. 3 fan'y 1 75<br><b>COLEMAN'S</b><br><b>EXTRACTS</b><br>Vanilla 1 oz panel 1 20 2 oz panel 75<br>3 oz taper 2 00 4 oz taper 1 50<br><b>JENNINGS' FLAVORING EXTRACTS</b><br>D. C. Vanilla 2 oz. 1 20 3 oz. 1 50 4 oz. 2 00 6 oz. 2 40<br>D. C. Lemon 2 oz. 75 3 oz. 1 00 4 oz. 1 40 6 oz. 2 00<br>No. 8. 4 oz. No. 8. 2 40<br>No. 10. 6 oz. No. 10. 4 00<br>No. 2 T. 1 25 No. 2 T. 80<br>No. 3 T. 2 00 No. 3 T. 1 25<br>No. 4 T. 2 40 No. 4 T. 1 50<br><b>Northrop Brand</b><br>Lem. Van. 75<br>2 oz. Taper Panel 75 1 20<br>2 oz. Oval 75 1 20<br>3 oz. Taper Panel 1 35 2 00<br>4 oz. Taper Panel 1 60 2 25<br><b>Perrigo's</b><br>Van. Lem. doz. doz.<br>XXX, 2 oz. obert 1 25 1 25<br>XXX, 4 oz. taper 1 25 1 25<br>XX, 2 oz. obert 1 00 1 00<br>No. 2, 2 oz. obert 75 75<br>XXX D D pthr, 6 oz 2 25<br>XXX D D pthr, 4 oz 1 75<br>K. P. pitcher, 6 oz. 2 25 |  | <b>FLY PAPER</b><br>Perrigo's Lightning, gro. 2 50<br>Petrolatum, per doz. 75<br><b>HERBS</b><br>Sage 15<br>Hops 15<br><b>INDIGO</b><br>Madras, 5 lb. boxes 55<br>S. F., 2, 3 and 5 lb. boxes 50<br><b>JELLY</b><br>V. C. Brand.<br>15 lb. pails 35<br>30 lb. pails 62<br>Pure apple, per doz. 85<br><b>LICORICE</b><br>Pure 30<br>Calabria 25<br>Stelly 14<br>Root 10<br><b>LYE</b><br>Condensed, 2 doz. 1 20<br>Condensed, 4 doz. 2 25<br><b>MATCHES</b><br>Diamond Match Co.'s brands.<br>Anchor Parlor 1 65<br>No. 2 Home 1 30<br>Export Parlor 4 00<br>Wolverine 1 50<br><b>MOLASSES</b><br>New Orleans<br>Black 11<br>Fair 14<br>Good 20<br>Fancy 24<br>Open Kettle 25@35<br>Half-barrels 2e extra<br><b>MUSTARD</b><br>Horse Radish, 1 doz. 1 75<br>Horse Radish, 2 doz. 3 50<br>Bayle's Celery, 1 doz. 1 75<br><b>PICKLES</b><br>Medium<br>Barrels, 1,200 count 5 90<br>Half bbls, 600 count 3 45<br>Small<br>Barrels, 2,400 count 6 90<br>Half bbls, 1,200 count 3 95<br><b>PIPES</b><br>Clay, No. 216 1 70<br>Clay, T. D., full count 65<br>Cob, No. 3 85<br><b>POTASH</b><br>48 cans in case.<br>Babbitt's 4 00<br>Penna Salt Co.'s 3 00<br><b>RICE</b><br>Domestic<br>Carolina head 6 1/2<br>Carolina No. 1 5<br>Carolina No. 2 4<br>Broken 3 1/2<br>Imported.<br>Japan, No. 1 5 1/2@6<br>Japan, No. 2 4 1/2@5<br>Java, fancy head 5 1/2@5 1/2<br>Java, No. 1 5 @<br>Table @<br><b>SALERATUS</b><br>Packed 60 lbs. in box.<br>Church's Arm and Hammer 3 15<br>Deland's 3 00<br>Dwight's Cow 2 10<br>Emblem 2 10<br>L. P. 3 00<br>Sodio 3 15<br>Wyandotte, 100 lbs. 3 00<br><b>SAL SODA</b><br>Granulated, bbls 80<br>Granulated, 100 lb. cases 85<br>Lump, bbls 75<br>Lump, 145 lb. kegs 80<br><b>SALT</b><br>Diamond Crystal<br>Table, cases, 24 3 lb. boxes 1 40<br>Table, barrels, 100 3 lb. bags 2 85<br>Table, barrels, 40 7 lb. bags 2 50<br>Butter, barrels, 250 lb. bulk 2 50<br>Butter, barrels, 20 14 lb. bags 2 60<br>Butter, sacks, 25 lbs. 27<br>Butter, sacks, 56 lbs. 62<br><b>Common Grades</b><br>100 3 lb. sacks 2 15<br>60 5 lb. sacks 2 05<br>20 10 lb. sacks 1 95<br>56 lb. sacks 40<br>28 lb. sacks 22<br><b>Warsaw</b><br>56 lb. dairy in drill bags 30<br>28 lb. dairy in drill bags 15<br><b>Ashton</b><br>56 lb. dairy in linen sacks 60<br><b>Higgins</b><br>56 lb. dairy in linen sacks 60<br><b>Solar Rock</b><br>56 lb. sacks 25<br><b>Common</b><br>Granulated Fine 1 00<br>Medium Fine 1 05 |  |
|--|--|--|--|---|--|---|--|---|--|--|--|---|--|--|--|---|--|---|--|



## SALT FISH

| Cod                     |         |
|-------------------------|---------|
| Georges cured.....      | @ 5     |
| Georges genuine.....    | @ 5 1/2 |
| Georges selected.....   | @ 5 3/4 |
| Strips or brickets..... | @ 6     |
| Pollock.....            | @ 3 1/2 |

## Halibut.

|             |    |
|-------------|----|
| Strips..... | 14 |
| Chunks..... | 15 |

## Herring

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

## Mackerel

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

## Trout

|                |      |
|----------------|------|
| No. 1 100 lbs. | 2 75 |
| No. 1 40 lbs.  | 1 40 |
| No. 1 10 lbs.  | 43   |
| No. 1 8 lbs.   | 37   |

## Whitefish

| No. 1    | No. 2 | Fam  |
|----------|-------|------|
| 100 lbs. | 8 00  | 7 25 |
| 40 lbs.  | 3 60  | 3 20 |
| 10 lbs.  | 1 00  | 88   |
| 8 lbs.   | 84    | 73   |

## SAUERKRAUT

|                   |      |
|-------------------|------|
| Barrels.....      | 5 00 |
| Half barrels..... | 2 75 |

## SEEDS

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

## SNUFF

|                             |    |
|-----------------------------|----|
| Scotch, in bladders.....    | 37 |
| Maceaboy, in jars.....      | 35 |
| French Rappee, in jars..... | 43 |

## SOAP

## JAXON

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

## JAS. S. KIRK &amp; CO.'S BRANDS.

|                             |      |
|-----------------------------|------|
| American Family, wrp'd..... | 3 00 |
| Dome.....                   | 2 80 |
| Cabinet.....                | 2 40 |
| Savon.....                  | 2 80 |
| White Russian.....          | 4 00 |
| White Cloud.....            | 2 00 |
| Dusky Diamond, 50 6 oz..... | 2 50 |
| Blue India, 100 1/2 lb..... | 3 00 |
| Kirkoline.....              | 3 50 |
| Eos.....                    | 2 65 |

## Rub-No-More

|                                     |      |
|-------------------------------------|------|
| 100 12 oz bars.....                 | 3 00 |
| Search-Light Soap Co.'s Brands..... | 3 65 |
| 100 big Twin Bars.....              | 3 60 |
| 5 boxes.....                        | 3 55 |
| 10 boxes.....                       | 3 45 |
| 25 boxes.....                       | 3 35 |
| 5 boxes or upward delivered free    |      |

## SILVER

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

## Scouring

|                              |      |
|------------------------------|------|
| Sapallo, kitchen, 3 doz..... | 2 40 |
| Sapallo, hand, 3 doz.....    | 2 40 |

## SODA

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

## SPICES

| Whole Spices                  |        |
|-------------------------------|--------|
| Allspice.....                 | 12     |
| Cassia, China in mats.....    | 25     |
| Cassia, Batavia, in bund..... | 25     |
| Cassia, Saigon, broken.....   | 38     |
| Cassia, Saigon, in rolls..... | 55     |
| Cloves, Amboyne.....          | 16     |
| Cloves, Zanzibar.....         | 14     |
| Mace.....                     | 55     |
| Nutmegs, 75-80.....           | 45     |
| Nutmegs, 105-10.....          | 45     |
| Nutmegs, 115-20.....          | 45     |
| Pepper, Singapore, black..... | 15 1/2 |
| Pepper, Singapore, white..... | 23     |
| Pepper, shot.....             | 16 1/2 |

## Pure Ground in Bulk

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

## STARCH



## Kingsford's Corn

|                        |       |
|------------------------|-------|
| 40 1-lb. packages..... | 6 1/2 |
| 20 1-lb. packages..... | 6 1/2 |
| 6 lb. packages.....    | 7 1/2 |

## Kingsford's Silver Gloss

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

## Diamond

|                                    |      |
|------------------------------------|------|
| 64 10 lb. packages.....            | 5 00 |
| 128 5 lb. packages.....            | 5 00 |
| 30 10 lb and 64 5 lb packages..... | 5 00 |

## Common Corn

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

## Common Gloss

|                          |       |
|--------------------------|-------|
| 1-lb. packages.....      | 4 1/2 |
| 3-lb. packages.....      | 4 1/2 |
| 6-lb. packages.....      | 5     |
| 40 and 50-lb. boxes..... | 3 1/2 |
| Barrels.....             | 3 1/2 |

## SUGAR

Below are given New York prices on sugars, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including 20 pounds for the weight of the barrel.

|                              |      |
|------------------------------|------|
| Domino.....                  | 5 40 |
| Cut Leaf.....                | 5 55 |
| Crushed.....                 | 5 55 |
| Cubes.....                   | 5 30 |
| Powdered.....                | 5 25 |
| Coarse Powdered.....         | 5 25 |
| XXX Powdered.....            | 5 40 |
| Standard Granulated.....     | 5 15 |
| Fine Granulated.....         | 5 15 |
| Coarse Granulated.....       | 5 30 |
| Extra Fine Granulated.....   | 5 40 |
| Conf. Granulated.....        | 5 40 |
| 2 lb. cartons Fine Gran..... | 5 25 |
| 2 lb. bags Fine Gran.....    | 5 25 |
| 5 lb. cartons Fine Gran..... | 5 25 |
| 5 lb. bags Fine Gran.....    | 5 25 |
| Mould A.....                 | 5 40 |
| Confectioner's A.....        | 4 95 |
| No. 1, Columbia A.....       | 4 80 |
| No. 2, Windsor A.....        | 4 80 |
| No. 3, Ridgewood A.....      | 4 80 |
| No. 4, Phoenix A.....        | 4 75 |
| No. 5, Empire A.....         | 4 70 |
| No. 6.....                   | 4 65 |
| No. 7.....                   | 4 60 |
| No. 8.....                   | 4 55 |
| No. 9.....                   | 4 50 |
| No. 10.....                  | 4 45 |
| No. 11.....                  | 4 40 |
| No. 12.....                  | 4 35 |
| No. 13.....                  | 4 35 |
| No. 14.....                  | 4 35 |
| No. 15.....                  | 4 35 |
| No. 16.....                  | 4 35 |

## SYRUPS

| Corn                          |      |
|-------------------------------|------|
| Barrels.....                  | 18   |
| Half bbls.....                | 20   |
| 1 doz. 1 gallon cans.....     | 3 20 |
| 1 doz. 1 1/2 gallon cans..... | 1 90 |
| 2 doz. 1/2 gallon cans.....   | 90   |

## Pure Cane

|             |    |
|-------------|----|
| Fair.....   | 16 |
| Good.....   | 20 |
| Choice..... | 25 |

## TABLE SAUCES

| LEA & PERRINS' SAUCE                         |      |
|--|------|
| The Original and Genuine Worcestershire..... |      |
| Lea & Perrin's, large.....                   | 3 75 |
| Lea & Perrin's, small.....                   | 2 50 |
| Halford, large.....                          | 3 75 |
| Halford, small.....                          | 2 25 |
| Salad Dressing, large.....                   | 4 55 |
| Salad Dressing, small.....                   | 2 75 |

## VINEGAR

|                                |    |
|--------------------------------|----|
| Malt White Wine, 40 grain..... | 8  |
| Malt White Wine, 30 grain..... | 11 |
| Pure Cider, Red Star.....      | 12 |
| Pure Cider, Robinson.....      | 12 |
| Pure Cider, Silver.....        | 11 |

## WASHING POWDER

|                             |      |
|-----------------------------|------|
| Rub-No-More, 100 12 oz..... | 3 50 |
|-----------------------------|------|

## WICKING

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

## WOODENWARE

| Baskets                       |      |
|-------------------------------|------|
| Bushels.....                  | 1    |
| Bushels, wide band.....       | 1 10 |
| Market.....                   | 30   |
| Willow Clothes, large.....    | 7 00 |
| Willow Clothes, medium.....   | 6 50 |
| Willow Clothes, small.....    | 5 50 |
| Butter Plates                 |      |
| No. 1 Oval, 250 in crate..... | 1 80 |
| No. 2 Oval, 250 in crate..... | 2 00 |
| No. 3 Oval, 250 in crate..... | 2 20 |
| No. 5 Oval, 250 in crate..... | 2 60 |
| Clothes Pins                  |      |
| Boxes, gross boxes.....       | 65   |

## Mop Sticks

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

## Pails

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

## Tubs

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

## Wash Boards

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

## Wood Bowls

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

## YEAST CAKE

|                            |      |
|----------------------------|------|
| Yeast Foam, 1 1/2 doz..... | 50   |
| Yeast Foam, 3 doz.....     | 1 00 |
| Yeast Ore m, 3 doz.....    | 1 00 |
| Magic Yeast 3c, 3 doz..... | 1 00 |
| Sunlight Yeast, 3 doz..... | 1 00 |
| Warner's Safe, 3 doz.....  | 1 00 |

## Provisions

## Barreled Pork

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

## Dry Salt Meats

|                   |       |
|-------------------|-------|
| Bellies.....      | 8 1/2 |
| Briskets.....     | 7 1/2 |
| Extra shorts..... | 7 1/2 |

## Smoked Meats

|                            |          |
|----------------------------|----------|
| Hams, 12 lb. average.....  | @ 11 1/2 |
| Hams, 14 lb. average.....  | @ 11 1/2 |
| Hams, 16 lb. average.....  | @ 11 1/2 |
| Hams, 20 lb. average.....  | @ 11 1/2 |
| Ham dried beef.....        | @ 13 1/2 |
| Shoulders (N. Y. cut)..... | @ 7 1/2  |
| Bacon, clear.....          | 9 @ 10   |
| California hams.....       | @ 8      |
| Boneless hams.....         | @ 9 1/2  |
| Boiled hams.....           | @ 16     |
| Picnic Boiled Hams.....    | @ 13     |
| Berlin Hams.....           | @ 8 1/2  |

## Lards-In Tierces

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

## Sausages

|                 |       |
|-----------------|-------|
| Bologna.....    | 5 1/2 |
| Liver.....      | 6     |
| Frankfort.....  | 7 1/2 |
| Pork.....       | 7 1/2 |
| Blood.....      | 6 1/2 |
| Tongue.....     | 9     |
| Headcheese..... | 6     |

## Beef

|                 |       |
|-----------------|-------|
| Extra Mess..... | 10 00 |
| Boneless.....   | 11 50 |
| Rump.....       | 11 25 |

## Pigs' Feet

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

## Tripe

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

## Casings

|                   |    |
|-------------------|----|
| Pork.....         | 20 |
| Beef rounds.....  | 3  |
| Beef middles..... | 10 |
| Sheep.....        | 60 |

## Butterine

|                      |        |
|----------------------|--------|
| Rolls, dairy.....    | 13 1/2 |
| Rolls, dairy.....    | 13     |
| Rolls, creamery..... | 18 1/2 |
| Solid, creamery..... | 18 1/2 |

## Canned Meats

|                         |       |
|-------------------------|-------|
| Corned beef, 2 lb.....  | 2 70  |
| Corned beef, 14 lb..... | 19 50 |
| Roast beef, 2 lb.....   | 2 70  |
| Potted ham, 1/4.....    | 55    |
| Potted ham, 1/2.....    | 1 00  |
| Deviled ham, 1/4.....   | 55    |
| Deviled ham, 1/2.....   | 55    |
| Potted tongue, 1/4..... | 1 00  |
| Potted tongue, 1/2..... | 1 00  |

## Grains and Feedstuffs

## Wheat

|            |    |
|------------|----|
| Wheat..... | 68 |
|------------|----|

## Winter Wheat Flour

| Local Brands |  |
|--------------|--|
|--------------|--|

|                                     |      |
|-------------------------------------|------|
| Patents.....                        | 4 10 |
| Second Patent.....                  | 3 60 |
| Straight.....                       | 3 40 |
| Clear.....                          | 3 00 |
| Graham.....                         | 3 30 |
| Buckwheat.....                      | 5 00 |
| Rye.....                            | 3 25 |
| Subject to usual cash discount..... |      |

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

## Ball-Barnhart-Putman's Brand

|                  |      |
|------------------|------|
| Diamond 1/4..... | 3 60 |
| Diamond 1/2..... | 3 60 |
| Diamond 3/4..... | 3 60 |

## Worden Grocer Co.'s Brand

|                 |      |
|-----------------|------|
| Quaker 1/4..... | 3 60 |
| Quaker 1/2..... | 3 60 |
| Quaker 3/4..... | 3 60 |

## Spring Wheat Flour

|                                 |  |
|---------------------------------|--|
| Clark-Jewell-Well's Co.'s Brand |  |
|---------------------------------|--|

|                                 |      |
|---------------------------------|------|
| Pillsbury's Best 1/4.....       | 4 25 |
| Pillsbury's Best 1/2.....       | 4 15 |
| Pillsbury's Best 3/4.....       | 4 05 |
| Pillsbury's Best 1/4 paper..... | 4 05 |



## Clerks' Corner.

### Mutual Relations of Proprietor and Clerk.

Next to the proprietor, nothing conduces to success or failure so much as the personnel of the clerks. Let the above expression be noticed carefully. "Next to the proprietor." Did you ever think of it? You, my reader, have had the experience of poor clerks—every merchant has; you, at times, have felt like discharging the whole outfit—nearly every merchant has; you, perhaps, have stopped to consider what the real matter was—some merchants have. But did it ever occur to you that the real trouble might be in yourself?

There comes to my mind the case of a young fellow who had served faithfully behind the counter for years. His genial smile and readiness to accommodate drew around him a host of friends, and the expression, "No matter how dull trade may be, Dave leads the list on sales every day," was a common one. Inevitably Dave, in course of time, was made junior partner. He showed the same common sense and level-headedness as formerly, until the Grim Reaper took the senior member, and Dave became sole proprietor. Then a change was noticeable. Was it because he had grown up as a clerk with us? Perhaps we all felt too much liberty, and we certainly took it. Each clerk seemed to think, and perhaps with some reason, that he ought to be the especial confidant and adviser of the new head. If a suggestion by one clerk was adopted there were sure to be some of the force to do all in their power to make it a failure. The outcome was to make a decided clique among the employees that opposed in every way those who tried to work faithfully for the store's interest.

Whatever the cause of this state of affairs, there certainly must have been times when the new proprietor felt like firing the whole force, and I marvel at his patience.

But let us look a little closer. During the life of the senior partner the lines had always been tightly drawn—a little too tightly some thought. But it was business, strictly business, during business hours. Every man had his duties to perform and knew he was held accountable for their proper attention. When a customer entered ever clerk was alert. Under that regime it was business, strictly business, during business hours.

Every clerk in that store had received his training there. He who worked behind the counter had learned nothing but to sell goods, and the junior partner was no exception. His had always been to please, to be a good fellow and draw trade. Coming suddenly, as he did, into full proprietorship, he was not equipped for general management. He wanted every clerk to think him the same good fellow, jolly and witty, as formerly. He felt as the others did, the severity of the past store life, and thought, perhaps, to win better results from the force by giving free rein. The results were disastrous to store and clerks alike—the business was nearly ruined.

Many a time Dave talked over the matter with me; we both saw clearly the trouble, but for some reason he could not bring himself to the task of thoroughly reorganizing and unifying the system. He came near the verge of financial ruin, but did finally shake himself and made some of the dry bones rattle. He took the management into

his own hands in time to save himself, and thereafter there was unity of action because there was but one guiding mind. The idols of the clerks were shattered, but business revived and that store again became the easy leader in the community.

The lesson here drawn is that the clerk can not rise above what the proprietor allows. Chaos was in that man's mind and chaos reigned among the help. When order finally ruled in the mind of the proprietor order took form among the workings of the clerks.

Now we come to the second point—the personnel of the clerks. I never was acquainted with a better force than was this one under the old regime or as they were after the young proprietor woke up. Every individual of them had received his education under a man who for over forty years had been recognized as the prince merchant of that whole section of the State, one who was able to draw trade from three counties, and that, too, when he was located in the very center of his own county. He never let a salesman leave his employ, if he had the making of anything in him, to go behind the counter of a competitor. He recognized the fact that every clerk had a following that he could take wherever he went, and this was encouraged to the utmost. Salaries were often raised voluntarily and the clerks, like the proprietor, were fixtures of the place. Close attention to business, readiness and willingness to accommodate, genial and gentlemanly of manner, neat in personal appearance, and pleasing of address were marked characteristics of the whole force and constituted not a little of the good-will value of the establishment.—F. H. Hendryx in *Topeka Merchants' Journal*.

### How Kenosha Employees Are Oppressed.

The Chicago-Rockford Hosiery Company, of Kenosha, Wis., has announced that during the present year it will introduce a profit-sharing system into its factory, and will also inaugurate many improvements for the benefit of its employees. The company has already opened a restaurant in which the employees may obtain a hot lunch at noon free of cost. It has also placed thirty bath-rooms in the factory building, and the employees are to be allowed thirty minutes each week for baths. A night school will shortly be opened in one of the large rooms and instruction in reading, writing, arithmetic, mechanical drawing, engineering and chemistry will be given to those who desire to receive it. A dormitory is to be erected opposite the factory for the use of the 400 young women employed. The building will contain reception rooms and a concert hall, in which entertainments will be given regularly.

### A Question of Punctuation.

A high school girl said to her father the other night: "Daddy, I have a sentence here I'd like you to punctuate. You know something about punctuation, don't you?"

"A little," said her cautious parent, as he took the slip of paper she handed him. This is what he read: "A five-dollar bill flew around the corner." He studied it carefully.

"Well," he finally said, "I'd simply put a period after it, like this."

"I wouldn't," said the high school girl, "I'd make a dash after it!"

### Remembered the One at Home.

A Petoskey man tells the following for a fact: One day an Emmet county farmer bought a banana at his store, the first one he had ever eaten. After finishing it he threw the peel on the floor. After gazing at it a moment he picked it up and wrapped it in a piece of paper and remarked: "Guess I'll take that home to my wife and let her see what a banana looks like. She never seed one."

## Crockery and Glassware

### AKRON STONEWARE.

#### Butters

|                         |       |
|-------------------------|-------|
| 1/4 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 |
| 1/4 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.       | 45   |
| No. 3 Sun.       | 65   |
| Tubular.         | 1 00 |
| Security, No. 1. | 45   |
| Security, No. 2. | 60   |
| Nutmeg.          | 80   |
|                  | 50   |

#### LAMP CHIMNEYS—Seconds

|            |      |
|------------|------|
| No. 0 Sun. | 1 45 |
| No. 1 Sun. | 1 54 |
| No. 2 Sun. | 2 25 |

#### Common

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

#### First Quality

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

#### XXX Flint

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

#### CHIMNEYS—Pearl Top

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

#### La Bastie

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

#### Rochester

|                        |      |
|------------------------|------|
| No. 1 Lime (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 35 |
| 3 gal. galv. iron with faucet, per doz. | 4 25 |
| 5 gal. galv. iron with faucet, per doz. | 5 50 |
| 5 gal. Tilting cans.                    | 7 25 |
| 5 gal. galv. iron Nacefas.              | 9 00 |

#### Pump Cans

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

#### LANTERNS

|                                |       |
|--------------------------------|-------|
| No. 0 Tubular, slide 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, slide 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 |

## 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.  
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Graceful, Healthful, Perfect Fitting  
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# COMPLAINTS OF CUSTOMERS.

**Many Due To Misunderstanding and Neglect.**  
From the Grocery World.

One of the most unpleasant duties of every grocer is to listen to and if possible satisfy the complaints of customers. It seems that no system of conducting business yet adopted is so perfect either in its design or execution as to be able to entirely prevent mistakes, but there can be no question that many complaints are either made without reason or at the most for causes easily removed. Many complaints arise from causes directly traceable to inexcusable carelessness on the part of the proprietor of a store or his clerks. The result is much the same in either case, for the customer argues that continual carelessness on the part of a clerk is really the carelessness of the employer who permits it, and is quite likely to look for a store to trade at where mistakes are not so frequent. The most difficult class of complaints to handle are the complaints made by customers who are themselves the cause of whatever is wrong, by their neglect to take proper care of or make proper use of the goods they are complaining about. It requires diplomacy of no mean order to convince customers that the cause of whatever is wrong lies with themselves, and at the same time to do this in a manner which will not give offense. There are many little things which good customers who are ordinarily easy to get along with will do, any one of which is sufficient to make trouble, the source of which can not be found out, unless the complaint is made to a man who thoroughly understands his business, and is therefore able to understand and explain in the proper manner the cause of the trouble, and how to avoid it.

Two customers recently complained to the storekeeper from whom they bought their coffee that the coffee was not the same as they had been purchasing. One customer stated positively that the coffee was burned, while the other expressed the opinion that chicory had been placed in her coffee. Coffee sometimes is burned in the roasting, but when this occurs more than one pound is burned, and as no other complaints had been received about the coffee being burned, and as a sample from each roast was made and drunk by this storekeeper, he knew that the customer had burned the coffee while making it in a hurry by removing the stove lid and putting the coffee pot down on a fire too hot. It was useless to make an explanation in this case at the time, because the complaint came from a boy too young to understand or intelligently carry home a proper explanation, but another full pound of coffee was given in exchange (which was satisfactory) for what was brought back, which upon being tested in the cup made an excellent drink, proving that the coffee was not burned.

In the other case a little talk on the part of the storekeeper brought out the confession from the customer complaining of chicory in her coffee that the coffee was really good except one morning, when, being late with breakfast, she put the coffee pot on a bare wood fire and did exactly what the other customer did—burned the coffee in the pot. Here were two complaints of a different nature, and yet both arose from the same cause. Through the careful methods followed the storekeeper knew there was no fault with him in either case, and it was therefore easier for him to discover what the real trouble was.

Many a complaint about tea and coffee may be found to be caused by improper methods of making. Water for tea should always be scalding hot, not merely warm, as some people use it, before being poured over the leaves. If it is not, the leaves do not open, and the full measure of fragrance and strength is not secured.

Coffee is better if scalded and drawn, just like tea, instead of being boiled. Many complaints about butter are from the fact that it is kept in a very careless manner after being taken home. It will probably be put in a refrigerator with

ice, which also contains fish, fruit or vegetables, from which the butter will absorb both their taste and odor. Flour which causes complaints will often be found to have been kept in the winter in a thoroughly cold place and to have been used without sufficient warming to put it in a fit condition to use.

Good baking powder is often made worthless by the person using it being too slow in mixing it with the other ingredients and putting into the oven what is to be baked. Bread, cake or biscuit often have a disagreeable taste as a result of carelessness in using too much baking powder. Complaints about box blue spotting clothes will in most cases be found to result from dusting the powder into a tubful of clothes, instead of into the water before the clothes are put in. Where laundry blue is used, which is made from ultramarine instead of indigo, but one article should be put into the blue water at a time, and the blue water should be kept in constant motion to prevent spotting. Prepared laundry starch, soap to be used without boiling water, and specialties of every kind from which special results are looked for, must be used exactly as directed on the wrapper, otherwise the person using them is to blame for undesirable results. It always pays the grocer to know all that should be known about the goods he sells. Such information will be especially valuable in helping him to remove from his own shoulders the blame for defects which lie with the customer instead of the goods he sells.

## Fooled the Crowd.

Some people will go to great trouble and expense to perpetrate a joke. The other day two well-known society men hired a closed carriage and decorated it with bows of white ribbon and flowers and other paraphernalia belonging to a well-appointed wedding.

On each side was hung a placard announcing that the occupants were just married.

It attracted great attention, and when it pulled up in front of the Morton House a few days ago a large crowd had congregated to see the happy bride and groom alight. The driver slowly got down from his seat beside the door.

He opened it deliberately, and when he swung the door open the curious crowd surged forward. There were no bride and no groom inside, but instead a big placard bearing in great black letters the single word "Rubber."

For a while the driver had the joke to himself, but soon the crowd realized the neat swindle, and all enjoyed the episode hugely.

## Lady Churchill's Patriotic Retort.

Lady Churchill has inherited the wit of her father, as she demonstrated upon one occasion to an eminent British politician. He was somewhat annoyed at the campaign she had made and said: "I really don't understand, Lady Churchill, why or how it is that American ladies refuse to enter political life in their own country, but overwhelm us here in England."

"That is because you have never traveled in the United States. The men there are so intelligent and patriotic that they do not require the services of our sex as an educating force."

## The Spice Market.

The spice market during the past three months has been active and some improvement in values has occurred. There is little doubt but that spices will continue to advance all along the line and none that we know of are in any way likely to decline. The general tone of the market on all spices is firm and of normal and healthy character and bids fair to continue for some months with no important decline.

M. R. Carrier.

## Travelers' Time Tables

### Pere Marquette Railroad

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

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

| Detroit.                 |         |         |  |
|--------------------------|---------|---------|--|
| Lv. Grand Rapids, 7:10am | 12:05pm | 5:30pm  |  |
| Ar. Detroit, 1:55pm      | 8:45pm  | 1:05pm  |  |
| Lv. Detroit, 8:40am      | 1:10pm  | 6:00pm  |  |
| Ar. Grand Rapids, 1:30pm | 5:10pm  | 10:45pm |  |

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

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

\*Every day. Others week days only.

GEO. DEHAVEN, General Pass. Agent.

Grand Rapids, Mich.

January 1, 1900.

### GRAND Rapids & Indiana Railway

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

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

| Chicago Trains.          |          |           |
|--------------------------|----------|-----------|
| Lv. Grand Rapids, 7:10am | + 2:00pm | * 11:30pm |
| Ar. Chicago, 1:30pm      | 8:45pm   | 7:00am    |

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

| Muskegon Trains.  |          |          |
|---|----------|----------|
| GOING WEST.   |          |          |
| Lv. Grand Rapids, 7:35am  | + 1:35pm | + 5:40pm |
| Ar. Muskegon, 9:00am  | + 2:50pm | 7:00pm   |
| Sunday train leaves Grand Rapids 9:15am; arrives Muskegon at 10:40am. Returning leaves Muskegon 5:30pm; arrives Grand Rapids, 6:50pm. |          |          |

| GOING EAST.               |           |          |
|---------------------------|-----------|----------|
| Lv. Muskegon, 7:18am      | + 12:15pm | + 4:00pm |
| Ar. Grand Rapids, 9:30am  | + 1:30pm  | 5:20pm   |
| + Except Sunday. * Daily. |           |          |

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

### MANISTEE & Northeastern Ry.

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

### 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.  
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E. J. BOOTH, Asst. Sec'y.

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

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

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The most reliable spray pump made to-day and the one that will give the most satisfaction to your customer, both in its workings and in its price, is the

### Myers Improved Brass Barrel Spray Pump

Requires no priming, parts all made of brass, throws a steady spray. Send to us for full descriptive catalogue.

Brown & Sehler,  
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|  |        |
|--|--------|
| 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.



### Percentage of Professional Men Slaves to Drugs.

The statement that I unhesitatingly make, that from 6 to 10 per cent. of medical men are opium and other drug takers, is based on an enquiry into the history of 3,244 physicians. This was only a partial report of an enquiry that extended over the different professions, and included the use of alcohol, opium and other drugs. An unusual interest is gathered about it, growing out of the fact that these addictions are regarded by the public as moral lapses. The current opinion is that the victims in all cases are weak and vicious, giving way to low impulses and lacking the morale which should be common among educated men. Never was there a greater mistake. In reality, the fact of morphinism among the professions is no more a reflection on their culture and intelligence than are the diseases of typhoid fever or consumption.

Considering the special exposures and exhaustive professional work that many medical men are subjected to, I am forced to admit that so few professional men suffer from drug taking. The delusions concerning alcohol as a stimulant and food have led many excellent men to use it in emergencies until they discovered the mistake; then, to extricate themselves from the disorders caused by alcohol, opium was substituted. This in reality is a more subtle disease, because it is concealed and its effects are delusive. It is impossible to say exactly how many persons, either physicians or among the other professions, use morphine, but statistics and personal observations indicate that 6 or 10 per cent. is about correct. In some sections careful studies have shown 15 or 20 per cent. of physicians using this drug; in others a smaller percentage. Morphinism is a disease of civilization, following the nerve exhaustion, want of rest and excessive strains and drains. Physicians are more exposed than other persons, owing to the irregularities of life and living. Probably a smaller number are openly using this drug than of any other class of professional men. Investigations among the lawyers indicate a very large percentage of spirit drinkers. One estimate places the number at 50 per cent. and the morphia takers of this class at 20 per cent. The accuracy of this is not absolute, but it is certain that the open use of morphia is increasing rapidly in all our towns and cities.

The principal cause for this condition, in my opinion, is the failure of medical teaching to recognize and study the disease of morphinism. Graduates of colleges enter upon their work with little or no knowledge of the danger of drug addictions, and soon fall victims if they are of the army of neuropaths or nerve-exhausted persons, by reason of defective vitality. The rapid increase of the nervous classes makes it almost impossible to escape the probability of resorting to morphia for temporary relief. Hence these new diseases of drug-taking are coming into prominence. The interest which this matter has excited arises from the recognition of its reality. The exact number of medical or other professional men who use morphia after all is immaterial. The great fact is that there should be no sentiment about it, that all such cases should be recognized as diseased and incapacitated and required to make an effort to recover.

Nothing is more dreadful than the indifference with which the public regards

a professional man who drinks spirits or takes morphia. The dangers and losses which follow the failure to recognize these disabilities or diseases are traceable in every section of the country. No man can take morphia or spirits and do rational and intelligent work. The effect of these drugs always incapacitates, no matter how concealed this may be. The losses and mistakes of judgment and acts so commonly coming into court are traceable in many cases to drug-taking. A new realm of disease has already been opened up in which morphinism is a prominent one. The profession itself is beginning to recognize this, but so far has not yet taken the steps to study its causes and progress.

The investigations have roused the enquiry in several large cities, revealing an enormous secret demand for opium among all classes for its narcotic effect. The result of this exposure will be a great change in public opinion, which will be reflected in medical colleges, journals and in the profession generally, teaching the public the causes and remedies along lines of more accurate scientific work. When the subject is put back into the hands of the profession and studied from the side of exact science, the remedy and means of prevention will be clear.

T. B. Crothers, M. D.

## 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.

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**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

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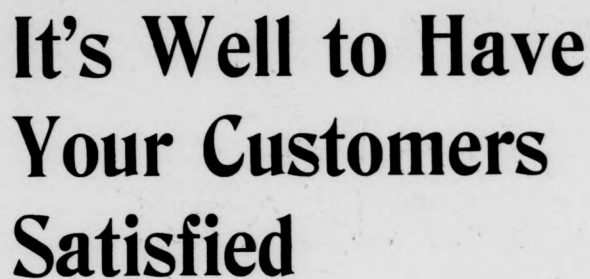
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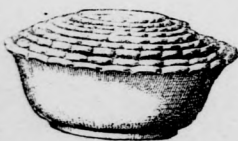
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| Articles.   | Per doz. | Total.  |
|---|----------|---------|
| 4 doz. handled St. Denis teas (large size).....           | \$ 64    | \$2 56  |
| 2 doz. unhandled St. Denis teas (large size).....         | 53       | 1 06    |
| 1 doz. handled St. 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 scoops, full measure, 5¼ inches.....  | 56       | 28      |
| ½ doz. 5 inch round scoops, full measure, 6½ inches.....  | 64       | 32      |
| ½ doz. 6 inch round scoops, full measure, 7¼ inches.....  | 80       | 40      |
| ½ doz. 7 inch round scoops, full measure, 8¼ inches.....  | 96       | 48      |
| ¾ doz. 8 inch round scoops, full measure, 9¼ inches.....  | 1 44     | 36      |
| ¾ doz. 9 inch round scoops, full measure, 10¼ inches..... | 1 92     | 48      |
| 1 doz. 8 inch dishes, full measure, 11¼ inches.....       | 80       | 80      |
| 1 doz. 10 inch dishes, full measure, 13¼ inches.....      | 1 44     | 1 44    |
| ½ doz. 12 inch dishes, full measure, 15¼ inches.....      | 2 40     | 1 20    |
| ¾ doz. 14 inch dishes, full measure, 17¼ 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 casserole.....                            | 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      |
| ½ doz. 30 pitchers, size 3 pints.....                     | 96       | 24      |
| ½ doz. 24 pitchers, size 4 pints.....                     | 1 12     | 28      |
| 1-6 doz. 12 pitchers, size 6 pints.....                   | 1 92     | 32      |
| ¾ 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      |
| ½ doz. No. 24 bowls, size 2½ pints.....                   | 80       | 20      |
| ½ doz. No. 30 oyster bowls.....                           | 64       | 32      |
| ¾ doz. covered chambers, 9s.....                          | 3 84     | 96      |
| ¾ doz. ewers and basins, 9s.....                          | 1 52     | 1 52    |
| Package cost.....   | 6 08     | 1 75    |
| Total.....  |          | \$32 15 |

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