

MICHIGAN TRADESMAN

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Volume XVII. GRAND RAPIDS, WEDNESDAY, APRIL 18, 1900. Number 865

The Rosedale Pattern Original Crate Assortment

"You can't tell it from French China"



This Most Dainty Conception

of modern pottery is from the renowned English potter, Alfred Meakin. The graceful outlines and symmetrical shapes combine practicability as well as sightliness. The design of pink blossoms and green sprays with gray tinted shading is a most effective execution of transfer work, and it is the soft rich finish thus imparted that at once distinguishes the Rosedale as the

Most Beautiful of All

Delicate gold tracery lends additional tone to the pattern. Our new catalogue is ready for mailing. Are you on our mailing list?

Contents of Our Original Crate Assortment

30 sets Teas, handled	per set,	\$ 90	\$27 00
4 sets Coffees, handled	per set,	1 05	4 20
1 doz Plates, 8 inch	per doz,	1 69	1 69
13 doz Plates, 7 inch	per doz,	1 46	18 98
5 doz Plates, 6 inch	per doz,	1 24	6 20
7 doz Plates, 5 inch	per doz,	1 01	7 07
1 doz Soup Plates, 7 inch, coupe	per doz,	1 46	1 46
6 doz Fruit Saucers, 4 inch	per doz,	68	4 08
1 doz Spoon Holders	per doz,	3 60	90
1 doz Oatmeals	per doz,	1 36	1 36
4 doz Individual Butters	per doz,	45	1 80
1 doz Sugars	per doz,	5 40	1 80
1 doz Creams	per doz,	2 70	90
1-6 doz Bread Plates	per doz,	2 70	45
1 doz Bowls, 30s	per doz,	1 80	90
1-6 doz Dishes, 8 inch	per doz,	2 25	38
1 doz Dishes, 10 inch	per doz,	4 06	1 35
1 doz Dishes, 12 inch	per doz,	6 75	2 25
1-6 doz Dishes, 14 inch	per doz,	9 46	1 58
1 doz Bakers, 3 inch	per doz,	1 58	1 58
1 doz Bakers, 7 inch	per doz,	2 70	1 35
1 doz Bakers, 8 inch	per doz,	4 05	2 02
1 doz Scallops, 7 inch	per doz,	2 70	68
1 doz Scallops, 8 inch	per doz,	4 05	2 03
1 doz Covered Dishes, 8 inch	per doz,	10 80	3 60
1-6 doz Covered Casseroles, 8 inch	per doz,	12 15	2 02
1 doz Butters, 5 inch	per doz,	8 10	2 70
1 doz Sauce Boats	per doz,	3 60	1 20
1 doz Pickles	per doz,	2 70	90
1 doz Pitchers, 12s	per doz,	5 40	1 35
1 doz Pitchers, 24s	per doz,	3 15	78
1 doz Pitchers, 30s	per doz,	2 70	90
1 doz Pitchers, 36s	per doz,	2 25	1 12
1 doz Oyster Bowls, 30s	per doz,	1 80	1 80
\$108 38			
Less 10 per cent.....			
10 83			
\$ 97 55			
Crate and cartage.....			
2 50			
\$100 05			

Save an Extra 10 per cent.

by buying in original assortments. Note that the articles are nicely proportioned as to quantity, and many undesirable articles eliminated from the list.

Our assortments are made up in a way that will please you.

We Sell to Dealers Only



42-44 Lake Street, Chicago.



FAST SELLERS

are the ones that make money. It's not the cheap or unknown cigar with the big margin that makes money. It's the popular cigar that does the business. There are cigars you can buy for less money than

ROYAL TIGER, 10C TIGERETTES, 5C

but they sell so slow that your expenses eat up your profits. Put in the fast sellers—Royal Tigers and Tigerettes. A SMOKER'S SMOKE.

PHELPS, BRACE & CO., DETROIT

F. E. BUSHMAN, MANAGER

Largest Cigar Dealers in the Middle West.



Jenness & McCurdy

Importers and Jobbers of

China,

Crockery,

Lamps



Fancy

Goods,

Glassware

State Agents for Johnson Bros.' P. G. "New Century" Shape

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

71-75 Jefferson Ave., Detroit, Mich.

For that tired, de-pressed and languid state of spring trade

We offer the following formula, put up in this invigorating assortment.

This package is all White Semi-Porcelain the latest shapes, every piece guaranteed.

Shipped from factory.

Large H. & H. Assortment.

20 sets handled Teas, fancy shape.....	.29	\$5.80
10 sets 6 inch Plates.....	.29	2.90
10 sets 7 inch Plates.....	.33	3.30
4 sets Soup Plates.....	.39	1.56
6 nests Vegetables Dishes, 6 to 8.....	.51	3.06
12 nests Round Nappies, 6 to 8.....	.59	7.08
6 only Footed Bowls.....	.13	.78
7 only Gravy Bowls.....	.09	.54
6 each Dishes, 7 inch, .05; 9 inch, .09.....		.84
6 each Dishes, 10 inch, .17; 11 inch, .29.....		2.76
6 only 1/2 gallon Jugs.....	.17	1.02
6 only 3 quart Jugs.....	.28	1.68
4 only large Sugars.....	.25	1.00
6 only Creams.....	.09	.54
4 only 8 inch Covered Dishes.....	.42	1.68
4 only Cake Plates.....	.13	.52
6 only large Covered Chambers.....	.39	2.34
6 only large Open Chambers.....	.27	1.62
4 pairs large fancy Bowls and Pitchers.....	.59	2.36

\$41.38

Package at cost.....

1.90

\$43.28

Hall & Hadden,

18 Houseman Building, Grand Rapids, Mich.

Citizens Phone, 2218.

"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.

MICA AXLE GREASE

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

ILLUMINATING AND LUBRICATING OILS

WATER WHITE HEADLIGHT OIL IS THE STANDARD THE WORLD OVER

HIGHEST PRICE PAID FOR EMPTY CARBON AND GASOLINE BARRELS

STANDARD OIL CO.

MICHIGAN TRADESMAN

Volume XVII.

GRAND RAPIDS, WEDNESDAY, APRIL 18, 1900.

Number 865



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 in price. Mail orders receive prompt attention.
Write our representative, WILLIAM CONNOR, Box 346, Marshall, Mich., to call on you or meet him at Sweet's Hotel, Grand Rapids, 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.
Widdicombe 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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GETTING THERE.

Much has been recently said about the foreign carrier. In times of emergency it is well enough for one nation to call in the ships of another for the transportation of its goods, but when the emergency is over a continuance of the practice is an unmistakable sign of its weakness and should be stopped. For a great many years this country has been satisfied to be the producer. After years of depression it awakened into new life and energy. Hills were laid low and valleys were exalted. Hammer and whir of wheel were everywhere busy repairing and building up and when the time came for the goods to be carried to the foreign market, the English keels were ready for the work and did it at reasonable rates.

When, however, the business of the country had settled down to run itself, this question of drayage became an important one. It did not look well to see the dray of London, French & Co. backed up at the delivery door. More than that, it was hardly business to pay another firm for what it could do at less cost itself. It would have its own drays and its own horses and its own men and would add materially to its profit, by the cartage of its own goods. The thought became national in its prevalence. The Government at Washington became interested and, as a result, the House Committee on Merchant Marine has reported its much-discussed subsidy bill, and, with this help from the Government, it will not be long before the American-made goods will be carried to the foreign market in the American steamship.

The object of the bill is to promote the building of ships in this country. From computations made by the Committee, it is estimated that there will not be earned in the first year under the subsidy by domestic vessels now in service more than \$3,000,000. To foreign vessels now in service and likely to be bought and registered in this country, the allowance for annual earnings is placed at \$1,200,000. Vessels to

be constructed within the next ten years to duplicate this foreign tonnage, estimated to be about 200,000, would earn \$2,400,000. This list of figures might be largely increased, but the detail would only defer the conclusion that the large amount now paid to this foreign service for transportation will be kept at home. It will add to the influence of the country abroad and when the harbors of the world are crowded with the vessels of this country as the markets which those vessels reach are crowded with its goods, more than ever will the flag that these ships carry receive the homage due to the nation that has within four generations not only made a name for itself among the powers of earth but has placed itself first among them in all that is excellent in national life and character. It is a remarkable instance of "get there," and this last enterprise, increasing as it will the conveniences of communication, widening competition, lessening the cost of ocean transportation, extending the markets for American products, swelling the demand for employment and stimulating every industry in the country, will strengthen the growing belief that in the march of nations the United States is and by right ought to be at the head of the line.

TIRED OF WORK.

It is announced in Chicago that Honore Palmer, son of Potter Palmer, after working three months as a bank messenger at \$6 a week, has given up his job in disgust and has gone to Berkshire Hills to rest and recuperate. On Jan. 10 it was announced that young Palmer, who was accustomed to all the luxuries the wealth of his parents could provide, and who was a member of the brilliant set in Newport, had gone to work in a bank as a dollar-a-day messenger, and then his society friends covered his desk with flowers and bouquets. It was said that he intended to learn the details of the business so that when he came into possession of the Palmer millions he would have a practical knowledge of business. He was going to begin at the bottom and climb the ladder like thousands of other young Americans, but he has found the climbing business a trifle tiresome. Hence the trip in search of rest. It is also said the young man would seek his health with his wealthy and distinguished mother in Paris. Rich people always have amiable doctors who can direct them to agreeable places in search of health and recreation. There would be no sense in telling a poor boy in a grocery store that he ought to go to Europe and stay abroad a year for the benefit of his health, and so the poor boy works on and grows strong and lives long and owns the business in time. With a rich boy it is different. He thinks of his tired feeling and of his money and the tired feeling prevails upon him to let other people do the work.

If Adam had nominated himself for President and friends had asked how he came to be so foolish, he would say: "The woman did it."

GENERAL TRADE REVIEW.

The record for the week in general trade, while showing less in the way of advance than might be desired by the superficial observer, is one which is as reassuring to the more careful student as it well could be. The changes in stock prices have been very slight, barely more than a recovery from the speculative effort of the bear element last week. It is becoming a matter for comment that the average of stock values continues almost constant for so long a period of time.

Prices of some commodities which have been maintained at too high a level for healthy business are showing a slight decline. Among these are coal, iron, tin, petroleum, wool, silk and India rubber. It is reassuring that the price change is small instead of the sudden and violent reaction which usually follows a period of undue inflation. Taking the situation all in all there are fewer causes of uneasiness than are usual in the advance of an election year.

Among the commodities to show the yielding tendency is to be counted wool, although speculators are trying very hard to hold the present figure. In many lines of the manufacture there are positive declines, and on the whole the distribution of woolen products is not satisfactory. Cotton has advanced again, but the cotton goods trade is quite similar to the woolen situation.

The weekly output of pig iron, only 289,482 tons, against 292,643 on March 1, resulted from the stoppage of a few furnaces in the central region, while as many others started, of which two in Tennessee added 2,500 tons weekly, although the others were small. There was also a general decrease in output of the furnaces running, owing to irregular supplies of coke and ore. The known stocks unsold increased only 12,280 tons during March, but as nearly the whole production is now distributed on orders covering a long time to the various consumers, their stocks which are not reported must have increased largely. Combinations hold sheets, wire and wire nails, tin plates and structural forms without change, although the Eastern Bar Association is called practically dead, as refined iron is selling below its figures. Billets are also quoted \$1 lower, \$32 at Pittsburg.

The exports of wheat this month have been 6,733,616 bushels, against 5,368,419 last year, partly making up the decline in March, when only 13,080,464 bales went out, against 15,654,221 last year. This makes the total imports thus far 144,503,359 bushels this year, against 188,532,090 last year, indicating that the year's exports may be about 180,000,000 bushels. Corn exports this month have been 7,161,034 bushels, against 6,309,779 last year, which, with 14,756,355 in March, against 16,131,106 last year, makes 170,478,492 bushels for the year thus far, against 137,445,313 last year. This promises a year's total very close to that of 1898, which was 212,000,000 bushels.

Getting the People

Some Good Book Advertising—Inconsistency of a Big Concern.

Merritt B. Holley, of Traverse City, writes as follows under date of April 10:

I am sending you one of my latest advertisements. I do not think, as a rule, you will find many "all book" advertisements in many papers—not even large dailies—for there you will see that most of them are for the department and always with other goods. I am trying to use one line of goods for an advertisement. I am using much of your good advice. I file it away every week for future use and consult it many times.

Mr. Holley has produced a notably good book advertisement and, barring the too frequent use of capitals in the introductory paragraph, for which the compositor is probably at fault, the advertisement merits sincere praise. The little descriptive paragraph accompanying each book is the strong point of this advertisement. It gives the reader an idea of what to expect from the book that he purchases and it inspires much more interest than the ordinary dry list of titles and prices would do. On one point I think Mr. Holley is in error: He says that he is trying to use one line of goods for an advertisement. It is impossible to advertise a department store successfully in this manner. Department store advertising is store news, and for an advertiser to attempt to confine his news to one line of goods alone each day is as foolish as it would be for an editor of a paper to confine his news to politics one day, theatricals the second, sporting news the third, and so on. The editor of a paper must cater to a varied constituency—he must provide a sufficient variety of news so that each reader will find something to interest him. The advertising of a department store must proceed on the same principle. Not everybody is interested in books, so that Mr. Holley's book advertisement, good as it is, produces no effect on a certain percentage of its readers. If he had introduced hardware along with books he would have doubled his chances of interesting his readers, and each additional department represented would have interested an additional proportion. There used to be a time when a man carrying varied lines would advertise as follows:

JOHN JONES,

Dealer in Boots and Shoes, Crockery,
Glassware, Groceries, Dry Goods,
Coal and Wood.

Best prices always paid for fresh eggs.

In order to turn such people from the error of their ways, the rule was laid down by advertising experts that it was proper to speak of only one thing in an advertisement, but that rule was not intended to apply to department store advertising. From an advertising standpoint a department store is as many stores as it has departments—and each department that has news to tell should tell it. The only application of the rule consists in the fact that each department's news should be kept distinct and separate. A department store advertisement is many small advertisements with one signature, and department store advertising can be made profitable only when each department is allowed sufficient space to tell the news of the day fully. The "one-idea" plan is a good plan for the store that carries but one line of goods, but it has its limitations.

* * *

The Michigan Telephone Company's advertising is a striking example of hu-

man inconsistency, as the announcement now running in the daily papers of the State will testify. The advertisement consists of two badly-drawn and much-worn cuts and some reading matter that utterly lacks originality, brightness or convincing quality. That a company as rich and powerful as the Michigan Telephone Co., a company whose sole business is the introduction of modern methods into daily life, should use such in attractive and apparently home-made advertisements is rather amazing. A concern which desires to make the public progress should show itself to be progressive by employing some one with skill and unbackneyed ideas to prepare its advertising. There are hundreds of good arguments in favor of the use of the telephone and there are plenty of writers of advertisements who know these arguments and can make use of them. There is an unlimited number of designers who can produce attractive and appropriate illustrations which will print respectably in the newspapers. All these things are at the command of the Michigan Telephone Co., and still it persists in using advertising which the proprietor of the average country store would be ashamed to put over his signature. One sentence in the Michigan Telephone Co.'s advertisement should serve to convert it from the error of its ways, if read in the light of the above remarks: "People are not content with the slow-going methods of their grandfathers' days."

W. S. Hamburger.

How a Railway Company Reclotted a Dead-Beat.

From the New York Sun.

Joe Blank had been employed by a daily newspaper in a large town not one hundred miles from New York. At the end of three weeks, an unusually long time, he was discharged for neglect of his duties. He was penniless and ragged. An overcoat he had, it is true, but his trousers were in lamentable condition. To get a new start he knew that he must manage to assume an exterior of at least semi-respectability. After applying to his various acquaintances with the usual result, he thought himself of his old quarry, the railroad companies. Having procured himself a hammer and a nail with an especially jagged head, he sallied forth at an hour when traffic is light. He succeeded in finding an empty car, which he occupied. Choosing a spot as far removed as possible from the eyes of the conductor, he sat himself down and producing the hammer and the nail, he proceeded to drive the latter into the seat, leaving the jagged head protruding about half an inch. This accomplished he deliberately sat on the nail and writhed. The result was a void in the most important part of his raiment. Then he arose and hailing the conductor pointed out to him the disgraceful condition of the seat and the result.

The conductor looked at the nail and at the rent raiment and was compelled to acknowledge a clear case of cause and effect. Blank took the number of car and conductor and in a few days the company were threatened with a suit for \$75 in compensation for damages wrought to a new suit of clothes worn by one Joseph Blank. The company compromised on \$20, the original value of the trousers being about \$1.50, new. This is Blank's favorite tale. He is especially fond of telling it to the young, as a useful example of the methods which they should pursue if they are to make anything of a success in this world.

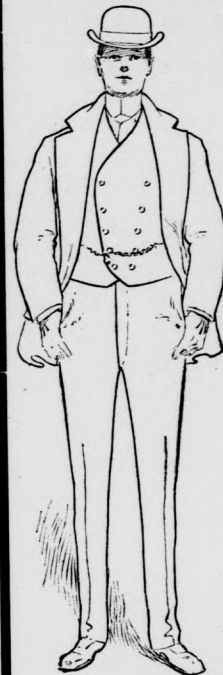
RUBBER STAMPS

You can do business with.
Write now to

BUSINESS STAMP WORKS.

49 and 50 Tower Block, Grand Rapids, Mich.
Catalogue for the asking.
Both Phones 2255.

Immediate on Order



We're ready for you. We'll give you immediate delivery on a specially fine line of

Men's Fancy Worsted Suits

In stripes and small checks, single breasted sack styles with double breasted vests. Splendidly tailored, latest spring ideas, right, like all of "H. Bros.' Correct Clothes," and the guaranteed best values on the market, at

\$7.50, \$8.50, \$10.00,
\$12.00 and \$13.50

All sizes if your order is sent to-day.

HEAVENRICH BROS.,

"CORRECT CLOTHES"

DETROIT, MICHIGAN

Buckeye Paints, Colors and Varnishes

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

Buckeye Paint & Varnish Co.,
Toledo, Ohio.

Four Kinds of Coupon Books

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

TRADESMAN COMPANY, Grand Rapids, Mich.

BOUR'S COFFEES MAKE BUSINESS

Lessons Learned From Department Store Advertising.

I know of no place where so many merchants waste money as in their advertising. It is the average store in the smaller towns that I am talking of now. Many of them—in fact, it seems to be the popular way among this class—place a set advertisement in their local paper, which is nothing more than a business card, and let it stand week in and week out without change. It has become as familiar and common as the name of the paper and causes no more comment or thought than the paper's heading. The page it appears on is usually made up of matter just as stale as the merchant's card. The first thing the subscriber does is to turn the paper inside out and the advertisement, "tho' lost to sight," is not considered "to memory dear," for it has not even attracted a passing notice. The paper lies on the family table for a week to be sure, is read and handled by every member, but the poor advertisement is out of sight and seen by none. The money paid for such advertising is wasted. For the set advertisement, let its wording be ever so good, I have no regard.

The cumulative effects of advertising are what the progressive merchant is after. To get these the advertisement must be changed with every issue of the paper. Note the bright advertisements of many of the larger department stores. They are newsy, bright and catchy. They are the first thing turned to as the housewife picks up the daily. I never think of laying down the paper without first perusing certain advertisements. What is true of myself, I presume to say, is true of many another man.

Now why this attraction? The daily I take is published too far away for the prices to be the attraction. In fact, I flatter myself I would not flutter near the flame did I live within trading distance of this particular establishment. What then are the lessons to be drawn from department store advertising for the average country merchant?

In the first place: Know your customers and do your talking to them. I suppose I shall draw down the wrath of the advertisement writers when I say I do not believe in the ready-made advertisements. The wording of an advertisement might attract the people in one locality but not in another, and ready-made advertisements are no exception. If you must use them, rewrite them and give them the wording that is natural to the community. The class of people talked to through an advertisement must be considered, and no one knows the people so well as the merchant himself. Therefore, I say, write your own advertisements. If for any reason you can not do it yourself let your brightest clerk try his hand at it. There may be talent there undeveloped that will be valuable to you.

In the second place, mention but few items in any one advertisement, and let the wording be natural—just as you would talk to your customer while showing the goods. Don't try to say too much. Every article has some good talking point that you make prominent while showing it to a customer. In writing an advertisement of it, first convince yourself of the point that is its feature, then write about it just as though you were talking to a customer. When you have written all there is to say, stop. Don't try to write any more. After this it should be read over several times, and if the point brought out can

be made more prominent by condensing the wording, rewrite it. Take the place of the customer and see if it would be convincing to you, and if you decide not, keep changing the wording until it is in shape to suit.

Don't expect every advertisement will be first-class; you will be disappointed if you do. Make the wording bright as possible, but let it be natural; let it reflect your individuality. There's no reason why the advertisement in the country weekly should not be as eagerly looked for as the one in the city daily.

In the third place, insist on getting good display. If the type is old, keep at your editor until he gives you modern up-to-date style of type. Don't allow him to make an auction bill of your advertisement, but insist on a clean-cut, distinctive style.

The position your advertisement is to occupy should never be changed. If you can not get top of column, then let it be at bottom of page, next to the news items. If other advertisements on this page occupy one column, have yours set two columns wide; if they occupy two columns, let yours be three or four wide; and if the others are all extra wide, make yours but one column. Have it different, distinct from the others; the eye will rest on it then, as the most prominent thing on the page, the moment the paper is opened.

Read the proof of the advertisement each week yourself. Ludicrous errors will often be avoided, and some that are more serious than ludicrous.

In the fourth place, use a system in expenditures on advertising. It is an easy matter to spend more money than the business will warrant. It is the custom of professionals to advise using 2 per cent. of sales. My experience has been that one-half of 1 per cent. is sufficient for a country store to use, and I think more than that is a useless expenditure.

In conclusion, watch for results. Know what kind of advertisements pay you. Preserve each advertisement for future reference.

Don't use programs.

Be wary of all schemes; they are usually fakes.

Give a copy of each advertisement to each clerk, that they may know what is being advertised.

Do just as you advertise.—F. H. Hendryx in Topeka Merchants Journal.

Took a Costly Nap.

From the Philadelphia Press.

To begin with, he's "a good fellow." That's a phrase easier understood by men than by women. It generally means—well, it means he's an all-round good sort in the male line.

Saturday afternoon he was feeling pretty good. He had been quite thirsty, if what he had taken was to be judged as a criterion. And the libations left him in a thoroughly good humor, and he felt at peace with the world.

In this delightful mental and physical state he bethought him of a friend of his in Providence, R. I. And he further thought that he would call up that particular friend on the telephone.

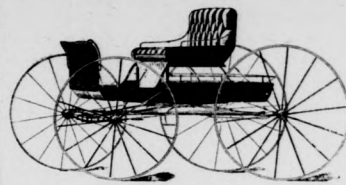
So he went to a Broad street hotel, told the young woman there who had charge of the 'phone that he wanted to speak to Mr. So-and-So in Providence, and wouldn't she kindly call up the party?

The girl did as she was bade. "Party's on the 'phone," she said, and the man went into the telephone box, sat down and put the receiver to his ear.

And then he calmly and sweetly dropped off to sleep.

When he woke up he owed the telephone company \$32.90.

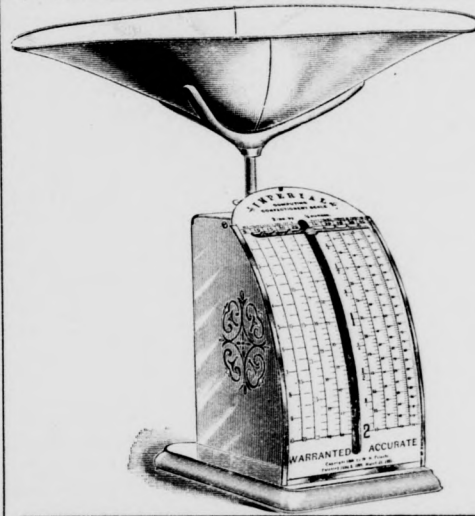
He said he wouldn't pay it—but he did.



No. 6—Concord Wagon

If you want the agency for, or want for private use, a good reliable vehicle built on a "how good" and not "how cheap" plan, write to us for our 1900 catalogue and price list. No trouble to show goods and when you are in the city shall be pleased to have you call on us.

ARTHUR WOOD CARRIAGE CO., Grand Rapids, Mich.



"Imperial" Computing Scale

For Candy, Tea, Tobacco, Seeds, Spices, Etc.

Tells at a glance the exact cost from 5 to 60 cents per lb. at the usual prices at which candy is sold.

Warranted accurate. Beautifully nickel plated.

Saves both time and money.

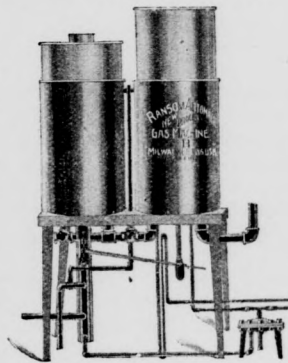
Weight boxes 2½ lbs. Gives also exact weight by half ounces.

Order through your jobber.

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Produces from gasoline a quality of gas unsurpassed for lighting, heating, cooking and mechanical purposes. Absolutely safe, practical and economical. A new departure from the old style of gas machines. Write for particulars and prices.

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plements of all kinds, made by the best makers and sold to you at prices that make them the kind you want to sell.

We are always at the other end of the telephone and can talk straight business at any time, and help you out by getting the thing you need.

Talk is cheap—even over the telephone—when you talk to us.

Brown & Sehler,
Front and W. Bridge Sts.,
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Our Wall Papers

Are up to date and of the latest designs.

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

C. L. Harvey & Co.
59 Monroe Street, Grand Rapids, Mich.

Aluminum Money

Will Increase Your Business.



Cheap and Effective. Send for samples and prices.

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

Around the State

Movements of Merchants.

Belding—John W. Walker, baker, has sold out to David B. Stock.

Hudson—S. F. Eaton has sold his furniture stock to Bennett Bros.

Hudson—Chas. A. Steger succeeds B. J. Steger in the grocery business.

Onaway—Geo. F. Barbarin has sold his branch drug store at Freeland.

Detroit—Charles Buger has purchased the grocery stock of Charles Georgi.

Pontiac—Jacobs Bros. have sold their harness stock to Arnold & Freguard.

Ida—Gilhousen & Co. succeed Gilhousen & Son in the grocery business.

Midland—Smith & Smith have purchased the drug stock of E. C. Salisbury.

Keeler—Claude Sykes has purchased the grocery and drug stock of Conklin & Son.

East Tawas—Lorain Clanow has purchased the grocery stock of Thos. P. Brown.

Hudson—Lyman Wetherbee has taken possession of the C. A. Beckly meat market.

Owosso—W. H. Bell, dealer in groceries and crockery, will shortly remove to Detroit.

Ida—Albright & Bro. continue the meat and grocery business of Albright & Hanson.

Detroit—McLeod & Eisenhuth are succeeded by J. C. Johnson in the grocery business.

Dowagiac—Baits & Ritter, dealers in groceries, hay and feed, have discontinued business.

Jackson—D. A. Yocum & Co. succeed Geo. A. Yocum in the harness and vehicle business.

Sherwood—Hawn & Vanderhoof continue the lumber and coal business of Rungan & Hawn.

Leslie—Steiner & Hill succeed Maxon & Millar in the confectionery and restaurant business.

Hudson—Charles Halleck and Eugene Ball have purchased the grocery stock of Goodnow & Bennett.

Sherwood—Fred Hutchings succeeds Luella (Mrs. Geo. W.) Hutchings in the furniture and undertaking business.

Petoskey—J. Vanalstine has engaged in the agricultural implement business at the corner of Michigan and Petoskey streets.

Flint—Berridge & Son is the name of the new firm which succeeds W. H. Berridge in the drug, grocery and meat business.

Sault Ste. Marie—H. L. Newton has sold his meat market to Frank R. Chapel and will devote his entire attention to stock raising.

Belding—W. M. Reynolds has sold his grocery stock to Underwood Bros., of Athens, who will continue the business at the same location.

Port Huron—A. J. Stewart, of Detroit, has leased the store building lately occupied by E. W. Bromley, and will shortly open a drug store.

Hartford—S. P. High, of Buchanan, has removed his dry goods stock to this place and will occupy the store building recently vacated by A. B. Dean.

Monroe—Chas. Kremer will shortly retire from the grocery business. His stock has been purchased by Frank Houseman, who will take possession May 1.

Battle Creek—Robert Binder has begun the erection of a six-story block on Monroe street which will be used as a storage house, work rooms and sausage factory.

Ann Arbor—The grocery stock of Davis & Seabolt has been purchased by Rinsey & Seabolt. The firm will continue both of its stores in their present locations.

Sherman—E. J. Worden has discontinued the tobacco and confectionery business at this place and has removed the stock to Harrietta, where he has a branch store.

Eaton Rapids—Wilcox & Godding have purchased the book, stationery and wall paper stock of Geo. Putnam and have combined same with their drug and book stock.

Allegan—William Koloff and Frank Marty has purchased the grocery stock of H. L. Burton and will continue the business at the same location. The firm name will be Koloff & Marty.

Sault Ste. Marie—Gowan & Pickford have engaged in the hardware business at 403 Ashmun street. The building has been materially improved by a plate glass front and new shelving.

Hillsdale—The remainder of the French hardware stock has been purchased by Geo. F. Gardner. Geo. N. Smith has leased the store building and is occupying same with his hardware stock.

Ishpeming—The establishment of a Finnish co-operative store at this place is about conceded, \$6,000 having already been subscribed. F. Lassenius has been named as manager of the business.

Allegan—Babcock & Ewer, who have been engaged in the flour and feed business on Brady street, have purchased the flour and feed business of R. N. Ellis, on Hubbard street, and have removed to the new location.

St. Louis—Henry and Sigo Tyroler, who conducted the department store business at this place under the style of Tyrolers' Dry Goods Emporium, have dissolved partnership. The business will be continued by Sigo Tyroler under the same style.

Allegan—James Court & Son, of Marshall and Allegan, have established a branch of their poultry and egg business at Bellevue, and Randy Barrett has gone to take charge of the business. Mr. Barrett may move his family there within a short time.

Pontiac—Fred Graves, for a number of years pharmacist in Weed's drug store, has purchased the drug stock of Clyde Morse Brooks, and has already taken possession. Mr. Brooks retains his wall paper and paint business and will hereafter devote himself to that exclusively.

Battle Creek—Wm. W. McRae and Wm. Skinner will embark in the men's furnishing goods business in September. They will occupy the store in the Stone block as soon as it is vacated by M. H. Goodale & Co., who will move into the new Post Tavern block when completed.

Lansing—The announcement of the death of Robert B. Shank Tuesday morning was a very severe shock to the people of Lansing, and especially the business community, where deceased was regarded as one of the foremost business men of the city. No man in Lansing was held in higher esteem by all classes of citizens than was Mr. Shank and no man was better known, as he had lived here all his life, and was born in the house in which he died. Deceased was 43 years of age and had been in the grocery business continuously in the old State block on Washington avenue for twenty-one years, and besides this store he conducted three

other retail grocery stores, a meat market and bakery, and a prosperous confectionery business, all in this city. Early in April Mr. Shank was attacked with acute inflammation of the stomach. This was followed by brain trouble, and he was unconscious for several hours prior to his death. His wife, two daughters and two brothers, Dr. R. J. Shank, of this city, and Edward Shank, residing near Grand Ledge, survive him. The funeral will be conducted Thursday at 2 o'clock under the auspices of the Knights of Pythias.

Manufacturing Matters.

Adrian—The L. Ladd Co. will shortly discontinue its fruit cannery at this place.

Cushing—The new cheese factory now in process of construction here will be ready to begin operations in about thirty days.

Traverse City—R. E. Weaver, who has been employed in the cigar factory of A. W. Jahraus for a long time, has resigned his position and will run a factory of his own.

Niles—The Niles Improvement Association is working hard to secure a bicycle, sewing machine and automobile factory, which will employ a large number of men. Charles A. Chapin, the millionaire mine owner of Chicago, is back of the project.

Mason—E. E. Hartwick, of Grayling, has purchased T. W. Hanson's interest in the lumber firm of Hanson & Mickelson, of this city, and the firm is now Hartwick & Mickelson. Mr. Hanson returns to Grayling to look after the business interests of his father.

Negaunee—The F. W. Reed Lumber Co. has purchased the Teal Lake sawmill of Neeley & Williamson, together with the stock of logs of between one and two million feet. A condition of the sale is that Messrs. Neeley & Williamson will not engage in the business at that point.

Hudson—Collins Bros., carriage manufacturers at Jackson, who have a branch establishment here, will make a proposition to the citizens to build a manufactory to supply 400 men with work if the citizens will give \$6,000 and donate five acres of ground. The proposition has been taken under advisement.

Hartford—Davis Haven has sold his cheese factory to a number of farmers, who have organized a stock company and will continue the business under the style of the Hartford Cheese Co. Mr. Haven has engaged to make cheese this season in the new factory now in process of construction at Cushing, Cass county.

Sault Ste. Marie—The Soo Machine & Boiler Co. has been organized at this place for the manufacture and repair of machinery and mechanical improvements and boilers and the manufacture of brick, tile and earthen piping. The capital stock is \$15,000, all of which is paid in. The stockholders are James Strachan and Mrs. L. May Strachan, of this city, and Mrs. Mary E. Smith, of Ypsilanti.

Bay City—The Boyce Coal Co. has filed articles of association. It is to do business in Bay, Saginaw, Midland, Tuscola and Arenac counties, with headquarters in Essexville. Jonathan Boyce, of Grand Rapids, and his sons, George J. and Archie, of Essexville, are the stockholders. This is the third coal company formed here in two weeks. The Boyces own a large tract of land at the mouth of Saginaw River which has been tested for coal.

Bay City—The Bay City Sugar Co.

contemplates erecting an evaporating works this season for the purpose of preserving the large quantity of sugar beet pulp which is annually turned out from the factory as refuse and hauled away by farmers. It is proposed to dry the pulp and pack it into bales for shipment to any section of the country, where it may be used for the feeding of stock. If this evaporator is built it will be the first in Michigan and may solve the problem of getting a revenue from waste that now goes free to the farmers. Beet pulp has been tried for fodder and has been a success. It has been shipped by the carload from Bay City, in addition to the hundreds of tons drawn away by farmers.

The Boys Behind the Counter.

Bellaire—E. E. Bedell succeeds N. B. Stratton as clerk in the grocery store of Hemstreet & Hinman.

South Haven—Earl Combs has taken a position in John Mackey's hardware store.

Allegan—Irving Born has taken a position as clerk in Thompson & Girce's drug store.

LeRoy—Charles H. Hall, of Jenison, is the new drug clerk in Frank Smith's store.

St. Joseph—E. W. Kane has resigned his position with W. B. Church to accept a similar one with Enders & Young, of Benton Harbor.

Port Huron—C. E. Armstrong has taken a position in the Central drug store.

Bonnets As an Aid to Blushes.

From the New York Commercial.

A New York millinery house has had an enquiry for "blushing bonnets." Inasmuch as it was the first enquiry of the kind, and as they did not know what under the blue canopy a "blushing bonnet" was, they instituted a careful search to find out. The result is interesting, even from a sordid commercial standpoint. The "blushing bonnet" is known in London, and it may have had its origin there, although a London authority thinks the credit ought to go to Paris. It is any kind of a bonnet with a little spring and metal clasp hidden behind flowers, and when the head of the fair wearer of the bonnet is bent forward with that downcast movement so becoming to modest maids and matrons, the clasp presses on the temples and compels a blush. There is no chance for failure.

Massachusetts Anti-Department Store Bill Collapses.

The bill introduced into the Massachusetts Legislature to practically tax department stores out of the business and on which several hearings have recently been held, has collapsed. The Judiciary Committee, to which the bill was referred, voted unanimously "leave to withdraw" and the Senate as unanimously accepted the report. "Leave to withdraw" means that the bill will be withdrawn from consideration. The small retailers did not testify before the Committee—there seemed to be no desire to have them. An argument by an attorney constituted about all the case for the petitioners, while the opponents came forward in large numbers and presented their side of the case with great clearness and force.

There is no word in the Chinese language that conveys an intimation of what we term public opinion; nor is there a synonym for patriotism; in fact, there is no use for such words in China.

Dewey was on the highest pinnacle of fame. It is very lonely up there, and he can hardly be blamed for wanting to come down.

The Admiral fired himself off as a candidate, without waiting for Captain Gridley.

Grand Rapids Gossip

The Produce Market.

Apples—Russets command \$3.50 and Baldwins fetch \$4.50 per bbl. Ben Davis are in fair supply at \$4.25. The quality is good, considering the season.

Asparagus—California stock commands \$1@1.25 per doz. bunches.

Bagas—\$1.35 per 3 bu. bbl.

Bananas—Are very active and some grades show an advance of 10@15c per bunch. The supply is not sufficient for the demand, and prices are high. Present shipments, compared to last year's at the corresponding season, show a deficiency of 80,000 to 90,000 bunches.

Beets—\$1.25 per 3 bu. bbl. Choice stock is scarce.

Butter—Factory creamery has declined to 19c and is slow sale at that. Choice dairy grades have declined to 14c and are in ample supply; in fact, receipts are considerably in excess of the consumptive requirements of the market. Packing stock is moving freely on the basis of 11@12c.

Cabbage—Louisiana commands \$4.75 per crate and California is strong at \$5.50 per crate. Most of the sales are for half crates, which fetch \$2.50@3. Home grown is very scarce at \$1@1.10 per doz.

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—\$3.25 per sack of 100.

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

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

Dressed Poultry—The demand for all kinds of poultry is extremely active; very little stock in sight to satisfy it. All signs point to higher prices. All other kinds of meat are high, and if current receipts do not increase materially, which does not look probable, values will take a higher range. Chickens command 11@12½c. 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 market is a conundrum. In spite of the predictions of heavy handlers to the effect that they must have stock at 8c or let it alone, they are taking in eggs on the basis of 9@9½c and appear to be glad to get them at that price. Outside dealers are meeting with little difficulty in getting supplies at 9@10c and the local market has ranged from 10@11c, due to the enormous consumption of eggs, which is ahead of anything ever before experienced in this State. Michigan eggs appear to be at a premium everywhere and every Eastern market appears to be willing to pay a premium for Michigan stock.

Grapes—Malagas, \$7.50@9 per bbl.

Green Stuff—Grand Rapids forcing lettuce, 14@15c per lb. Onions, 15c per doz. Parsley, 30c per doz. Pie-plant, 7c per lb. Radishes, 20c per doz.

or \$1.25 per bu. box.

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—Early in the week there was a decline of 10@15c per box, which was caused by the poor quality of the lemons arriving, but later prices advanced again to the former basis and now the market is very firm, with a strong upward tendency. Arrivals of lemons during April to date have been 56,000 boxes, against 72,000 last year. The decrease is accountable for the present firmness of the market. A terrific rain and wind storm in Sicily has considerably damaged the lemon crop. If the damage is as heavy as reported, prices will be higher, which may have a tendency to benefit California lemons.

Live Poultry—In active demand at firm prices. Broilers weighing 1¼ to 2

lbs. command 25c per lb. Squabs, \$2 per doz. 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.

Oranges—California navels, \$3@3.25 per box.

Parsnips—\$1.25 per 3 bu. bbl.

Pineapples—Jamaica command \$2@2.25 per doz.

Potatoes—The market is stronger, due to the poor roads and the inability of growers to market their supplies. The price hovers round 30c in carlots. Bermudas command \$2.25 per bu.

Seeds—Mammoth clover, re-cleaned, \$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.

Strawberries—Floridas, 25c per quart box; per case of 24 pints, \$2.25.

Sweet Potatoes—Kiln 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—75c per bbl.

Wax Beans—\$4.50 per bu. box.

Whenever England loses her grip on the world's merchant tonnage it will be the beginning of the end of her supremacy on the seas. It now exceeds that of all the other nations, and in spite of all competitions she is still determined to hold the lead. But every year it is more and more difficult to hold it. Other flags are rapidly gaining on the British and the rivalry is already very keen. There are now being built twenty-five big steamers for service between this country and Europe, and only nine of them are English. An American line is building six vessels. A continental company advertises 131 trips between New York and Europe between January and November, and the British rivals seem unable to keep the pace. The Germans, too, are rapidly coming to the front as shipbuilders. When other nations get the merchant ships England may have the warships. But the period of her decadence will have begun.

Conklin & Eason, whose store building and general stock at Ravenna were destroyed during the recent conflagration at that place, have resumed business in the grange hall, purchasing a grocery stock of the Ball-Barnhart-Putman Co. and a shoe stock of Rindge, Kalmbach, Logie & Co. They will immediately begin the erection of a new store building, on the completion of which they will add lines of dry goods and men's furnishings.

J. and N. Vogel have purchased the meat market of the late Gilbert Vogel, 821 Grandville avenue, and will continue the business under the style of Vogel Bros.

Geo. H. Kirtland & Co. have opened a dry goods store at 1159 South Division street.

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

The Grocery Market.

Sugar—The raw sugar market is strong and prices have advanced to 4½c for 96 deg. test centrifugals. Owing to the strong position of raws, an advance in refined is looked for at any moment. It is estimated that the crop of Cuba sugar will not exceed 300,000 tons, which, compared with last year's crop, shows a decrease of 40,000 tons. The Puerto Rico crop is estimated at 30,000 tons, against 70,000 tons at the same time last year. There is a general shortage in cane crops in other West India Islands, due to the damages inflicted by hurricanes.

Canned Goods—Spot trading is as unsatisfactory as futures. And at this season, when business is generally active, both spot business and futures are dull and featureless, while both sides of the market wait for some one to offer concessions—something no one seems disposed to do, and therefore it runs on unchanged from day to day and promises to run on unchanged until the packing season opens and buyers are compelled to go into the open market to get their supplies. Jobbers appear to be moderately well stocked with everything required and holders do not exactly want to force sales by offering inducements in lower prices. Tomatoes are still a very uncertain quantity, but some dealers seem to think that the situation is somewhat improved. However that may be, there have undoubtedly been sales made at less than quotations. Friends of tomatoes are certain that they are good property and they refuse to make concessions. There are no future sales of importance, although a few orders are placed here and there at about full prices. There will not be nearly as many packed this season as usual, although growers are making preparations for larger crops. There have been considerable sales of peas and corn, particularly peas. Prices have been generally steady, although there has been some shading on large lots. There are some packers and some holders who are willing to make more favorable prices, provided the outlook for the coming crop is as stated. Whether the pea louse will or will not interfere with the yield in New York this season it is impossible to say yet, but growers are making preparations to combat it, so far as possible. The fact that the insect did not appear until after the early peas had been harvested last season offers some encouragement to growers, who will plant extensively of early sorts, with the idea of having the crop harvested and packed before the insect appears. Last season only the late varieties were troubled. Baltimore advices state that this season's oyster pack will aggregate 1,000,000 bushels, against 1,583,000 bushels last year. The demand for this article is good at unchanged prices. The demand for salmon is increasing somewhat. The market is firm at unchanged prices.

Dried Fruits—Seldom have the first three months of the year been so unsatisfactory to the dried fruit trade as the past three months. During the winter distributors expect their heaviest sales and jobbers always prepare for considerable activity, following the regular midwinter dullness which follows the holiday trade, but which is generally over immediately after Feb. 1. Then trade usually revives and lasts with fair activity and reasonably high prices until the fresh fruits of early spring drive the less desirable dried fruits from the market until cold weather comes again. The

trade at this season is scarcely ever in large lots, but is generally continuous and the movement encourages the maintenance of well sustained prices. Prunes are moving out slowly at unchanged prices, with plenty of the large sizes, but a continued scarcity of the small sized goods, for which a premium is often paid. The demand for loose Muscatel raisins is active, but as prices asked by holders are higher than buyers care to pay, sales are restricted. Owing to the advance in Greece, currants are a trifle firmer, but there is no change in price as yet. Sales are not large, but are in small quantities for immediate consumption. Dates are fairly active at previous prices. Evaporated apples are a little stronger. Stocks around the country are well cleaned up and good stock is hard to find.

Rice—There is a marked improvement in rice and the demand during the past week has been very good. Some slight advances were made on some grades and dealers expect a general advance on all grades in the near future.

Tea—There is no improvement in tea this week, most sales being for small lots for immediate consumption. Prices are steady and unchanged.

Molasses and Syrups—The market for molasses is steady and unchanged, with moderate demand. Owing to the continued strength of the corn market, corn syrup has advanced another ½c, with a corresponding advance on cases. Everything points to still higher prices.

Nuts—The crop of Sicily almonds is not as badly damaged as at first reported. The yield will be fully up to last year's. Advices from California say that favorable reports concerning the almond crop are received, and the indications are that a good yield will be harvested. Spot stocks are light and are being gradually absorbed. Prices have recently advanced 2c per pound and the market is strong at the advance. Stocks of filberts are very light, and there is an active demand at full prices.

Hides, Pelts, Furs, Tallow and Wool.

The hide market remains firm at the late advance, but tanners decline to pay a higher price. One-quarter cent more is asked and obtained on the late take off over prices of last week, while stock is neglected.

Pelts are in small quantities and are in fair demand only. Sheerlings have come into the market and command good prices.

Furs are not quotable from any quantities which are being sold. A few late skins drag into the market and bring low prices, on account of the lateness of the season and the poor quality of the stock.

Tallow is firm, with a slight advance. The demand is good, with no large quantities being offered.

Wool is rather depressed and is quoted lower with small sales and small offerings. The supply in dealers' hands is light. Some new wools have been sold in the State at 22@23c for unwashed, ¼ to ⅓ blood. This price is within 3c of Eastern quotations and purchasers can not make a profit on the present market. May auctions in London are expected to show a decline, which helps depress prices here. Wm. T. Hess.

Jesse Van Duinen, flour and feed dealer at 691 Cherry street, has purchased the Payne Bros. grocery stock, at 603 Cherry street, and will consolidate both lines of business at the new location. The transfer took place April 13.

The Buffalo Market

Accurate Index of the Principal Staples Handled.

Beans—Fairly good trade and supply light of fancy of all varieties. There is, however, a liberal supply of fair to good, and the feeling is not over steady on that class.

Butter—Trade shows little improvement over that noted for a week or two past. Buyers took only small quantities as the belief is general that lower prices will follow any increased receipts. Stocks under present demand are ample of fancy creamery, but there is no oversupply of lower grades. Receipts of dairy are falling off owing to the starting up of creameries throughout this State. Renovated in heavy supply and easy. Creamery extras sold at 19¢@20¢; dairy, fancy, 17¢@18¢; fair to good, 16¢; in crocks, 16¢@17¢; rolls, 15¢@17¢; renovated, 17¢@18¢ per lb.

Cheese—Market easier; demand only fair. Fancy, full cream, small, 12½¢; good to choice, 11½¢@12¢; skims, 5¢@9¢ per lb.

Eggs—All attempts to advance prices failed, in fact, the market was easier than last week. Supply was heavy and demand disappointing. Market looks lower. State and Western fancy, 11¼¢@12¢; Southern, 11½¢; duck eggs, 18¢@20¢; geese, 40¢@50¢ per doz.

Dressed Poultry—Active demand and market closed up strong with everything cleaned up. Turkeys and chickens were scarce, but there was quite a liberal supply of heavy fat hens and mixed stock not in very desirable condition, which had to go at rather easy prices. Capons would have sold higher if really fancy. No ducks offered. Fancy small turkeys sold at 13¢@14¢; good to choice, 12¢@13¢; fair, 11¢@12¢; chickens, 12¢@13¢; fair to good, 11¢@11½¢; fowls, choice, 11½¢; fair to good, 10½¢@11¢; capons, 12¢@15¢; ducks, 12¢@14¢ per lb.

Live Poultry—Nothing like an adequate supply of fancy reached this market last week, and we are in the same shape again this week and likely to be for some time to come. Turkeys, 11¢@12¢; chickens, fancy, 11½¢; fair to good, 10½¢@11¢; fowl, 10¢@11¢; mixed chickens and fowl, 10½¢@11¢; ducks, 90¢@\$1.15 per pair; geese, 60¢@\$1 each.

Apples—Good Easter demand and market stronger. Receipts, however, are fair and the outlook is only steady. Fancy, \$4@4.50; good to choice, \$3.25@3.75; common to fair, \$2.50@3.

Cranberries—Good supply, easy at \$2.75@3.25 per crate.

Bananas—Higher at \$2@2.75.
Pineapples—Quiet. Large, \$22@25; medium, \$12@16 per 100.

Oranges—Higher; active demand. Navels, \$3@3.50; seedlings, 2.50@2.75 per box.

Lemons—Quiet at \$2.75@3.50 per box.
Strawberries—Weather unfavorable and demand was not up to expectations. Although quite an active business was done prices were not satisfactory. Louisiana cases, 24 pints, sold at \$2.25@2.50; Florida, 20¢@30¢ per qt.

Potatoes—Receipts have been heavy from nearby sources and, with quite liberal offerings from outside, the feeling was weak. Michigan stock is generally poor, being small or mixed as a rule. New York State stock is fancy, but it was impossible to reach last week's figures on the finest. Carloads No. 1 Rural and White Stars, 43¢@45¢; No. 1 red stock, 42¢@43¢; fair to good, all kinds, 35¢@37¢. Store prices from 3 to 5¢ above track. Sweet potatoes quiet at \$3@3.75 per bbl.

New Potatoes—Dull at \$3@7 per bbl.
Onions—Demand fair and although receipts of old are light, there is quite a liberal supply of Havana and Bermuda, which are selling at low prices. A few lots of white and red old stock offered, but trade so far has been light. Yellow, fancy, 65¢@75¢; fair to good, 50¢@60¢; red, fancy, 65¢@75¢; white, fancy, 85¢@90¢ per bu. Green, per doz. 7¢@9¢; Bermuda, \$2@2.15; Havana, \$1.80@1.95 per crate. Onion sets, \$2.50@3.50 per bushel; a few fancy selling at \$4.

Celery—Active and everything offered sold at high prices last week. Fancy Southern, \$1@1.25; State best, 75¢; common to good, 30¢@60¢ per doz. stalks.

Cabbage—Heavy supply of native and market weak and lower. Southern scarce; choice to fancy sold at \$1.50@2 per bbl.

Lettuce—Market was kept cleaned up and at strong prices. Fancy heads, 60¢@65¢; fair to good, 25¢@50¢ per doz. Leaf stock in bundle baskets, 30¢@40¢.

Radishes—Liberal supply of Southern and at the low price of \$1 per box; home grown were at a disadvantage. Fancy State stock sold at 15¢@20¢ per doz. bunches.

Spinach—Scarce and higher. Hampers, 60¢@65¢; home grown, \$1.50@1.75 per bbl.

Cucumbers—Fancy, \$1.50@1.75 per doz.

Parsley—In heavy supply at 5¢@7¢ per doz. small bunches.

Vegetable Oysters—Easier at 35¢@40¢ per doz. bunches.

Watercress—Firm at 18¢@22¢ per doz.

Horseradish—Higher at \$6.50@7.50 per cwt.

Maple Sugar—Active demand for fancy new at 9¢@11¢ per lb., according to color. Syrup, 60¢@75¢ per gal. can.

Dried Fruits—Apples quiet. Fancy evaporated, 6¢@8¢ per lb. Raspberries, 13¢@15¢. Peaches, 5¢@7¢ per lb.

Dressed Meats—Hogs, \$5.75@6.25; veals, \$7.50@8.50 per cwt.; spring lambs, \$4.50@5.25 each.

Buckwheat Flour—\$1.75@2 per cwt.
Straw—Firm; good demand. Wheat and oat, \$8@8.25; tight pressed, rye, \$9@10 per ton.

Hay—Firm. Loose baled prime, \$15@15.50; tight baled, \$14.50@15; No. 1, \$13.50@14.25 per ton.

Jobbers Organize to Fight the Banana Trust.

Chicago, April 14—The banana trust is to have a powerful rival in the National Banana Jobbers and Importers' Association. At a meeting of banana dealers from points as far apart as Michigan and Texas, Oregon and Ohio, the purpose was announced of creating a new corporation to free the Western jobbers from the hold of the Eastern trust. The new company will import bananas and other tropical fruits and will, perhaps, operate plantations in Central and South America.

The capital stock was fixed at \$100,000, with a likelihood of an immediate increase to \$250,000. Of this stock \$75,000 was subscribed. It is asserted that \$10,000,000 is back of the movement.

When Chairman W. W. Copeland, of Burlington, Ia., called the meeting to order yesterday afternoon, 120 men were present. For hours plans were debated, several jobbers being opposed to any extreme action until overtures had been made to the banana trust officials. The debate was at times acrimonious. It was 7 o'clock before the jobbers finally took steps to form the company. When action was taken it was unanimous.

The grievances of the jobbers were fully discussed. Speakers wanted to know whether the exactions of the Fruit Dispatch Co., said to be capitalized at \$10,000,000, backed by the \$5,000,000 or more of the United Fruit Co., should be further submitted to. At \$1.20 a bunch, it was said, no trouble would have been experienced, but the price of bananas has been raised 65 per cent. higher than it ever was before.

"The Fruit Dispatch Co. bought the entire stock of foreign dealers six months ago," said C. E. Kerr, "and has had control of the market ever since. Our profits have been cut to nothing, for if we attempted to raise prices the people would do without the fruit."

The membership of the new organization will be confined to the list of those belonging to the National Banana Jobbers' Association. When fully organized the Western people will control 90 per cent. of the trade west of Pennsylvania, the object being to cover all New Orleans importations. It is expected that ten vessels will be chartered.

His One Suggestion.

"Furthermore, John Henry Meeker," said Mrs. Meeker, who was standing in front of the mirror and putting the finishing touches to her toilet, "I want you to take notice that I am perfectly capable of getting ready for church without any prompting from you, and you can cough and look at your watch as much as you please—it won't hurry me a single second. Do you clearly understand that?"

"Yes, my dear," mildly replied Mr. Meeker, "although I think I could understand it a little better if you didn't have your mouth quite so full of hairpins."

D. Boosing

General Commission Merchant

SPECIALTIES

Butter Eggs Poultry Beans

I will buy all the Fresh Eggs I can get f. o. b. your station in free cases at 10¼¢.

Dairy butter is selling at from 16 to 17¢.

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.

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.

WE BUY EGGS

11¢ DELIVERED BUFFALO

We will pay 11¢ delivered Buffalo for all the eggs we can get during the week ending April 21. Stock must be large, clean and bright and No. 1 in every particular. Cases will be returned at shipper's expense if so desired.

GLEASON & LANSING,

150 MICHIGAN ST., BUFFALO, N. Y.

MACKAY & 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.

H. M. Reynolds & Son,

Manufacturers of

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

Grand Rapids, Mich.

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

ESTABLISHED 1868

Detroit, Mich.

Foot 1st St.

Why the Hens of Hentown Went on a Strike.

Hentown, April 13—Your correspondent finds that a very interesting labor problem has developed here within the last few days. It seems that some of the hens read the article in the Commercial about the wholesale price of eggs in New York being this spring only 12 cents a dozen, against 13½ cents per dozen during the spring of 1899, and such indignant cackling has not been heard in the town since the mass meeting which followed the introduction of china nest eggs, upon which several self-respecting Biddies sat before the deception was discovered.

When the news became known here another indignation meeting was held in the hen house, and there was a hot time in the old town. Reporters were refused all information as to what took place behind the locked doors, but it was soon known that a strike of the hens of Hentown was on.

The trouble was referred to a Grievance Committee, composed of Old Speck, Red Hen, Mrs. Shanghai, Madam Lilliput Bantam and Miss Pullet, with Sir Jack Gamecock as counsel.

When Miss Hennessey, the Keeper of the Coop, appeared in the morning, she saw that something unusual was in the air, and in reply to her enquiries Old Speck answered as follows:

"You ask why there are no eggs this morning, and well you may. The fact is, we are the victims of a great outrage. As you know, Miss Hennessey, we have been scratching gravel diligently from sunrise to sunset, and not even asking for a half-holiday on Sunday. But our efforts do not seem to be appreciated, for, notwithstanding our earnest efforts to furnish the breakfast table with the choicest soft-boiled and fries and scrambles, and add to the wealth of the whole country, the price of eggs has been gradually forced down. A cent and a half a dozen may look like a small item, but cast your eyes over the egg statistics for 1899 and you will see that our output for that year reached the enormous total of 976,636,080 eggs! A cent and a half a dozen for nearly 1,000,000,000 eggs is no feather weight!"

The eloquent remarks of Old Speck were received with loud crowing by the cocks, and something suspiciously like it from the hens. When this applause had subsided there were cries for Mrs. Shanghai. That good lady flew to the top of the pump and said: "Eggs at 12 cents a dozen don't pay for the lime in the shell, to say nothing of the albumen in the yolk and the wear and tear of machinery. It is my judgment that we are the victims of a so-called industrial movement; that we are, in short, in the grip of a trust! It may be a combination of the commission houses, a traffic arrangement of the railroads, or the grocers may be leading a boycott in the interest of the artificial eggs. (Groans.) In any event, the product of our labor is being cheapened through the machinations of capital!"

"The Standard Oil Co. is no doubt back of the whole infamous movement, so that it may sell more of its oil for those accursed incubators, and the hens of the country cheated of the joys of maternity. Could the infamy of capital go further? I feel the gravel gritting in my gizzard when I think of it!"

"Mark my words, Mark Hanna. You can never re-elect Bill McKinley on 12 cent eggs!"

"Not on your wishbone!"

"Our learned counsel has, I believe, reduced our ultimatum to writing, and we will be pleased to hear from him." (Loud crowing and cackling.)

Sir Jack Gamecock strutted out to the footlights, so to speak, his comb and wattles red with fiery indignation and his tail-feathers glittering in the sun. He bowed gallantly to the ladies about him, most of whom he knew personally, and began to read in a clear voice:

"When, in the course of human events, it becomes necessary—" (A voice, "Cut-cut-cut!") Sir Jack, mistaking this as a suggestion to cut it short, omitted the preamble, and went on:

We demand:

1. That hereafter eight hours shall

constitute a full day's work for every healthy hen in Hentown.

2. That we shall be allowed a full hour at noon, with extra rations and fresh water in the trough.

3. That setting hens shall not be compelled to report to the timekeeper.

4. That we shall be paid in full every Saturday night, and overtime for Sundays.

5. That five hens shall constitute a coop, and there shall be at least one rooster for every coop.

6. That the price of eggs in New York shall be not less than 13½ cents a dozen in the spring and summer, 23 cents in the fall and winter, and as much more as possible.

7. That these demands shall take immediate effect, and if any hen lays an egg before they are accepted she shall have her tail-feathers pulled out by the roots as a badge of disgrace and be expelled from Hentown.

The reading of this ultimatum was received by the most vociferous applause, in which every living thing in the barnyard joined, even the pigs setting up a sympathetic squeal.

As the last echo of this had died away, Sir Jack Gamecock stepped into the center of an admiring group of hens, and proposed the Chicken Coop Yell for the hens of Hentown.—New York Commercial.

What Gave Him His Start.

From the Topeka Merchants Journal.

A successful business man tells this bit of his own experience: He was an orphan and at the age of 14 had to begin to look out for himself and help take care of his mother and smaller brothers and sisters. He started out to look for a job, but hunted all day long without striking anything. The next day he started out again, and finally happened to see a sign, "A boy wanted." He went into the front room and was told to go back into another little room. The door was partly open and a sort of weazened little man was sitting at a desk with his head bent down over some writing. "What do you want?" he asked gruffly.

The boy told him he had come in to see about getting a job. He had noticed the sign out in front. "I had taken the trouble," said the business man, "to close the door as I came into the room." "Where did you learn to shut doors?" asked the old weazened man.

"At home."

"Well, sit down; I'm busy."

"All right, sir, but if you don't mind I will fix that door while I have to wait."

"All right," and then he went to scratching away again with his pen. The boy took a file out of his pocket that he had been using in sharpening a pair of skates. In a few minutes he had the door-catch fixed so that it would shut without any trouble. When he got through he turned around and found that the old man was watching him with a keen look. Then the old man spoke sharply: "Got any parents?"

"Mother."

"Tell her to come here with you at 2 o'clock."

Then the old man turned and went on with his writing. That afternoon the boy was hired. Six years after he was taken in as a partner in the concern, and finally became the chief owner. The starting point of his success was when he shut that door and afterward when he set about and fixed it. The old man made up his mind that the boy who saw what needed to be done and who had gumption enough to set about and do it was the boy he was looking for.

Not long ago a charming young Australian was presented to the Prince of Wales, and not knowing how long she should talk to him naively requested him to tell her when to leave. His Highness assured her that it was for her to tell him when she was bored. In the chat which followed the girl said she had lived all her life in one place. "And how many years have you lived there?" said the Prince. "I am bored, sir," quietly said the Australian, who thought her royal questioner sought to learn her age.

A Sure Test.

From Life.

Docker—Is Mr. Swapperham an honest man?

Wracely—Well, he always gets the worst of it in a horse trade.

A clean, neat, uniform package will help to influence an intending purchaser to form a favorable opinion of eggs offered for sale. It does not follow that poor eggs are made salable by putting them in a first-class package, but a first-class package is an indication of a first-class man behind it. Therefore, buyers who are looking for fine eggs would pass by indiscriminate packages and examine the contents of uniformly handsome cases. It is human nature to put the best to the surface. If, therefore, the surface indicates carelessness, the core may be taken for granted.

S. Bash & Co.

Commission Merchants

Fort Wayne, Ind.

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

Write us for prices.

W. R. Brice. Established in Philadelphia 1852. C. M. Drake.

W. R. Brice & Co.,
WHOLESALE
EGGS

9 and 11 North Ionia St., Grand Rapids, Mich.

References:

Corn Exchange National Bank, Philadelphia.
Western National Bank, Philadelphia.
W. D. Hayes, Cashier Hastings National Bank, Hastings, Mich.
Fourth National Bank, Grand Rapids, Mich.
D. C. Oakes, Coopersville, Mich.
E. A. Stowe, Michigan Tradesman.

To our many friends in Michigan:

We again take pleasure in informing you that we have opened our branch house in Grand Rapids, and are in the market for large quantities of fine fresh Eggs and country Butter. No doubt many of you have sold us your eggs in former years, and you have always found us fair and square in our dealings. We pay spot cash, and when shipping us you run no risk, as we are an old-established, thoroughly reliable house, and shipments sent to us will be paid for promptly. Write for prices.

Yours for business,
W. R. BRICE & CO.



Highest Market Prices Paid. Regular Shipments Solicited.

98 South Division Street,

Grand Rapids, Mich.

SEED POTATOES

A bushel of THE DEWEY POTATOES to be given away with every tenth order. The largest yielder, best eater, and the coming market potato. Send for circular.

W. B. STOPPARD & CO.,

245 West Fayette St.,

Syracuse, New York.



Devoted to the Best Interests of Business Men

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

TRADESMAN COMPANY

One Dollar a Year, Payable in Advance.

Advertising Rates on Application.

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - APRIL 18, 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 11, 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 fourteenth day of April, 1900.

Henry B. Fairchild,

Notary Public in and for Kent County, Mich.

THOUGHTS FOR EASTER WEEK.

Standing upon the spot whereon was enacted the master tragedy of the crucifixion, in the squalid, pent-up city of Jerusalem, is a church the most significant in all the world. It is the Church of the Holy Sepulchre. Within its ample court stood the wondering multitude that looked upon the passing of the man Christ and within its sacred portals are guarded throughout recurring centuries His tomb and the piece of marble upon which He lay during His three days' interment. Here also are the stone that was rolled from the burial place of the Son by the Father who "moves in mysterious ways His wonders to perform," and a chapel the foundations of which cling to the rude rocks of Cavalry.

Was there ever church builded of mortal hands, since the hour of atonement, so creative of associations that grasp the soul of man as this imposing structure whose walls surround the hallowed spot whereon was spoken in the golden dawn of the resurrection morn the first Easter greeting: "Christ is Risen," "Christ is Risen, Indeed."

If one could write the history of this church at Jerusalem and of all it typifies, one might almost write the history of man's inspiration to higher civilization and tell in its entirety the magic story of Christianity. For its possession the wars of the crusade have spilled an ocean of blood, the angry tide of which has ebbed and flowed at its base, and to-day it is the mecca of a Christianity that, in some conscious form, has touched every quarter of the habitable earth. Strange how wide runs the fascination this mecca holds for all the children of men, in whatever land they dwell and in whatever tongue they speak. And yet, it is not strange. It but tells anew on each Easter morn the profound story that the wondrous Nazarene has established eternal dominion

over the heart and conscience of humanity.

Bending to this mecca, what an admixture of creeds, sects and nationalities! There are Mohammedans and Christians, Orientals and Occidentals—a living panorama of European and Asiatic peoples, supplemented by the representatives of western lands where lodges that dominant balance of power which is even now solving the stupendous problems of destiny and Christianity.

Amazed and awed in the contemplation of the universality of Christ's reign we yet wonder that greed survives; that hate holds Satanic carnival in the hearts of His acknowledged subjects; that prejudice clouds the judgments of men, as a vampire's wing the moon-lit spot where bloom the sweetest flowers of the valley, and that lust for power drives one nation against the other in the frightful collision of war.

Christian America violates its promise to an impoverished island, while Christian England hurries more than two hundred thousand men into South Africa and veldt and gorge and crag are strewn with the horrible debris of battle. Russia, whose peasants come from the frozen borders of Siberia that their tears may flow upon the tomb of Christ, and whose ruler but a few months ago was moved to call the peace conference of The Hague, has mobilized her army and threatens, while her ancient enemy is engaged, to batter into an inert mass the vast fabric of the Ottoman empire. Japan looks out over the harbors she has wrested from China and marks every advance of the White Terror of the North, while she strains every resource in preparation for the impending conflict. France, at whose belligerent elbow ever rides the genius of war and whose hatred of Great Britain Fashoda will not permit to perish, nags on the hesitating stride of the Russian Bear in his march to war. Germany looks with jealous eye on the prospects of British triumph in the Transvaal and all the diplomacy of her unhappy Emperor, held to his course by the ties of the royal family, can not hide the seething sea of revolt in which his people are aplunge.

After all, is "He risen?" Doth He still hold dominion in the hearts and consciences of His incongruous subjects? Let every thinking man and woman confront that question, in the cloister of individual introspection.

Probably the greatest profit ever enjoyed by the Government as a result of the destruction of money was in connection with the fractional currency, or shin-plasters, issued during the civil war. The total amount issued was \$868,724,079, of which \$6,880,558 has never been presented for redemption. A large amount has been preserved as curios by collectors, and occasionally even now it is offered for redemption.

Since the beginning of the South African war the Boers have put out of action a force of the enemy almost equal in numbers to their own army. It will pay all nations hereafter to increase the expenditures for target practice and curtail the appropriations for gold lace.

Our consul at Singapore says that hams are generally sent to that city packed in bran or oats, then sewed in canvas, and afterward packed in salt. This process preserves the flavor of the hams better than any other method, besides keeping them moist.

MICHIGAN'S OPPORTUNITY.

The Chicago newspapers announce that forty of the leading manufacturing institutions of that city, disgusted over the tyrannical methods of the trades unions, the frequency with which they are compelled to face unjustifiable strikes and the annoyance they are subjected to by reason of sympathetic strikes in other lines of business allied to their own, have concluded to seek locations elsewhere and are entering into negotiations with smaller towns in surrounding states where trades unions have not gained the ascendancy and laboring men are permitted to earn an honest living without being coerced by the walking delegate and strike manager.

It is also a matter of common knowledge that about twenty of the enormous printing offices of Chicago will shortly locate outside that city to secure relief from the infamous tactics of the typographical union, which has perpetrated crimes in the name of unionism which should consign the organization to perpetual oblivion. Rand, McNally & Co., who employ several hundred men and own their own building in the heart of the city, are considering a proposition to remove their manufacturing department across the Lake to St. Joseph, retaining an office and a supply depot in Chicago.

The Tradesman calls attention to this condition of things so that those towns in Michigan which are not cursed by the reign of the walking delegate can enter into negotiations with those manufacturers who find it necessary to make a change of base, with a view to securing for their towns valuable accessions in the shape of large employers of labor. Any town which has good railway and switching facilities is eligible, but towns located on Lake Michigan and localities which can offer exceptional facilities in the shape of cheap water or electric power will naturally be given the preference. While towns like Belding are hampered through lack of transportation facilities, they possess remarkable advantages in the shape of cheap power, electric current generated by water power being furnished local manufacturers at \$25 per horse power per year. The twin cities of St. Joseph and Benton Harbor, and Holland, Grand Haven, Muskegon, Montague, Whitehall, Pentwater, Manistee and Frankfort possess natural advantages in the shape of cheap water transportation to Chicago during the season of navigation. Traverse City, although somewhat remote from Chicago, presents unusual facilities in the shape of cheap power and nearness to the timber supply, but she has, unfortunately, discounted her future and placed a blight on her future growth and prosperity by permitting trades unionism to gain a foothold in her midst. No manufacturer who has had any experience with unionism would consider the idea of locating in Traverse City so long as she cherishes an infamous institution which menaces the commercial supremacy of the country and the freedom of American citizenship.

For years the Tradesman has noted the remarkable growth of Owosso, Battle Creek, Holland and Traverse City and has frequently referred to them as excellent examples of what can be accomplished where the business men of the town pull together for the mutual advancement of the place. In several respects Traverse City has the advantage over the other three cities, but the man-

ner in which her laboring men have been hoodwinked into allying themselves with the cohorts of organized labor plainly indicates that Traverse City does not aspire to rank as a manufacturing city; that from this time on she must look for success as a depot for agricultural products, a shipping point for the enormous fruit interests which will naturally expand with the development of the Grand Traverse region, a retail trading center for a large radius of country and a distributing point for the growing towns of Grand Traverse Bay.

Charlevoix, Petoskey and Cheboygan are not too remote from Chicago to share in the competition for some of these enterprises, although the former and latter are seriously handicapped by reason of their having but one railway connection. If Charlevoix could have a branch of the Michigan Central and Cheboygan could have a connection with the G. R. & I., both towns would make rapid strides, but such a consummation is probably out of the question in view of the understanding between the Pennsylvania and Vanderbilt interests to the effect that neither will invade territory already occupied by the former.

A small thing sometimes decides a manufacturer in selecting a location. When Mr. Conkey was making a tour of Michigan cities a couple of years ago for the purpose of selecting a location for his immense printing and binding plant, he was favorably struck with Kalamazoo because of her business thrift, wide streets, well-kept lawns, beautiful residences and home-like surroundings. The inducements offered him were entirely satisfactory and but for one unfortunate circumstance he would have closed a deal with Kalamazoo on the spot: In picking up a copy of the Kalamazoo Telegraph he noted the union label at the head of its editorial columns—mute symbol of the tyranny of unionism and the cowardice of the publisher. The next morning he picked up a copy of the Kalamazoo Gazette and noted the emblem of anarchy and murder at the head of its news columns. Mr. Conkey therefore packed his gripsack, notified the gentlemen with whom he was dealing that the negotiations were at an end and departed on the next train. But for the cowardice of the daily papers of Kalamazoo in advertising the fact that they are coerced by the trades unions that city would now be in possession of one of the largest printing and binding establishments in the country.

The fatal effect of overindulgence in Jamaica ginger in lieu of spirituous liquors among the drinkers of Maine has been emphasized twice of late. Last week two men in a logging camp died after drinking a large quantity of the fluid, and a whole crew were made ill from the same cause. A fortnight ago two loggers in a camp near Machias died from the use of Jamaica ginger, and a coroner's jury, sitting on this latter case, made its report, ascribing the deaths to Jamaica ginger. Based on the analysis of the viscera of the two Machias men who died, Prof. Robinson, of Bowdoin College, reports that the ginger contained a large per cent. of capsicum, and that the membrane of the stomachs had been totally destroyed by the drug.

Cuba must be like some other countries. General Wood says it is no place for a man who has no money.

THE LAST RESOURCE.

The humanity on both sides of the Atlantic are tired of paying for flour and eating alum and sawdust. They are beginning to be pretty well convinced by experience, external and internal, that in pocket and in stomach they are getting the worst of it. They are slowly but surely becoming satisfied that they are in the power of the trickster and that every sense, deceived and cheated, has betrayed its trust and led them astray. Nothing paid for, no matter how common and how cheap, is too trifling to be tampered with.

For a time it seemed as if all this detestable business was an American peculiarity and that the reputation of the Yankee had at last reached its reward. It appears, however, that one race and one clime and one country can not cover the field of operation which is determined to prey on mankind. One form of business long ago made room for its fellows and now there is no corner of the wide world so remote as not in some way to show how easy it is to turn a dishonest penny. If misery loves company there is a large and constantly increasing assembly gathering everywhere and as a last resource the Committee of Manufactures has submitted to the United States Senate a report in regard to the adulteration of articles of food and drink. It is evident that the committee found enough to keep them busy. It did not need any careful laboratory skill to find that. If any committee member had the ordinary breakfast, he had enough within him to produce conviction if properly treated: coffee that the coffee tree never bore, milk from the farm well, sugar from glucose, eggs that a hen never laid, salt that never had any saltiness to lose, pepper of ground cocoanut shells, butter from beef fat, toast from alum bread, all placed upon a mahogany table of pine, covered with a fine linen cloth made of cotton.

This is the conclusion which the five senses reach daily and it exactly corresponds with the careful investigation of the committee, who affirm that the adulteration of manufactured food products is extensively practiced. That it constitutes a serious detriment to public health is and long has been a foregone conclusion. Here the report should have stopped, but with a straightforward distinctness hardly to be looked for at this end of the century period, it declares that where the adulterant is not injurious it is a fraud upon the public, a statement expected only in the early Saxon period when a spade was a spade and called so.

A fact which the pen of the recording angel writes down with pleasure is that those tender hearts and those tender consciences were compelled to suffer while the unwilling hands engaged in furnishing fraud by the wholesale. "Many a time and oft" they in the front office, while the machines in other parts of the building were turning out coffee by the barrel from beans and chicory, have sat in sackcloth and ashes because they were forced to cover up the outrage. Tears as copious as those that ran down the cheeks of Virgil's scalawag hero have flooded their faces at the fact which they could not prevent, that their customers were paying unconsciously for pepper 60 per cent. of which—more might have exposed them—was cocoanut shells, the one redeeming feature being that cocoanut is wholesome and that were it not for this healthy ingredient, the Ameri-

can health would be ruined by drinking too much strong coffee. Butter they manufacture because an exacting public forces them to do it. Like Hamlet's uncle, it's "offense is rank and smells to heaven," but what is a defenseless manufacturer to do when a gullible public forces him to furnish the bogus article at an enormous rate per cent.? Not that he wants to cheat, but that he simply has to was found to be the fact of the case and when this statement, followed up, brought out the naked truth that competition was the power that turned the thumb screws, the case rested. Beyond that the investigating committee could not go and the sympathizing people with, "alas! poor souls," from lips and heart wonder what the wicked world is coming to!

Of course, there will be something done about it. The committee, like a lot of schoolmasters or labor union cranks, will pass resolutions, if nothing more, and adjourn, confident that they have done something. Whether the outrage will continue time will show. A long-suffering public is informed that the committee are going to adopt the rule to prohibit the sale of deleterious and unwholesome food products and that goods adulterated but not injurious shall be marked so that the purchaser shall know what he is buying. It is a good rule and has the feature of age to commend it. Another proposition is to call upon the Department of Agriculture to appoint a board who shall fix the standard for foods, drinks and drugs. It is believed that imported goods in large quantities are sold in this country and to check this it is thought that the establishment of standards of purity for imported foods and drinks should be made and that there should be an examination of them at the ports of entry.

The report reads too much like the "we must" and "we ought to" literature to promise relief. The fact is this adulteration of everything has reached a point where endurance has ceased to be a virtue. In food and drink there is poison. If Smith & Robinson have manufactured the goods, let them be held responsible. If Brown, the wholesale grocer, is found guilty of selling them, he is a party to the poisoning and is just the man to be held accountable. There is no better way to put a stop to the whole contemptible business. It is ruining health and morals and, like any other pestiferous disease, needs vigorous and radical treatment. It should have it. Smith & Robinson are poisoning the community. Brown is helping them. They are poisoning for money. That is the long and short of it. Give them what poisoners deserve. Make them the example they ought to be made. Let them pay the penalty of their greed. Let it be once understood that the end of that sort of thing has come and that the end is humiliation, a heavy penalty and imprisonment and that form of money-getting will suddenly cease to be popular. The ways and means of the committee are to be commended as being a move in the right direction, but the only way to get rid of the plague is to stamp it out and not to stop stamping until despair of its life and living takes the place of the bold-fronted assurance which is flaunting its feathers and fur in the face of the community it is trying its best to kill.

The south pole has been discovered; but nothing can be done with it.

A proud man is one whose dog has taken a prize at a bench show.

A NEEDLESS ALARM.

It is early in the season for the anxiety to begin. June is the regular month for the outbreak and this single swallow is only the harbinger of the flock now on its way. The fact is, there are too many young people whom the colleges and the universities and the law, medical and theological schools are turning out. Not a quarter of them can make a living in the learned professions and it is stated as a fact that in Germany a journeyman brewer earns more money than a Greek professor in a German university. The worst feature of the condition is that the number of graduates from these institutions is on the increase and with the "learned professions" not only full but running over, the intellectual future of this country, so far as the bread and butter question is concerned, is gloomy indeed.

As a mere matter of fact the condition of the professions is similar to that of other callings. Any doubt of the statement can be tested at once and, while prosperity is living all over the land, a place is not always to be had for the asking. The surplus material is general and the immediate question is, what shall be done about it? Are there too many people alive and must means be sought to lessen the living multitude? Hardly that. Then, with the ranks of living-earning overcrowded all along the line, is it objectionable that the majority of these or even all of them be trained in the best institutions of the country? These men and women are here and they will stay. Society will be either educated or uneducated. Which class is the more desirable? and which can better meet the conditions of life to their own best good and the good of those around them? These are the questions which are vital to the interests of the republic. That settled, the rest will take care of itself.

It is insisted that the educated surplus are enlisting in the ranks of the socialist and the anarchist. It is to be hoped so. The "long-felt want" of that detested class of citizenship from its start has been education enough to turn to advantage the little common sense it occasionally displays. Its dense ignorance is what has made it a menace to the world at large. Time and again, with public opinion strongly entrenched behind it, it has shown itself unequal to its opportunities and compelled its friends to choke it again into subjection. With the trained intelligence of the universities leavening its stupidity, who knows but again in the history of the world something good can be gained from unmitigated evil?

For a good many years the "learned professions" have lost something of the awe which once enrobed them. This same yearly overproduction of the college, mingling with the masses, has uplifted them. Learning is not now confined to the minister, the doctor and the lawyer. The pulpit has long known that its congregation is as wise as the man behind it and that the lay wisdom in the main accounts for the empty pews. The doctor has found it useless as well as dangerous to prescribe brown bread pills and water under learned names and the disciples of Blackstone are quite sure they are right before they go ahead. More than ever the "learned" are convinced that a little learning is a dangerous thing and that the real thing and a good deal of it is the only passport to the traditional room at the top. The advantage belonging once to the professions has departed and the

educated world is brought to a common but not ignominious level.

Now, then, will these educated masses become journeymen brewers and so receive wages higher than those of the Greek professor of the German university? The question is already settled. The "learned profession" idea is exploded. Citizenship first and the vocation afterward is the American idea. The training secured, if the man is fitted for the law the law will take him. If he wants to make a shoe for man or horse Hans Sachs or Elihu Burritt will teach him that a skillful hand and brain are wanted and admitted in the highest walks and councils of the nation. The artisan of any calling commands better wages now than three-fourths of the "learned professions," and the ranks of the artisan are receiving an increasing number every year of the graduates. These columns have often affirmed that mercantile life is constantly enriched by the yearly university harvest, and all of these wage-earning ways of earning a living taking in these men and women who do not want to preach or doctor or plead are showing how needless, how groundless and how foolish is this yearly alarm over the yearly swarming from university and college and school.

Half cents were once coined in the United States, in fact, were not shut out of the mints until 1857, but no one can remember the time when they were more than a curiosity in trade. For two generations their only use has been to interest the coin collector. They died a natural death, as various other coins have done, but not exactly for the same reason. The half cent never meant a tangible piece of money in this country, whereas other coins have been dropped because they were inconvenient or confusing. The half cent would add an irritating element to the small and nasty and a new sting to poverty. Imagine the penny dreadful reduced to the half cent horrible! When a man changes a gold coin in China he can, if he likes, festoon himself with strings of small coins and yet this is not the road to wealth or high civilization.

Three women shoplifters, who plied their trade in an original manner, have been held by the Newark grand jury. They refused to give their real names, and hail from New York. A man was arrested with them. A detective heard the four make an appointment to meet in a room in the rear of a saloon. He surprised them there, and took from them a large quantity of stolen goods. The women entered big crowded department stores, dropped goods from the counter, kicked them under their dresses, and with their feet worked them up into their skirts.

Four years ago, when the Connecticut agricultural experiment station first began to make tests of food products 80 per cent. of the coffee examined was found to be adulterated. Last year, owing, presumably, to the exposures then made, the proportion of impure coffee was but 19 per cent. Of the soda water syrups analyzed last year fifty-six out of ninety-two samples were adulterated.

The demand for snuff is increasing rapidly, and the big tobacco companies are paying more attention to this branch of the business, but the one great market for snuff in the United States is still in the South and Southwest.

IMPURE MAPLE SUGAR.**To What Extent Is the Food Commissioner Responsible?**

Lansing, April 10—Since the writer's connection with the Michigan Dairy and Food Department, it has not seemed necessary to reply to inaccuracies of statement found in the press or elsewhere. But noticing some statements in a contributed article in the Tradesman of March 28, I am prompted to make a short statement in reply and trust you may find room for its publication. I refer to the article headed "What a Grocer Said About Adulterated Goods," upon page 7, which appears over the signature, Alfred B. Tozer.

First, as to the statement it contains about adulterated maple sugar. This office has analyzed many samples of maple syrup and maple sugar and the analyses uniformly show that the goods are composed of sugar and, within the limits of chemical knowledge, are not adulterated. Your contributor may or may not know that chemical science has not yet devised a method for the identification of one sugar from another. As a matter of fact, cane sugar, beet sugar and maple sugar are chemically one and the same; therefore, a statement conveying to the general public the idea that the sale of maple sugar can be confined to the product of the maple sap is misleading and an unfair one. We believe that a large proportion of the maple sugar sold in Michigan contains foreign sugar, but we have not found to the writer's recollection any adulteration of maple sugar which can be detected.

So also is your contributor's statement misleading regarding the purity of olive oils found upon the shelves in Michigan. Within the last three years this department has analyzed a large number of oils sold as olive oils, and but in two instances has found them to contain cottonseed oil.

Then, again, his statement concerning poisonous adulterations. As a matter of fact, there are no poisonous adulterations in food products, the vast percentage of adulterations being the substituting of a cheaper substance under the name of the true one. There are, to be sure, food stuffs colored with matter that alone and in sufficient quantity is injurious to health, but the testimony of the leading chemists and physicians of the Michigan University, to whom we have submitted these cases, is that in the amounts found these substances, injurious in themselves, are not so in the products referred to, because in such small quantity.

The writer has not the pleasure of a personal acquaintance with Alfred B. Tozer, but in the light of his criticism against the Michigan officers paid for the enforcement of our food laws, we have this statement to make: We will appoint Mr. Alfred B. Tozer an inspector in this office and give him all authority for the prosecution of all the cases he can find at the State's expense. We will not limit the time of his appointment, nor the amount of money at his disposal for the purpose indicated. We will support him in his work at all times and under all conditions, and we will publish in a monthly bulletin of the department the result of his findings and prosecutions.

Mr. Editor, it is now up to Mr. Tozer, and he is certainly bound to avail himself of this offer to protect the health of the people of Michigan.

Elliot O. Grosvenor,
Commissioner.

Inasmuch as the letter from Mr. Grosvenor called for a reply from Mr. Tozer and believing that the publication of both letters in the same issue would afford the readers of the Tradesman a better opportunity to form a correct conclusion as to the merits of the controversy, Mr. Tozer was furnished a copy of Mr. Grosvenor's letter, to which he has since replied as follows:

Battle Creek, April 14—A few days ago I had the pleasure of reading, through the courtesy of the editor of the Tradesman, a rather warm letter from Mr. Elliot O. Grosvenor, State Dairy

and Food Commissioner. This letter, which will doubtless be found in another place in this issue of the Tradesman, severely criticises an article entitled "What a Grocer Said About Adulterated Goods," which appeared in the Tradesman of April 4, above my signature. It may be well to state here that the article in question was not designed to direct the attention of the Commissioner to his duty in the matter of impure and adulterated foods. Mr. Grosvenor, so far as I know, performs his duties honestly, with intelligence and to the utmost of his ability.

The article was intended, however, to call the attention of the readers of the paper to the condition of the maple sugar market in this and other states at the present time. There is no doubt that three-fourths of the so-called maple sugar is fearfully and wonderfully adulterated. I use the word advisedly. Webster defines the word as "to corrupt, debase or make impure by an admixture of baser materials." It may be true, as asserted by Mr. Grosvenor, who probably knows what he is talking about in this regard, that "chemical science has not yet devised a method for the identification of one sugar from another," but the fourth sense, taste, is in this matter the superior of chemical science and adulteration is certainly not hard to detect in the article of maple sugar. Still, a prosecution based on taste alone would doubtless fail.

The fact that the product of maple sap is adulterated with cane or beet sugar does not dispute the adulteration. This adulteration debases, makes of less value, and Webster defines the word "debase" as "to reduce from a higher to a lower state of grade or worth." If consumers desire cane sugar or beet sugar they presumably know enough to ask for it, and it can be bought at about half the price demanded for genuine maple sugar. The admixture of cane or beet sugar with the product of maple sap therefore adulterates it. What does the law say about adulterations?

As stated in the article criticised by Mr. Grosvenor, grocers are usually honest in handling this stuff. They know that the pure maple sugar has been "reduced from a higher to a lower state or grade of worth" by adulterating it with cheaper sugar and they do not attempt to conceal the fact from their customers. Before writing the article so severely criticised, I, in the usual course of business, asked two grocers for maple sugar, then selling at 10 cents per pound.

"Well," one of them said, with a smile, "I have something that I bought for maple sugar."

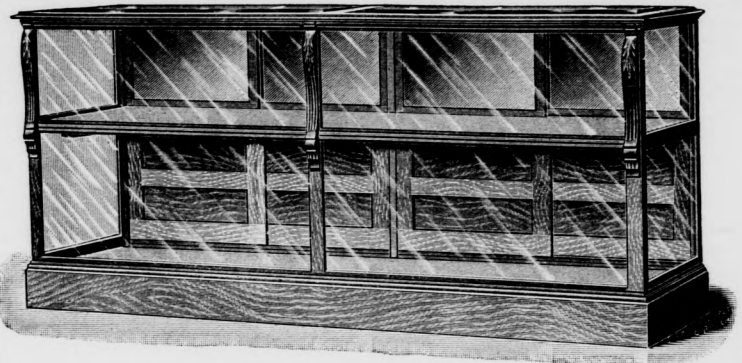
The other was more definite.

"I presume," he said, "that about two-thirds of this cake is maple sugar. The remaining third is sugar, too, but not maple."

This merchant, you see, took the ground insisted upon by Mr. Grosvenor. The adulterated article was "composed of sugar," although not the kind of sugar it purported to be. Where does the consumer come in under this arrangement—the consumer who pays 10 cents a pound for 5 cent sugar? Where does the grocer come in—the grocer who is obliged to listen to "kicks" and make all sorts of explanations in order to retain his customers? The manufacture of such stuff is a fraud on both the grocer and the consumer and that is all there is to it.

Mr. Grosvenor says that "a statement conveying to the general public the idea that the sale of maple sugar can be confined to the product of the maple sap is misleading and an unfair one." The article in question presented no such idea. It merely referred to existing conditions, conditions which Mr. Grosvenor does not, by the way, attempt to deny or dispute. It was written, as many other articles above the same signature have been written, to illustrate a phase of the retail grocery business.

The State Dairy and Food Department may be unable to confine the sale of maple sugar to the product of maple sap. Mr. Grosvenor appears, unless I misunderstand his words, to think so. He admits that "a large proportion of

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the maple sugar sold in Michigan contains foreign sugar," which is all the article claimed, and claimed without desiring to cast any reflection on the Department of which Mr. Grosvenor is the respected head. It is to be presumed that he has used due diligence in executing the trust placed in his hands, and when he declares that "we have not found to the writer's recollection any adulteration of maple sugar which can be detected," we are bound to believe that he has exercised the powers conferred upon the Department to the utmost. I for one do not presume to criticize the chemical or other methods employed by the Commissioner. When he says that foreign sugars are sold in Michigan as maple sugar, and that the Department is unable to detect the adulteration, he must be taken at his word.

And what he says of maple sugar may be true also of spices, oils and jellies. The adulteration may be beyond the power of the Department to detect, although Mr. Grosvenor admits that cottonseed oil was discovered in stuff sold for olive oil, which is just what the criticized article claimed; in fact, the Commissioner's letter does not dispute a single assertion made in the article he writes of. He admits that maple sugar and olive oil are adulterated, the first with foreign sugar, the second with cottonseed oil. He admits that foods are made poisonous by the use of coloring matter, although to a smaller degree than the language of the article would seem to indicate.

I am unfamiliar with the legal machinery employed by the Dairy and Food Department in correcting the abuses mentioned. The Department, however, has the full police power of the State behind it, and the supposition, in the admitted absence of anything to the contrary, is that everything possible and right is being done to protect the consumers of the State against impure foods, adulterated foods and poisonous foods. The Department, since it passed into the hands of Mr. Grosvenor, has always been credited with due vigilance in the line of duty, and the impossible, chemical or otherwise, is not expected of it.

No one believes it possible for the Dairy and Food Department to provide the people of the State with pure maple sugar or pure olive oil or pure jellies or pure spices or pure buckwheat flour. That is not what the Department was constituted for. No one believes it possible for the Commissioner or his assistants to personally inspect every article of food offered for sale to the retail grocers of the State. That would be an undertaking greater than the finding of the proverbial needle in the proverbial stack of hay. There is no question, however, that the work of inspecting should be done, or at least begun, at the warehouse of the manufacturer or mixer. The retail grocer is interested, except in rare instances, in selling the best goods he can get, and so keeping on good terms with his customers; but if he can not procure pure maple sugar and pure olive oil and pure jellies, he must do the best he can and tell his customers the truth regarding the stuff he offers them. This, however, if carried out in full, would place the inspection in the hands of the Federal authorities.

The people simply expect the Commissioner to do his very best, and, in the absence of any reference to Mr. Grosvenor or his Department in the article on food adulteration, I must insist that no claim has been made in the Tradesman that he is not doing his best.

Food will always be cheapened and made injurious by adulteration. The remedy lies beyond the retail grocer. He must buy with judgment and do the best he can with the stuff he buys. If he finds that a carload of immature or frost-bitten potatoes has been shipped to him he must either return it or sell the tubers for just what they are. If he does not he will come to grief with his customers, upon whom he relies for his living and his profits. He will be offered storage eggs for fresh eggs, butter which is old enough to shave for fresh butter, boiled horse for corned

beef, and bottled mustard which hasn't the snap of a patent office report for the real thing. And he will have to explain and explain and explain. The assertion of a Food Commissioner that the adulteration "can not be detected" will not satisfy his customers who have not entirely lost the sense of taste. I wish Mr. Grosvenor all success in his crusade against adulterated food.

Alfred B. Tozer.

Method a Merchant Took to Get Rid of a Contract.

"I wouldn't give a cent for a contract with an employer," said an advertising man. "Contracts are useless. If a man hires you for a certain sum to do certain work he pays you that sum because you are worth it to him and he'll keep you without a contract just as long as he will keep you with one. If he agrees to pay you more than you are worth, he'll find it out sooner or later and then your contract isn't worth a fig. I know it shouldn't be so, but it is so. I've got in mind now a case in which a New York merchant who boasts of forty years of business integrity figured. He employed a buyer in one of his departments at a yearly salary and contracted with him for five years. This buyer was one of the best in the business. He worked along for about a year and then something happened that made the merchant dissatisfied. Of course the buyer was under a contract and the merchant could not get rid of him without violating it. What did he do? Why, he sent for this man and he said to him: 'Mr. —, you have done splendid work for us and we are more than satisfied. We feel that you deserve some reward and we have determined to increase your salary \$1,000 a year.'"

"Well, the buyer said he was very grateful and all that and went out and put in some of his best licks. He got the increased salary for two weeks and signed a receipt for it. Then the merchant sent for him and said: 'Mr. —, we were mistaken in our estimate of you and we have determined to let you go. We don't need you any longer.'"

"Well, I don't want to stay where I'm not wanted," said the buyer, "but I have a contract, you know."

"Contract?" said the merchant. "What contract? Oh, no, you have no contract. You consented to the abrogation of the contract two weeks ago."

"Well, I didn't think that—the buyer began."

"It don't make any difference what you think," said the merchant with forty years of business integrity, "you did abrogate it. We don't need you any longer. Good day, sir."

"Well, now, probably if that buyer had taken the case to court he would have succeeded in enforcing the contract in spite of the fact that he had accepted an increase of salary over the contract price. But suppose he had tried to enforce it? Where would he have been? Employers don't like to hire men who might make trouble for them. If this man had sued he would practically have shut the door of every other establishment that hired buyers against himself. Then again if he wanted another place, of course he had to depend on his former employer for a recommendation and where would he have been if he had made any trouble? He was just as badly off as if he had had no contract and I tell you that unless you are dealing with an absolutely honest man a contract with an employer isn't worth the paper it is written on."

Cincinnati No Longer Porkopolis.
From the Cincinnati Commercial-Tribune.

The hog-packing industry has gone to the West. Cincinnati still has a fair share of the trade, but, of course, she can never be pre-eminent again, for the simple reason that it is more profitable to pack hogs near the home of the hog than to ship them alive to distant markets. And, of course, hogs can only be raised where cheap corn predominates, and that place now centers in Nebraska, Iowa and Kansas. Hence the Porkopolis of the present and future must be across the Mississippi.

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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 whiting, 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.

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Woman's World

One of the Compensations of Village Life.

In New York a number of prominent men and women have formed a club for the study of neighborliness. To people who live in the country or in villages, where one touches the lives of those about him at every point and shares in their every joy and sorrow, nothing could seem stranger than the necessity for such an organization. Yet none the less is it true that the art of being neighborly is a lost art in cities and that nowhere else may one be so isolated as in the heart of a great metropolis. The despairing cry of the ancient mariner, who found "water, water everywhere, but not a drop to drink," has been echoed thousands of times by the heartsick and homesick of cities who have been jostled at every step by their fellow-creatures, but who knew that not one of all that passing throng cared whether they lived or died and that in reality they would not have been more alone in an African desert than in the crowded streets.

Of course, innumerable reasons suggest themselves to show why this is almost inevitable and why neighborliness is beset with difficulties and problems in the city it does not possess in the country, where everybody knows everybody else and people change their residence infrequently. In towns one's next door neighbors come and go so often and are generally such birds of passage one does not have time to come to know them if one would. They may even be people whom it would be neither desirable nor safe to know, but no one will claim that, in losing all neighborliness, one does not lose something very fine and precious out of life, for which the city can scarcely offer any adequate compensation.

The tendency of city life seems to be to make people more and more self-centered. Those whom we call our friends are the people with whom we exchange cards once or twice a year and meet at dinners and receptions and from whom we would no more expect to get any real sympathy or comprehension than we would expect to catch the smallpox. Our philanthropy is done through some chartered institution or unwisely bestowed upon the fakir who begs at our back door and we never get into human touch with those whom we try to help. We see the doctor's coupe drive up day after day to the house next ours, but we are not interested enough to enquire who is sick. We scarcely give it more than a passing glance, even when a little white coffin is borne in, and the fluttering crepe tells us that the dark angel of death has entered our neighbor's door instead of our own. In that house we must know, if we stop to think of it at all, that hearts are breaking and that sodden cheeks are blistered with bitter tears, but we have gotten so far away from all idea of neighborly duty that it no more occurs to us to go to them with words of sympathy and cheer than if they were in Kamchatka instead of just through a brick wall.

How different it all is in those places where the sweet old-fashioned grace of neighborliness still prevails! There no one lives or dies unto himself alone. Joy and sorrow are common property. Happiness finds there its finest flavor because others share it with you, and you see the brightness of your success reflected from every face you meet. Sorrow, too, loses some of its bitterness,

for the grief that can weep itself out on another's breast is already half comforted. There, when one dies, in enumerating their virtues, they say that he or she was a good neighbor. How strange such a tribute would sound to a city man or woman! How impossible! We have not even thought of such a thing as being neighborly, and when we do happen to occasionally remember the command that bids us love our neighbor as ourself we are self-righteously sure it applies only to the provinces. "Lord," we say, "thou knowest we always lived in cities and never had any neighbors."

There are country flowers that wither and die when they are transplanted into the stony heart of the city and it may be there are country virtues that find urban air just as deadly a blight and that neighborliness in its sweetest sense can never be grafted onto city life, but there are many of us who cherish among our most precious possessions the memories of some place where a thousand strands of neighborly love and interest bound a whole community together. It was once my good fortune to live in such an one and it has always seemed to me that nowhere else was life so sweet and simple and so full of the fragrance of kindly deeds and good will. It was an old-fashioned little village where the waves of progress washed up to our very feet and broke and rolled away without touching us and where the most stupendous event of the outer world was of less importance than whether John Smith had painted his front fence or Maria Wheat had sent off to the city for a new gown.

Not for us was the hollow city virtue—only a mask for selfishness—that religiously abstains from all knowledge or interest in its neighbors' affairs. We knew all about ours. What interest we took in every new baby; how many stockings we crocheted for it; how many little sacks we knit and how we inundated the young mothers with good advice about croup and the best remedies for colic. Weren't we almost as excited as his mother when Tom White, who was attending college in the East, was elected to play as a quarterback in the Thanksgiving football match, although we didn't know the difference between a quarterback and a whaleback? Didn't we give tea parties in her honor, where we had out our old silver and embroidered doilies, when Mary Johnson came back with the medal she won at the Conservatory in Boston, and when she got to be a famous concert singer didn't we cut out the newspaper notices and treasure them as if she had been our own? Will anybody ever forget that awful day when Jim Reilly accidentally shot himself, and he who had gone forth the very embodiment of manly strength and beauty was brought back a thing so horrible and awful his very mother might have turned away from it? How the whole heart of the village beat at her door—one universal throb of love and sympathy.

With us, to have let a hired stranger nurse one, when one was ill, would have been to have cast a reflection on the whole neighborhood. Neighbors vied with each other in their attentions, and if they lacked some of the technical skill of the trained nurse who persecutes you nowadays with her thermometer and her statistics about your temperature and nourishment, they made up for it in the tenderness which no money can buy. Then came the long days of convalescence, when one felt it almost paid

The Imperial Gas Lamp

Fully covered by U. S. Patents

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

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

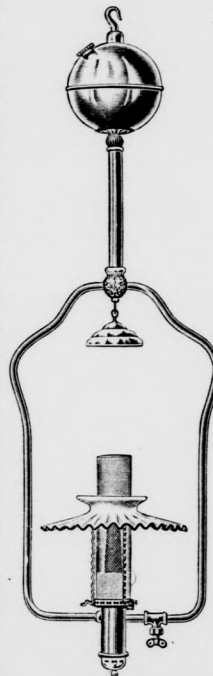
The Imperial Gas Lamp has proven its light to be the most brilliant, most steady and most satisfactory.

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

Write for catalogue.

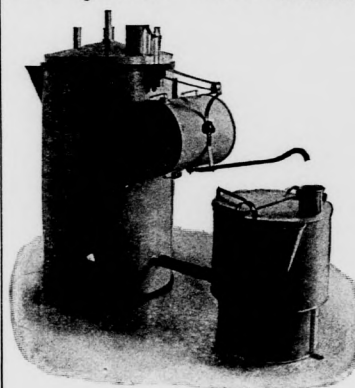
The Imperial Gas Lamp Co.,

132 and 134 Lake St.,
Chicago, Ill.



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

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



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

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

Alexander Furnace & Mfg Co., Lansing, Mich.

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

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

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

You can make your own gas

Wherever you are at 15 cents per month. Brighter than electricity. Safer and better than gas or kerosene. If you will get the

Brilliant Safety Gas Lamp

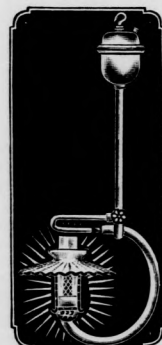
Every lamp complete in itself and makes its own gas while it burns. No plant, piping or machinery needed. It never fails to give satisfaction or do as represented. That is why the "Brilliant" stands at the head of all gasoline lamps. One filling will last 18 hours and requires no attention. One quart of gasoline lasts as long as two gallons of kerosene and gives better light. Over 20,000 now in use. Anyone can run them; can be hung anywhere or carried about. No smoke, no smell. Absolutely safe; approved by the insurance companies.

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

BRILLIANT GAS LAMP CO., Chicago, Ill.

42 State St., Opposite Masonic Temple.

George Bohner, Agent.



to be sick to be an object of such universal interest. How one's room bloomed every morning like a flower garden with old-fashioned roses and spicy pinks, sent with a loving message to know how you had rested last night. No passing by the doctor's buggy without a word there, you may be sure. Then the enticing little trays that found their way to your bedside, set out with one's neighbor's heirlooms of china and sent in with home-made goodies enough to feed a regiment of invalids. Ah, me! No wonder city people take good care of their health, since they have no neighbors to nurse them when they get sick!

Perhaps, after all, though, nothing could have been more conclusive proof of our neighborliness than the pride we took in each other's possessions. We took strangers as a matter of course to see Miss Fannie's fine old house, with its old carved mahogany, and to see the view from Mrs. Pryor's and Mrs. Jones' roses, but among the things that we were proudest of was Maria Wheat's silver loving cup. In a way we felt that it reflected credit on us all and was a kind of tribute from the city to country virtue, that it might admire but could not imitate.

You see, Maria's daughter Susie married and went to Chicago to live. Her husband was well-to-do and they had an apartment in one of those big, fine green stone buildings where a dozen or more families live, almost touching each other, and yet with no more intercourse than if the distance from pole to pole lay between the stories and it took the reaches of eternity to measure the width of the narrow hall. The first time she went to see Susie, Maria began to ask her who lived in the flat above her and the flat below her and the one across the hall, and Susie, of course, didn't know any more than if she had been asked who were the inhabitants of Central Africa. She explained to her mother that in the city people didn't have neighbors and that it wasn't good form to try to get acquainted with them, and Maria said, "Thank God, she lived where people hadn't got far enough advanced to have their hearts petrified and their human interest in their fellow creatures atrophied."

Pretty soon Maria began to notice the people who came in and went out of the building and in especial one pretty young creature—hardly more than a girl—who was always alone and who looked up at the window with a hungry kind of expression when she caught sight of Maria's good, honest face. By and by there came a day when Maria missed her, then another, and nearly a week went by, and somehow Maria got uneasy. She had found out that the girl lived in the flat above them, and one day she told Susie that she was going to see what was the matter with her. Susie objected. "It's only neighborly," insisted Maria. "Nobody has neighbors in the city," protested Susie. "Well," said Maria, "that may do for you, but I count on dying in the country and being judged by country standards, and duty to your neighbors is one of them; so I'm going," and so she did.

When she knocked at the door a weak voice bade her enter, and when the girl saw her she cried out, "I think the good God must have sent you," and she staggered towards her and fell in Maria's arms in a dead faint. Maria found out afterwards that she was a young creature who had been brought there as a bride and who didn't know a soul in the

whole city. Her husband had been called away on business, leaving her with a servant who had taken French leave the next day. The little bride became suddenly ill, and, too shy and too timid to call on strangers for aid, had been lying alone on her bed, suffering for attention, like some poor deserted animal that is shunned and neglected by its fellows and left to live or die as it may. Maria took the poor child in her arms and let her cry her loneliness and homesickness out on her breast and then she took her station by her bed and nursed her through the fever that followed. The doctor, of course, suggested sending for a trained nurse, but Maria wouldn't hear of it. "What she needs," said Maria in her positive way, "is a good dose of real neighborliness, and I'm going to give it to her."

That was in the summer, and it never even occurred to Maria that she had done anything out of the ordinary, but when Christmas came the little bride and her husband sent Maria that beautiful silver loving cup you may see any day on her parlor mantel shelf and on it were engraved these words: "She loves her neighbor as herself."

Dorothy Dix.

The Retort Courteous.

All of us have been preached to enough, heaven knows, about the things we say. The tongue has been esteemed ever an unruly member, particularly where women are concerned, and if we transgress in the matter of idle gossip, or scandal mongling, or bearing false witness against our neighbor, it is not because we have not been warned against the heinousness of those sins. What we are not warned against, however, are the things we do not say—the tender word of sympathy that is not uttered although it would be balm to an aching heart, the silence when we might give encouragement to some soldier who is fighting the hard battle of life, the boorish withholding of the speech that would show our appreciation of some courtesy. Be sure that there are deadly sins of omission as well as commission in speaking.

A funny little story that was not without its touch of pathos, and that in a way illustrated this was told the other day by a mother who was describing how her little girl, a little kindergarten tot, made a wondrous folded paper gift for her uncle. It had cost many weary hours of labor for the clumsy little fingers, and the little one took it herself with great excitement to present it in person. An hour later, with quivering lips, she returned home and flung herself in her mother's arms. "I div it to him," she sobbed, "and he didn't say noffin back." All the pleasure was gone, and the poor little baby heart learned for the first time the bitter disappointment that comes of lack of gratitude and appreciation, of doing things for people who "never say anything back."

After all, we never get wise enough or philosophical enough to get much beyond the child's point of view. It is always the thing that was said back—the retort courteous or discourteous that counts. There is no work that seems hard if the one we do it for always stands ready with generous appreciation of our effort. It becomes a labor of love that glorifies the meanest drudgery and lends swiftness to our feet and cunning to our hands, and we are paid for it a thousand times by the loving things that are "said back." The reverse of this is equally true, and perhaps none of us realize how heavy we make the burden

of life for those about us by our lack of sympathetic appreciation of the little sacrifices and efforts they make that our lot may be more pleasant. Surely the husband who toils all day that his family may live in luxury; surely the mother and wife whose whole life is devoted to the comfort and welfare of those about her hearthstone, would like, now and then, for some acknowledgment of what they have done to be "said back."

In a social way no gift is better worth cultivating. We like no woman so well as the one who has the gracious tact to always "say back" the right thing to us—the little kindly speech that be-

trays some remembrance of our whims, our likes and dislikes, and makes us feel of importance in the world. Such a woman never neglects the small amenities of life. She writes the little note of thanks to the hard-worked professional man and woman who have put themselves to trouble to try to serve her. She is not guilty of the rudeness of never answering a letter, or of returning thanks for a gift in so dilatory a manner it bespeaks her lack of gratitude in clarion tones. Always and under all circumstances she knows that the test of a real lady is appreciativeness—the art of at least "saying something back" for favors received. Cora Stowell.

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.

**3 Times
a Day,
at Work
or Play,
You need a
Jinjer
Wayfer**

Clerks' Corner.

A Conceited Clerk Thwarts His Employer's Plans.
Written for the Tradesman.

Like most men of Griswold's temperament he was apt to be in a condition of the extreme. The happy medium which most men find pleasure in he chose to shun. When, then, with a satisfied "There!" he pushed the paper back upon his desk, it was easy to see which extreme held him. He had been writing an "advertisement." He had been at it for a much longer time than he was willing to admit to the world at large, being one of a long list of minor matters he "tossed off without a thought, when he hadn't anything else to do." The paper showed the labor he had put upon it. There was erasure upon erasure. It was literally "line upon line;" so densely so that his own eyes could with only the greatest difficulty decipher the finally finished copy.

When the typewriter had done her work and the author of the copy had a chance to read it in its new form, it was certainly deserving the praise freely bestowed upon it: "It's all right and it's all true. We've got good goods, 'the best in the market,' as the advertisement says, and we'll open 'em up with all the required flourish of drums and trumpets this side of the Kingdom. That's the advertisement that will cut Brinsmade to the heart. He knows he can't write one within a couple of gunshots of that and the way he'll grind his teeth when he reads it will be a caution to snakes. Well, it's talent and while I have to give in to him in some lines I get ahead of him in others and he'll have to grin and bear it—same's I do, confound him!"

The next Sunday edition of "The Whooper" devoted a full page advertisement to Griswold's copy and at the date fixed for the opening, the well-known establishment was thrown open to the public. From basement to upper story, it was a marvel of taste and loveliness. The general effect was wonderful and this was intensified by the care given to the minutest detail. Little odd corners that before had been neglected had been taken in hand. Snug, out of the way places where by twos, by threes and by fours, the tired patrons could sit for a while and chat, in the meantime refreshed by the simple but dainty refreshments which attendants brought, were everywhere discovered and occupied. Music under skillful management lent its attraction and everything, so far as foresight could anticipate, abundantly provided for, showed that, for once, Griswold had a man who could take an idea and carry it out to perfection.

Just there, however, came the wet blanket. The man who had done all this and won the merited praise of his employer had been so inconsiderate as not to consult the wishes of one of the department managers, who promptly determined to let it be seen that no success could come to that establishment which did not receive his sanction, if he was only a department manager. The clerks immediately under him were not long in finding out the lay of the land so far as they were concerned and the infection once started spread. A sneer here and a bit of ridicule there on the part of the manager to his fellow managers, none of whom were free from envy towards the designer, had the desired effect; and while the innocent public, who had only praise for every-

thing they saw, came and enjoyed and went away delighted, there was from first to last a something which Griswold could not counteract and which he candidly acknowledged he could not understand.

He did what a man of his temperament and training only can do; he went home swearing. After a sleepless night and a neglected breakfast, he boarded the car and came near sitting down on Brinsmade's lap without seeing him.

"If there were a little less of you, my brother," laughingly remarked Brinsmade, "I wouldn't mind so much having you 'sit down on me;' but under the circumstances I am compelled to confess it is possible to get too much of a good thing. What's up?"

"I've been euhred with both bowers and the ace in my hands!"

"That comes from playing with the joker and forgetting that he's in the pack. Who is he?"

Griswold glared. "'Who is he?' What do you mean?"

"Just what I say. If you're euhred with that hand, somebody has done it and who is he?"

"Thunder! I never thought of that. I guess you can help me. Seen my advertisement?"

"Yes. Couldn't be better and I heard you had a swell affair with all the nobles in town for customers. What was the matter with it?"

"That's what gets me. Everything went along all right wherever I was; but only there. It seemed to follow me around somehow. I couldn't put my finger on a thing in my neighborhood; but there is something of the almost-did-it that staggers me and mads me."

"Who's your window trimmer?"

"Dawson."

"Who hates him?"

"Jeffers."

"Why?"

"On general principles, I guess. Jeffers thinks he can trim and Dawson knows he can't and so do I."

"Nobody said anything to Jeffers about getting up the show, I suppose?"

"Not by a— No, of course there didn't. What d'ye take me for?"

"Oh, a good, bat-eyed sort of a fellow, who goes around all day with his eyes wide open and can't see anything that's going on right under his nose. Griswold, I can't make you out, somehow. Some ways you are keen as a briar and other ways, upon my word, you are actually stupid. I guess you'll learn one of these days that you can't press the button in your office and have the other fellows do the rest just because you want it done. Had Jeffers home to dinner with you yet, or that other fellow that I'm rather inclined to like?"

"Humph! I won't tell you. Don't go to thrashing over that old straw."

"All right, I won't, my commercial brother; but right there is your weak place. You are not an old man by any means, but you are old enough to know from experience that the man at the head of a concern like that never can carry out any plan unless he has a body of clerks who will enter heartily into it. You have done your level best. You know that and so do I. You have been working at it nobody knows how long; and while I've no idea the thing is the failure you think it is, it is enough that in your mind at least to make what I tell you true. You never had a better advertisement than this last one. My wife has been comparing notes with different ladies who were there and it is

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.

WORLD'S BEST

S.C.W.

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

FLEISCHMANN & CO.

SPECIAL OFFER:

An Opportunity to Procure the Best Cook Book Published.



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

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

Grand Rapids Agency, 29 Crescent Ave. Detroit Agency, 111 W. Larned St. Orders for yeast sent to either of the agencies will receive prompt attention.



It Don't Pay

to take chances on inferior vinegars because you can get them 1/2 cent cheaper. Buy the reliable and time tried SILVER BRAND VINEGARS and you won't get your "foot in it."

GENESEE FRUIT CO., Lansing, Mich.

the general opinion that it was one of the best openings the city has ever seen. That's their side of it. Now, then, while you have done your part your clerks haven't stood by you and done theirs. The clerk simply completes the work of the advertisement, which simply brings the buyer to the store. Then the rest is in the hands of the clerk and he has it in his power to carry the thing through and make a success of it or, in a thousand ways which your unsophisticated soul hasn't yet dreamed of, will make the thing flatter than any flounder that your inland-born eyes have so far seen."

"Your voice proceeds from the ventilator in your hat! Am I to infer that an invitation to dinner to Jeffers and Dawson and some half a dozen others would have made the opening what it should have been?"

"Humph! Don't go to thrashing over that old straw." A little reflection will make you see how far the treatment of the clerk goes; but you will find the whole thing hinges on that man Jeffers. He couldn't have a finger in the pie and he wasn't going to lift that finger to help the thing along in any other way. More than that he would see what he could do to throw over the whole thing. Now if you rather have that sort of opening, you have a perfect right to have it. I wouldn't. I'd rather give a dozen dinners to my clerks and make it a purely business matter than feel that I've made a flat failure, as you seem to think you have done. Only, you understand, I don't do that sort of thing for what business there is in it. I won't have a man I don't like well enough to take home to dinner. We have to be thrown with these men and we have to live with them. Let's get our sort of men and make friends of them. It will strengthen the manhood both sides claim to have and a few years of that living will make better men of us all. Of course, Jeffers'll go. The fellows who aided and abetted him will have their walking papers in due time; and, then, if I were you I'd turn off or down that man Griswold. He is the fellow that I should go for next and if he didn't promise to make himself over through and through, I declare I'd see what I could do to sever his connection with the house. Good morning, old man, you'll feel better when I see you again and in the meantime watch that man Griswold!"

Brinsmade left the car with a laugh and Griswold after calling him some sort of a fool laughed too.

Richard Malcolm Strong.

The Twentieth Century Drummer.
Written for the Tradesman.

It was the first of the kind or nearly that. It took place in the parlor of the Bingham House in Philadelphia. Fifty drummers had come together on that quiet Sunday afternoon and, with Bible and hymn book, held the first gospel meeting of that widely-scattered commercial fraternity, one of the most important of the many wonders of this remarkable century. Congregation and conductors were drummers and young, middle-aged and old were represented. The singing was hearty, the prayers were fervent and the remarks pithy and to the point. There were no long periods of silence and from invocation to benediction it was joyfully evident that the spirit of the drummer was present and was thrilling with life the too often dead forms of religious service.

The theme of this first prayer meeting almost of necessity was whether trade

and Christianity have anything in common and, when the service was over, it was found that there is no reason for not believing that the two are parts of one stupendous whole. Trade, like everything else which mankind has put down as a benefit, is based on honesty, honesty is in a sense justice and justice is an attribute of the divine; so that trade, which is only an exchange of values if carried on as it was intended to be, blesses, like mercy, him who gives and him who takes. The agent who brings about this exchange, if he is true to his calling, is and should be a civilizer. More than that, it is a Christian civilization he disseminates, and in his train follows the forecasting shadow of the Cross if it does not go before him.

That the drummer has not always so considered himself need not be contended. Led into temptation, he has not always resisted. A wanderer from home, he has become careless to the teachings learned at his mother's knee and then forgotten them. Sunday was first a day of rest, literally, and then of carousal. Sleep claimed the morning, cards the afternoon, theater the evening, and cigars and whisky all day. From his getting up to his going to bed, not a clean thought entered his head nor a clean word came out of his mouth. He read nothing. He left school early and so knew nothing. His conversation, punctuated with profanity, consisted of talk based upon the last "hot" play and bets on prize fights and races. Decent society ignored him and he pretended to ignore society. At all events they were never found together. The extreme was soon reached and then the reaction began. Business houses began to find out that the honesty upon which trade is based must be made an essential part of the human being representing it. Respectable houses would have nothing to do with the drummer who had made the word and the work alike contemptible, and turned him off, like to the empty ass, to shake his ears and graze in commons."

So the tide turned and educated, Christian men took up the gripsack and started out on the road. Clean-souled and clean-bodied they met with level looks the men who wanted the goods the drummers wanted to sell. Like met like and social civilities followed the giving and receiving of orders. The foundation cleaned, the waters flowing from it, no longer foul, carried with them purity and sweetness wherever they wound and rippled. That is the condition of the drummer to-day and that gospel meeting of commercial travelers in Philadelphia suggests the idea that if these men who travel from place to place, true to their business, true to their manhood and equally true to the Master, should be always the purveyors of good which they ought to be, society at large would owe more to these traveling men than it does now and would do much to check and renew the acknowledged waning influence of the pulpit.

It is a fact which can not be ignored that money is the rock upon which prosperity is based and that the tradesman who controls that money is largely responsible for its blessing or its curse. If he shall assume the responsibility, the drummer will be his available agent in discharging it and the Twentieth Century, in realizing its grand ideals, will find no men or class of men more faithful to its interests than those men and the descendants of those men who held that first gospel meeting in that Philadelphia hostelry.

R. M. Streeter.

New York Cane Sugars

Buy your sugars from headquarters and save money. We sell in any quantity, carlots or less. Wire or write for prices.

Other Specialties

- Coffees Matches
- Table Relishes Pickles
- Cereals Vinegar
- Salted Peanuts (guaranteed to keep fresh for 60 days)

Moseley & Shelby,
Brokers and Jobbers,
25 Tower Bldg.,
Grand Rapids, Mich.

How to Advance

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



5 Cent Cigar

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

The Bradley Cigar Co.

Manufacturers of the

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

Greenville, Michigan

SALTED PEANUTS

NEW PROCESS

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



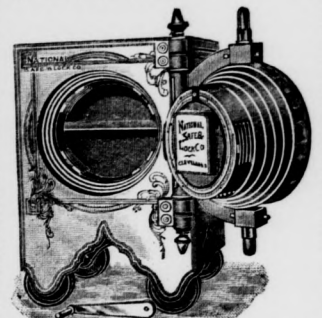
CRYSTAL NUTS

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.

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.

Hardware

The Purchase and Sale of Novelties.

By novelties I do not mean something of use in the pursuance of a new trade or pastime. I use the word as it is understood in our business. I use it in its trade applications, not in its strict definition. Of course, every article we have in our stores was a novelty some-time in the past; but now most of them are necessities. If not necessities to the customers, they are in such demand as to be a necessity of stock. I say I do not speak of these things. We remember when barbed wire, gasoline and bicycles were novelties in a strict sense, but new conditions have made such things as these necessities to-day. I mean such things as the wire basket that may be used for boiling potatoes or for holding bouquets, or a ladder that may be used for an ironing board or an easy chair. Some of the things the specialty man sells are all right, but the risk of buying dead stock offsets the chance of gain, and the safest advice to follow, whether to buy or not to buy, is: Don't. The dividing line between sense and folly in your conclusion may be very narrow, but generally speaking, if you do purchase, it is a case of a "fool and his money."

It is a good deal like buying a patent right. The salesman gets you up in the air, and you wonder what you are going to do with all your money. Your money does not worry you so much later on. Sometimes you get a chance, or rather the chance is offered you, to buy a novelty, with the additional privilege of exclusive sale, and you pull the cork clear under. You buy and gleefully think of your hated competitor's confusion when he shall learn of your great gains in the selling of this commodity, which he can not buy except at retail. You count the profits you are going to make and gloat over the coin as it piles up in the chamber of your thought. By and by you remember that you did buy an "exclusive," but you had forgotten it in the transaction of your regular business. Then you get the goods out where they can be seen and tell your clerks to push them. Some time after, weeks or months, perhaps, you see them all again or think of them all again and put them down to cost, but it does no good. You drop them to fifty per cent. below cost and maybe you sell them and maybe you don't. Maybe you haul them to the dump. You may be mad about it, but it doesn't do any good. It will do you no harm, however, if you speculate a bit on the question as to whether you have been so very cute after all.

Never buy anything just because your competitor may otherwise get hold of it. Let him have some of these good things that come your way so often.

I know what I am talking about. I have drained the dregs of experience. Talk about the song the Boomer sang; he can't warble with the boys that come in to sell me novelties. Twenty years ago I thought I knew all about the hardware business just because I had been attending college. A smooth pilgrim floated in one day and, with an innocent-looking green bag, under his arm, and the eyes with which he sized me up were as innocent as this bag which he carelessly cast upon the counter. I didn't know that he sized me up then, but I know it now. He went down into that bag and pulled out a thing that he cheerfully informed me was a pleater.

He talked and he worked. He worked the pleater and he worked me. He pleaded and he pleaded. He made box-pleats and side-pleats and pleats. It was a thing with a wooden bottom and with wires with cranks on, with a coke tin hook to pull the cloth with. I bit and then bought. I paid him a dollar and a half apiece for those blooming things, which he delivered on the spot, spot cash, no discount. I think he had me figuring that I was going to make \$24 on an \$18 deal. I was more hopeful than I am now, especially on pleaters. Well, I have got most of them yet. I sold a few finally for seventy-five cents each and had to take every one of them back or have a row. Sometimes I took them back, sometimes I had the row, according as my mood was cheerful or pessimistic. I finally hid them where even the clerks couldn't find them when they inventoried, but they kept fresh in my memory. I couldn't give them down. Then I brought them out into the light of day and gave them a place of honor on the shelves.

A man in a small town who is fairly prosperous is apt to compare himself with his fellow-townsmen and gain a large impression of himself. He does not have the chance to compare himself or his condition with the very wealthy or the great, as does his brother in the large city, and he is apt to feel that he really is somebody. If ever I feel symptoms like this coming on, I just go alone by myself for a while and gaze at those pleaters. It is bitter, but it is beneficial. I am glad now that I bought them. It has taken years of reasoning and years of seasoning to get me to think this way, but I am now glad.

Sometimes a fellow comes in with a new-fangled contrivance and begins on me with the "best ever", and I let him go on with his talk. I am not afraid any more. The thing may look good; I may be losing the chance of my life; my competitor may give me a jolt if he gets it away from me, but I say softly to myself the magic word "pleaters," and I am safe.

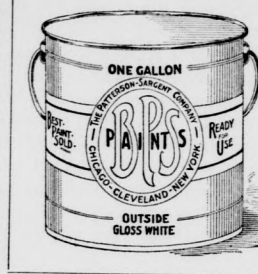
One of these gentlemen came in to see me once with a patent arrangement for locking sash without weights. I knew several kinds of such locks and knew nothing much to their credit, but this was a new one to me. He only wanted to sell me twenty-four gross for a sample order. They looked all right, but I dwelt on the past and said nay. He waxed sarcastic and said that if all men were as big mossbacks as I was, we would still be using tallow dips and traveling by ox-team, but he didn't feaze me. I just said "pleaters," "pleaters," to myself, and serenely passed him up.

The hardware man in the country town has lots of chances to buy county rights. These are good things, too—for the other fellow. They really belong with the novelties I speak of. You may have heard of some one who has made money buying them; I never did. But I know some men who did buy and afterwards thanked God that they saved the neck yoke.

There is the man with the patent strainer, adjustable, you know; fits anything from the milk pan to the cow. He is an accommodating fellow. He will sell you the county right or will allow you to manufacture them for him. He is brother—not to the ox—but to the man with the washing machine. Nature in its infinite variety can not compare with the multitude of forms in which the washing machine is foisted onto a con-

viding public by house to house canvassers. To hear them talk one would think that "length of days was in their right hand, in their left hand riches and honor." They will tackle anything from a wooden Indian up, and after they have sold everybody in sight, they will try to sell you what they have left over.

Sometimes they will see you before they attempt a canvass. If you look easy, they look solemn and full of secrets. They get you out in the back yard or down cellar and whisper to you about the marvelous labor-saving invention that they have secured control of, painting the picture the while of the luck of the happy vendor. They will first offer to let you manufacture and own, at your own proper cost and expense, a few dozen of these wealth-getters, by paying them a royalty that slides up and down according to the attention that you are paying to their talk. If you don't fall in, they offer to allow you a chance to bid in making a few hundred. They go to all your competitors and finally you all bid, and each one is informed of the others' bid and given a chance to cut. If, unfortunately, your bid is the lowest, you get it in several ways. They order a hundred; you discount them and make



The BPS Paint

An
Honest
Product

Made by

The Patterson-Sargent Co.,
Cleveland--Chicago--New York



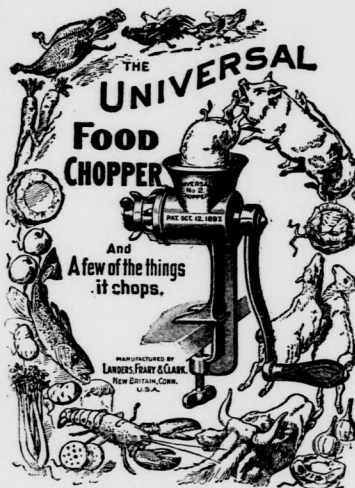
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Milk Cans

Wm. Brummeler
& Sons

Manufacturers of Tinware and Sheet Metal
Goods

249 to 263 South Ionia Street
Grand Rapids, Mich.



This is the Only Machine
Which Will Actually Chop

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

Without Mashing

Easily Cleaned.
Easily Adjusted.
Self Sharpening.

The Best Meat-Cutter Made.

FOR SALE BY

FOSTER, STEVENS & CO.

GRAND RAPIDS, MICH.

This electrotype loaned to any dealer who handles these choppers.

fifteen. You have made too many. They buy one "for a sample, you know," and disappear for a time. Then they buy two or three more and have a hard time digging up enough to pay for them. If you are off your guard, they will get trusted for the next one and then they do disappear, while you sadly sing "They never came back," as you begin to figure "stock and time" to find how much you have in the deal. After keeping the stuff around until you are sick of the sight, you leave out the "time" and try to sell them for the stock that is in them, if you hope for cash, or figure in both stock and time merely to have it look bigger, and then try to trade them off for a peacock or something else you don't want.

We sometimes envy the man in other lines. There is the groceryman, for instance. He seems to have an easy time in deciding what he must buy. His troubles are mostly dead-beats, rotten vegetables and department stores; but the hardware man must decide daily for or against the purchase of something he has never seen or heard of before.

I have been told that the hardware business must be such a nice business, because things that we deal in do not spoil or go out of style. When I hear that I wonder if the worms have eaten into any more wood stock or whether I have any more of those 6x6 cast butts left. Then I think of my pleaters.

In all seriousness, however, I would say that no retail hardware merchant carries a large enough assortment of staple articles or has sufficient number of lines to keep him busy most of the year. Most merchants say they can not afford to increase their stock and yet they often buy novelties, either from mistaken ideas of business or for the fear that their competitor may buy them and possibly make something.

I would suggest that every dealer look through a jobbers' catalogue, and decide on some line that he will add to his stock; some line that he has a call for; some line that he knows will sell; some line, if possible, that none of his competitors sell, and if at that time he feels as though he could not put it in, let him keep a little memorandum, and the first time he is tempted to buy what I have called novelties, let him say no, and put their value down on the credit side of this memorandum. It won't be long until he finds that he has saved enough, by not buying these things of unknown value and problematical sale, to put in a line that he knows will increase his standing as a merchant and inure to his lasting profit.

E. H. Loyhed.

Outlook For Gasoline Stoves.

From Stoves and Hardware Reporter.

The prospects for a large business in gasoline stoves this year are now said by the manufacturers to be most excellent. This expectation is based in part on the contracts already made, but also to a very considerable degree on the steady advancement in their sale as made through succeeding years. These sales made their best record last year and there is not the least reason for expecting a decrease during the coming active season. Gasoline stoves take the place of gas stoves for summer use in those localities where gas is not available, and while the demand for the latter class of kitchen necessities has steadily increased it has rather aided than impeded the sale of those first named. They both serve the one purpose of convenience and comfort during the hot weather, and in that respect are very much alike.

Get up. There is no room at the bottom.

How the Apparent Expert Betrayed His Ignorance.

From the Washington Star.

The man who thinks he can shoot entered a Washington sporting goods store recently and looked with the critical examining glance which at once stamps one as being a sportsman of experience at a new model shotgun.

He deftly raised the weapon to his shoulder and squinted down the polished barrel with a regular trap-gun-ninety-nine-out-of-a-hundred squint.

He tossed it at different angles, dropped it in the hollow of his left arm, fingered the safety lever with a skilled hand and lovingly snapped the triggers.

He opened the breech and held the barrel between his eye and the light from the window, and said something about the advantage of using "barrel reflectors" for cleaning.

The clerk was much impressed. He smiled.

The learned gunner talked of "choke bores," "new sixteen-gauge," of the new "take down, single-barrel repeating" shotgun being inferior to the old and tried double barrel gun; of the relative qualities of "Damascus," "double laminated," "decarbonized," "fine three-blade" and other barrels; of "half-pistol grips," "automatic ejectors" and "solid strikers."

He expatiated on "nitro-powder guarantees," "low circular hammers," and explained to the clerk how easy it was to take out the "safety plunger" with safety. He was eloquent about "flat" and other "trajectories." He knew all about "globe," "wind," "knifeblade," "bead" and "peep" sights.

The clerk was much impressed. He laughed.

He gave a practical illustration to the admiring clerk of "how to stand when trap shooting without muscular strain or tremor." He demonstrated the importance, where "aperture front sights" were used, of having the "aperture in the bead 'ring' the bull's eye."

Then he bought the gun. A week later he returned to the store as mad as one of the hares he had hunted.

"Here, you!" he cried to the clerk angrily. "Here, take this gun back! You have cheated me! It won't shoot! I have tramped over the fields of Virginia for six days and banged away at all ranges at everything from a chip-pie bird to a cow, but never once have I brought down the game. I have shot until my arm aches and my shoulder is numb. Take it back, or I will have you arrested for obtaining money under false pretenses!"

"What kind of shells have you been using?" asked the clerk mildly.

"These."

"Oh, that's all right. Keep the gun; it is a good one. The shells are 'blanks,' that's all."

It was enough.

Scarcity of Poultry Netting.

From Stoves and Hardware Reporter.

A rather unusual condition is presented by the market for poultry netting. Manufacturers have contracted for a large part of their output and have now run behind with their deliveries, with the result that the supply has run short at a time when the demand is especially pressing. The manufacturers had evidently not anticipated such a wide movement and are not prepared to meet it in full, while jobbers are also somewhat pressed for deliveries.

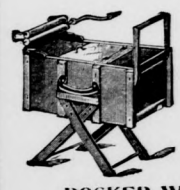
Almost the same condition was in force last year in the market for wire cloth. Buyers were late with their orders and these accumulated to such an extent that the manufacturers could not fill them promptly and both jobbers and retailers were obliged to wait longer for the goods than is customary. Wire goods seem to be especially the cause of complaint on this score. It is probably not so much the fault of the makers as of the retailers, who either hesitate about anticipating their wants or else are tardy in forwarding orders even after the extent of the demand has been estimated.

Hardware Price Current

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

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

The 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.

Dry Goods

The Dry Goods Market.

Staple Cottons—The actual demand for staples has increased slightly during the past week, but this is on account of expected advances on certain lines. The irregularities reported in some unticketed lines have mostly disappeared. Enquiries are reported for brown goods for forward deliveries, and a few small sales. Brown sheetings are, as a rule, quiet, but prices are firm. Bleached cottons are called for on a limited scale for nearly all grades. Agents are reserved and show no anxiety to accelerate business. All leading tickets are well under contract for some time to come. Wide sheetings, cotton blankets, flannels, etc., show no change of moment, all being well situated and firm. Coarse colored goods, ticks, checks, stripes, denims, etc., are well under control and, although the demand is good, sellers show no anxiety to push business, and have the market well under control. The whole situation shows that staple cottons are firmer, and much improved over a week or two ago, and it is not surprising that so much bullish talk is heard while going the rounds of the market. The unsettled conditions noticeable recently have for the most part subsided, and it would not surprise many on the market to see prices begin mounting again, as they were doing a month ago.

Prints—Staple and fancy calicoes are quite well sold up, and prices are steady, as would be natural in most lines, but American black and white and gray prints have been advanced, as we note elsewhere. Printed ropes are doing some business for fall, and although efforts are being made to place contracts for turkey reds and other staples for fall, few agents wish to commit themselves for that distance ahead. Printed flannels have secured a good business for fall already; prices are firm and the demand is steady.

Ginghams—Ginghams in all classes are in fine shape, showing no material change from last week's report. Both staple and dress styles are well taken care of for some time, and prices are firm.

Dress Goods—The dress goods market is not the scene of a great deal of activity at the present. There is a business of moderate proportions under way consequent to the presence in the market of a number of buyers from adjacent markets. It is generally believed that there are a goodly number of buyers who have not yet bought their full fall requirements, and agents are anticipating a considerable volume of additional business from that source before the advent of the spring season. Manufacturers of piece dye fabrics are well situated as regards orders in hand, and are well pleased with things. Manufacturers have still a considerable portion of their machinery engaged on spring goods, and it will be some little time before they will be able to put forth their full energies on the production of fall-weight fabrics.

Underwear—The prospects are that underwear will advance, as the Egyptian cotton and other yarns that have so much bearing on the price of underwear are steady and advancing, but it is too early as yet to hazard a guess as to how great their advance will be.

Hosiery—There has been a great improvement noticed in the deliveries of domestic hosiery, and very few com-

plaints are received by the mills. Some jobbers admit that they have overbought, and there are likely to be quite a few cancellations. This is a great change from a few weeks ago when jobbers were begging the mills to turn out goods more quickly. Now that the demand among the retailers has fallen off, the jobbers do not care if all the goods they ordered are not delivered.

Carpets—The busiest end of the carpet industry is among the mills. The manufacturers are working hard to get their old orders out as soon as possible so as to have time to prepare their samples for the fall trade, and be ready to take up the new orders as they come in.

Upholstery Goods—The upholstery trade is still in a very quiet condition for this time of the year, although better than the week previous. Jobbers in upholstery goods and piece fabrics claim that they are not getting the goods in as fast as they would like, and their mail orders are giving them some trouble because they can not fill them until they receive more goods. The manufacturers are pushing their production, and filling their orders as fast as possible.

Traveler's Goat Ate Koop's Horse's Tail. From the Toledo News.

Henry Travers and Otto Koop, who lives a few doors away, have long been the closest friends. But now they never speak as they pass by, and it's all owing to Travers' goat and Koop's long-tailed bay mare.

The bay mare had a tail that reached the ground and the goat an appetite that was indiscriminating and only limited by his ambulatory and reaching powers. But the horse's tail instead of sweeping the floor as of yore is now but a jagged bunch of hair a foot and a half from the ground.

The facts in the case are somewhat hazy, but Mr. Koop says:

"My heart is almost broken. Why, the tail of that horse was the best part of it. I wouldn't have taken \$500 for that mare, but now look at it! That confounded goat of Travers' had to come in here and chew off its tail and disfigure the finest looking horse in Toledo. Why in heaven's name didn't Travers feed his old billy goat so that he would stay at home instead of trespassing around chewing up horses' tails. It's a blamed shame and I'm going down town to see a lawyer friend of mine and see if I can't get damages. No, the mare ain't much of a runner or trotter, but you just ought to have seen that tail. I'll kick a lung out of that goat if I get a chance."

"Kick a lung out of my goat, will he?" indignantly snorted Mr. Travers when told what Koop had said. "Just let him try it. Damages? Fiddlesticks. How is he to sue me? I didn't eat the tail. Why doesn't he keep his stable door shut if he is so particular?"

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



Two Dollars

Buy a dozen Hand Bags like this cut. Looks as good as the kind usually sold at a half dollar. It is well made, has a good black satine top, leather handles and sides and on each side a neat gilt ornament. This makes a splendid article to use as a trade winner. Order soon, as the quantity is limited

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.



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,

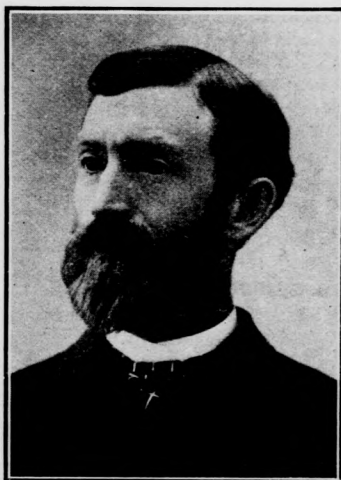
125 Jefferson Ave.,
Detroit, Mich.

New York Office 3 Thomas St.

SUCCESSFUL SALESMEN.

E. Shattuck, Representing John G. Miller & Co.

Erastus Shattuck was born at Chardon, Ohio, Oct. 24, 1845, his antecedents being Yankee on his father's side and Pennsylvania Dutch on his mother's side. He lived on a farm until 16 years of age, when the war broke out. He attempted to enlist several times, but was rejected each time on account of his slight frame. He learned the trade of cheesemaker and made cheese for several seasons. In 1865, he went to Oil Creek, Pa., where he held the position of head treater in an oil refinery for two years. He then went to Bainbridge, Ohio, where he worked in a clothing store three years. His next change was to Petersburg, Michigan, where he learned the trade of harness-making. Not liking the business, he returned to Bainbridge, where he re-



mained until 1872, when he came to Grand Rapids and entered the employ of E. S. Pierce, who was then carrying on the clothing business in the double store at 15 and 17 Canal street. Mr. Shattuck remained with this establishment sixteen years, when he formed a copartnership with Mr. Pierce and his brother, under the style of Pierce Bros. & Shattuck, which continued three years. For three years thereafter he was a member of the firm of Shattuck & Trowbridge. For one year he was a member of the firm of Shattuck & Gable and for two years he carried on the merchant tailoring business on his own account. For the last four years he has been a member of the firm of Williams & Shattuck. Since 1885 he has been on the road a large portion of the time, soliciting orders, covering the entire northern, western and southern portions of the State and the northern part of Indiana. May 1 he starts out with the line of John G. Miller & Co., of Chicago, covering the entire State, and will undertake to see his trade four times a year.

Mr. Shattuck was married June 14, 1871, to Miss Minerva L. Kilbourn, of Fenton, Mich. Three children, two girls and one boy, complete the family circle. The family reside in their own home at 1260 Fifth avenue.

Mr. Shattuck is a member of all of the Masonic bodies from Valley City Lodge No. 86 to the Mystic Shrine, including Columbian Chapter No. 132 and De Molai Commandery No. 5. He is also a member of the Valley City Council, Royal Arcanum, and is an attendant at All Souls church.

Mr. Shattuck attributes his success as a salesman to close attention to business and to fair dealing and to courteous treatment of customers. He has never used deception to sell goods, it being his theory to sell a man what he wants and can pay for and to sell goods on their merits only. During the years he stood behind the counter for E. S. Pierce, hundreds of customers would trade with no one else if he was in the store and was likely to be at leisure within a reasonable length of time.

Rapid Growth of the Shirt Business in Cincinnati.

From the Cincinnati Enquirer.

In the past half dozen years in Cincinnati there has sprung up from a small beginning an industry that is of greater importance than even some of those engaged in it themselves are aware. It is the wholesale manufacture of shirts.

Six years ago the making of shirts in Cincinnati was of not enough importance to claim a place in the list of enterprises that engaged attention and capital of the men of this pre-eminently manufacturing city. Now, the output of shirts by exclusively wholesale factories in Cincinnati is sufficient to bring this city up in rank along with some of the famous shirt-producing centers of the country. Of course, Troy, N. Y., still holds first place as a shirtmaking point.

Cincinnati and Chicago are the largest makers of shirts in the West, and the growth of the industry in Cincinnati has been so marked that it is more than likely that if the figures were obtainable the Queen City would not only lead the West, but march up in the ranks of the East as well.

Of all the shirts made in Cincinnati there are no white shirts turned out by the factories. At first thought this would seem to limit the field for Cincinnati shirt manufacturers, but such is not the case. In the past few years, almost coincident with the increase in the industry in Cincinnati from a small to a large one, the style has changed greatly, and where there were ten white shirts worn formerly there is one worn now. In other words, the ratio of colored shirts to white ones now worn is about 90 per cent. The cause for the change in the style can be traced to the fact that the old-time flannel negligé shirts became a trifle old-fashioned, and giving way to a shirt a little more dressy, they were replaced by an article from which the step to a stiff bosom was a short one. If a colored shirt could be worn in the summer, why not in the winter also?

The cause for the fact that Cincinnati makes no white shirts is easier to trace. It is due to the simple fact that white shirts in large quantities can not be laundered in Cincinnati to that degree of whiteness and immaculate spotlessness and tintlessness that makes a dress shirt such a rest for the eye and perfection of good dressing.

Cincinnati makes all kinds of shirts as far as the class of people for whom they are intended goes. From the higher-priced stiff-bosomed colored shirts down through the line of cheaper wear of that kind to the summer and soft-bosomed negligé shirts, the output is for general wear. They are sold in all parts of the country. Most of the stiff-bosomed shirts are made for wearing white collars and cuffs, although some of them take collars and cuffs to match. Some of the soft-bosomed shirts, and nearly all of those intended for sale in this part of the country and the East, have separate collars and cuffs, while the South, on the other hand, requires a large number of shirts with the collars and cuffs non-detachable. There are also made in Cincinnati a great many workmen's shirts and flannel shirts. The kind of goods most largely used in shirtmaking in Cincinnati are madras, percale and cheviot, a large amount of such goods being imported and of the finer qualities.

There is a branch of the shirtmaking business in Cincinnati that is of more recent development than the shirt busi-

ness itself, and that is the making of shirtwaists. There are two concerns in Cincinnati that devote their entire plants and the energies of 175 employes to the manufacture of shirtwaists, and one of them used to be a large manufacturer of shirts. The shirtwaist business is a good deal different from the making of shirts. Being an outer garment instead of an under, more work is to be put on them than on a shirt. Styles change more rapidly and more radically. Tucks are the thing to-day. Next week it will be all box plaits. Last season shirtwaists were made with a yoke. This spring if a woman wears a shirtwaist with a yoke in it all her friends will know that she has had it over from last year, or else had a last year garment sold to her. Then there is much more work to be done on a shirtwaist, more money to be paid for the making of one, and a higher price to be had. There are two classes of shirtwaists, wash waists made of all sorts of material and a better class of

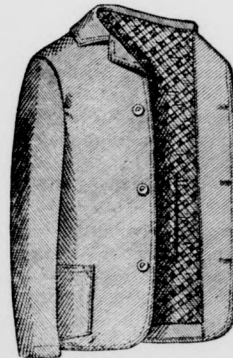
silk and such material that will not wash. One concern in Cincinnati devotes its factory to the making of fine waists exclusively and the other to the making of all grades of both classes. The shirtwaist is a garment that has come to stay. It is as much a staple article of wearing apparel as a man's shirt. This has been recognized by Cincinnati capital, and that is why factories are busy turning out this piece of wearing apparel that makes a pretty woman look so much prettier and a plain woman just about as plain.

Definition of a Millinery Opening.

Tommy—Say, paw.
Mr. Figg—Well.
Tommy—What is a millinery opening?
Mr. Figg—It is a hole. It occurs in my bank account every spring.

The places we frequent have much to do with telling the story of our lives.

Duck Coats



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

The Ideal Clothing Company
Grand Rapids, Michigan.

Send in your orders NOW for

Mackintoshes

We will make lower prices than ever.

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

Michigan Suspender

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

Michigan Suspender Company,
Plainwell, Mich.

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

Shoes and Leather

The Rise and Progress of Shoemaking.
Written for the Tradesman.

The most ancient nations protected their feet by what we would call a sole only. These were made of a variety of materials, among which were cloth made from wool or other fibrous material, rawhide, palm leaves, and a rude kind of sheet iron. Holes were made at the edges of these soles, through which strings or thongs were drawn and tied over the instep and around the ankle to hold them in place. These were known as sandals, and varied in form, some of them turning up in front as a protection to the toes. As time passed they were also turned up at the heel and sides of the feet, displaying more taste, as in the employment of rosettes, buckles and fancy bows of the ladies' shoes in after years. During the Middle Ages the fashions of shoes for both sexes became very extravagant and eccentric, so much so that restraining laws were passed to suppress this so-called wasteful habit. But, as mankind rebel as tyrannical all such laws, they proved powerless against fashion.

Did it ever occur to the reader that man is the only animal in creation whose feet are not protected at birth with some kind of defense against injury? Hoofs will grow upon the feet of a horse, even if he never walks upon them, but man pursuing the same course, his feet would be as soft and delicate as when born. To be sure, the bare hands and feet of man will become somewhat hardened and calloused by use, but this alone is their only natural protection. The savage formerly went with bare feet and naked body—or very nearly so—but civilized man, guided by both refinement and physical comfort, exhibits inventive genius in protecting and decorating his feet and the rest of his person.

The manufacture of shoes, in the American colonies, began soon after the Pilgrim Fathers landed, and quite naturally in Massachusetts. The first women's shoes made on the continent were by one Thomas Beard, at Lynn, Massachusetts, about 1630, or ten years after the Mayflower landed from England. From an old letter dated London, England, we copy, verbatim: "The said Tho. Beard, hath in the Shipp, the May Flower, divers hydes, both for soles and vpp leathers, we hee intends to make vpp in botes and shose, there in the country." The women's shoes first made at Lynn were of woolen cloth or neats' leather, which was leather finished (after being tanned) with neats' foot oil only. For weddings the bride's shoes were often made of white silk. At first in this country, the toes of the shoes were made sharp pointed, and the heels were of wood, often two inches high, covered with leather. The making of wooden heels was a separate business, until about the first of the Eighteenth Century, when leather came into use. No entirely wooden shoes have been made and placed upon the market in the United States until within the past twenty-five years.

The first important invention in shoemaking was the pegging machine. Pegged shoes—fastening the soles with hand-made and hand-driven pegs—were made a long time before the invention of this machine, but its use largely increased the production and diminished the cost. The writer remembers that as late as 1834 ladies' shoes made for serv-

ice, of well-dressed calf skin and cut high about the ankle, were all bound around the opening over the instep, where they were laced up and tied in front. This binding was generally of some soft thin leather, presumably morocco, often in fancy colors or stripes, and the work was performed by women with needle and thread. My father being a shoemaker and a "tanner and currier," my mother often assisted and superintended the binding. At that date, in the State of New York at least, the shoemaker made his own pegs, from seasoned maple wood. To-day machines turn them out by the bushel at a trifling cost. The shoe laces used at that time were simply narrow strings of some strong yet soft and pliable leather, generally from the well-tanned skin of a young calf. At a later date the ornamental buckle and strap superseded the lacing period.

The fashion or style of boots and shoes, like all other articles of clothing, generally changed only when the supply exceeded the demand, when it became necessary to relegate a quantity of this stock to the lower classes or laborers and bring out entirely new designs for the wealthy class, who were only too ready to purchase them. We have had the "rise and fall" of the sharp-pointed or so-called needle toe in boots and shoes for the third time in the last century and a half.

The great invention of the stitching machine by Elias Howe, in 1846, caused a complete revolution in the work of sewing leather. The uppers and bottoms of boots and shoes have long been and are to-day stitched together by machinery. Before its introduction it is said that in 1855, 4,515 male and 11,021 female operatives in Lynn produced boots and shoes valued at more than \$4,000,000! And yet even this was only the beginning of better and greater work in this line, and those methods now seem crude compared with the present.

While taking an outing in the country within a radius of twenty miles of Boston the past autumn, I was surprised at the number of very old and tenanted one-story buildings on many of the farms, often erected only a few rods from the main highway and a short distance from the farm residence. They were quite similar in structure, although some were more roomy than others. Each building was provided with a door fronting the road and another in the end toward the farm house and each was lighted by two or three windows. Boards were nailed across the windows, if not the doors. Investigating, I learned that these old buildings were once used as private shoe factories by the farmers and their sons, who had learned the business of making the heavy stogy shoes for the Far Western market, for which they found a ready sale at remunerative prices from the manufacturers and shippers of the better class of goods. Upon enquiry why they were now abandoned, the reply was, "Machinery killed all the hand work."

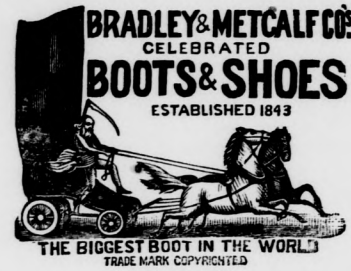
Frank A. Howig.

Woman's Way of Insinuating.

"I see those friends of yours, the Rustlers, have their names in the paper again," said the lady who is interested in social topics.

"Have they, indeed?" responded Miss Cayenne languidly. "I didn't know the delinquent tax list had been published again."

The individual who goes through life with his eyes closed won't have much of a life.



If you buy

Bradley & Metcalf Co. Boots and Shoes

You buy the best made in Milwaukee.



"Gold Seal"
Rubbers

Pure
Para
Rubber

Goodyear Rubber Co.

382 and 384 East Water St.,
Milwaukee, Wis.

W. W. WALLIS, Manager.

Red Cross Protection

Seventeen 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.

IT'S A QUESTION

of success. If you want to be successful in the shoe business you must have shoes that are in themselves a success. We make such shoes. Our Men's, Boys' and Youths', Women's, Misses' and Children's lines made up in various styles and prices will strengthen your business, they will make you successful. Write us for a trial order.

HEROLD-BERTSCH SHOE CO.,

Makers of Shoes, Grand Rapids, Mich.

Department Stores After the Cream of the Trade.

Well, there's trouble come to our town. The announcement has been made that the Central Department Store Syndicate, which has been organized with a capital stock of \$2,000,000, for the purpose of establishing and operating department stores in the one-night-stand towns throughout this and adjoining States, is about to commence operations in Upperville, only thirty miles from here, and will lease one of the biggest buildings in the town and begin to make the small fry take to shallow water.

If there is anything on earth that will make a shoe dealer feel that there is nothing left to live for it is the prospect of bucking up against bankrupt stock sales or department stores.

We thought that we were safe out here in the country villages, but it seems that we were only left until the cities had been supplied.

I don't wonder that it attracts trade. In fact, I go to them myself, sometimes, when I am trading in a retail way in the cities, although I always feel more or less ashamed of myself.

But that is what they are up against in Upperville, and there isn't a dealer in that town who isn't looking for sympathy. The syndicate is to have a building which takes in nearly half of a block and opens on three sides. There are to be, besides the shoe department, which interests our class the most, a dry goods department, a clothing department, a grocery and meat department, a drug department, a shelf hardware department and Heaven knows how many more departments, and business in Upperville is practically on its beam ends.

The funny thing about it is that the ordinary consumer is the last person who ought to desert the regular stores to support the department institutions, but there is something alluring about it, seemingly.

I don't know very much about the lines other than boots and shoes, but I presume that it is about the same with them as it is with us. Now take it in our line. You go into a store with a shoe department, and if you want a lady's fine shoe or slipper or a neat pair of shoes for a man, probably you will find a nice line at tolerably attractive prices; but if you chance to be a farmer, as most of our customers are, ask for a pair of coarse leather boots or a pair of heavy rubber boots, and the salesman will smile politely and state that they are not kept.

Likewise miners' shoes are not kept, or any of the other things that we sell at granulated sugar prices. It is the key to the whole thing. The department store is simply after the cream of the trade in all lines. The managers care not who sells the kip boots if they can sell the fine shoes. Anybody may have the trade on heavy overs at 9 per cent. above cost; they prefer to sell the single-carton cacks and the slippers.

If the department store would sell a full line of everything in every department it would not be a menace. This is merely I. Fitem's opinion, and may be taken at just that weight. As Seabrooke Pasha used to say, "I may be wrang."

Now all this talk of mine doesn't do a bit of good. The department store is undoubtedly a success. It has come to stay. Anything that the disgruntled dealers in special lines may say won't have a particle of effect in turning the

tide. Still, you happy dealers, who sometime may be up against it as the poor fellows up in Upperville are now, may take a little interest in it. We none of us know when the hour cometh.

One thing I'm glad of is that when the lightning struck, it decided to strike in Upperville instead of here, and my sympathies go out to the dealers there who will have to stand by and see their old-established trades filing into the megamonsterthing with its acres of floor, and, with all of their howling, powerless to stop the tide.—I. Fitem in Boots and Shoes Weekly.

No Excuse for Rough Handling.

From the Boot and Shoe Recorder.

"The way in which many shoe buyers handle sample shoes which are shown them is simply shameful," remarked a salesman. "If this pulling, twisting and bending of the shoes enabled the buyer to gain any advantage, I would not say anything about it. But there is no use whatever of this rough handling. It is done, too, by men who should, and undoubtedly do, know better, but who seem to be unable to get out of this destructive habit. I remember that on the first trip which I ever made to sell shoes, I began in New York City. There I called on a large jobbing house and showed up my line. Not only the buyer but several of his clerks gave those shoes of mine such rough handling that most of them were utterly unfit to show to anyone else. I was mad clear through, but of course was obliged to control my feelings. I did manage to ask the buyer if he thought it was right to handle shoes in that way, and if he realized that my line was unfit to show to anyone else. He was obliged to acknowledge that he and his men were in the wrong. That didn't help me, however. I was compelled to send most of the samples back to the factory to be treed and dressed again and forwarded to me later. The shoe buyers haven't improved any in this matter of handling shoes, judging by other experiences which I have had and by the stories repeated by traveling men. One thing which now helps us out, however, is the using of forms, or followers, to hold shoes in shape when they are packed. This prevents to a great extent the rough handling of shoes, and the breaking up of the upper and bottom stock by the outrageous bending and twisting habit of many buyers."

Opening of the Popular Grand Haven Route.

On Monday, April 9, the Grand Haven route was opened between Grand Haven and Milwaukee for the season of 1900. The line comprises the fine passenger steamers, Nyack and Naomi, which, in connection with the fast steambot express of the Detroit, Grand Haven & Milwaukee Railway division of the Grand Trunk Railway, forms the line for the season of 1900. Train service and steamers are about the same as last year. The fast steambot express leaves Grand Rapids at 10 p. m. daily, except Sunday, arriving at Milwaukee at 6:30 a. m. Returning steamer leaves Milwaukee at 9 p. m. daily, except Saturday, connecting with train leaving Grand Haven at 5:45 a. m. and arriving at Grand Rapids at 6:40 a. m. These fast trains have new buffet parlor cars, seats only 25 cents. Tickets and berth reservations can be had at Grand Trunk city office, or at the depot.

C. A. Justin, C. P. & T. A.

Respect the Small Buyer.

Be especially reverent in your treatment of the customer of slender purse. A multi-millionaire requires only one-tenth the respect due to the man or woman who is bound by the law of necessity to buy within a limit, and a tactful avoidance of anything to wound or make forced economy conspicuous meets with instant appreciation, while attempts to force the sale of goods "just a trifle" above the price named by them is resented—and remembered.

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.

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.

Grand Rapids

Bark and

Lumber

Company

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

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

419-421 Michigan Trust Building,
Grand Rapids.

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

HEMLOCK BARK

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



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

Fruits and Produce.

Cold Storage the Only Way to Keep Eggs.

I speak from the standpoint of a practical egg man, with thirty years' experience, having tried all kinds of experiments with eggs, and paid very dearly for some. Being largely interested in eggs and cold storage, and having egg packing points in different parts of the West, I become disgusted when I read about people trying to preserve eggs a long time with coatings of vaseline, paraffine, oils, varnish, salt, ashes, bran, dry lime, and what not. By all these processes the taste of the egg is destroyed, which is a very good reason why they should not be tried, nor even suggested at all, for the country has plenty of bad and tainted eggs, many of which start right from the farm house; then the country storekeeper, huckster and shipper get them, and what the result is later on every egg dealer knows.

There are many persons in the country who produce eggs, but who know nothing of the nature of them. As soon as they read some simple plan on preserving eggs, they start in at once to be speculators, spoil the eggs and then mix them with fresh gatherings, palm them off on the country merchant, and he, in turn, on the shipper, until the trash finally finds its way to the city markets, and causes great trouble and often hard words among egg receivers and dealers. Physicians and the board of health, I think, are not the people who know as much about eggs and their keeping quality as a practical egg man; there is a great difference between theory and actual practical experiments.

Book "larnin'" may be all right, but it won't do everything in the matter of keeping and holding eggs. In my experimenting I have found that all conditions must be met to have perfect, well kept eggs.

In the first place, we want fresh, new-laid eggs, and a clean, tasteless, or odorless package in which to place them, and then a good, clean storage room for them. The proper thing to do in these times is to improve on the plan of holding eggs in cold storage, and use no other system of preserving, not even liming.

I believe in packages that are not made entirely tight and only the standard thirty-dozen case, and square filler. I believe in an egg room without any pipes at all, cold air to drop in the center, and the up-takes to be on each side of the room. I believe in a thirty-degree temperature, and in such a room I tested ten cases of April eggs for just twelve months, and it was surprising. Physicians, cooks and bakers used those eggs, and passed them for fresh, believing them to be so until informed otherwise. Of course, we all know it is uncalled for to keep eggs that long. I am convinced that there is no egg case filler made for storing eggs that will equal the odorless filler. My first experiment was with 500 sets, the next season 12,000 sets, the next season 16,000 sets, and this past year I used over 20,000 for April and May eggs, and our goods have the highest reputation on the Philadelphia, New York, Boston, and even Liverpool and London markets.

These facts may perhaps show you something of which you have not been aware. I am not an engineer or ice machine dealer, but simply a plain egg

man, and for years the chief egg inspector of the Philadelphia Produce Exchange, which position I still hold. I am also a member of the New York Mercantile Exchange.

Jacob F. Miller.

The Hen Makes Clothes.

Information is supplied by the daily papers of the fact that a man in Glasgow, Scotland, has invented a method of spinning threads from albumen obtained from eggs. These threads are said to resemble silk closely, and we learn that they have many qualities not only valuable, but superior. This remarkable invention, therefore, seems likely to widen the industrial scope of the domestic hen. The humble but useful animal already has an output which, if we recall rightly the impressive statistics supplied by Edward Atkinson, surpasses in pecuniary dimension the product of American blast furnaces and perhaps even the net profits of the coastwise carrying trade. But now, while the figures representing the value of her efforts in dollars may not be enlarged, observe in what manner her usefulness is to be expanded and her commercial achievements diversified! No longer will she merely feed us, she will also clothe us. The thrifty farmer, returning egg-laden from the haymow, will consider whether he shall turn his raw material into an omelet or transform it into a Sunday frock for his wife. With eggs at hand, each one of us may choose whether the ultimate outcome of fracture of the shells shall be custard or summer undershirts. We may have fried eggs with our ham if we wish to, but, on the other hand, we may change the material into a necktie or an umbrella. To poach or to weave will be, in the future, the question where eggs become property. Shall we digest or dress? Shall we put them upon our backs or stow them away in our interior departments? Meantime, while further developments from Glasgow are eagerly awaited, strong protest may be made against any attempt on the part of the "money octopus," of which we read so much in the papers, to buy up this great invention and to put it into a trust. The whole human race is entitled to whatever advantages may accrue from the movement to clothe mankind in eggs.

They Were Dead.

A produce dealer who deals in both live and dressed poultry sent to the consignee of his dressed poultry a letter intended for the shipper of the live turkeys as follows: "We regret to advise you that four of the turkeys in your consignment of December—reached here dead. Please make deduction for the same and return corrected account." The poultry man communed with himself and replied thusly: "I am sorry to say that I find it impossible to make concession requested. I have established a rule requiring all customers who desire live dressed turkeys to notify us in advance, so we can send in heated cars. Turkeys without their feathers and insides are liable to catch cold if shipped in the ordinary manner. The mortality among dressed turkeys was very large this year."

Who Was Fooled?

A Missouri man borrowed a neighbor's hen recently on the pretense that he wanted her to set. As soon as he got the hen he broke up the setting habit and got her to laying eggs. In the next six weeks she laid two dozen eggs. These he sold for forty cents a dozen, and with the eighty cents that he got for them he bought the hen. Now, the question arises whether the original owner of the hen was fooled.

Woman's Way.

Mr. Stockjobber—Darling, I am completely ruined. I have only \$200 left out of all my fortune.

Mrs. Stockjobber—Don't worry, dear heart. That will be enough for me to get a divorce with. Where is it?

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.

DO HENS PAY?

Ten Thousand People Trying to Answer This Question.

Nearly ten thousand persons in this country have recently entered a contest the object of which is to answer three apparently very simple little questions. The questions are: Do hens pay? If so, why? and how? The man, woman or child who can answer these three questions and demonstrate the correctness of his answers in the briefest yet completest fashion will on April 1, 1901, be entitled to something like \$500 in gold and may also obtain some of about two thousand special prizes offered by various individuals and firms that have become interested in the contest. The conditions of the contest have been arranged so that the city man who keeps hens in his back yard has an equal chance for first honors with the man who makes his living by raising poultry on a farm. In fact, under the conditions a man with three birds may compete on even terms with the man who owns 3,000, and furthermore a man who loses money on his chickens during the time he is competing may still win the cash and special prizes, providing his system of recording his methods and the results of putting them in operation is better than that of some other man whose benefits have been greater.

The contest is one of a series having to do with the various phases of the farmer's life that have been conducted by the American Agriculturist. A few years ago the proprietors of that paper undertook to collect some statistics that would give an adequate idea of the number of fowls in this country, the number of eggs produced in the course of a year and the value of both fowls and eggs. The figures obtained were rather startling, but there was no reason to doubt their accuracy, for they were the result of statistics sent in by thousands of correspondents in hundreds of different localities and were compiled with the greatest care. The figures showed 383,000,000 fowls in this country in the year 1896; the number of eggs produced, reckoned in dozens, was 1,141,000,000, and the value of it all in dollars was \$343,000,000. These figures showed an increase of about 33 1/2 per cent. over 1890 and of almost 200 per cent. over 1880. At the present time they figure the number of fowls at 500,000,000, which, with their product for the year 1900, represent a total value, it is estimated, of more than \$400,000,000. The figures given for the year 1896 were reached on the basis of an average valuation for chickens of 50 cents each; for turkeys, ducks and geese of \$1 each and for eggs of 12 cents a dozen. Considering the large amount of money invested in breeds of fancy strains throughout the country, which do considerable to bring up the average value of barnyard fowls, together with the relatively higher values of both poultry and eggs in producing regions adjacent to large cities, these figures are regarded as conservative.

For many years the editor of the American Agriculturist has invited correspondence on the subject of poultry raising. The best methods of raising fowls and the easiest ways of making them pay have been discussed at length in the columns of the paper, and of course there have been conflicting opinions. The Western farmers have pointed out methods to their brethren in the East which have caused the Easterners to write humorous letters about the farmers of the West. Then the Western-

ers have said things about their Eastern critics, while the Southern poultry raisers have taken falls out of each. And in the meantime each man has raised his fowls in his own way, satisfied that that particular way was the best. The present contest has grown out of this discussion, and although April 1 was decided upon as the time for the beginning of records, more than 3,000 poultry raisers had entered their names in the contest on March 1. Some idea of the amount of interest taken in the contest can be gathered from the fact that there are now almost 10,000 contestants, and more names are being entered every day. Among them are city and country raisers in every state in the Union, in all parts of Canada, and even in Mexico, Puerto Rico, the Philippines, England and Australia. The greater number of contestants are farmers, but among those who are striving for the prizes are many poultry specialists, who raise fine birds for amusement and with no idea of profit. In speaking of the contest and what led up to it one of the editors of the American Agriculturist said:

Poultry is raised on every farm, on most village homesteads and on countless city lots, to say nothing of city cellars and back yards. So great is the interest in it and so vast the amount of money invested, that we regard the industry as one of the great American industries. Now we have an idea that it pays to raise poultry. But we don't know how profitable it is, and we want to know. Still less is the general knowledge of how to manage poultry, on either a large or a small scale, so as to get the biggest profits with the least trouble and expense. This is a vital problem which we are going to try and solve. We expect that the inducements that we have offered will result in one grand effort on the part of those interested in poultry raising, to find out how much profit there is in the business, and how the profit may be increased. On our part we have headed the prize list with \$500 in gold, and in addition we have set aside \$2,500 for the expense of running the contest and for collating and publishing the result. Hundreds of other prizes have been contributed by individuals and firms. Some are money prizes, but for the most part they are articles of value to persons interested in poultry raising.

The first prize will be awarded for the record that shows most clearly and accurately just how the contestant has managed fowls during one year, the product obtained and how disposed of, the cost of making and marketing such product and the resulting profit or loss. The prize is not for the biggest profit. It is for the most accurate record of methods and results. A report that shows a loss may win over a less carefully kept one that shows a profit. There is no incentive to lie, to misrepresent or to be careless and every reason for a contestant to be absolutely truthful.

We are greatly pleased by the character of the contestants. We made a special effort to get city raisers as well as farmers in and have met with great success. Among the contestants are dozens who raise poultry in the most crowded localities in large cities, others who keep hens in their cellars or back yards and one man who raises his birds in an old horse car that he bought for \$5 and converted into a hen house. When all of these poultry raisers get through telling us their experiences, we will be able to give the world some valuable contributions to poultry literature.

In addition to the \$500 in gold which the contestants are to strive for, there are these other incentives to energy on the part of the poultry raisers: 2,167 prizes of cash, birds, eggs, poultry food, books, subscriptions, etc., valued at \$3,000, and a grand sweepstakes prize of \$200 in gold. The regular prizes are \$100, \$50, \$25, \$15, \$10 and twenty prizes of \$5 each.

J. W. FLEMING, Belding
J. W. FLEMING & CO., Big Rapids

Buyers and Shippers of

EGGS, BUTTER, POULTRY AND PRODUCE

We are prepared to pay the highest market price and guarantee prompt returns.

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.

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FIELD PEAS
FIELD SEEDS

MOSELEY BROS.,

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

ESTABLISHED 1876.

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GENERAL COMMISSION MERCHANT

Wholesale Fruits,
General Produce and Dairy Products.

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Quotations on our market furnished promptly upon application

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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.

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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.

The Meat Market

Some Ways of Getting Solid With Customers.

There is a feature of business—the very important one of holding trade—that is coming into vogue in this city, and one which country butchers have always had to contend with. Now, of course, there are numerous ways of endeavoring to hold trade. The city butcher does it by trying to make himself agreeable to his customers; if the customer happens to be a church-goer the butcher feels it his duty to never miss an opportunity to discuss the latest sermon of Dr. Piecrust, and he must appear to be deeply interested, draw out the customer's opinion of the sermon and then endorse her views unanimously. If the customer prefers the theater to the church he must discuss the latest play. If the customer has a sick child he must ask every day how it is getting along and incidentally advise "lots of beef tea." The country butcher takes another path. His customers are interested in farming, and he needs enquire "how wheat is coming along, etc." There is another thing he needs do, and that is, personally attend the funeral of every deceased customer, and so secure a cinch on the future trade of the remaining members of the family. It is this particular theme on which I wish to write—the funeral going business. Lately it has appeared in this city. I know one up-town butcher who not only attends the funerals of customers who have "gone unto the unknown," but also sends a floral offering. He tells me it pays handsomely. "I'll give you an instance of it," he said to me, smilingly. "A family that once gave me all its trade cut me entirely. Why? Well, you know some of us have a habit of giving a piece of bologna to every child who comes in to make a purchase. I figured up how much that habit cost me, found it was expensive and decided to quit it. The family of which I am speaking had a red-haired, freckle-faced boy who was the terror of the neighborhood. When timid kids saw him coming they hid in the hallways until he had passed and he never came in the market without making himself generally obnoxious. If that boy had got mixed up with a trolley car I don't know that I would have gone into mourning or even had use for a handkerchief; but I didn't dare call him down when he poked his fingers into pieces of meat and helped himself to the bologna, because his family was my best customer and I knew he could carry home anything I said or did to him. I even had to continue giving him bologna. Well, one day I got a new clerk and forgot to tip him about the freckle-faced boy, who always found delight in worrying a new man. I was away and in came the terror. He jollied the clerk, cut off chunks of bologna, threw skewers at the cuckoo clock and chased the cat with a cleaver. The clerk finally threw him out of the shop. For a few days I received no order from the family and began an investigation. It was then that I learned of the encounter between the terror and the clerk. For my own protection I had to discharge the clerk, but I secured as good a position for him elsewhere. Then I went to see the boy's mother. I made apologies; I perjured my soul by speaking of the boy as a young model; I was indignant at the clerk and told how I had fired him. But it was no good. Her 'darling' had been shamefully

treated. I gave it up. Two weeks later word came to me that the terror had died. He choked to death, I believe, while trying to swallow a top. They tried to bring it up, but only succeeded in getting a little bit off the top, and that ended Willie. Now I saw a chance to get in my fine work. I ordered a floral piece that cost me \$10. It was a wreath with a cleaver resting against it, and at the top of the wreath was the word 'Pet.' I calculated that the mother's heart would be softened toward me and that the cleaver would remind her of who sent the piece, in case she failed to look at my business card, which was tied to it. I went to the funeral, accompanied by my whole family, and we looked as sad as anyone there, especially my wife, who hated the boy because he once hit her in the back of the neck with a snowball. But the scheme worked perfectly. Next day the family's trade came back to me and in two weeks I had got back the cost of the floral piece and the coach hire. Since then I have never failed to send floral pieces and to attend a funeral of any customer."

City people always go to extremes, and this butcher has, even in this matter. In the country the butchers go to the funeral, but they don't make the trip expensive. A month ago I attended a funeral in a South Jersey town. The dead man had in life been a farmer, and to reach the cemetery they had to bring his body into the town, pass through it and go out on the opposite side. When we reached the town a butcher's wagon fell in behind the carriages and at the next corner a grocer's wagon joined the procession. We had not gone half a mile before the butcher stopped in front of a house and hurried in with a basket. The funeral procession moved on and it looked as if the butcher would be out at the finish. But suddenly the rattling of a rapidly moving vehicle aroused the mourners. It was the butcher. Once more he was in line. Three times during the journey he stopped to deliver goods and afterward catch up with the tail end of the slowly moving procession. At the grave he presented an odd appearance, attired in a long frock and black gloves. Which shows how differently they do things in the country.—Stroller in Butchers' Advocate.

Eggs and Liquid Air.

According to a student of the business, the egg trade, which has been revolutionized by cold storage, is likely to be still more changed by liquid air refrigeration. Egg shells are permeable in a very great degree. Often it has happened that the ammonia of an ordinary cold storage plant has sent fumes to taint and ruin a whole roomful of cased eggs. Limed eggs also come to taste perceptibly of the pickle. Even dry salt, in which eggs are sometimes packed for keeping, gets mysteriously through the shell and destroys the freshness. Liquid air will make an end of all these things. The worst that can happen from its unskillful use is freezing—which means bursting to eleven eggs in twelve.

At present neither bad eggs nor broken eggs go to waste. Broken fresh eggs, and whole ones merely suspicious, go about equally to the confectioners, the bakers, and the makers of photographic printing paper. The papermakers commonly divide with either the bakers or the tanners, according to the condition of the eggs. If they are reasonably good,

the bakers get the yolks, leaving the whites—almost pure albumen—for the paper men. If the eggs smell to heaven the tanners of fine leather and kid glove-makers come in.

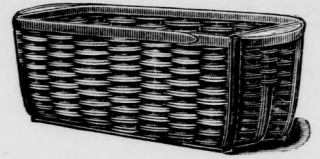
All the finest kid, indeed, is softened and the tanning finished by heating for some time in a bath of egg yolk. The worse the bath smells, the finer and softer will be the kid. Thus it is easy to see that even a very bad egg has value—in the right place. Every big tanning plant which turns out any sort of kid leather has a yearly contract with the egg dealers for so many of their very worst.

Two Uplifters.

"What!" exclaimed the orator, "what two things are helping mankind to get up in the world?"

"The alarm clock and the stepladder," answered the dense person in the rear of the hall.

Balloo Baskets Are Best



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

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

Send for catalogue.

BALLOU BASKET WORKS, Belding, Mich.

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.

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Northrop, Robertson & Carrier,

Manufacturing Pharmacists,

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

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

Gripsack Brigade.

C. C. Jenks (Foote & Jenks) is spending the week among the retail trade of Grand Rapids.

John Fell has engaged to travel for the Lagora-Fee Co., cigar manufacturers of Detroit, covering the trade of Western Michigan. The new arrangement goes into effect May 1.

John E. Morehouse, formerly connected with the drug and grocery house of Morehouse & Co., at North Adams, has entered the employ of Phelps, Brace & Co. as specialty salesman. The territory assigned him is Western Michigan and he will make Grand Rapids his headquarters.

L. M. Mills closed his engagement with Morrisson, Plummer & Co. Saturday evening and started out for the Hazeltine & Perkins Drug Co. Monday morning. The vacancy caused by his retirement will be filled by Irving F. Hopkins, who will cover all the towns north of the D. & M., and by Howard M. Jordan, who will cover the territory south of that line. Mr. Jordan is a new man in this State, having been transplanted from Iowa, where he traveled for the house for several years.

Mrs. Emma L. Allen, Michigan representative for E. W. Gillett, is in a position to furnish conclusive proof that misfortunes never come singly. First, Mr. Allen was seriously ill for several weeks with typhoid fever; then Mrs. Allen slipped on the sidewalk on Monroe street and fractured the bones of one arm; when the bones were sufficiently knitted to warrant her resuming her regular trips on the road, she was seized with an attack of the grip. Providence permitting, she will be on the warpath again next week.

Ludwig Winternitz, who has lately returned from a trip through Mexico in the interest of Fleischmann & Co., writes the Tradesman from Cincinnati that he was accompanied by his wife on his tour of Mexico and that they concluded to regard the trip as their "bridle tour"—which is certainly a horse on Winternitz. Ludwig came over from Bohemia only sixteen years ago and may be pardoned for getting a word wrong occasionally, considering the fact that he possesses a large heart which is always in the right place.

In referring to the death of R. B. Shank, of Lansing, a well-known salesman remarked: "I know only what every traveling salesman knows—that the very mention of the name of Bob Shank sent a little flutter of hope and courage to our hearts, for it both reminded us and promised us the hearty greeting, the courteous attention to what we had to say, the attentive and interested looking over of our samples and the positive assurance of an order if our goods and prices were right—virtues

rare among buyers, who so often refuse even to look or listen. I looked upon Mr. Shank as a sort of gauge on the grocery market, so perfect was his knowledge of values. His personality was to me strikingly like that of Abraham Lincoln—tall, gaunt, in exterior so careless, but, again like Lincoln, bubbling over with true kindness and full of wit and humor."

The Grain Market.

Owing to no session of the grain exchange in Liverpool for three days wheat has not been doing very much. Prices have remained very steady. The visible showed a small decrease, where an increase was expected, and prices were well sustained in spite of all the bear influence that was brought to bear on the market by local shorts and scalpers in grain centers. Exports have been light lately, owing to the scarcity of cars. As lake navigation will now open in a day or two all this will be changed and wheat will move out more freely. Harvest reports from nearly all the foreign exporting countries show more or less crop damage. There is nothing to offset this except the amount of wheat held by the Argentine. Our own crop, so far as winter wheat is concerned, is not going to be very large, three states showing only about one-third to one-half of the regular crop. It is entirely too early to say anything about the spring wheat crop in Minnesota, North and South Dakota. Many farmers will plant flax largely, on account of the high price being paid for that commodity. For this reason wheat will not yield to lower prices. Our exports have been about 30,000,000 bushels less than during the corresponding time last year from July 1, 1899, to the present time. There are still ten weeks to July 1, 1900, when our exports will reach nearly 100,000,000 bushels. Taking the situation as it is, it looks to us as though better prices will prevail.

Corn is hardly as firm as it was last week. That must be expected as it can not go up all the time, especially after a 7c rise. We do not look for much more of a set-back and would not wonder if prices would go to where predicted, 45c in May, especially as the stocks on hand are not large, either in the visible or invisible in farmers' granaries. I think there is less corn than in several years. As there will be no new corn until after at least seven months every one can form his own conclusions.

Oats are strong, owing to a good demand from exporters, as well as domestic dealers. In my opinion they are high enough. I think there will be more oats sown, on account of wheat fields being plowed up, and for this reason oats can not advance.

In rye there is nothing to be said. What little is offered is taken. We look for lower prices in this cereal.

Beans are offered at \$2.05. As the importation of beans has been large, prices cannot be crowded up any more. One dollar is bid for October delivery. The demand for flour can be said to be excellent, locally, domestic and foreign.

In mill feed there is no change to report. Prices remain the same.

Receipts have been very good, being 54 cars of wheat, 19 cars of corn, 11 cars of oats, 1 car of rye, 6 cars of flour, 1 car of barley, 3 cars of hay, 1 car of straw and 4 cars of potatoes.

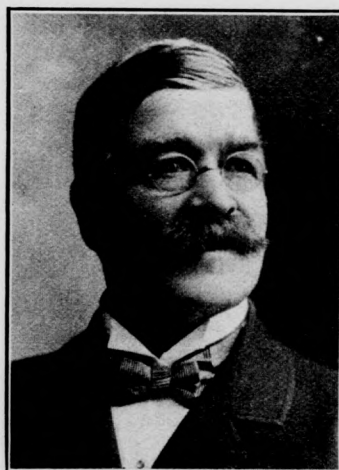
Millers are paying 68c for wheat.

C. G. A. Voigt.

SUCCESSFUL SALESMEN.

F. L. Souter, Representing Walsh-De Roo Milling Co.

Fred L. Souter was born in 1844 in Wingfield Parish, Suffolk county, England, in a cottage a few rods from Wingfield castle, a magnificent old pile built in the early sixteenth century and still in use as a dwelling by the lord of the manor. Mr. Souter was one of a family of ten children. His father, a foreman on the Wingfield estate, emigrated with his family to America in 1852, landing at Quebec. The ocean voyage was made in the bark Helen, which was employed in shipping lumber to England and in bringing back emigrants on the return trip. Three weeks were spent on the ocean and three weeks the ship was beating about in the Gulf of St. Lawrence. At Quebec the family took passage on a steamer for Hamilton, Canada. An incident happened at Montreal which nearly made this sketch unnecessary. While



the boat was lying at the wharf, in the rush and confusion of landing Mr. Souter either fell or was pushed overboard into the river. He was not missed by his family until he was brought back to the boat by a bystander who had rescued him as he was floating down the swift current several yards below the steamer. He was quickly resuscitated and returned to his happy parents, (Mr. Souter states that this must account for his aversion to water). At Hamilton teams were hired to take them to their destination at Simcoe, in Norfolk county, Ontario, a distance of seventy-five miles. His father and oldest brother soon obtained employment on a farm. Being poor, the entire family, old and young, were compelled to work, and all the schooling Mr. Souter received was three months each winter until he was 15 years of age. His father leased a farm the third year after his arrival in Canada, which afforded employment to all the family who were able to assist. At the age of 17 he hired out to learn the wagonmaker's trade, spending two years at the business. He then worked in a sawmill on Otter Creek, Ont., beginning as tail Sawyer. In about two years he had worked his way up to the position of manager of the mill. In October, 1865, he came to Michigan, locating at Holland, where he still lives. He purchased a small piece of wild land of 40 acres and set about clearing and improving it for a home. He worked at all kinds of farm work and in the woods, making railroad ties, peeling bark, hewing square timber, cutting cord_wood and saw logs; in fact, he

says if there is any kind of hard work of which he has not done his share, he is willing to take a day off and finish up the job. He became a citizen of the United States as soon as the law permitted. He held the office of justice of the peace for ten years and was elected township drain commissioner two terms and county drain commissioner two years. He dealt in fruit trees quite extensively for about four years. In 1887 he was employed by the Werkman Manufacturing Co., of Holland, selling chamber furniture in portions of Michigan, Indiana, Illinois, Wisconsin, Iowa and Minnesota. Two years later he accepted a position with the Walsh-DeRoo Milling Co. and has traveled for this company continuously ever since, with the exception of a vacation of about two weeks each year. Last year he was sent South by the corporation to introduce its Sunlight, Daisy and Snow White brands of flour to the retail trade of the Southern States, his Michigan territory being covered in his absence by D. C. Gilmore, of Holland. While South and in making a trip by the steamer Newburn on Pamlico Sound, a few miles south of stormy Cape Hatteras, the boat was caught in one of those ugly squalls common to that region. About 3 o'clock in the afternoon the boat was suddenly enveloped in a cloud so dense that it was impossible to see across the deck. The wind, lightning and thunder were terrific, and just as Mr. Souter began to think of his "Now I lay me," the boat righted and the cloud passed by. The captain asserted that it was the worst storm he had encountered during his career of seventeen years as a sailor on the sound. Early in July of last year he returned to Michigan and took up his old route, which includes nearly all the available towns in the western portion of the State.

Mr. Souter is a steady-going sort of a man and enjoys a steadily increasing trade. He is credited with the possession of an unusual amount of patience and persistence, which frequently enables him to win a customer where less persistent men fail to accomplish their purpose. He is an exceedingly good story teller and, unlike most good story tellers, he is a good listener as well. He is not much of a "jiner," and has never joined any religious organization except the church at large.

Having Fun With An Echo.

From the Washington Post.

The mischievous pages of the House have discovered a new trick of the echoes in Statuary Hall. They play it upon the tourists by the score and upon pretentious statesmen occasionally, when they can do so without discovery.

There is a certain spot, near the beaten path of travel from the central doorway of the House toward the Senate, where this peculiar echo is effective. If any coin or metal object is dropped on the marble step between the telegraph office and the reception room it sounds to one passing the particular spot in question as though the object were dropping immediately at his feet. A boy with a dime or a nickel is able to have all sorts of fun by waiting until some one passes the point. Even the Senate pages skip away from their work to visit the boys on the other side and play with the echo.

Will Keep Hotel Like Sheldon.

Westerville, Ohio, April 16—Simeon Chapman, proprietor of the Hotel Holmes, authorizes the statement that the Rev. R. E. Erhart, Claysville, Pa., who has been a guest at the Holmes Hotel for several days past, will take charge of the hotel during next week and run it as Sheldon would run it.

Drugs--Chemicals

Michigan State Board of Pharmacy

Name	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.

How to Run a Five-Cent Fountain.

Before one commences to sell an ice cream soda, an egg drink, or, in fact, any drink which is commonly sold for 10 cents for 5 cents, one must take a look at his situation, ask and answer the question, "Can I increase my trade three times by this method?" If you do not think that you can, then you had best keep on as you are.

Occasionally, one is driven to this course by some one else going into this line. In such a case, where you feel that you must come down to 5 cents or lose your trade, then I say your one course is to make your plans to have everything a little better than your neighbor who has caused the trouble.

If you are in a city where every one gets 10 cents for ice cream soda, and you are getting your fair share of the trade, then I advise that you make no change in the price of your drink, but if you must make any change, make it in the quality of your goods, for by this method you can increase your sales and your profit much more rapidly.

One of the most common errors is that when you put your drinks down to a 5 cent basis, you will not have to be as particular in regard to what you serve as how you serve it. This is not true, if you have madh up your mind to this course. Then, the next thing to do is to look out for a man of experience in whom you can place every confidence, to work for your interest, and then give him absolute charge of everything and give him a chance. I say this, because I know that no matter how many years a man has been an owner of a fountain, unless he has personally stood behind the counter he does not know where the waste is or how to stop it as does an experienced man.

There is at nearly all fountains more or less useless waste of material; by this I do not mean that things are exactly thrown away, but much is lost that might under proper management be saved. Much is lost by putting too much syrup in drinks, etc. Such losses must be reduced to minimum if we are to make our fountain pay on the five cent basis. One must also beware of false economy, for much is lost in the way of trade by an attempt at economy in small things.

Help is a question that requires skill, and unless you are an expert dispenser yourself, the first thing is to find a manager and let him hire such assistants as are necessary.

Next to your manager your syrup man must be thorough and careful, and one you can trust to give you each time the same quality of syrup.

The number of dispensers you have must depend much upon the amount of business that you can do. Two are as few as any man can use on a profitable five cent trade. If you can not secure enough trade to at times keep at least two men busy, you can never hope to make the business pay you on that basis.

The question is often asked, "Can't I use a little cheaper grade of goods at a lower price?" I say and say it emphatically, "No." On the 5 cent basis you must use a little better, if anything. The gains must come from a much increased trade, and not from a small reduction of expenses. Could you decrease your expenses even one-half you would gain very little profit. Give the best,

be satisfied with a small margin and use judicious advertising, and I will warrant that you will never be wanting for lack of good trade and a good profit.

If one is putting in a new fountain for the purpose of reaching after the bulk of trade, be sure and have as much counter space as you can. Have room enough behind the counter to have two or three men work with ease. You may think this unnecessary at this time, but if you do the business that you must to make the five-cent business a success, you will need the space.

Pure cream of a fair quality and at any rate pure can be secured for about 60c per gal. Some may possibly have to pay as high as 80c, and in some places even more. If you can't secure a fair grade of cream at the above prices, there are numerous formulas for making ice cream from part cream and part milk, using gelatin, and you can easily produce a good cream at the figures I am about to give. When you can it is best to use the pure cream.

Now our cream will cost, for say $\frac{3}{4}$ to 4 gals. of ice cream, \$1.20 for 2 gallons of cream; 12 cents for 2 pounds of sugar; 10 cents for 1 ounce of a good (\$12 per gallon) vanilla; 13 cents for $\frac{1}{2}$ dozen eggs at an average price of 25 cents per dozen. We will count ice, salt, etc., for freezing and packing at 45 cents and our cream has cost us \$2. If frozen by power we should have 4 gallons, but to be sure of our figures we will call it $\frac{3}{4}$.

How much can we afford to give with a glass of soda? I suggest that a scoop holding 2 ounces be used. This gives us when even full just 16 glasses to a quart, but one always gives a little more and so can hardly figure more than 12 to the quart. At this rate we secure 168 glasses for \$2, or at an average of 11-5 cents per glass. If you are careful not to give more than your measure even full, you can secure 200 glasses for the \$2, making the cost but 1 cent a glass.

The question of syrup now comes up before us; many dollars are lost annually by wasting of syrups. To a 12 ounce glass 1 ounce of syrup is sufficient for an ice cream soda, and when fruits are to be added $\frac{1}{2}$ ounce is enough. The syrup when made from the finest of fruit stocks will cost us about as follows: 1 quart good stock, 60 cents; 3 quarts of syrup, 30 cents; foam, coloring, acid, etc., not over 10 cents, or \$1 per gallon. If then we use 1 ounce to a glass, we have 128 glasses for \$1, or just about $\frac{3}{4}$ of a cent a glass. If we are to add, say 1 ounce of crushed fruit of the finest kind, the cost will be about 1 cent. When fresh fruits are in the market and you prepare your own, the cost will be much less, but I want to give the most expensive figures. We now have the figures, let us see what our drink will cost us: Ice cream, .01 1-5; syrup, $\frac{1}{2}$ ounce, .00 $\frac{3}{8}$; fruit, .01; soda, .00 1-10; total, .02-27-40, or a little less than .02 $\frac{3}{4}$ cents per glass.

A vanilla ice cream soda can be produced for the following: Ice cream, 1 1-5 cents; soda and syrup, 3-5 cents, or 1 4-5 cents.

We see from this that if your fountain is properly managed and you have no great losses to contend with, you can make from $\frac{2}{4}$ to 3 cents on every glass of ice cream soda that you draw at 5 cents. One should, however, to make the fountain pay, take in at least \$50 a day in the summer months. This means 1,000 drinks at a profit of \$30 over the cost of materials. You will need at least two dispensers, one head or manager and one under man, which expense will be about \$5 per day.

Unless one can bring his business up to this point, I hardly think that it will pay to go in for a 5 cent business. If you can and have a good man to run your fountain and look out for your interests, you will succeed.

There is not much money in an egg drink at 5 cents at some seasons, at others there is a fair profit. You can figure your syrup and soda to cost you 1 cent, your egg from 1 to 3 cents, according to your location and the season of the year. When you can secure your egg at 2 cents, you can make a fair

margin, and by having an expert make it you can gain considerable reputation in this line.

Lemonades are a problem that takes much time and thought to give a good article and still make money. Lemons in some sections reach as high as 3 cents each, but, as a rule, 2 cents can be figured as an average, and at times they reach even as low as $1\frac{1}{4}$ cents. It is an easy matter when a lemon costs but 2 cents or less to make lemonades at a good profit, but when they reach over that price one must be careful. A 12 ounce lemonade can be made from a half of a lemon, with very good results, if care is taken to purchase good juicy lemons.

We must push ahead and try to get people to drink plain cream soda. To do this put out an article that is simply fine; it is poor policy to say make all you can on a plain drink, rather see how little you can make so long as you do not waste material. When making a plain cream soda, do not simply put in a dash of the cream, put in half an ounce. Made in this way many prefer it to ice cream soda, and you are making a good profit.

The same is true of phosphates and fancy drinks, many of which do not cost nearly as much as an ice cream soda, and may, by the addition of a little ice shaved very fine, and a slice of lemon or orange dropped on, be made to take the eye and sell well. These are things you must look to. To be sure it takes more time to do all these little things, but one extra man costs but little; it is a great deal better to have too much than too little help at your fountain.

Among other things, frozen phosphates and fruit glaces, etc., afford a large margin of profit, and with the proper machinery are very easy to make; the only thing is that they take time.

Revive the old-time milk shake. There is a good margin in them, and the things to push are the things that offer the large profits. They take time, but if you have enough help, this will not count, as they will always have plenty of time.

Mineral waters is a part of the business that it is well to push; it is the one thing on which you can make a large percentage and serve with ease, but care must be taken in preparing your waters to have them good and never let them get old; better lose part of a tank now and then than to serve a poor article.

Never put up a dose of medicine for any one for less than 10 cents. It is worth that much to run around the store and put up a dose of any kind.

I have always gone to market every day and purchased my own supply of berries and fruit. By so doing I saved many a hard-earned dollar. Every care must be taken to secure the best at the lowest price.

I have made the statement that a man who takes in \$50 a day should have \$25 profit after paying for goods and help. A vast difference there is, to be sure, in the running expenses of a store and fountain, but a man doing \$50 a day will have tied up in a fountain, \$2,000; in sundries, \$500. The interest and wear and tear on the fountain will be say, \$250; ice at \$200; coat and towel supply, another \$150; now suppose we call the rent of the fountain at \$600, we have a yearly running expense of \$1,200, or \$100 per month; we are taking in \$25 a day profit, or \$750 per month, which gives us a balance of \$650 of profit. From this we will take \$150 to cover any possible deficit and this leaves us \$500 clear, and if we can average this for six months we are all right, even if we only make expenses during the balance of the year.

Many will think this an impossibility, but if your fountain is properly managed there is no reason why you should not succeed as well as others.

When you are ready for business be sure and let the people know it. Don't be afraid to advertise, for it will pay you.

E. F. White.

The Drug Market.

Opium—Is firm at the advanced price. Prices are now steady, both in primary markets and in this country. The reported damage to crop was not as great as it was reported.

Morphine—Notwithstanding the advance of 15c in opium, morphine has had two declines of 10c per ounce. It is understood that the decline is on account of the placing on the market of another brand of morphine. Competition is quite sharp between manufacturers.

Quinine—Is quiet but firm. At the bark sale in London 5 per cent. better prices were obtained. Higher prices are looked for.

Cocaine—Has been advanced 25c per ounce. This did not surprise the trade, as prices have been too low.

Cod Liver Oil—From reports received from the primary markets the oil is being sold at less than cost of importation. Higher prices will rule.

Glycerine—Crude continues very firm and scarce. Refined is as yet unchanged.

Grains of Paradise—Are very scarce and have been again advanced.

Linseed Oil—Is firm at the advance noted last week. Continued high market for seed and stocks, being controlled, will probably keep oil up for some time.

Stomach of Less Importance Nowadays.

From the Lancet.
Large portions of the stomach may be excised, or even the whole may be removed, with no very great mortality, and in successful cases with wonderfully little effect on the patient's digestion. The stomach hardly occupies in our present opinion so important a place in digestion as it formerly held. We know that it is rather a preparer for the exercise of the digestive powers of the pancreas than an active digestive agent itself and that one of its functions is to render innocuous many of the micro-organisms which enter with the food. So that we can understand to some extent the small amount of interference with digestion produced by even considerable resections of the stomach.

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.

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

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

FLAVORING EXTRACTS AND DRUGGISTS' SUNDRIES

WHOLESALE PRICE CURRENT.

Advanced—	Declined—				
Acidum					
Aceticum	60¢	8	Conium Mac.	50¢	60
Benzoic, German	70¢	75	Copaiba	1 15¢	1 25
Boric	16	40	Cubeba	90¢	1 00
Carbolicum	37¢	40	Exechthitos	1 00¢	1 10
Citricum	45¢	48	Erigeron	1 00¢	1 10
Hydrochlor.	35¢	5	Gaultheria	2 00¢	2 10
Nitrosum	85¢	5	Geranium, ounce	60	75
Oxalic	12¢	14	Gossippi, Sem. gal.	50¢	60
Phosphorium, dil.	13¢	15	Hedonea	1 65¢	1 70
Salicylicum	65¢	70	Junipera	1 50¢	2 00
Sulphuricum	13¢	15	Lavendula	90¢	2 00
Tannicum	90¢	1 00	Limonis	1 35¢	1 45
Tartaricum	38¢	40	Mentha Piper	1 25¢	2 00
Ammonia					
Aqua, 16 deg.	4¢	6	Mentha Virid.	1 50¢	1 60
Aqua, 20 deg.	6¢	8	Morrhuae, gal.	20¢	1 25
Carbonas	13¢	15	Myrcia	4 00¢	4 50
Chloridum	12¢	14	Olive	75¢	3 00
Aniline					
Black	2 00¢	2 25	Pieis Liquida, gal.	10¢	12
Brown	80¢	1 00	Ricina	1 00¢	1 08
Red	45¢	50	Rosmarini	1 00¢	1 00
Yellow	2 50¢	3 00	Rosae, ounce	6 50¢	8 50
Bacca					
Cubeba, po. 15	12¢	14	Succini	40¢	45
Juniperus	6¢	8	Sabina	90¢	1 00
Xanthoxylum	75¢	80	Santal	2 75¢	7 00
Balsamum					
Copalba	50¢	55	Sassafras	50¢	55
Peru	1 85	45	Sinapis, ess., ounce	65	65
Terabin, Canada	40¢	45	Tigli	1 50¢	1 60
Tolutan	40¢	45	Thyme	40¢	50
Cortex					
Abies, Canadian	18	18	Thymoe, opt.	60	60
Cassia	12	12	Theobromas	15¢	20
Cinchona Flava	18	18	Potassium		
Euonymus atropurp.	30	30	Bi-Carb.	15¢	18
Myrica Cerifera, po.	20	20	Bichromate	13¢	15
Prunus Virgin.	12	12	Bromide	52¢	57
Quillaja, gr'd.	12	12	Carb.	12¢	15
Sassafras, po. 18	15	15	Chlorate, po. 17 7 19	16¢	18
Ulmus, po. 15, gr'd	15	15	Cyanide	35¢	40
Extractum					
Glycerrhiza Glabra	24¢	25	Iodide	2 65¢	2 75
Glycerrhiza, po.	28¢	30	Potassa, Bitart, pure	28¢	30
Haematox, 15 lb. box	11¢	12	Potassa, Bitart, com.	70	10
Haematox, 1s.	13¢	14	Potass Nitras, opt.	70	10
Haematox, 1/2s.	14¢	15	Potass Nitras	23¢	26
Haematox, 1/4s.	16¢	17	Prussiate	23¢	26
Ferru					
Carbonate Precip.	15	15	Sulphate, po. 15	15¢	18
Citrate and Quinia	2 25	25	Gentiana	12¢	15
Citrate Soluble	75	75	Glycerrhiza, pv. 15	16¢	18
Ferrocyanidum Sol.	40	40	Hydrastis Canaden.	60	75
Solut. Chloride	15	15	Hydrastis Can., po.	12¢	15
Sulphate, com'l.	2	2	Hellebore, Alba, po.	15¢	20
Sulphate, com'l, by	80	80	Ipecac, po.	4 25¢	4 35
Sulphate, pure	7	7	Iris plox., po. 35¢/38	35¢	40
Flora					
Arnica	14¢	16	Jalapa, pr.	25¢	30
Anthemis	22¢	25	Maranta, 1/4s.	30	35
Matricaria	30¢	35	Podophyllum, po.	22¢	25
Folia					
Barosma	38¢	40	Rhei, cut.	75¢	1 00
Cassia Acutifol, Tin-	20¢	25	Rhei, pv.	75¢	1 35
nevelly	25¢	30	Spigelia	35¢	38
Cassia, Acutifol, AIX.	25¢	30	Sanguinaria, po. 15	40¢	45
Salvia officinalis, 1/4s	12¢	20	Serpentaria	40¢	45
and 1/2s.	8¢	10	Senega	60¢	65
Uva Ursi	8¢	10	Smilax, officinalis H.	40	40
Gummi					
Acacia, 1st picked	65	65	Smilax, M.	25	25
Acacia, 2d picked	45	45	Seille	10¢	12
Acacia, 3d picked	28	28	Synplocarpus, Foeti-	25	25
Acacia, sifted sorts.	45¢	65	cus, po.	25	25
Aloe, Barb. po. 15¢/20	12¢	14	Valeriana, Eng. po. 30	15¢	20
Aloe, Cape, po. 15	6¢	12	Valeriana, German.	15¢	20
Aloe, Socotri, po. 40	30	30	Zingiber a.	12¢	16
Ammoniac.	55¢	60	Zingiber j.	25¢	27
Assafoetida, po. 30	28¢	30	Semen		
Benzoinum	50¢	55	Anisum, po. 15	12	12
Catechu, 1s.	65	69	Apium (graveleons)	13¢	15
Catechu, 1/2s.	65	69	Bird, is.	4¢	6
Catechu, 1/4s.	65	69	Carul, po. 18	11¢	12
Camphore	65¢	69	Cardamom.	1 25¢	1 75
Euphorbium, po. 35	60	60	Coriand.	8¢	10
Gabatum	65¢	70	Cannabis Sativa	45¢	5
Gambore, com'l, po	65¢	70	Cydonium	75¢	1 00
Guaiaacum, po. 25	60	60	Chenopodium	10¢	12
Kino, po. \$1.25	60	60	Dipterix Odorate.	1 00¢	1 10
Mastic	60	60	Feniculum	70	9
Myrrh, po. 45	40	40	Foenugreek, po.	70	9
Opii, po. 4.60¢/4.90	50¢	3 60	Lini	3 1/2¢	4 1/2
Shellac	25¢	35	Lini, gr'd.	40¢	4 1/2
Shellac, bleached.	40¢	45	Lobelia	35¢	40
Tragacanth	50¢	80	Phariaris Canarian.	45¢	5
Herba					
Absinthium, oz. pkg	25	25	Rapa	45¢	5
Eupatorium, oz. pkg	20	20	Sinapis Alba	16¢	10
Lobelia, oz. pkg	25	25	Sinapis Nigra	11¢	12
Majorum, oz. pkg	28	28	Spiritus		
Mentha Vir. oz. pkg	23	23	Frustrum, W. D. Co.	2 00¢	2 50
Rue, oz. pkg	39	39	Frustrum, D. F. R.	2 00¢	2 25
Tanaacetum V. oz. pkg	22	22	Frustrum	1 25¢	1 50
Thymus, V. oz. pkg	25	25	Juniperis Co. O. T.	1 65¢	2 00
Magnesia					
Calcined, Pat.	55¢	60	Juniperis Co.	1 75¢	3 50
Carbonate, Pat.	18¢	20	Saacharum N. E.	1 90¢	2 10
Carbonate, K. & M.	18¢	20	Spt. Vini Galli.	1 75¢	6 50
Carbonate, Jennings	18¢	20	Vini Operto.	1 25¢	2 00
Oleum					
Absinthium	6 50¢	6 75	Vini Alba	1 25¢	2 00
Amygdale, Dulc.	30¢	50	Sponges		
Amygdale, Amare.	8 00¢	8 25	Florida sheeps' wool	2 50¢	2 75
Anisi	1 80¢	1 90	Nassau sheeps' wool	2 50¢	2 75
Aurant Cortex	2 25¢	2 30	carriage	2 50¢	2 75
Bergamii	2 40¢	2 60	Velvet extra sheeps'	1 50	1 50
Caajputi	80¢	85	wool, carriage	1 25	1 25
Caryophylli	80¢	85	wool, carriage	1 00	1 00
Cedar	35¢	45	Grass sheeps' wool,	75	75
Chenopadii	2 75	2 75	carriage	1 40	1 40
Cinnamonil	1 15¢	1 25	Hard, for slate use.	1 40	1 40
Citronella	35¢	40	Yellow Reef, for	1 40	1 40
Syrups					
Acacia	50	50	Acacia	50	50
Aurant Cortex	2 25	2 30	Aurant Cortex	50	50
Zingiber	60	60	Ipecac.	50	50
Ferri Iod.	50	50	Rhei Arom.	50	50
Rhei Arom.	50	50	Smilax Officinalis.	50	50
Seille	50	50	Senega	50	50
Tinctures					
Aconitum Napellis R	60	60	Seille Co.	50	50
Aconitum Napellis F	50	50	Tolutan	50	50
Aloes	60	60	Prunus virg.	50	50
Aloes and Myrrh.	60	60	Tinctures		
Assafoetida	50	50	Aconitum Napellis R	60	60
Aurantia Belladonna.	60	60	Aconitum Napellis F	50	50
Aurant Cortex	60	60	Aloes	60	60
Benzoin	60	60	Aloes and Myrrh.	60	60
Benzoin Co.	60	60	Assafoetida	50	50
Barosma	50	50	Aurantia Belladonna.	60	60
Cantharides	75	75	Aurant Cortex	60	60
Capsicum	75	75	Benzoin	60	60
Cardamom	75	75	Benzoin Co.	60	60
Cardamom Co.	75	75	Barosma	50	50
Castor	1 00	1 00	Cantharides	75	75
Catechu	50	50	Capsicum	75	75
Cinchona	50	50	Cardamom	75	75
Cinchona Co.	50	50	Cardamom Co.	75	75
Columba	50	50	Castor	1 00	1 00
Cubeba	50	50	Catechu	50	50
Cubeba	50	50	Cinchona	50	50
Cassia Acutifol.	50	50	Cinchona Co.	50	50
Cassia Acutifol Co.	50	50	Columba	50	50
Digitalis	50	50	Cubeba	50	50
Errot	50	50	Cubeba	50	50
Ferri Chloridum	35	35	Cassia Acutifol.	50	50
Gentian	50	50	Cassia Acutifol Co.	50	50
Gentian Co.	60	60	Digitalis	50	50
Guaiaca	50	50	Errot	50	50
Guaiaca Amom.	50	50	Ferri Chloridum	35	35
Hyoscyamus	50	50	Gentian	50	50
Iodine	75	75	Gentian Co.	60	60
Iodine, colorless.	75	75	Guaiaca	50	50
Kino	50	50	Guaiaca Amom.	50	50
Lobelia	50	50	Hyoscyamus	50	50
Myrrh	50	50	Iodine	75	75
Nux Vomica	50	50	Iodine, colorless.	75	75
Opii	75	75	Kino	50	50
Opii, compound.	50	50	Lobelia	50	50
Opii, deodorized.	1 50	1 50	Myrrh	50	50
Quassia	50	50	Nux Vomica	50	50
Rhatany	50	50	Opii	75	75
Sanguinaria	50	50	Opii, compound.	50	50
Sanguinaria	50	50	Opii, deodorized.	1 50	1 50
Stromonium	50	50	Quassia	50	50
Tolutan	60	60	Rhatany	50	50
Tolutan	50	50	Sanguinaria	50	50
Veratrum	50	50	Sanguinaria	50	50
Veratrum Veride	50	50	Stromonium	50	50
Zingiber	50	50	Tolutan	60	60
Miscellaneous					
Ether, Spts. Nit. F	30¢	35	Ether, Spts. Nit. F	30¢	35
Ether, Spts. Nit. 4 F	34¢	38	Alumen	2 1/2¢	3
Alumen	2 1/2¢	3	Alumen, gro'd., po. 7	30¢	4
Alumen, gro'd., po. 7	30¢	4	Annatto.	40¢	50
Annatto.	40¢	50	Antimoni, po.	40¢	5
Antimoni, po.	40¢	5	Antimoni et Potass T	40¢	50
Antimoni et Potass T	40¢	50	Antyryn	60	25
Antyryn	60	25	Antifebrin	60	20
Antifebrin	60	20	Argenti Nitras, oz.	48	48
Argenti Nitras, oz.	48	48	Arsenicum	10¢	12
Arsenicum	10¢	12	Balm Gilead Buds.	38¢	40
Balm Gilead Buds.	38¢	40	Bismuth S. N.	1 50¢	1 60
Bismuth S. N.	1 50¢	1 60	Calcium Chlor., 1s.	9	9
Calcium Chlor., 1s.	9	9	Calcium Chlor., 1/4s.	10	10
Calcium Chlor., 1/4s.	10	10	Calcium Chlor., 1/2s.	12	12
Calcium Chlor., 1/2s.	12	12	Cantharides, Rus. po	75	75
Cantharides, Rus. po	75	75	Capsici Fructus, af.	15	15
Capsici Fructus, af.	15	15	Capsici Fructus B, po	15	15
Capsici Fructus B, po	15	15	Caryophyllus, po. 15	12¢	14
Caryophyllus, po. 15	12¢	14	Carmine, No. 40	3 00	3 00
Carmine, No. 40	3 00	3 00	Cera Alba	50¢	55
Cera Alba	50¢	55	Cera Flava	40¢	42
Cera Flava	40¢	42	Cocculus	40¢	40
Cocculus	40¢	40	Cassia Fructus.	35	35
Cassia Fructus.	35	35	Centraria	10	10
Centraria					

GROCERY PRICE CURRENT.

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

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



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

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

JAXON	
1/4 lb. cans, 4 doz. case.	45
1/2 lb. cans, 4 doz. case.	85
1 lb. cans, 2 doz. case.	1 60
Queen Flake	
3 oz., 6 doz. case.	2 70
6 oz., 4 doz. case.	3 20
9 oz., 4 doz. case.	4 80
1 lb., 2 doz. case.	4 00
5 lb., 1 doz. case.	9 00

BATH BRICK	
American	70
English	80

BLUING	
CONDENSED PEARL BLUING	
Small 3 doz.	40
Large, 2 doz.	75
Arctic, 4 oz. per gross.	4 00
Arctic, 8 oz. per gross.	6 00
Arctic, pints, per gross.	9 00

BROOMS	
No. 1 Carpet	3 00
No. 2 Carpet	2 75
No. 3 Carpet	2 50
No. 4 Carpet	2 05
Parlor Gem	2 75
Common Whisk	95
Fancy Whisk	1 25
Warehouse	3 75

CANDLES	
Electric Light, ss.	12
Electric Light, 16s.	12 1/2
Paraffine, 6s.	11 1/2
Paraffine, 12s.	12 1/2
Wicking	20

CANNED GOODS	
Apples	
3 lb. Standards	90
Gallons, standards	2 65
Beans	
Baked	75@1 30
Red Kidney	75@
String	80
Wax	85
Blackberries	
Standards	75
Blueberries	
Standard	85
Cherries	
Red Standards	85
White	1 15
Clams	
Little Neck, 1 lb.	1 10
Corn	
Fair	75
Good	80
Fancy	95
Hominy	
Standard	85

LOBSTER	
Star, 1/2 lb.	1 85
Star, 1 lb.	3 10
Picnic Tails	2 25
Sardines	
Mustard, 1 lb.	1 75
Mustard, 2 lb.	2 80
Soused, 1 lb.	1 75
Soused, 2 lb.	2 80
Tomato, 1 lb.	1 75
Tomato, 2 lb.	2 80
Mushrooms	
Hotels	18@20
Buttons	22@25
Oysters	
Cove, 1 lb.	95
Cove, 2 lb.	1 70
Peaches	
Pie	
Yellow	1 65@1 85
Pears	
Standard	70
Fancy	80
Peas	
Marrowfat	1 00
Early June	1 00
Early June Sifted	1 60
Pineapple	
Grated	1 25@2 75
Sliced	1 35@2 25
Pumpkin	
Fair	65
Good	75
Fancy	85
Raspberries	
Standard	90
Salmon	
Red Alaska	1 35
Pink Alaska	95
Sardines	
Domestic, 1/2 s.	@4
Domestic, Mustard	@8
French	8@22
Strawberries	
Standard	85
Fancy	1 25
Succotash	
Fair	90
Good	1 00
Fancy	1 20
Tomatoes	
Fair	80
Good	90
Fancy	1 15
Gallons	2 35
CATSUP	
Columbia, pints	2 00
Columbia, 1/2 pints	1 25
CHEESE	
Acme	@12 1/2
Amboy	@12
Elsie	@15
Emblem	@12
Gem	@13
Gold Medal	@12
Ideal	@12
Jersey	@13
Riverside	@12 1/2
Brick	@12
Edam	@90
Leiden	@17
Limburger	@13
Pineapple	50 @75
Sap Sago	@18
CHICORY	
Bulk	5
Red	7
CHOCOLATE	
Walter Baker & Co.'s	
German Sweet	23
Premium	35
Breakfast Cocoa	46
Runkel Bros.	
Vienna Sweet	21
Ideal	21
Vanilla	28
Premium	31
H. O. Wilbur & Sons.	
Capital Sweet	21
Imperial Sweet	22
Nelson's Premium	25
Sweet Clover, 1/4s.	25
Sweet Clover, 1/2s.	27
Premium Baking	33
Double Vanilla	40
Triple Vanilla	50
COCOA	
Webb	30
Cleveland	41
Epps	42
Van Houten, 1/4s.	12
Van Houten, 1/2s.	20
Van Houten, 1s.	40
Van Houten, 1/4s.	72
Colonial, 1/4s.	35
Colonial, 1/2s.	33
Huyler	45
Wilbur, 1/4s.	41
Wilbur, 1/2s.	42
COCOA SHELLS	
20 lb. bags	2 1/2
Less quantity	3
Pound packages	4
CLOTHES LINES	
Cotton, 40 ft. per doz.	1 00
Cotton, 50 ft. per doz.	1 20
Cotton, 60 ft. per doz.	1 40
Cotton, 70 ft. per doz.	1 60
Cotton, 80 ft. per doz.	1 80
Cotton, 90 ft. per doz.	2 00
Jute, 60 ft. per doz.	80
Jute, 72 ft. per doz.	95

CIGARS	
The Bradley Cigar Co.'s Brands	
Advance	\$35 00
Bradley	35 00
Clear Havana Puffs	22 00
"W. H. B."	55 00
"W. H. B."	55 00
H. & P. Drug Co.'s brands	
Fortune Teller	35 00
Our Manager	35 00
Quintette	35 00
G. J. Johnson Cigar Co.'s brand	
S. C. W.	35 00
Phelps, Brace & Co.'s Brands	
Royal Tigers	55@ 80 00
Royal Tigarettes	35
Vincente Portomondo	35@ 70 00
Ruhe Bros. Co.	25@ 70 00
Hilson Co.	35@110 00
T. J. Dunn & Co.	35@ 70 00
McCoy & Co.	35@ 70 00
The Collins Cigar Co.	10@ 35 00
Brown Bros.	15@ 70 00
Bernard Stahl Co.	35@ 90 00
Banner Cigar Co.	10@ 35 00
Seidenberg & Co.	55@125 00
Fulton Cigar Co.	10@ 35 00
A. B. Ballard & Co.	35@175 00
E. M. Schwarz & Co.	35@110 00
San Telmo	35@ 70 00
Havana Cigar Co.	15@ 35 00
C. Costello & Co.	35@ 70 00
LaGora-Fee Co.	35@ 70 00
S. I. Davis & Co.	35@185 00
Hene & Co.	35@ 90 00
Benedict & Co.	7.50@ 70 00
Hemmett Cigar Co.	35@ 70 00
G. J. Johnson Cigar Co.	35@ 70 00
Maurice Sanborn	50@175 00
Bock & Co.	65@300 00
Manuel Garcia	80@375 00
Neuva Mando	85@175 00
Henry Clay	85@50 00
La Carolina	90@200 00
Standard T. & C. Co.	35@ 70 00
H. Van Tongeren's Brands	
Star Green	35 00
COFFEE	
Roasted	
Special Combination	20
French Breakfast	25
Lenox	30
Vienna	35
Private Estate	38
Supreme	40
Less 33% per cent. delivered.	
Rio	
Fair	9
Good	10
Prime	12
Golden	13
Peaberry	14
Santos	
Fair	14
Good	15
Prime	16
Peaberry	18
Maracaibo	
Prime	15
Milled	17
Java	
Interior	26
Private Growth	30
Mandehling	35
Mocha	
Imitation	22
Arabian	28
PACKAGE COFFEE.	
Below are given New York prices on package coffees, to which the wholesale dealer adds the local freight from New York to buyers shipping point, giving to buyers credit on the invoice for the amount of freight he pays from the market in which he purchases to his shipping point. These prices are further subject to manufacturer's regular rebate.	
Arbuckle	12 00
Jersey	12 00
McLaughlin's XXXX	12 00
McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.	
Extract	
Valley City 1/2 gross	75
Felix 1/2 gross	1 15
Hummel's foil 1/2 gross	85
Hummel's tin 1/2 gross	1 43



CONDENSED MILK	
4 doz in case	6 75
Gall Borden Eagle	6 25
Crown	6 25
Daisy	5 75
Champion	4 50
Magnolia	4 25
Challenge	4 00
Dime	3 35
COUPON BOOKS	
50 books, any denom.	1 50
100 books, any denom.	2 50
500 books, any denom.	11 50
1,000 books, any denom.	20 00
Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customer receives specially printed cover without extra charge.	
Coupon Pass Books	
Can be made to represent any denomination from \$10 down.	
50 books	1 50
100 books	2 50
500 books	11 50
1,000 books	20 00
Credit Checks	
500, any one denom.	2 00
1,000, any one denom.	3 00
2,000, any one denom.	5 00
Steel punch	75
CREAM TARTAR	
5 and 10 lb. wooden boxes	30
Bulk in sacks	29
DRIED FRUITS—Domestic	
Apples	
Sundried	@ 6 1/2
Evaporated, 50 lb. boxes	7@ 7 1/2
California Fruits	@15
Apricots	
Blackberries	@15
Nectarines	@15
Peaches	10 @11
Pears	@11
Pitted Cherries	7 1/2
Prunelles	@11
Raspberries	@11
California Prunes	
100-120 25 lb. boxes	@ 4
90-100 25 lb. boxes	@ 4 1/2
80-90 25 lb. boxes	@ 5
70-80 25 lb. boxes	@ 5 1/2
60-70 25 lb. boxes	@ 6
50-60 25 lb. boxes	@ 7 1/2
40-50 25 lb. boxes	@ 8
30-40 25 lb. boxes	@ 8
1/2 cent less in 50 lb. cases	
Raisins	
London Layers 2 Crown	1 75
London Layers 3 Crown	2 00
Cluster 4 Crown	2 25
Loose Muscatels 2 Crown	7 1/2
Loose Muscatels 3 Crown	8 1/2
Loose Muscatels 4 Crown	8 3/4
L. M., Seeded, choice	10
L. M., Seeded, fancy	10 1/2
DRIED FRUITS—Foreign	
Citron	
Leghorn	11
Coriscan	12
Currants	
Patras, cases	6 1/2
Cleaned, bulk	6 1/2
Cleaned, packages	7 1/2
Peel	
Citron American 19 lb. bx.	13
Lemon American 10 lb. bx.	10 1/2
Orange American 10 lb. bx.	10 1/2
Raisins	
Sultana 1 Crown	15
Sultana 2 Crown	15
Sultana 3 Crown	17
Sultana 4 Crown	17 1/2
Sultana 5 Crown	17 1/2
Sultana 6 Crown	17 1/2
Sultana package	17 1/2
FARINACEOUS GOODS	
Beans	
Dried Lima	5 1/2
Medium Hand Picked 2 15@ 2 25	
Brown Holland	3 00
Cereals	
Cream of Cereal	90
Grain-O, small	1 35
Grain-O, large	2 25
Grate Nuts	1 35
Postum Cereal, small	1 35
Postum Cereal, large	2 25
Farina	
24 lb. packages	1 25
Bulk, per 100 lbs.	3 00
Haskell's Wheat Flakes	3 00
36 2 lb. packages	3 00
Hominy	
Barrels	2 50
Flake, 50 lb. drums	1 00
Lauff Bros. Flaking Mills	
Rice Flakes, 3 doz pkg case	2 85
Flaked Peas, 3 doz pkg case	2 85
Flaked Beans, 3 doz pkg case	2 85
35 Cheese St., Detroit, Mich.	
Maccaroni and Vermicelli	
Domestic, 10 lb. box	60
Imported, 25 lb. box	2 50

PEARL BARLEY	
Common	2 50
Chester	3 00
Empire	3 00
Grits	
Walsh-DeRoo Co.'s Brand	
24 2 lb. packages	1 80
100 lb. kegs	2 70
200 lb. barrels	5 10
Peas	
Green, Wisconsin, bu.	1 30
Green, Scotch, bu.	1 35
Split, bu.	3
Rolled Oats	
Rolled Avena, bbl.	3 75
Steel Cut, 1/2 bbls.	2 05
Monarch, bbl.	3 50
Monarch, 1/2 bbl.	1 95
Monarch, 90 lb. sacks	1 75
Quaker, cases	3 20
Huron, cases	2 00
Sago	
German	4
East India	3 1/2
Salus Breakfast Food	
F. A. McKenzie, Quincy, Mich.	
36 two pound packages	3 60
18 two pound packages	1 85
Tapioca	
Flake	5
Pearl	5
Pearl, 24 1 lb. packages	6 1/2
Wheat	
Cracked, bulk	3 1/2
24 2 lb. packages	2 50
FLAVORING EXTRACTS	
DeBoe's	
Vanilla D. C.	1 10
Lemon D. C.	70 1 80
Vanilla Tonka	75 1 45

FLY PAPER	
Perrigo's Lightning, gro.	2 50
Petrolatum, per doz.	75
HERBS	
Sage	15
Hops	15
INDIGO	
Madras, 5 lb. boxes	55
S. F., 2, 3 and 5 lb. boxes	50
JELLY	
V. C. Brand	
15 lb. palls	35
30 lb. palls	62
Pure apple, per doz.	85
LICORICE	
Pure	30
Calabria	25
Sicily	30
Roof	10
LYE	
Condensed, 2 doz.	1 20
Condensed, 4 doz.	2 25
MATCHES	
Diamond Match Co.'s brands.	
No. 9 sulphur	1 65
Anchor Parlor	1 50
No. 2 Home	1 30
Export Parlor	4 00
Wolverine	1 50
MOLASSES	
New Orleans	
Black	11
Fair	14
Good	20
Fancy	24
Open Kettle	25@35
Half-barrels 2c extra	
MUSTARD	
Horse Radish, 1 doz.	1 75
Horse Radish, 2 doz.	3 50
Bayle's Celery, 1 doz.	1 75
PICKLES	
Medium	
Barrels, 1,200 count	5 90
Half bbls, 600 count	3 45
Small	
Barrels, 2,400 count	6 90
Half bbls, 1,200 count	3 95
PIPES	
Clay, No. 216	1 70
Clay, T. D., full count	65
Cob, No. 3	85
POTASH	

SALT FISH

Table listing salt fish products such as Georges cured, Georges genuine, and various herring and mackerel types with their respective prices.

STARCH



Table listing Kingsford's Corn Starch products including 40-lb. packages, Kingsford's Silver Gloss, and Common Corn.

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.

Table listing various sugar products like Domino, Cut Leaf, Crushed, Cubes, Powdered, Coarse Powdered, XXXX Powdered, Standard Granulated, Fine Granulated, Coarse Granulated, Extra Fine Granulated, Conf. Granulated, 2 lb. cartons Fine Gran., 2 lb. bags Fine Gran., 5 lb. cartons Fine Gran., 5 lb. bags Fine Gran., Mould A., Diamond A., Confectioner's A., No. 1, Columbia A., No. 2, Windsor A., No. 3, Ridgewood A., No. 4, Phoenix A., No. 5, Empire A., No. 6, No. 7, No. 8, No. 9, No. 10, No. 11, No. 12, No. 13, No. 14, No. 15, No. 16.

SYRUPS

Table listing syrups such as Pure Cane, Fair, Good, and Choice.

TABLE SAUCES LEA & PERRIN'S SAUCE

Table listing table sauces including The Original and Genuine Worcestershire, Lea & Perrin's large, Lea & Perrin's small, Halford large, Halford small, Salad Dressing large, and Salad Dressing small.

VINEGAR

Table listing vinegars such as Malt White Wine, 40 grain, Malt White Wine, 80 grain, Pure Cider, Red Star, Pure Cider, Robinson, and Pure Cider, Silver.

WASHING POWDER Rub-No-More

Table listing washing powder products including WICKING No. 0, No. 1, No. 2, No. 3, and WOODENWARE Baskets.

Table listing woodenware products such as Bushels, wide band, Cassia, Marka, Cassia, Saigon, Willow Clothes, large, Willow Clothes, medium, Willow Clothes, small, Butter Plates, No. 1 Oval, No. 2 Oval, No. 3 Oval, No. 5 Oval, and Clothes Pins.

Mop Sticks

Table listing mop sticks like Trojan spring, Eclipse patent spring, No. 1 common, No. 2 patent brush holder, and 12 lb. cotton mop heads.

Pails

Table listing pails such as 2-hoop Standard, 3-hoop Standard, 2-wire, Cable, Cedar, all red, brass bound, Paper, Eureka, and Fibre.

Tubs

Table listing tubs including 20-inch Standard, 18-inch Standard, 16-inch Standard, 20-inch, Dowell, No. 1, 18-inch, Dowell, No. 2, 16-inch, Dowell, No. 3, No. 1 Fibre, No. 2 Fibre, and No. 3 Fibre.

Wash Boards

Table listing wash boards like Bronze Globe, Dewey, Double Acme, Single Acme, Double Peerless, Single Peerless, Northern Queen, Double Duplex, Good Luck, and Universal.

Wood Bowls

Table listing wood bowls such as 11 in. Butter, 13 in. Butter, 15 in. Butter, 17 in. Butter, 19 in. Butter, Assorted 13-15-17, and Assorted 15-17-19.

YEAST CAKE

Table listing yeast cake products like Yeast Foam, 1 1/2 doz., Yeast Foam, 3 doz., Yeast Ore, 3 doz., Magic Yeast, 3 doz., Sunlight Yeast, 3 doz., and Warner's Safe, 3 doz.

Provisions

Table listing provisions such as Barreled Pork, Mess., Back, Clear back, Short cut, Beef, and Family.

Table listing dry salt meats like Bellies, Briskets, and Extra shorts.

Table listing smoked meats such as Hams, 12 lb. average, Hams, 14 lb. average, Hams, 16 lb. average, Hams, 20 lb. average, Ham dried beef, Shoulders (N. Y. cut), Bacon, clear, California hams, Boneless hams, Boiled Hams, Picnic Boiled Hams, and Berlin Hams.

Table listing lards in tierces like Compound, Kettle, Vegetable, 55 lb. Tubs, 80 lb. Tubs, 50 lb. Tins, 20 lb. Pails, 10 lb. Pails, 5 lb. Pails, and 3 lb. Pails.

Table listing sausages like Bologna, Liver, Frankfurt, Pork, Blood, Tongue, and Headcheese.

Table listing beef products like Extra Mess., Boneless, and Rump.

Table listing pig's feet like Kits, 15 lbs., 1/2 bbls., 40 lbs., and 1/2 bbls., 80 lbs.

Table listing tripe like Kits, 15 lbs., 1/2 bbls., 40 lbs., and 1/2 bbls., 80 lbs.

Table listing casings like Pork, Beef middles, and Sheep.

Table listing butterine like Rolls, dairy, Solid, dairy, Rolls, creamery, Solid, creamery, and Canned Meats.

Table listing canned meats like Corned beef, 2 lb., Corned beef, 4 lb., Roast beef, 2 lb., Fotted ham, 1/2, Potted ham, 1/2, Deviled ham, 1/2, Deviled ham, 1/4, Potted tongue, 1/2, and Potted tongue, 1/4.

Grains and Feedstuffs

Wheat

Table listing wheat products like Winter Wheat Flour and Local Brands.

Table listing flour products like Patents, Second Patent, Straight, Clear, Graham, Buckwheat, Rye, and Subject to usual cash discount.

Table listing flour in bbls. at 25c per bbl. additional, including Ball-Barnhart-Putman's Brand, Diamond 1/2, Diamond 3/4, and Diamond 5/8.

Table listing Worden Grocer Co.'s Brand flour like Quaker 1/2, Quaker 3/4, and Quaker 5/8.

Table listing Spring Wheat Flour like Clark-Jewell-Wells Co.'s Brand, Pillsbury's Best 1/2, Pillsbury's Best 3/4, Pillsbury's Best 5/8 paper, and Pillsbury's Best 1/2 paper.

Table listing Ball-Barnhart-Putman's Brand flour like Duluth Imperial 1/2, Duluth Imperial 3/4, and Duluth Imperial 5/8.

Table listing Lemon & Wheeler Co.'s Brand flour like Parisian 1/2, Parisian 3/4, and Parisian 5/8.

Table listing Olney & Judson's Brand flour like Ceresota 1/2, Ceresota 3/4, and Ceresota 5/8.

Table listing Worden Grocer Co.'s Brand flour like Mould A., Laurel 1/2, Laurel 3/4, and Laurel 5/8.

Table listing Meal products like Bolted and Granulated.

Table listing Feed and Millstuffs like St. Car Feed, screened, No. 1 Corn and Oats, Unbolted Corn Meal, Winter Wheat Bran, Winter Wheat Middlings, and Screenings.

Table listing Corn products like Corn, ear lots, Less than ear lots, Car lots, Car lots, clipped, and Less than car lots.

Table listing Oats products like Car lots, Car lots, clipped, and Less than car lots.

Table listing Hay products like No. 1 Timothy ear lots and No. 1 Timothy ton lots.

Table listing Hides and Pelts like The Cappon & Bertsch Leather Co., 100 Canal Street, quotes as follows.

Table listing Hides like Green No. 1, Green No. 2, Bulls, Cured No. 1, Cured No. 2, Calfskins, green No. 1, Calfskins, green No. 2, Calfskins, cured No. 1, and Calfskins, cured No. 2.

Table listing Pelts like Pelts, each.

Table listing Tallow like No. 1 and No. 2.

Table listing Wool like Washed, fine, Washed, medium, Unwashed, fine, and Unwashed, medium.

Table listing Oils like Eocene, Perfection, XXX W. W. Mich. Hdt, W. W. Michigan, Diamond White, D. S. Gopher, Deo. Naphtha, Cylinder, Etrine, and Black, winter.

Fresh Meats

Beef

Table listing beef products like Carcass, Forequarters, Hindquarters, Loin No. 3, Ribs, Rounds, Chucks, Plates, Dressed, Loin, Boston Butts, Shoulders, and Leaf Lard.

Table listing Pork products like Dressed, Loin, Boston Butts, Shoulders, and Leaf Lard.

Table listing Mutton products like Carcass and Spring Lambs.

Table listing Veal products like Carcass.

Crackers

Table listing The National Biscuit Co. products like Seymour, New York, Family, Salted, and Wolverine.

Table listing Soda products like Soda XXX, Soda, City, Long Island Wafers, and Zephyrette.

Table listing Oyster products like Faust, Farina, Extra Farina, and Saltine Water.

Table listing Sweet Goods-Boxes like Animals, Assorted Cake, Belle Rose, Bent's Water, Buttercups, Cinnamon Bar, Coffee Cake, Iced, Coffee Cake, Java, Coconut Taffy, Cracknels, Creams, Iced, Cream Crisp, Crystal Creams, Cubans, Currant Fruit, Frosted Honey, Frosted Cream, Ginger Gems, lg. or sm., Ginger Snaps, XXX, Gladiator, Grandma Cakes, Graham Crackers, Graham Wafers, Honey Fingers, Imperials, Jumbles, Honey, Lady Fingers, Lemon Wafers, Marshmallow, Marshmallow Walnuts, Mixed Pencil, Milk Biscuit, Molasses Cake, Molasses Bar, Moss Jelly Bar, Newton, Oatmeal Crackers, Orange Crisp, Orange Gem, Penny Cake, Pilot Bread, XXX, Pretzels, hand made, Sears' Lunch, Sugar Cake, XXX, Sugar Cream, XXX, Sugar Squares, Sultanas, Tutti Frutti, Vanilla Wafers, and Vienna Crimp.

Table listing Fancy-In 5 lb. Boxes like Lemon Sours, Peppermint Drops, Chocolate Drops, H. M. Choc. Drops, H. M. Choc. L.T. and Dk. No. 12, Gum Drops, Licorice Drops, A. B. Licorice Drops, Lozenges, plain, Lozenges, printed, Imperials, Mottos, Cream Bar, Molasses Bar, Hand Made Creams, Cream Buttons, Pep. and Wint, String Rock, Burnt Almonds, and Wintergreen Berries.

Table listing Caramels like No. 1 wrapped, 3 lb. boxes, and Penny Goods.

Fruits

Table listing Oranges like Fancy Navels, Extra Choice, Seedlings, and Fancy Mexicans.

Table listing Lemons like Strictly choice 300s, Strictly choice 300s, Fancy 300s, Ex. Fancy 300s, and Extra Fancy 300s.

Table listing Bananas like Medium bunches, Large bunches, and Foreign Dried Fruits.

Table listing Figs like California, Fancy, Cal. pkg. 10 lb. boxes, Extra Choice, 10 lb. boxes, new Sprnra, Fancy, 12 lb. boxes new, Imperial Mikados, 18 lb. boxes, Pulled, 6 lb. boxes, and Naturals, in bags.

Table listing Dates like Fards in 10 lb. boxes, Fards in 60 lb. cases, Persians, P. H. V., lb. cases, new, and Sals, 60 lb. cases.

Fish and Oysters

Table listing Fresh Fish like White fish, Trout, Black Bass, Halibut, Ciscoes or Herring, Bluefish, Live Lobster, Lobster, Cod, Haddock, No. 1 Pickerel, Pike, Perch, Smoked White, Red Snapper, Col River Salmon, and Mackerel.

Table listing Oysters in Cans like F. H. Counts, F. J. D. Selects, F. J. D. Standards, Anchors, Standards, and Favorite.

Table listing Bulk products like F. H. Counts, F. H. Counts, Selects, Anchor Standards, and Standards.

Table listing Shell Goods like Clams, per 100, and Oysters, per 100.

Candies

Stick Candy

Table listing stick candy products like Standard, Standard H. H., Standard Twist, and Cut Leaf.

Table listing Mixed Candy products like Grocers, Competition, Special, Conserve, Royal, Ribbon, Broken, Cut Leaf, English Rock, Kindergarten, French Cream, Dandy Pan, Hand Made Cream mixed, Nobby, and Crystal Cream mix.

Table listing Fancy-In Bulk products like San Blas Goodies, Lozenges, plain, Lozenges, printed, Choc. Drops, Eclipse Chocolates, Choc. Monumentals, Gum Drops, Moss Drops, Lemon Sours, Imperials, and Ital. Cream Bonbons.

Table listing Golden Wafles like Molasses Chews, 15 lb. pails, Jelly Date Squares, and Iced Marshmallows.

Table listing Fancy-In 5 lb. Boxes like Lemon Sours, Peppermint Drops, Chocolate Drops, H. M. Choc. Drops, H. M. Choc. L.T. and Dk. No. 12, Gum Drops, Licorice Drops, A. B. Licorice Drops, Lozenges, plain, Lozenges, printed, Imperials, Mottos, Cream Bar, Molasses Bar, Hand Made Creams, Cream Buttons, Pep. and Wint, String Rock, Burnt Almonds, and Wintergreen Berries.

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Table listing Bananas like Medium bunches, Large bunches, and Foreign Dried Fruits.

Table listing Figs like California, Fancy, Cal. pkg. 10 lb. boxes, Extra Choice, 10 lb. boxes, new Sprnra, Fancy, 12 lb. boxes new, Imperial Mikados, 18 lb. boxes, Pulled, 6 lb. boxes, and Naturals, in bags.

Table listing Dates like Fards in 10 lb. boxes, Fards in 60 lb. cases, Persians, P. H. V., lb. cases, new, and Sals, 60 lb. cases.

Nuts

Table listing Almonds, Tarragona, Almonds, Ivica, Almonds, California, soft shelled, Brazils, new, Brazils, old, Filberts, Walnuts, Greenobles, Walnuts, soft shelled, California No. 1, Table Nuts, fancy, Table Nuts, choice, Pecans, Med., Pecans, Ex. Large, Pecans, Jumbos, Hickory Nuts, per bu., Ohio, new, Cocoanuts, full sacks, Chestnuts, per bu., and Peanuts.

Table listing Fancy, H. P., Suns, Fancy, H. P., Flags, Roasted, Choice, H. P., Extras, Choice, H. P., Extras, Roasted, and Span. Shelled No. 1.

GOTHAM GOSSIP.

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

New York, April 14—The coffee market so far as speculative buying is concerned is rather weaker and a fall of about five points took place on Thursday. On the Street, however, actual transactions have shown that prices are well sustained. Sellers say they could have moved some very good lots had they made any concession, but this they were unwilling to do, and No. 7 is firmly held at 7 7/8@8c. Buyers from the interior have been more numerous than from the city. The receipts of coffee at Rio and Santos from July 1 to April 11 have aggregated 8,301,000 bags, against 7,650,000 bags at the same time last year, and 9,328,000 two years ago. In store and afloat there are 1,076,037 bags, against 1,234,697 bags at the same time last year. West India grades are quiet, although an average call has existed for certain lines. East Indias seem to be somewhat neglected. Average Mochas in an invoice way are worth 16 3/4@17 1/2c, and fancy 18@19 3/4c.

While no advance has taken place in sugar, the market is firm and the extent of purchases is growing larger day by day as the season advances. There are the usual weekly rumors about a settlement of the sugar war, but at the same time these rumors are as stoutly denied by those who "are in a position to know," and they reiterate that there is not the least likelihood of Arbuckle and Havemeyer clasping hands over the boiling cauldron.

Not a single change seems to have taken place in tea and the whole market seems to be flat, stale, and unprofitable. The sale next week is awaited with some interest and may help to move things along. Prices are practically unchanged.

There has been a fairly satisfactory market in rice during the week, most of the call being for medium sorts, which are not overabundant in supply. Some call sprang up from the West for Japan sorts and, upon the whole, the situation shows improvement over last week. Choice Southern, 5 3/8@5 5/8c; head, 5 3/4@6 1/2c; Japan, 4 3/4@5c.

Spices are quiet. Buyers seem to be holding off to see what will turn up, and sellers are unwilling to make any shadings to effect sales, so the situation is practically unchanged from a week ago. Quotations are without change.

Offerings of molasses of grocery grades are not large and sellers are adhering firmly to quotations. Good to prime Centrifugals are worth from 20c up to 37c. Open kettle, 44@55c; Puerto Rico, 34@40c. Syrups are in light supply and consequently are firm. Exporters are doing some little business, and the market generally exhibits a fairly satisfactory appearance. Prime to fancy sugar, 20@27c.

Jobbers are indifferent and the whole canned goods market is in a state of suspended animation. There is nothing doing at all in futures worth mentioning, and spot goods seem rather hard to move, even if some reduction be made in prevailing quotations. The market here seems to be a reflection of even greater dullness in Baltimore, where one report says that, "Never in the history of the trade has business been so quiet at this time." Salmon, which seemed so active a while ago, has suddenly fallen off in enquiry and sales are of an every-day character. There are no changes to note in anything.

The dried fruit market is without interesting features and prices are seemingly hardly as well sustained as a week or so ago. Orders are for small lots and both sides seem to be waiting for something to turn up.

Lemons have taken a turn for the better and quotations show a slight advance, the range now being from \$3@3.75 per box. California oranges are moving freely and Navels are worth from \$3@4.75 per box. Seedlings, \$2.50@2.65.

The butter market is very quiet and prices seem to show a steady shrinkage. Strictly fancy Western creamery will

not bring over 20c, and there is a good deal that will not bear close enough inspection to fetch that price. Thirds to firsts, 17@16 1/2c; extra imitation creamery, 17@17 1/2c, with off sorts 15@16c. Western factory, 16@16 1/2c; rolls, 15 1/2@16 1/2c.

There is rather a better feeling in cheese than prevailed last week, and both home dealers and exporters show more interest, although there are no changes to note in quotations.

The Easter egg demand has passed and the market has not shown any remarkable advance. For near-by stock the top rate is 13 1/2c and for Western choice, 12@12 1/2c. There is a fair every-day demand.

The general market in beans is very quiet and holders seem to be anxious to do a larger volume of business, although they hate to reduce quotations. Choice marrow, \$2.17 1/2@2.20; medium \$2.15; pea, Michigan in bags, \$2.15; barrels, \$2.17 1/2@2.20.

New maple sugar is arriving in small quantities and the quotations range from 8@10c, and syrup 60@75c per gallon.

The first box of California, 1900, cherries was sent from Vacaville April 11. Apples are in moderate supply and yet there are enough to seemingly meet the demand. Northern Spy, \$4@5; Baldwins, \$3@4.25.

Live Frogs' Legs.

From the Philadelphia Record.
"I want some frogs' legs, please," said a young woman in a Filbert street market yesterday morning. "Want 'em alive?" asked the man, brusquely. "Mercy! no!" exclaimed the young woman. "We'll kill 'em for you while you wait, if you want 'em," continued the dealer. "Let me show you, anyhow." He led her to the rear of the establishment, and there were the frogs hopping about in a damp cage. "How much are they?" asked the young woman, shuddering. "Two dollars a dozen," was the reply. "Gracious! I'm not a millionaire. I never paid anything like that before," said the fair marketer. "But you never got 'em alive before," explained the man. "We can give you all you want from cold storage. That's the kind you would get in a restaurant or hotel. I'll show them to you." The young woman's only comment was that they looked as though they had been dead a long time and ought to be buried. "I guess I won't take any frogs' legs to-day," she said. Then she compromised on catfish.

Money in Vegetable Cattails.

Wabash, Ind., April 14—A new and profitable industry has sprung up around the banks of the ponds and small lakes in this part of the State. The common cattail, which grows in profusion in the marshy ground near the water's edge, has become a valuable article of commerce and sells at the lake for a cent a pound. The cattails have largely superseded wool, cotton and hair for mattresses and upholstery, and are said to be admirable substitutes, while they cost far less than the materials mentioned. Since the first of March over ten tons of the commodity have been gathered and paid for at Syracuse, on Turkey Lake alone. The demand far exceeds the supply and is increasing.

English Tea Consumers Will Pay the Increased Duty.

The Liverpool (Eng.) grocers have decided almost unanimously to raise the price of their tea at once by twopence a pound. There was the usual dread of the cutter expressed at the Association meeting, but the more courageous among the retailers were in a strong majority. The Manchester Federation itself and, departing from their usual course of abstaining from interference with prices, the Metropolitan Association are all recommending the immediate addition of the twopence. This is to cover the advance recently made in the English tea duty.

A new substitute for celluloid, resembling horn in appearance, is now manufactured under the name of marloid.

Crockery and Glassware

AKRON STONEWARE.

Butters	
1/2 gal., per doz.....	45
1 to 6 gal., per gal.....	5 1/2
8 gal. each.....	48
10 gal. each.....	60
12 gal. each.....	72
15 gal. meat-tubs, each.....	1 05
22 gal. meat-tubs, each.....	1 40
25 gal. meat-tubs, each.....	2 00
30 gal. meat-tubs, each.....	2 40
Churns	
2 to 6 gal., per gal.....	6
Churn Dashers, per doz.....	84
Milkpans	
1/2 gal. flat or rd. bot., per doz.....	45
1 gal. flat or rd. bot., each.....	5 1/2
Fine Glazed Milkpans	
1/2 gal. flat or rd. bot., per doz.....	60
1 gal. flat or rd. bot., each.....	5 1/2
Stewpans	
1/2 gal. fireproof, bail, per doz.....	85
1 gal. fireproof, bail, per doz.....	1 10
Jugs	
1/2 gal., per doz.....	50
3/4 gal. per doz.....	40
1 to 5 gal., per gal.....	6
Tomato Jugs	
1/2 gal., per doz.....	50
1 gal. each.....	6
Corks for 1/2 gal., per doz.....	20
Corks for 1 gal., per doz.....	30
Preserve Jars and Covers	
1/2 gal., stone cover, per doz.....	75
1 gal., stone cover, per doz.....	1 00
Sealing Wax	
5 lbs. in package, per lb.....	2
FRUIT JARS	
Pints.....	4 50
Quarts.....	4 75
Half Gallons.....	6 50
Covers.....	2 00
Rubbers.....	25
LAMP BURNERS	
No. 0 Sun.....	35
No. 1 Sun.....	45
No. 2 Sun.....	65
No. 3 Sun.....	1 00
Tubular, No. 1.....	45
Security, No. 1.....	80
Security, No. 2.....	80
Nutmeg.....	50
LAMP CHIMNEYS—Seconds	
Per box of 6 doz.	
No. 0 Sun.....	1 45
No. 1 Sun.....	1 54
No. 2 Sun.....	2 25
Common	
No. 0 Sun.....	1 50
No. 1 Sun.....	1 60
No. 2 Sun.....	2 45
First Quality	
No. 0 Sun, crimp top, wrapped & lab.	2 10
No. 1 Sun, crimp top, wrapped & lab.	2 15
No. 2 Sun, crimp top, wrapped & lab.	3 15
XXX Flint	
No. 0 Sun, crimp top, wrapped & lab.	2 75
No. 1 Sun, crimp top, wrapped & lab.	3 75
No. 3 Sun, crimp top, wrapped & lab.	3 95
CHIMNEYS—Pearl Top	
No. 1 Sun, wrapped and labeled.....	3 70
No. 2 Sun, wrapped and labeled.....	4 70
No. 2 Hinge, wrapped and labeled.....	4 88
No. 2 Sun, "Small Bulb," for Globe Lamps.....	80
La Bastie	
No. 1 Sun, plain bulb, per doz.....	90
No. 2 Sun, plain bulb, per doz.....	1 15
No. 1 Crimp, per doz.....	1 35
No. 2 Crimp, per doz.....	1 60
Rochester	
No. 1 Lime (65c doz).....	3 50
No. 2 Lime (70c doz).....	4 00
No. 2 Flint (80c doz).....	4 70
Electric	
No. 2 Lime (70c doz).....	4 00
No. 2 Flint (80c doz).....	4 40
OIL CANS	
1 gal. tin cans with spout, per doz.....	1 40
1 gal. galv. iron with spout, per doz.....	1 75
2 gal. galv. iron with spout, per doz.....	3 00
3 gal. galv. iron with spout, per doz.....	3 75
5 gal. galv. iron with spout, per doz.....	4 85
3 gal. galv. iron with faucet, per doz.....	4 25
5 gal. galv. iron with faucet, per doz.....	5 50
5 gal. Tilling cans.....	7 25
5 gal. galv. iron Nacfas.....	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 25
5 gal. Pirate King.....	9 50
LANTERNS	
No. 0 Tubular, side lift.....	5 25
No. 1 B Tubular.....	7 50
No. 13 Tubular, dash.....	7 50
No. 1 Tubular, glass fountain.....	7 50
No. 12 Tubular, side lamp.....	14 00
No. 3 Street lamp, each.....	3 75
LANTERN GLOBES	
No. 0 Tub., cases 1 doz. each, box, 10c.	45
No. 0 Tub., cases 2 doz. each, box, 15c.	45
No. 0 Tub., bbls 5 doz. each, per bbl.	2 00
No. 0 Tub., bull's eye, cases 1 doz. each	1 25

"You Can Fool

some of the people all of the time and all of the people some of the time, but you can't fool all of the people all of the time."

"Just as good as Ceresota and so much cheaper," fools some people sometimes, but the careful housekeeper judges flour by results rather than price and knows better. Constantly increasing demand for Ceresota Flour proves its superiority. The fact that housekeepers are willing to pay more for Ceresota than for other brands is proof that they consider it worth more. People may try a new flour because it suits others, but they will not continue to buy unless it suits them.

You can tell what people think by what they do. You can tell what consumers think of Ceresota by the fact that our sales have increased from five thousand barrels daily in 1895 to sixteen thousand barrels daily in 1900.

Olney & Judson Grocer Co.,

Western Michigan Distributors, Grand Rapids.

The Northwestern Consolidated Milling Company, Minneapolis.

CIPHER YEARS.

How They Hoodooed a Battle Creek Merchant.
Written for the Tradesman.

Bartholomew Wentworth Brown-Annin, dealer in men's furnishing goods, was in a savage mood when I entered his place of business. He sat behind the counter with a scowl on his face and his one clerk stood at the door looking as if he expected to lose his job the next minute. An advertising man came in before I had an opportunity of saying a word and launched out on his argument. The merchant said not a word until after the agent had talked rapidly for about five minutes. Then he remarked, gruffly, that he wouldn't take the space offered if he could get it for nothing.

"Anything wrong with the Times?" asked the agent.

The merchant shook his head. "Your paper is all right," he said, patronizingly.

"Haven't you anything to sell?" persisted the agent.

"Storeful," said the dealer.

"Then why won't you advertise?" asked the advertising man.

"Because," was the reply, "I'm not going to spend a cent in advertising, open any new accounts or take a single chance of any sort this year."

The advertising man laughed uneasily. "Must have money enough," he finally said.

"I have all I can do to pay my debts," was the gruff reply. "I don't expect to be able to do that long. This is the third year ending with a cipher that I've tried to do business and failed. This year has two ciphers on the end of it and I guess I'll bust up for keeps this time."

I began to get interested and edged nearer to the counter where the two men were talking.

"You are superstitious about ciphers, eh?" asked the newspaper man.

"Superstitious nothing," was the reply. "I guess I know what I'm talking about. I tell you I've tried these cipher years, and they're no good. I'll bet we get knocked off the earth in the Philippine Islands and that the middle-of-the-road folks elect the President."

The newspaper man began making short, quick marks in his note book, but the merchant was too full of his hobby to notice what he was doing.

"In 1870," continued the merchant, "I was just out of college. I wasn't very strong and needed out-door work, so my father, who had quite a political pull in his city, got me the contract for sprinkling the streets. The previous contractor had made a fortune and retired, so the future looked bright for me, especially as I got better prices than he had been able to get and had more work. Well, sir, I bought my teams and wagons and hired my men. Then I waited."

"Waited?" repeated the advertising man.

"Waited for it to stop raining," resumed the merchant, "but it didn't stop. It rained every night and the city had no more use for a sprinkling service than it had for a steam fire engine with a tenor voice. I took the job by the yard, you see, and the rain stopped everything but the wages of my men and the appetites of my horses. It continued to rain up to about the first of August and then it got so dry that you could hear the earth crack nights and the shingles on the houses took fire from the hot nails and burned about half

the city down. I tried to sprinkle the other half, but the water works took fire and destroyed the pumping apparatus, so I couldn't get any water. I remained right there until my men stole all my best horses and the remainder died of indigestion, caused by lack of exercise, and then made tracks for the West—broke."

"That was hard luck," said the newspaper man, writing hard and beginning to get red in the face.

"But I had worse luck in 1880," said the merchant. "I had gotten a little money together and invested it in a mine out near Leadville. It was a peach of a mine and new lodes were being discovered every day or two. The first of the year I refused a hundred thousand dollars for my interest in the concern. I went away from there broke, too."

"Went away from there broke?" echoed the agent.

"Yes, sir," replied the merchant. "You remember when we had that little jar out there? People out this way called it an earthquake. It wasn't an earthquake. It was my mine falling down."

"How can a mine fall down?" demanded the listener.

"My mine had a lake of water under it," continued the merchant, "and one day all my shafts and levels and ore and machinery went down about ten thousand feet. Bottom caved right in, leaving a cavern there bigger than the mouth of a political orator. I tried to organize a company to develop the thing as a great natural curiosity, but three men working for me fell into the lake one day and never came up, so I got out of the neighborhood about ten rods ahead of a vigilance committee armed with a few gallons of whisky and a rope."

The merchant looked reproachfully at the newspaper man because he couldn't help laughing.

"By 1890," he finally resumed, "I had everything in ship-shape again. I was publishing a country newspaper in the South and doing very well. After a good deal of wire-pulling I got the Democratic nomination for Congress and I thought I was fixed for life. Well, the campaign went along smoothly enough until late in August. Then the yellow fever got into the district and a good many white Democrats got disgusted with the country and moved away. Everybody said we'd stamp the disease out before fall, but we didn't. Instead of that, a nurse from the North brought the smallpox down there, and when it came election day there weren't enough white voters in the district to elect a constable. The colored people elected their candidate and were so tickled over the event that they made a bonfire of my office. I got back to the North on a freight train. I can't say what will happen to me this year, but I'm going to advise my friends not to stay around the store much. It would be just my luck to be struck by lightning or have the building fall down before the year is out. What's that?"

The merchant stopped talking and bent forward in a listening attitude, while the newspaper man made for the door.

"Never mind," called out the merchant, presently, "you may come back. I thought I heard the walls cracking, but I guess I was mistaken. I've had such a streak of hard luck during the years ending with a cipher that I'm getting nervous. And this year there's two ciphers and a presidential campaign and a foreign war and a consolidation of business interests into trusts and I'm most afraid to go out alone nights."

"You ought to be writing romances at five dollars the thousand words," said

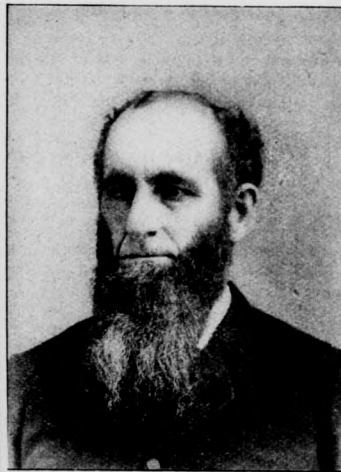
the newspaper man. "You can get a job on the Times when your hoodoo gets done with you this year. I believe you'd make a good man to make circulation affidavits."

"I'm afraid your paper wouldn't live long," said the merchant. "If your press should break down or your city editor should get a dose of over-ripe hen fruit you'd charge it to me. No, I think I'll be extra cautious and remain right here."

"Yes," said the newspaper man, "I think I should be cautious," and we both went out together.

Alfred B. Tozer.

To My Many Friends and Patrons



For fourteen years and until his retirement from business, I was head salesman for W. C. Dennison at his repository on S. Division Street. I have now associated myself with the Arthur Wood Carriage Co., as salesman at their repository and factory, 33-37 Market Street, where I shall be pleased to meet you. My aim has been, is and I hope always will be, to represent good, reliable firms, and I believe you will agree with me that I have been exceptionally successful. When you are in the market for goods in the reliable line I shall be pleased to have you give me a call.

Respectfully yours,
N. W. Barker.

Our line of WORLD Bicycles for 1900



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

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

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

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



PEERLESS. BODICE. EQUIPOISE.

ANNIE JENNESS-MILLER

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

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

Star Green Cigar



Gosh, It's Good!

H. Van Tongeren, Maker,
Holland, Mich.

For Sale by All Jobbers.

A. M. Dean Company,

White Lead and Color Works

230 and 232 E. Kalamazoo Ave.,
Kalamazoo, Mich.

Manufacturers of the most durable paint made. Every gallon warranted to wear as good and look as well as any paint made and better than pure white lead.

Write for prices and terms. One agent wanted in every town.

Simple Account File

Simplest and Most Economical Method of Keeping Petit Accounts

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

Tradesman Company,
Grand Rapids.

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held Tuesday evening, April 17, J. Geo. Lehman presided.

Two applications for membership were received and accepted, as follows: Noel Jubinville, 3 Robinson avenue, and Engelhart Bros., 386 Eleventh street.

The special subject for discussion was the advisability of adopting uniform packages for berries and fruit. The first speaker was Hon. Robert Graham, who was present by invitation, who stated that he was glad to be able to contradict the report published in the daily papers to the effect that the Grand Rapids Fruit Growers' Association had adopted a uniform set of packages. It is a fact that a certain manufacturer urged the adoption of a certain style of package, but the matter is now in the hands of a committee appointed by the Association at the last meeting, and no action has been taken by the committee or the organization. The 16 quart crate is best adapted for shipping purposes, while the 12 quart flat crate is best adapted for the home market. The advantage of the 12 quart flat crate is that it is convenient to handle and convenient for the grower and grocer to carry on their wagons. Mr. Graham did not favor any law on this subject because of the difficulty of securing its enforcement. He referred to the basket branding law, which no one pretends to obey and no one attempts to enforce. The 10 pound basket has gradually come down to 8 pounds, and the 8 pound basket is now made to hold 6 pounds. Even 4 pound baskets are now used by some growers. The so-called bushel basket does not hold a bushel, even when heaped up. There should be a standard for fruit measures, but so long as the dealer is careless and the grower is anxious to get all he can for his fruit, any law which may be enacted will undoubtedly prove to be a dead letter.

Jerome C. Maynard, who was also present by invitation, stated that he approved of Senator Graham's remarks and regretted that the St. Joseph bushel basket, so-called, had come to mean anything but a bushel. There are now four kinds of berry packages and, rather than add any new standards, he urged the reduction of the kinds of packages now used. The 16 quart crate is best for shipping berries, because it gives the fruit an opportunity to aerate all around, and this ventilation is necessary to prevent the fruit from going down. He stated that it was a disgrace for growers to use so many different styles of packages and also the old dirty packages which are used by the small growers. He believed that there should be some means devised for the prevention of the use of the old packages. Senator Graham stated that he had always undertaken to live up to the rule adopted by the grocers some years ago, and reaffirmed by them from year to year, refusing to use a berry package but once. The larger growers invariably use fresh packages, but the small growers use the boxes over and over again. As a matter of fact, an old box is not fit to use for berries.

J. Geo. Lehman called attention to the fact that the peddler is the man who keeps the old packages in circulation. There is not a grocer who would not like to live up to the regulation and most grocers do this.

John G. Gray suggested that the grocers and growers enlist the assistance of the Board of Health, with a view to superseding the old packages which have long disgraced the market, and suggested the appointment of a committee to co-operate with a similar committee appointed by the Fruit Growers' Association.

Senator Graham said the trouble with the Fruit Growers' Association is that it is composed almost wholly of peach growers and that very few berry growers affiliate with the organization.

Mr. Lehman stated that it would be a glorious thing if the grocers and growers could bring about more uniformity in packages and secure the appointment of a city inspector on the market to

prevent the use of filthy packages.

Fred W. Fuller moved that a committee be appointed to act in conjunction with a similar committee from the Fruit Growers' Association, and the chairman appointed as such committee Messrs. Fuller, Harris and Klap.

S. B. Drake, Manager of the Standard Oil Co., was expected to be present to discuss the oil situation, but was unable to do so on account of the illness of an infant child.

John G. Gray read an article on the proposed package post, which was well received.

There being no further business, the meeting adjourned.

West Saginaw Reaching Out for Factories.

Saginaw, April 14—At the last meeting of the Saginaw Business Men's Association, the matter of most importance was the proposition of H. G. Wolcott, of Albion, to remove his factory for the manufacture of windmills to this city. Mr. Wolcott is the patentee of what appears to be a very perfect and inexpensive arrangement. He has been manufacturing them on a small scale for some years and they have been handled through a Chicago house until they have been introduced into every state and territory. Mr. Wolcott said that after looking over Saginaw's advantages he was satisfied that this was the proper point to locate the business, which promises to have a future. He has invested about \$3,000 in machinery, and he wishes to bring the business here, and offers to take \$3,000 stock for his equipment and his patent, if local capitalists will take stock to the amount of \$7,000, and organize a company with \$10,000 capital.

Mr. Zwerk, of this city, is ready to take one-third of the stock wanted here, and those who investigated the matter are satisfied it is a good thing. After a considerable discussion, in which Secretary Grant, of the Board of Trade, took part, the matter was referred to the Committee on Manufactories, composed of John L. Jackson, A. C. Melze and W. G. Van Auker.

Mr. Melze expressed his good opinion of the enterprise, and the committee will endeavor to secure the capital asked for.

E. F. Achard and others expressed the opinion that the business, if it was what it seemed to be, could be built up to large proportions. Mr. Melze said that he would rather put money into a business that was small, but had a future, than to try to secure some large institution.

The committee appointed at the last meeting to endeavor to arrange with E. L. Gregory not to remove his business from this locality reported the successful accomplishment of that work. The same committee suggested that an organized effort should be made to secure better express capacities for the west side business men; also to induce the Michigan Central Railroad Co. to replace the station at the foot of Court street with something more modern. Later in the meeting these matters were referred to special committees who will be named by the President.

This was followed by a discussion of the need of a hotel, and the President and Secretary were authorized to request Major N. S. Wood to get a definite proposition from the owners of the Taylor House, as to terms they would make for the reopening of the house. There was considerable sentiment in favor of a new hotel, but the idea that the reopening of the Taylor House will be a work requiring much less money and therefore more likely to succeed prevailed, for the time being at least.

Didn't Know What They Were Striking For.

From the Marquette Mining Journal. A good deal of quiet fun has been had in the copper country over the recent Franklin strike. It is claimed that the men did not know what they were striking for and that, whereas they had been getting in about twenty-eight shifts a month on an average, counting the overtime, they struck for \$55 a month, which is less than they averaged under the old system.

Business Wants

BUSINESS CHANCES.

CASH PAID FOR GENERAL STOCK OF merchandise. Address B. Cohen, Lake Odessa, Mich. 312

FOR SALE—SHINGLE MILL MACHINERY, all complete, ready to set up. Having completed our cut, we offer our plant cheap, if taken at once. Perry & Bentley, Tustin, Mich. 311

TO RENT—A STORE IN CEDAR SPRINGS, centrally located. A good live hustler can sell from \$25,000 to \$30,000 cash per year with a general stock. Rent moderate. Box 298, Cedar Springs, Mich. 310

FOR SALE—\$3,500 TO \$4,000 HARDWARE stock in live town of 800 people. Very best of farming country around. Best location in town. Rent low. Best reason for selling. Address B. L., care Michigan Tradesman. 309

FOR SALE—A NICE CLEAN STOCK OF drugs, wall paper, soda fountain and school supplies, invoicing \$2,000, located on main street in a new brick block. The only drug store in the town, and no opposition in any of the above mentioned lines. Population 800. Good trade. Will sell for all or part cash, and at a liberal discount if taken at once. Address Box 380, New Buffalo, Mich. 308

\$6,000 DRY GOODS STOCK FOR SALE in live town of 8,000 people. Best stand in the town. Best reason for selling. A snap for somebody. Address A. Z., care Michigan Tradesman. 306

FOR SALE—SMALL GENERAL STOCK cheap for cash. Good town, good location, cheap rent. Might exchange. Address No. 300, care Michigan Tradesman. 300

WANTED—LOCATION FOR STOCK OF general merchandise in live town of one to two thousand inhabitants. Will purchase stock. Address N, care Michigan Tradesman. 299

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

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

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

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

WANTED—TO BUY PEDDLING WAGON, grocer's spring wagon. Enquire C. W. Crimmins, Morley, Mich. 304

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

WANTED—I WANT TO EXCHANGE SOME very desirable Grand Rapids city property for a well-located stock of hardware. W. H. Gilbert, 67 Pearl St., Grand Rapids. 285

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

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

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

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

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

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

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

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

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

MISCELLANEOUS.

WANTED—A REGISTERED PHARMA- cist, one who is familiar with general stock in small town, young married man preferred. Address, stating salary and references, N. J., care Michigan Tradesman. 313

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

Pulley Belts

Will be in exceptionally heavy demand this season, and the line of buckles and rings shown will enable you to supply the demand and make a handsome profit. Write us for samples on approval, and our complete prices.



This style in Roman gold, rose gold, French gray and bright silver finish, with and without enamel and stone mountings, at \$2, \$2.50, \$3, \$3.50 and \$4 per dozen.



Pulley Rings in bright silver and gold finish, 75c per dozen.

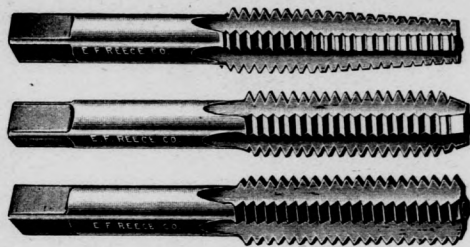
This style in Roman or rose gold, French gray or imitation cut steel finish, \$3, \$3.50, \$4 and \$6 per doz.

We handle everything in the line of cheap and moderate priced jewelry.

American Jewelry Company,

45 and 46 Tower Block,
Grand Rapids, Mich.

A. T. VAN DERVOORT, Lansing, Mich.



General agent for
**MICHIGAN,
INDIANA and
OHIO for
REECE
GOODS.**

I sell everything in taps and dies, and furnish repairs and extras for any goods made.

This is my specialty and I can give you prompt intelligent service, and will be glad to answer any inquiries regarding taps and dies, chucks or drills. Catalogue for the asking. Say you saw adv't. in the Tradesman.



Granite

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

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

Gypsum Products Mfg Co.,

Manufacturers and Dealers in

Calcined Plaster, Land Plaster, Bug Compound, etc.

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

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

FURNITURE BY MAIL

MAGAZINE PRICES OUTDONE

\$18.50

FREIGHT PRE-PAID.



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

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

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

Write for our complete Office Furniture Catalogue.

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

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

WE PREPAY FREIGHT

FURNITURE BY MAIL

MAGAZINE PRICES OUTDONE

There's Satisfaction

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



Arm Chair or Rocker No. 1001.

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

Sent to you freight prepaid on approval for

\$24.75

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

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

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



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

Travelers' Time Tables.

Pere Marquette Railroad

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

Traverse City, Charlevoix and Petoske
Lv. G. Rapids, 7:30am 4:00pm
Ar. Trav City, 12:40pm 9:10pm
Ar. Charlev'x, 3:15pm 11:25pm
Ar. Petoskey, 3:45pm 11:55pm
Trains arrive from north at 2:40pm, and and 10:00pm.

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

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

Parlor cars on all trains to and from Detroit and Saginaw. Parlor cars on afternoon trains to and from Chicago. Pullman sleepers on night trains. Parlor car to Traverse City on morning train.
*Every day. Others week days only.

GEO. DEHAVEN, General Pass. Agent.
Grand Rapids, Mich.
January 1, 1900.

GRAND Rapids & Indiana Railway
December 17, 1899.

Northern Division.

	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.

	TO CHICAGO.	FROM CHICAGO
Lv. Grand Rapids, 7:10am	*2 00pm	*11 30pm
Ar. Chicago, 2 30pm	8 45pm	7 00am
Lv. Chicago, 9 45pm	*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 6 45pm
Sunday train leaves Grand Rapids 9:15am; arrives Muskegon at 10:40am. Returning leaves Muskegon 5:30pm; arrives Grand Rapids, 6:50pm.

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

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

MANISTEE & Northeastern Ry.
Best route to Manistee.

Via C. & W. M. Railway.

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

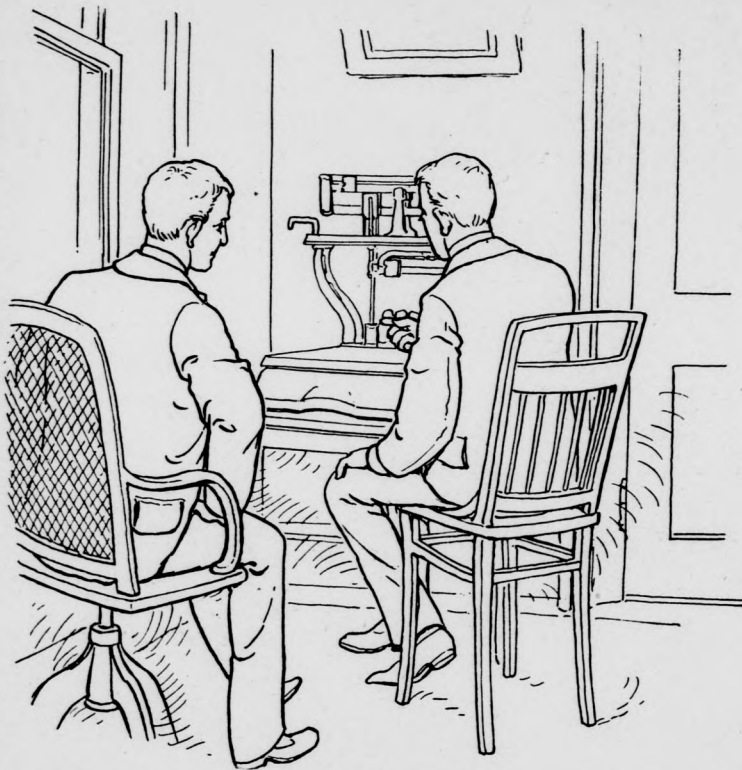
Michigan Fire and Marine Insurance Co.

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

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E. J. BOOTH, Asst. Sec'y.

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If you haven't, don't tell our salesman that you know all about it, for if you haven't it on your counter he won't believe you, and he is justified in his belief that you don't know all about it, for if you did you would be a user.

Our scales are sold on easy monthly payments.

The Computing Scale Company,

Dayton, Ohio



Stoneware

For a short time we quote the following low prices on

Best White Glazed Ware.

Butter Jars.....	.05	per gal.
Jugs, all sizes.....	.06½	per gal.
Milk Pans, 1 gal.....	.05	per gal.
Tomato Jugs.....	.06½	per gal.
Meat Tubs, 8, 10 and 12 gal. sizes.....	.05½	per gal.
Meat Tubs, 15 and 20 gal. sizes.....	.07	per gal.
Meat Tubs, 25 and 30 gal. sizes.....	.08	per gal.
Churns and Covers, 2 to 6 gal.....	.05½	per gal.
Churns and Covers, 8 gal.....	.06½	per gal.

Order at once for your spring trade.

H. LEONARD & SONS, Grand Rapids, 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



Tanglefoot Sealed Sticky Fly Paper

Catches the Germ as well as the Fly.

Sanitary. Used the world over. Good profit to sellers.

Order from Jobbers.

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.

"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, Battle Creek, Mich., or any Wholesale Grocery House in Detroit, Mich.

It is the coming warm weather laundry and toilet soap.