

The Rosedale Pattern

"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	3 60
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

Less 10 per cent. \$108 38
Crate and cartage. 10 83
\$ 97 55
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.

The People Want

them. Do you carry

Royal Tiger 10c
Tigerettes 5c

—A SMOKER'S SMOKE—in stock? If not you're going to lose a portion of your cigar trade. The other fellow has them and he's going to get your trade if you don't carry them. "A word to the wise is sufficient."

PHELPS, BRACE & CO., Detroit, Mich.

"The Largest Cigar Dealers in the Middle West."

F. E. BUSHMAN, Manager.



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.

"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.

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

We offer the following
formula, put up in this
invigorating assort-
ment.

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

Large H. & H. Assortment.

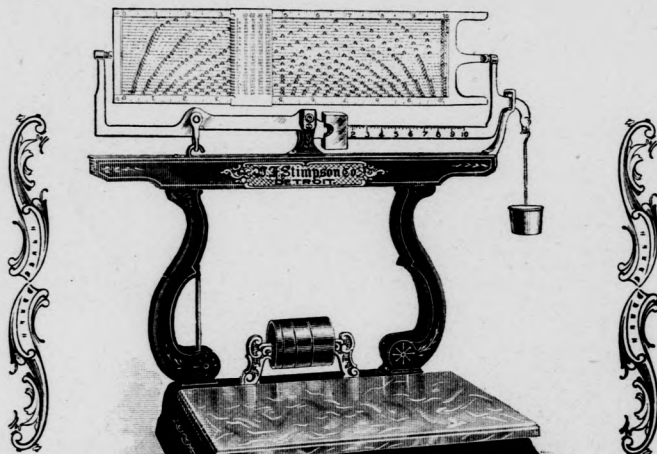
20 sets handled Teas, fancy shape.....	.29	\$5.80
10 sets 6 inch Plates.....	.29	2.90
10 sets 7 inch Plates.....	.33	3.30
4 sets Soup Plates.....	.39	1.56
6 nests Vegetables Dishes, 6 to 8.....	.51	3.06
12 nests Round Nappies, 6 to 8.....	.59	7.08
6 only Footed Bowls.....	.13	.78
7 only Gravy Bowls.....	.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 ½ 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
Package at cost.....		\$41.38
		1.90
		\$43.28

Hall & Hadden,

18 Houseman Building, Grand Rapids, Mich.

Citizens Phone, 2218.

Important to Scale Users



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

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

Remember our scales are sold on easy monthly payments.

W. F. STIMPSON CO., Detroit.

MICHIGAN TRADESMAN

Volume XVII.

GRAND RAPIDS, WEDNESDAY, APRIL 25, 1900.

Number 866



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, until Saturday, April 28, after which time he will be at our warehouse in Rochester, N. Y. for a week. Mail orders will receive his personal attention.

Take a Receipt for Everything

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

BARLOW BROS.,
GRAND RAPIDS, MICHIGAN.

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

THE MERCANTILE AGENCY
Established 1841.
R. G. DUN & CO.
Widdicomb Bld'g, Grand Rapids, Mich.
Books arranged with trade classification of names. Collections made everywhere. Write for particulars.
L. P. WITZLEBEN, Manager.

-- A. I. C. High Grade Coffees --

have increased coffee sales for hundreds of the leading retailers throughout the United States, why not for you? For particulars, address,

A. I. C. Coffee Co.,
21 and 23 River Street, Chicago.

Tradesman Coupons Save Trouble. Save Money. Save Time.

IMPORTANT FEATURES.

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 3. Unprofitable Goods.
 4. Around the State.
 5. Grand Rapids Gossip. The Produce Market.
 6. The Buffalo Market.
 7. Men of Mark.
 8. Editorial.
 9. Editorial.
 10. Dry Goods.
 11. Clothing.
 12. Shoes and Leather.
 14. Clerks' Corner. Crockery and Glassware Quotations.
 15. Pioneer Grand Rapids.
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 28. Grocery Price Current.
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 31. Something About Hinges.
 32. Low Ceilings.

INTERNATIONAL CHARITY.

The people of India are starving and it is stated that the Navy Department will charter a vessel to carry a cargo of food from this country. It is a good deed and only commendation should be heard; but the opportunity has been taken to wonder if this is the best thing to be done. Is it not a good plan, with hunger going on nearer home, to look out first for these neighbors of ours and let the Indians look out for themselves? If England can afford to add enormously to her debt for the sake of carrying war into Africa with the sorrow and the suffering attending it would it not be well to let her take care of the starving millions in India? She has, indeed, if we may believe the report, contributed to the relief of the sufferers, but not enough to stay starvation, much less remove it. Let every nation take care of its own and let the United States feed her own children, in Puerto Rico, for instance, and at the earliest moment make an attempt to organize an international charity, so that one of these days if famine comes to this country, the countries we have benefited may have a chance to practice the "turn about rule" so commendable in every way.

There is nothing to be said against the proposed organization. It will and does commend itself. In time it is to be hoped that it will take form and prove itself the blessing it promises to be. A world-wide organization like that, backed by the nations of the earth, would do much to strengthen the idea of the early coming millennium. In the meantime, if the starving millions are to be fed now is the time to do it. It may be a good thing to talk about the unfortunates dying for food in the shadow of our home chimneys, but it would be a much better thing to say not a word and instead to take a carload or even a good-sized market basket of provisions right over to the home sufferers without a thought of where charity begins or ends. In the midst of suffering relief is the only commendable thing to think of and he who parleys then or hes-

itates to do what the commonest charity urges will not be found at any time to be over generous with anything but advice. It is the old story: The charity that begins at home stays there; so effectually so that the sufferer at home and abroad never knows of its existence and dies unaided in a land of plenty.

There is in the old charity maxim too much of the old-time narrowness and selfishness which shut themselves up behind the old feudal walls. It is the spirit of the middle ages haunting the new order of things; and it is a part of the modern idea which has come with Republican life to teach the old the blessing of the new. Ireland was hungry and America fed her by the shipload. Russia was cursed with famine, which the harvest fields of the New World averted. India is holding out her hands for relief and America furnishes it. Always America, Republican America, who stands at her open door as the bread giver of the famishing world and so teaching the dead past its living duty and so showing that while charity does begin at home it can also and should extend its helping hand if need be to the remotest corner of the earth. It is a part of this country's mission to be a dispenser of her good things. Let us hope that international charity through her example may soon become an established fact.

Some years ago Binghamton, N. Y., came to the front as a cigar manufacturing center of commanding importance. A little later on the cigarmakers' union was permitted to gain the upper hand, in consequence of which the manufacturers were constantly interrupted with strikes and unjust demands by the walking delegates of the organization. As a result of the business being turned over to the union, it has degenerated to such small proportions that Binghamton no longer cuts any figure as a cigar manufacturing center; in fact, it is seldom mentioned among cigar dealers because of the insignificance of its output, as compared with that of markets which have refused to lend a willing ear to the persuasive blandishments of the walking delegate.

The members of the Kansas Women's Press Association, meeting in Topeka recently, resolved against the use of the figure of a woman in objectionable advertising. If this means advertisements of union suits, the men will join in urging the reform. A woman's figure in a union suit looks a good deal worse than if she were taken in "the altogether." The picture of "Faith Clinging to the Cross" would pull down the Christian religion if she were clad in a union suit. The fact is, women without clothes are not pretty. Dry goods make the women handsome. We hope the Women's Press Association will next attack dry goods stores showing night gowns on female wax figures.

A man may be known by the company he keeps; but the ability of a state can only be guessed at by the delegation it sends to Congress.

GENERAL TRADE REVIEW.

The two most notable incidents in the world of trade since the last issue of the Tradesman are the reaction in industrial stocks and the decline in the price of certain steel products. While these are two distinct incidents there is naturally a relation between them in that the decline in stock values was precipitated and probably caused by the course of the trust management. The explanation of the break in the price of nails and other steel products is simply the reaction from a condition in which the prices had been carried too high. During the tremendous demand of last year prices were carried by the premium on early delivery far above their natural level. This circumstance was, of course, taken advantage of by the combinations to get all they could out of it. As soon as it transpired that the pressure of demand became more normal stocks began to pile up instead of selling. To restore the trade prices were lowered to a parity with other conditions and present quotations will yield abundant returns, as the cost of manufacture did not warrant any such advance as had taken place. The reaction is a matter for congratulation, as it removes the danger of more violent disturbance.

The general strength of the business situation is shown in the fact that so great a reaction in the average of industrial stocks could occur with so little effect on the other branches of trade. The reaction last December was a little greater, but that was classed as a panic and took transportation stocks along with it. This time the reaction is scarcely noted and the average of the transportation list is nearly maintained. Should it happen that the speculating public is afraid to return to the market and a period of dullness in speculation should follow there need be no uneasiness while the general tide of actual business flows on without sign of abatement.

Eastern cities continue to show a decline in the volume of clearing house reports, but in all other localities—West and South—all records are being broken. One explanation of this condition is the great increase in manufactures nearer the markets. During recent months the building up of new enterprises in the nearer parts of the country has progressed with wonderful rapidity, thus obviating the need of transporting materials to the East and the products back again. The fact that this development has no apparent effect on the tonnage of the great trunk lines argues that the general development of the country more than compensates for the changing conditions.

The man who was born great is always a modest man. The man who achieves greatness is apt to have his head swelled in his efforts. The man who has greatness thrust upon him is an accident, unclassified and not reliable.

It is bad policy to stretch the truth. It makes the story look too thin.

Getting the People

Plain Talk and Some of Its Advantages.

S. Maudlin & Co., of Bridgman, have sent in another of their big circulars for criticism. There are few of the regular contributors to this column whose work has shown such a marked improvement as the work of this firm. Their last circular is almost above criticism. It is well printed, the cuts are attractive, the display is well balanced and the wording is attractive and convincing. I regret that the limited space allowed me does not permit of its reproduction. One portion will give the hint of the

NOTICE

We want Sunday Rest

Hereafter this store will not be opened for business on Sunday

- 1—Because we firmly believe that the public can, without any inconvenience to themselves, buy enough goods to last over Sunday.
- 2—Because we want to spend one day out of the seven with our wives and children.
- 3—Because we want to respect the Sabbath as a day of rest.

How You Can Help Us.

- 1—By doing your shopping on Saturday instead of Sunday.
- 2—By patronizing those who observe Sunday.
- 3—By inducing others to observe the day of rest.

We trust our friends will consider this favorably and co-operate with us in remedying the present conditions. During the fruit season it may be necessary for us to be open on certain hours, but at this time it is unnecessary and injurious to the entire community.

Yours very truly,

S. MAUDLIN & CO.

style in which the circular is written and at the same time will mark the inauguration of a movement which should certainly receive cordial support. As a general thing, the American people do not take enough rest. Many of them do not observe Sunday at all. This is the greatest of mistakes. Leaving out the religious point of view entirely, from the standpoint of common sense and good health a man should take rest from business troubles at least one day in the week. Rest is necessary to everyone and the change and relaxation of getting out of harness on Sunday will make a man more fit for his duties when he takes them up on Monday. It is not so much the physical exertion as it is the everlasting grind that wears a man out, and I am glad to see that Messrs. Maudlin & Co. are taking a decided stand in the matter by asking their patrons to do their shopping on Saturday and let them rest on Sunday. The notice is worded in such a way that no one need take offense at it and at the same time it is thoroughly decided in its tone. I trust that the movement will meet with every success.

The advertisement of the Electric Steam Laundry, Kalamazoo, reproduced

Shirt Waist Beauty

Depends on the laundering. We have a special department for shirt waists—a department that understands doing them up to look their best. You don't know what shirt waist beauty and comfort is unless we have done yours. Costs a trifle more than the ordinary way but is worth more than it costs.

Electric Steam Laundry,

Torry J. Slyton, Prop.

117 South Edwards Street,
Both Phones 286.

herewith, is thoroughly good in appearance and in wording. More than this, it is timely and the combination of its qualities should make a decided success.

Now is the time for laundries to talk of the advantages in their method of laundering shirt waists, negligee shirts and the like and, while the laundry advertiser's list of arguments is necessarily limited, he can at the same time make his advertising effective by keeping it up to date by advertising branches of his work in which the public are interested.

The advertisement of Wells & Morgan, Lansing, which occupies two inches, single column, shows how effective a proper use of display can make even a small advertisement. The two display lines and the heavy rule border

A NOTABLE (American) WATCH MOVEMENT

Fifteen jewel watch movement in a beautifully engraved gold-filled case; warranted for 20 years; open face or hunting, for only

TEN DOLLARS . . .

We have only a few and we don't need to argue the case or the movement, for either is worth what we ask for both.

WELLS & MORGAN

give a distinctiveness and prominence to the advertisement that is rarely found in such small space. The wording leaves nothing to be desired. It is crisp, concise and convincing. It is easy enough to make a large advertisement stand out with prominence. The very fact of the space being large enables the large advertisement to command attention. To make a small advertisement distinct enough to draw attention and interesting enough to hold it is quite another problem, and one which Wells & Morgan seem to have solved very satisfactorily.

W. S. Hamburger.

The Attitude of Labor.

From the New York Commercial.

As we take a running glance at the labor situation, the increases of wages everywhere, either with or without coercive measures on the part of the unions, the militant champions of labor in Chicago and the Winchester-armed strikers at Croton Dam, we somehow feel as if the poem "The Man with the Hoe" were a trifle overdrawn.

Whatever his condition in feudal Europe, where might was right for centuries, and the man who was weaker in mind or body was compelled by the stronger to bear the heavier burdens, even as the noble red man in America made his squaw the drudge of his wigwam, the condition of "The Man with the Hoe" in Republican America to-day does not justify poetical effluxes of the Markham order.

Nor does it justify any fear that the growing momentum of capital ("Gross-capitalism," our German friends tell it) will bear labor down farther and farther toward absolute slavery until the terrible cartoons of the trusts which some of our festive contemporaries serve up daily to their readers have some actual foundation in fact and capital has really become an antediluvian giant, hairy and horrid, swinging the club which makes the world afraid and driving labor before it like dumb cattle to the slaughter.

As nearly as we can judge from the reports which reach us from the West, labor has become the terrorizer, and has so far turned the tables that it will soon, be in order for another Markham to rise and write another poem, not in behalf of "The Man with the Hoe," but in behalf of "The Man with the Money."

A Serious Occasion.

Stella—I was awfully nervous when Jack proposed.

Maude—Was it such a surprise?

Stella—No; I was afraid some one would come in and interrupt him.

SALTED PEANUTS

NEW PROCESS

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



CRYSTAL NUTS

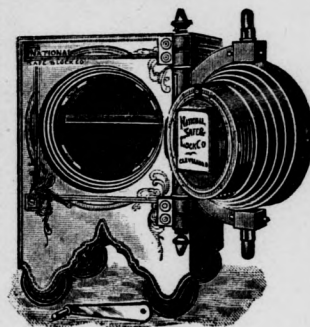
THE IDEAL FOOD

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.

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

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.

No Necessity for Handling Unprofitable Goods.

Every merchant is in business for the profit. However philanthropic may be his personal views, his mercantile business is expected to pay him something over the expense. It's a moral question as well as a cold business fact. Self-preservation makes it an absolute necessity. Without this profit the capital would soon be impaired, creditors would be clamoring for their money and the sheriff would close the doors. This is no fancy sketch; it has occurred in the past, in fact, is occurring every day.

In view of this, it seems strange that so many merchants will handle goods that bear them no profit—or practically none. It is safe to say I could step behind the counter of every one who reads these words, and lay out article after article on which the per cent. of profit received does not equal the per cent. of expenses. This is especially true of the grocer. Almost every retail grocer will handle many package goods at an actual loss to himself. When he does this, he is actually putting, not only this loss, but the loss of his own legitimate profit into the pockets of some large and rich corporation. He is actually paying part of the expenses of the manufacturer out of his own depleted and depleting purse.

Let me illustrate. The manufacturers of a certain breakfast oats advertised their goods extensively at 10 cents per package. Merchants felt obliged to carry the oats, as there was a demand for them, but were surprised to find the oats billed to them at \$1.10 per dozen. It was impossible to get more than 10 cents at retail; the way to profit then was barred by the manufacturers' advertisements. To handle these goods then at a profit of 9 per cent. was the only thing to do. The expenses of the grocer do not fall below 12 per cent. and the majority will exceed 15, and often reach 18 or 20. Every grocer handling those oats not only lost his legitimate profit above expenses, which is his by moral right as well as by all the laws of safe and correct business life, but he was actually paying from 3 to 6 per cent. of his sales on these goods for the privilege of handling them.

There are other package cereals that afford the grocer no better results, and certain brands of baking powder for years have caused the retailer no end of losses. Package teas and coffees may be put in the same class. Extracts, ammonia, bluing, etc., while bringing a goodly profit, are not the profit bringers they might be.

The wideawake grocer to-day is substituting his own brands for these non-profit bringers. In the case of the oats a barrel of oat flakes (the one spoken of above was nothing else) put up in neat cartons, bearing the grocer's own name, will yield over 100 per cent. profit. The cartons can be gotten, printed with the grocer's own label, by the hundred at any box manufactory. Better and purer baking powder than for which he pays \$4.65 per dozen pound cans he can put up himself for \$1.50. Five cents' worth of pure hartshorn in a gallon of rain water will retail for 40 cents. This will cost about 13 cents put up in bottles and labeled. Extracts may be made at half the wholesale price.

The merchant who sells his own brands advertises his own name and place of business. He should put up pure goods under his own name, guarantee them, and live up to the guarantee. The oats

are always fresh, the baking powder strong, requiring less, and the extracts purer and of better flavor. Careful and tactful substitution of such goods will give a valuable good will and name.—F. H. Hendryx in Topeka Merchants Journal.

Incompetency the Cause of Failure.

Incompetency in buying, in financing, in getting and keeping customers, in selling on credit.

Reverse this—The man who buys stocks judiciously—

—the kind the people want

—no more than he can sell

—at prices which will give him a reasonable profit—

is a successful buyer.

The man who can make his capital go far—get it back again with an increase—do

it often enough and meet

his payments promptly, is

a successful financier.

The man who can get customers enough to buy all he buys, and keep them buying from him and increase their number constantly, is a successful builder up of business.

The man who can decide what people will pay

if trusted—how much to trust them—

and can curtail or cut off when they

cease to be good risks, is a good credit man.

Many business men can do three or two or one of these things and not the others. It is appalling to think how many men in business can do none of them, when the fact is that the really successful business man must do all of them.

But a man may do poor buying, poor financing, poor custom building, and yet if he is a good credit man he may pull through.

But if he does all the first three well, and is a poor credit maker, he is almost sure to fail.

The reason is that he loses assets by drops when he is incompetent in the first three particulars, where he losses by bucketfuls on the last.

Your clodhopper running the country store shrewdly learns this, and after the first year carves out the fellows who do not pay, and by and by gets to be the money lender of the village; or if he is not quick to learn it, soon goes back to the plough and the cow milking.

The 'country fellow has the instincts of business in him.

I said to "Tackbary:" "John, what do you think of raising turkeys?"

"Good business," said John. "A turkey don't eat no more'n a hen, and you can get a dollar, cash, for him.

"Why, I had a hen turkey that come out with fourteen chicks in the spring, and I shet 'em all up together in a kind of a fence like. But the chicks all got out one day through a hole under the fence, and puty'soon the old hen broke through, too, and I didn't see any on 'em agin all summer. But the day before Thanksgiving that old mother bird come back with fourteen full-grown turkeys follerin' in behind her.

"Yes, sir; you ken trust turkeys."

Wm. C. Cornwell.

Extremes in Dress.

"That pretty Miss Reckless is an eccentric dresser."

"I should say she was! Why, she came to the club masquerade the other evening wearing a gown that was cut rainy-day at both ends!"

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 Widdicomb Bldg., Grand Rapids, Mich.

Grand Rapids

Bark and

Lumber

Company

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

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

419-421 Michigan Trust Building, Grand Rapids.

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

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.

Northrop, Robertson & Carrier,

Manufacturing Pharmacists,

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Wholesale Drug and Grocer Specialties

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

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

Around the State

Movements of Merchants.

Hudson—Wm. Friend, baker, has sold out to A. J. Colvin.

Hemlock—R. B. Pettit has sold his general stock to F. B. Cole.

Elk Rapids—S. J. Cromie has sold his meat market to P. C. Bailey.

Sherwood—A. W. Morris has sold his dry goods stock to J. C. Seymour.

Woodville—T. Harter has purchased the grocery stock of Hale & Stage.

Deckerville—Nathaniel Purcell continues the meat market of Miller & Purcell.

Petoskey—Verna Myers has purchased the millinery stock of Mrs. K. Smith.

Lowell—Campbell & Spraker succeed Clark & Spraker in the hardware business.

Carson City—F. S. Caswell has purchased the furniture stock of G. L. Shaw.

Horton—Milton Reed & Son have purchased the grocery stock of John E. Aldrich.

Cambria—W. R. McNaughton has purchased the general stock of Duguid E. Clare.

Galesburg—Little & Durkee succeed James Little in the grocery and meat business.

Edmore—Swarts Bros. have moved their general stock from Blanchard to this place.

Bay City—Sarah C. (Mrs. G. C.) Beebe succeeds G. C. Beebe in the drug business.

Evans—J. Bird, of Cedar Springs, has purchased the general stock of White & Story.

Holland—C. D. Smith, of Richland, will shortly open a drug store in the Huizenga block.

Coldwater—F. L. Drury will shortly engage in the grocery and meat business at this place.

Charlevoix—J. B. Backe succeeds M. H. (Mrs. E. E.) Brooks in the boot and shoe business.

Lockwood—Charles Carroll and sons, Don and O'Neil, have opened a general store at this place.

South Haven—Arthur G. Harrison has sold his grocery stock to Wm. O. and Walter J. Cook.

Owosso—F. G. Oatman has purchased the grocery stock of W. H. Bell and added it to his stock.

Sherman—Smalley & Hampton have purchased the hardware and implement stock of Thos. Wilson.

St. Johns—A. A. Chick has assigned his grocery stock to E. J. Moinet. The liabilities are about \$1,700.

Detroit—Wallace, Bell & Co., grocers, have dissolved partnership, David Wallace & Sons succeeding.

Shelby—Edwards & Girard have purchased the clothing, boot and shoe and dry goods stock of L. D. Allen.

Elk Rapids—J. D. Slater, of the house furnishing and undertaking firm of J. W. Slater & Bro., is dead.

Charlotte—Fowler & Wilcox, crockery and bazaar dealers, have closed out their stock and dissolved partnership.

St. Joseph—John Melscheimer and Ted Shear have engaged in the men's furnishing and dry goods business.

Dowagiac—W. M. Bryar & Co. are successors to Lee Bros. & Co. as owners of the White Front dry goods store.

Stanton—E. S. Hawley has merged his general merchandise business into a stock company under the style of the E. S. Hawley Co. The capital stock is \$20,000. The incorporators are E. S. Hawley, Clara P. Hawley, F. E. Joy, O. Swanton, all of Stanton.

Shafter—Will McCullough and Mr. Wright have formed a copartnership to engage in the grocery business at this place.

Pine Creek—Sidney W. Clark has purchased the hardware, implement, clothing and grocery stock of Charles C. DeBow.

Imlay City—Malsbury & Odell, grocers, have dissolved partnership. The business will be continued by Daniel S. Malsbury.

Olney—Smith Bros. have sold their general stock to Oliver D. Miller, who has consolidated the stock with his grocery stock.

Cedar Springs—L. C. Stage, of Woodville, and E. S. Rose, of Solon, have purchased the hardware stock of S. A. Nickerson.

Freesoil—Bennett & Stephens are erecting an addition to their general store building to be used as a hardware department.

Watervliet—R. W. Cochrane has sold his stock of drugs at this place and closed the store. He will join his family in Kalamazoo.

Sawyer—W. L. Hogue has sold out his business at Hinchman and purchased a general stock of goods and established himself at this place.

Traverse City—The Grand Union Tea Co. has opened a store in the Huellmantel building, with Mrs. S. Van Syckle, of Battle Creek, in charge.

Ovid—Fred Losey has opened his new market in the Farmer block. W. J. Johnson occupies the south portion of the block with his harness stock.

Union City—Clarence Spore is again in charge of the news and feed business, having purchased the old stand sold to George Barnes two years ago.

Union City—James Hartford has taken a partner in the person of J. I. Findley, of Concord, who has purchased an interest in the meat market owned by Hartford & Co.

Three Rivers—H. H. Gage has sold his interest in the drug store to J. H. King. The business is under the management of W. R. Fraser, who was formerly engaged in the drug business at Detroit.

Oak Grove—John S. Smith, of Howard City, has engaged in general trade at this place. There is a prospect of a postoffice being established here, thus making the mail route direct from Croton to Newaygo.

Sault Ste. Marie—J. J. Masse, of Detroit and A. D. Carpentier, of this city, have leased a portion of the new Roach building and will open a drug store therein about May 1 under the firm name of Masse & Carpentier.

Shelby—H. T. Compton has purchased the harness business of T. T. Osborne and will continue the business at the same location. Mr. Osborne will accept a position as traveling salesman for a large saddlery house.

Fenton—H. W. Scott, dealer in fruit, confectionery, tobacco and cigars, has opened a branch store at Linden and removed to that place to take the personal management of the business. His son will have charge of the store here.

Mackinac Island—The dry goods firm of Mulcrone Bros., at St. Ignace, will shortly open its doors on the Island. John Mulcrone, of the steamer Columbia, has retired from the firm, and M. F. Mulcrone is now sole proprietor.

Albion—G. W. Perkins and F. E. Steele, of the firm of Perkins & Steele, have dissolved partnership. Mr. Steele will continue the coal and feed business at the old stand, and Mr. Perkins

will shortly engage in business in the McAuliffe block, handling wood, coal and oil.

Cannonsburg—Dr. Aaron Clark has sold his drug stock to Benj. F. Whitmore, who will continue the business at the same location. Mr. Whitmore has clerked for E. E. Lessiter, at Grattan, for the past six months, prior to which time he was identified with the drug business at South Haven.

Jackson—Peter M. Etchells, the Trail street grocer, has recently suffered twice from the depredations of burglars. Being a fine mechanic, Mr. Etchells made an automatic gun to intercept the next intruder. Tuesday morning he was the first to enter the store, and the charge blew his right hand off and narrowly missed entering his body.

Jackson—Barnard, Thurber & Fitzsimmons have engaged in the hardware business at 123 West Main street. Chas. E. Barnard was for many years engaged by Wells & Fuller and later was a partner with Hugh L. Smith. Mr. Thurber has been for many years connected with the trade as traveling representative of a Detroit house and Robert Fitzsimmons was for many years with Barnard, Smith & Co.

Manufacturing Matters.

Boyne Falls—Guy M. Davis has purchased the saw and shingle mill of J. J. Robbins.

Gladwin—The creamery and cheese factory at this place was destroyed by fire Saturday. The origin of the fire is unknown.

Niles—Niles bids fair to secure a large brass and iron works which may remove here from the East. The concern employs 500 men.

Allegan—James H. Fairfield and Albertus Kolwood have purchased the interest of S. A. Guard in the milling property and business of Guard, Fairfield & Co., and will continue the business at the same location.

Ann Arbor—The Michigan Milling Co. has been organized with a capital stock of \$225,000 to engage in the elevator and flour business. The incorporators are H. S. Dean, W. C. Stevens, S. Dean and J. N. Kyer, all of this place.

Detroit—B. N. Firmen will start a writing ink factory in Detroit. He has been in the business of manufacturing writing fluids all his life, and his father is probably the oldest inkmaker in the country. Mr. Firmen has been making ink in St. Louis for the last few years.

Niles—This place has recently secured three factories which use a great many paper board boxes, and J. L. Reddy, a local capitalist, offers to furnish a building and provide financial means to any man who will go into the business of making paper boxes. The raw material can be purchased here.

Detroit—The Michigan Steel & Spring Co. has commenced the erection of a large factory at the southwest corner of Michigan and Hubbard avenues. It will have a frontage of 425 feet on Hubbard, and 126 feet on Michigan, will be constructed of brick and structural iron and be one story high. It will cost \$25,000. The plans were prepared by the company's engineer, who will supervise its construction.

Three Rivers—The firm of Roberts, Throp & Co. has been merged into a corporation which will be known as the Roberts Car Wheel Co. Cyrus Roberts, John A. Throp and John Cox founded the business in the '50s. During his lifetime, Mr. Roberts invented many

agricultural implements, which were manufactured by the firm. The stockholders now are Horace and James Roberts, Gen. Fred H. Case and his wife, Carrie, a daughter of Mr. Roberts; Henry B. Lathrop and James Donovan. The Donovan hand car is manufactured.

The Boys Behind the Counter.

Owosso—George Post has taken a position as clerk with Mosely & Russell. Ypsilanti—Clarence Corbeil has entered the employ of the grocery firm of Fisk & Ferguson.

Sault Ste. Marie—James Nichols has taken a position with the hardware firm of Gowan & Pickford.

Lakeview—John B. King, of Howard City, has accepted a position in the general store of Eli Lyons. Mr. King was formerly engaged in business at Howard City, but more recently with Bradley & McGeorge of that place.

Kalamazoo—Louis J. Marsh has gone to Kansas City, where he will enter the employ of Siebert, Good & Co., of which G. H. Raynor, formerly of this city, is manager. Mr. Marsh was formerly employed by the Star Paper Co. and was connected with the G. H. Raynor store in this city.

Manistee—P. Pierson has taken charge of Will A. Waite's branch grocery store, vice Louis Larsen.

Michigamme—It is the purpose of the members of the newly-organized Retail Clerks' Association to ask their employers to close their places of business at 8 o'clock every evening except Saturday, on pay nights and the nights preceding holidays. Most of the business men allow their clerks to leave the stores at 8 o'clock now, but they do not close their places at that hour. The clerks will endeavor to arrange an agreement with the business people whereby the key will be turned in the doors at 8 o'clock.

Hides, Pelts, Furs, Tallow and Wool.

The advance on hides has been checked. The late take-off sells freely, as the quality is better. Prices are at the high point and tanners can see a margin for their work and prefer to hold prices where they are.

Pelts and furs cut no figure in the market, neither in supply nor demand. Values on both articles are lower.

Tallow is again active and in good demand at ¼c per pound advance. The supply in sight is not sufficient, although an advance may pull out a hidden supply from cellars.

Wool has settled lower in price. There is an undercurrent among dealers that wool will be higher, but Eastern markets are decidedly quiet and lower. The May London sales are expected to show a decline. Holders are reluctant sellers on the decline and the demand is small. It is a time of waiting while the new clip is being offered, which must open at a lower price than that offered the first of the month. The extreme high price anticipated is not likely to be realized. Wm. T. Hess.

Innocents Abroad.

They stood looking in the window of a rubber goods store on Monroe street and from their general appearance one could tell that they hailed from Mill Creek.

"Silas," she said, clutching his arm, "there is something I have been wanting this long time," and she pointed to a sign which read: "Rubber garden hose sold here." "I think I'll go in and get a pair or two, for when I weed the flower-beds in the spring they'll keep my ankles from getting wet."

Then, taking a tighter grip on her partner's arm, she led him into the store.

Grand Rapids Gossip

The Produce Market.

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

Asparagus—Home grown commands \$1.50 per doz. bunches.

Bagas—\$1.35 per 3 bu. bbl.

Bananas—Continue strong and there has been a slight advance. Some of the goods now coming in are in bad condition, but as stocks are so light, they are readily sold. The demand is far in excess of the supply. Receipts of bananas in New York for the week ending Thursday were 33,000 bunches, against 74,000 bunches for the corresponding week last year.

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

Butter—Supplies of both dairy and creamery grades are increasing and prices are softening. Factory creamery has declined to 18c and is in a little better demand. Choice dairy in rolls and crocks commands 14c. The quality has improved very materially during the past week.

Cabbage—California is strong at \$6 per crate. Most of the sales are for half crates, which fetch \$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 continues extremely active and there is very little stock in sight to satisfy it. All signs point to higher prices. 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—Despite their positive statements that they would not pay over 8c for Michigan eggs, storage buyers appear to be determined to obtain April stock, even although they are compelled to pay 2@3c per doz. more than they insisted must be the price earlier in the season. Grand Rapids buyers are paying 10c f. o. b. and 10½c. del. for really desirable stock and ½@1c less for small eggs from the colony.

Grapes—Malagas, \$7.50@9 per bbl.

Green Stuff—Grand Rapids forcing lettuce, 14@15c. Onions, 15c per doz. Parsley, 3c per doz. Pieplant, 6c per lb. Radishes, 20c per doz. or \$1.25 per bu. box. Spinach, 65c per bu.

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

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

Lemons—The warmer weather now prevailing is very beneficial to the green fruit trade and lemons have advanced 10@15c per box during the past week.

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, recleaned, \$5@5.25; medium clover, good to choice, \$4.75@5.25; Alsike clover, \$6.50@7; Alfalfa clover, \$6.50@7.25; crimson clover, \$4@4.50; timothy, prime to choice, \$1.20@1.40; field peas, white, 75@90c; red top, prime to choice, 60c@81; 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—The floods in the South have delayed shipments to that extent that receipts are coming in rotten or so nearly so as to be unsalable. Shipments will not reach normal conditions until the latter part of the week.

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—\$5.50 per bu. box.

The Grain Market.

Wheat, owing to the very fine growing weather, has sold off some for futures. Cash property has not felt the decline as much. When any is offered they ask the same price as they did a month ago. The situation has not changed any as regards stocks abroad and at home. Receipts in the Northwest, where most of the wheat comes from, are growing less, so that the visible begins to decrease. It showed a decrease of about 500,000 bushels; not as much as it ought to be, but then it will be more later on. Receipts in the winter wheat section are very small, so much so that many interior mills are shut down for the want of it, which makes them bid up on wheat, and so it comes that farmers today are getting about Detroit or Toledo prices, which is hardly the proper thing, but then it helps the farmer.

Corn has been somewhat irregular in price, not so much on account of its real values as the whims of the traders. May corn sold yesterday at 38½c and to-day at 39½c. The cold fact is corn is scarce and wanted, so this low price will not hold.

Oats are very steady. No change whatever to report. Farmers are seeding more ground to oats than last year. Should the harvest be good prices may come down later.

Nothing doing in rye, but prices are steady.

Beans have shown some little strength and \$2.08 is asked, while October delivery is \$1@1.10.

Flour remains steady. The mills are running full capacity. The present problem seems to be where the wheat is to come from for the next three months to keep going at the present rate. While the demand for mill feed is good, it can not be said to be as pressing as it has been for the past three months. The fine pasturage accounts for this. Bran is quoted at \$15 per ton; middlings \$16@16.50, according to quality.

Receipts have been about of the average, being: wheat, 50 cars; corn, 14 cars; oats, 15 cars; flour, 1 car; hay, 7 cars; straw, 2 cars.

Mills are paying 68c for wheat.

C. G. A. Voigt.

Henry Eaton, druggist at 565 Cherry street, has engaged in the manufacture and sale of a line of secret remedies under the style of the North American Novelty Co.

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

The Grocery Market.

Sugar—Raw sugars are lower and have declined ¼c, making the price of 96 deg. test centrifugals now 4¼c. The refined market is very quiet, with only a moderate demand, as jobbers seem to be well supplied for the present.

Canned Goods—The market shows practically no change, compared with previous reports. The demand, such as it is, is nearly all for small lots required for immediate consumption. Few dealers have the courage to buy any considerable quantity for future needs. The entire market can be characterized as having adopted a waiting attitude, which it seems to be impossible to break. If, later, there is any increase in demand, particularly if it comes before the fall pack is ready for delivery, dealers, as a whole, will welcome it with more pleasure than any similar revival for some time. Jobbers and brokers who have been years in this business say they never saw trade duller and more unsatisfactory. The conditions are all the more discouraging, inasmuch as they follow so closely upon the failure to sell the usual quantity of futures, a trade on which a considerable number of packers in the Eastern section of the country depend for their business. The present dullness and the previous slowness of futures have caused some uncertainty about opening some canneries this season, particularly those which pack largely of tomatoes or other vegetables which are generally dependent on future sales. The heavy carry-over of tomatoes, which, by the way, is reported heavier than was at first deemed possible, has a tendency to discourage liberal preparations for packing this season. It is probably true, however, that there will be enough packed to supply all requirements, including what will be carried over. Whether the reported 2,000,000 cases will be disposed of before the season opens remains to be determined, but, according to the views of some of the most prominent holders, it is scarcely possible. A peculiar feature of the market, when the extreme dullness is understood, is the firmness with which all varieties are held. Holdings are small and chiefly in second hands, otherwise it might not be possible to maintain this attitude. There is little demand, except for consumptive requirements, and those are not as large at this season as they are earlier or later. Fresh vegetables in plenty, principally of good quality, cause reduction in the trade in canned sorts, while berries and other varieties of domestic fruits are preferred to the canned varieties. With the arrival of peas and pineapples and the beginning of the canning season for 1900 will come a better tone to the general market as it will give the packers something to calculate upon besides the absence of future contracts. Corn has been slightly more active of late, but no change in price has occurred. Spot stocks are held at the old figures and futures are selling in a moderate way at about opening figures for all grades. There has been some additional business in peas, particularly the cheaper grades. Holders are anxious to close out what they have before the new season opens, when fresh packed goods will have the preference, whatever the quality. The present prospects are for a full average pack of peas this season. Tomatoes are selling at about previous prices, although trade has picked up slightly within a week. The season on the Columbia River will open in a few days. From all advices

at hand, it looks as if the output of chinook will be considerably short of 1899, but no definite idea can be formed as to the output of bluebacks. The price of fish has been fixed by the fishermen's union at 6 cents a pound. This means an increased cost over last year's opening of 22@25c per dozen, as fish, cans, etc., cost more this year.

Dried Fruits—Dried fruit of all kinds is in an abnormal state of dullness. The jobber, as well as the retailer, seems afraid to buy further than absolute daily needs, and even then is reluctant to pay current prices. This state of affairs is liable to continue until the warm weather begins, when a general revival is expected. Prices are so low that sellers are losing money and only a desire to unburden themselves of accumulated stocks makes them offer at quotations. The news of a larger crop of raisins in California than last year makes buyers wary and conservative in their purchases, and, although they are convinced that present prices are low, they are hopeful of further concessions from sellers before they venture to speculate. The damage caused by frost appears to have been great exaggerated. All varieties of fruit trees in California are so full of blossoms that even if two-thirds should be lost, the remainder is more than sufficient for an abundant crop.

The demand for prunes is light, but, as stocks on hand are much reduced, sellers are not anxious to push sales at a sacrifice. It is claimed that there will be from 160,000,000 to 180,000,000 pounds of prunes in California, and the Oregon crop will also be a big one. They are working hard to form a company to control the output, but if there is anything like this quantity, they will sell pretty low. There is an active demand for currants and it is thought that prices will not go any lower. Sellers are losing heavily at present figures, which are below cost. It is reported that the growing crop of Smyrna figs has been injured by cold weather, but how seriously it is too early to state positively. Experienced observers on the spot estimate an output of 60,000 loads, or about a normal crop, compared with 48,000 loads in 1899 and 13,000 loads in 1898. Dates which heretofore have been limited to small orders for immediate consumption are showing more activity, but there is as yet no change in price. Peaches and apricots are dull. Stocks are small and prices are firmly maintained.

Rice—There is a very good demand for rice at firm prices. Stocks of the better grades are decreasing rapidly and, with an increase in the general demand, prices are expected to advance from ¼@½c in the near future. The decrease in stocks of the better grades is caused not only by the increased home consumption, but also by the large sales to the Government for shipment to Puerto Rico.

Tea—There is nothing of particular importance in the tea market. The demand is very good at about previous prices.

Molasses and Syrups—Supplies of all grades of molasses are small and trade is somewhat restricted by the high prices now ruling. Instead of the expected advance in corn syrup, it has declined 1½c per gallon, with a corresponding decline on cases.

Nuts—It is reported that the principal stocks of filberts have been sold during the past week at a considerable advance. The peanut market is weak, and prices have declined ¼c.

The Buffalo Market

Accurate Index of the Principal Staples Handled.

Beans—We have had an active trade for the past few days and supplies are cleaning up with more strength to prices. Receipts, too, are expected to be light and we can only see a firmer outlook under present conditions. Marrows, \$2.10@2.30; mediums, \$2@2.20; pea, \$2@2.25 for good to fancy.

Butter—A point has been reached at which some business can be done in fancy creamery and dairy, and it is possible the low point has been reached, unless receipts should increase considerably over present expectations. We are done with renovated, packing stock and other stuff; also rolls are out of season, and only the best grades will sell now as prices are low enough to suit all classes of buyers. Creamery, Western fancy, sold regularly at 18c; State, 17c; dairy, 16@17c, and lower grades between 14@15c; crocks, 14@16c.

Cheese—Easy, light demand and supply fairly liberal. Fancy full cream, small, 12c; fair to good, 11@11½c; skims, neglected, 2@8c per lb.

Eggs—There were buyers of fancy cold storage stock at 12c, but offerings were not of that class as a rule and local consumptive business was considerably less than last week, which left quite a good supply on hand. That class sold at 11½c and occasionally 11½c, but the tendency seems to be upwards on desirable goods and we can see nothing in the position at the moment to expect anything but an advance. Duck eggs scarce and strong at 20@22c per doz.

Dressed Poultry—Really nothing offered the past week and with an active demand at the closing: 13@14c for chickens and 12@13c for fowl were possible figures. Broilers sold at 18@20c, and for something fancy it would not be difficult to exceed that price. In fact, a higher market for anything is almost certain this week.

Live Poultry—Scarce and high. Fowls sold at 11@12c; chickens, 11½@12½c; springers, 15@16c. No prospects of an oversupply or any decline for the next few weeks.

Apples—Some fancy stock is still offered and \$4.50@5 is easily reached on that quality. No. 1 is moving off readily at \$3.50@4 and there is an easy sale for lower grades at \$2.50@3 per bbl.

Strawberries—The light supply at the close of last week sent prices up to \$2.75 for fancy cases, 24 pints, and not enough offered at that price to meet the demand. Weather has been decidedly favorable for this fruit.

Oranges—Firm; good demand. Navels, \$3@3.50; seedlings, \$2.50@2.75.

Lemons—Quiet at \$2.75@3.50.

Bananas—Strong with increasing demand and light receipts; \$2.50@3 per bunch.

Cranberries—Dull and easy at \$2.75@3.25 per crate.

Pineapples—Fair supply; steady at \$12@22 per 100.

Potatoes—Market higher. Farmers are busy and the local supply is light at the moment. As was previously mentioned, these times of scarcity will continue for a week or two and shipments to this market will pay the best prices on the remaining crop. There is a heavy supply held back and everyone knows that farmers would rather plant than sell when the weather is right, and this is causing the present strength. Fancy white stock sold at 50@52c; fair to choice, 46@48c per bushel in round lots.

New Potatoes—Neglected at \$4@7 per bbl.

Sweet Potatoes—Dull at \$2.75@3.75 per bbl.

Onions—The market is lower; receipts liberal and demand only fair. Yellow fancy sold at 60@70c; white, 60@75c; red, 65@70c per bushel. Sprouted stock at any price.

Celery—Home grown about done for; best lots 40@50c per doz; Southern sold at 50c@\$1 per doz., according to quality.

Cabbage—Market cleaned up fairly

well, but demand is light at \$1.75@2 per bbl. for the best. No Southern offered.

Lettuce—Scarce and higher under active demand. Fancy heads, 60@75c per doz.; leaf stock, per box, 3 to 4 doz., 75c@\$1.25.

Radishes—Heavy supply of boxes from Southern points and demand good at 75c@\$1. Home grown scarce at 18@20c per doz. bunches.

Pieplant—Heavy supply but with a better enquiry. Market firm for fancy at 80@90c per doz. bunches. Boxes of Southern sold at \$2@2.25.

Cucumbers—Light supply; firm at 75c@\$1.40 per doz.

Spinach—Fancy scarce; \$1.25@1.50 per bbl.

Vegetable Oysters—25@40c per doz. bunches.

Horseradish—Scarce. No. 1, \$7@8 per bbl.

Watercress—18@25c per doz. bunches.

Mushrooms—Scarce at 40@50c per lb.

Maple Sugar—Fancy light sugar sold at 10@11c; dark, 5@8c per lb. Syrup, fancy new, 80@85c for full gallon cans; short measure, 60@65c.

Dried Fruits—Quiet. Apples, evaporated, 6½@7c; sun dried, 4@5½c; raspberries, 13@14c per lb.

Country Dressed Meats—No hogs offered. Calves, 6@8c per lb.; spring lambs, 10@12c per lb.

Straw—Good demand and firm. Wheat and oat, \$8@9; rye, \$9@10 per ton baled.

Hay—Light receipts. Prime, \$15@15.50; No. 1, \$14@14.50; No. 2, \$12@13 per ton.

A Hen's Preference for Colors.

Elkhart, Ind., April 21—Hundreds of Elkhart shoppers have been amused and considerably interested every afternoon this week in an exhibition which revealed a decided distinction in regard to color by a fussy hen, which, with her brood, has been displayed in a druggist's window as an Easter egg dye advertisement.

The druggist dyed the twenty chicks, some red, some brown, blue, violet, green and yellow. The hen, a big Plymouth Rock, evinces a remarkably violent dislike for the little fellows who wear the red and brown and fights them from her. She regards the others with varying degrees of favor and is particularly fond of the violet-hued offspring, although it would be natural to suppose that the yellow ones, being nearer the natural color, would meet with the most pronounced favor. As night comes on and the difference in colors becomes less noticeable, the hen's antipathy gradually lessens, and by the time the electric lights are turned on she has all of the twenty snuggled under her wings. Daylight, however, brings on a renewal of the manifestations.

The Future of Poultry.

From Farm and Home.

What the future of the poultry industry will bring forth is purely problematical, yet in the face of the past, and summarizing the results and comparing the totals with those of all other branches of commercial pursuits, we can only foresee an era of prolonged prosperity—an era wherein one may hope to realize an assured return for the outlay of capital and labor.

The magnitude of the poultry industry of to-day exceeds that of almost any other product of the soil, and with an increasing demand there is no reason why the next few years should not be a period of the greatest prosperity for those who engage in poultry raising on a business basis—one that requires capital, brains and enterprise—exactly as would the business of the merchant who sells the commodities that the public consume.

The shape of the egg has nothing to do with the life germ unless the egg is deformed. The shape of the egg conforms with the shape of the ovary, hence we have long eggs, short eggs and round eggs. The air cell and germ are in the broad end and if this part is smooth and even and if the germ is fertilized that is all that is necessary so far as shape goes.

Beecher's Hard Luck.

From the Ladies' Home Journal.

"One day in a town where he was to lecture Henry Ward Beecher went into a barber shop to be shaved. The barber, not knowing him, asked him whether he was going to hear Beecher lecture.

"I guess so," was the reply. "Well," continued the barber, "if you haven't got a ticket you can't get one. They're all sold, and you'll have to stand."

"That's just my luck," said Mr. Beecher. "I always did have to stand when I've heard that man talk."

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 10¼c.

Dairy butter is selling at from 16 to 17c.

If our market is satisfactory, ship.

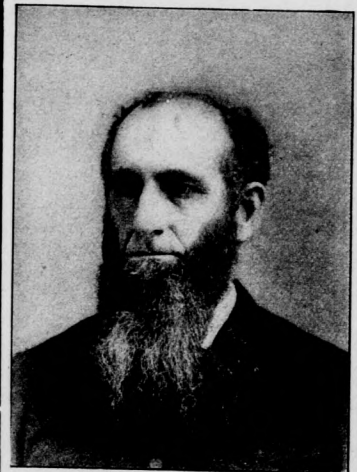
Correspondence solicited.

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

154 Michigan Street,

Buffalo, New York.

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.

MACKEY & WILLIAMS,

Dealers in

BUTTER, EGGS, CHEESE, POULTRY, ETC.

62 W. MARKET & 125 MICHIGAN STS.
BUFFALO, N. Y.

From now forward ship dairy butter packed in tubs, 30, 40 and 60 lb. weight. Dressed poultry in strong demand. Fresh eggs wanted for storage. Fancy creamery in good inquiry.

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.

WE BUY EGGS

11-1-20 DELIVERED BUFFALO

We will pay 11½c for all the No. 1 fresh laid Eggs delivered f. o. b. Buffalo we can buy during the week ending April 28. If desired cases returned at shipper's expense. Write or wire us.

GLEASON & LANSING,
150 MICHIGAN ST.,
BUFFALO, N. Y.

References, Merchants Bank, Buffalo, N. Y., Bradstreet or Dun Commercial Agency.

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.,

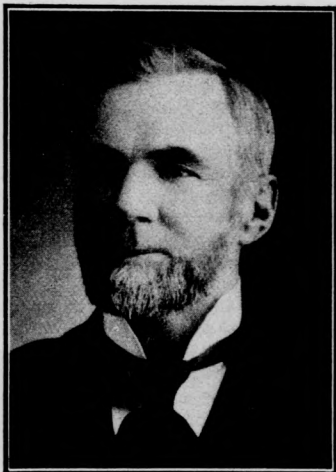
Toledo, Ohio.

PRINTING FOR PRODUCE DEALERS Tradesman Company
Grand Rapids.

MEN OF MARK.

James Court, Senior Member of J. Court & Son.

James Court, only son of James Court, was born November 26, 1839, in Berkshire, England, within sight of Windsor Castle, where English royalty has dwelt for many years. His father died when he was 4 years old and the stern side of life was forced upon him in his early years. His school days were limited and his education has been obtained in the practical training school of life. While a young man he was employed as a gentleman's livery servant by Sir Robert Palmer, a member of Parliament from Berkshire, where he learned much of high life in England. He was subsequently in the employ of Sir John Watters, formerly the largest stockholder of the London Times. Mr. Court's description of Sir John's estate is very interesting. It is called Bearwood Park and is four miles wide by eight and one-half miles long. It contains an ar-



tificial lake, covering about 60 acres, and water is conducted through a pipe from the lake to a large 70 foot water wheel, which furnishes power for the dairy machinery, feed cutters, stationary threshing machines, sawmill and wood working machinery. The park is set with trees brought from many parts of the world. The mansion and out-buildings cover four or five acres and 300 men were employed for three years to construct them. The dining room is 125 feet long. The different rooms are finished in many kinds of wood from all parts of the world. Some of the picture frames are made of sliced walnuts inlaid and highly polished. There are seven lodges and a church on the estate, a village called Sinsom, and Sir John paid for the services of a minister to teach his people. Hundreds of people were employed by him, and were well provided for.

In the spring preceding the election of James Buchanan, Mr. Court and his mother boarded a cotton ship, and in seven weeks and four days reached New Orleans. They took a boat up the Mississippi River and reached Stillwater, Minn., May 1. There Mr. Court worked in a hotel as cook and waiter for some time. As the Indians at that time were very numerous in that part of the country, raids and massacres frequently occurring, he decided to send his mother to Augusta, Mich., where he followed her in the fall. He had saved barely money enough for the trip and, as the boat was making its last run for the season, its owners took advantage of the opportunity and charged double

fare. As a result, he reached Chicago penniless. There he sold his overcoat for 50 cents, which paid his fare to Lake Station. At that place he met a stock drover, whom he assisted and who paid his fare to Niles, which he reached at 9 o'clock at night, with only 10 cents in his pocket. With this sum he purchased a pie to appease his hunger, as he had had nothing to eat for twenty-four hours. He intended to sleep in the depot, but was driven out and was forced to beg a night's lodging. He finally succeeded in finding a place where the lady of the house kindly offered to put a feather bed on six chairs in her parlor, which he accepted with alacrity. The next morning he hired out to a milk man to peddle milk and, at the end of the week, received the munificent sum of \$2, which proved to be counterfeit when he tendered it in exchange for a ticket to Augusta. The milk man he worked for refused to give him a good \$2 bill unless he promised on his word of honor to return to work for him. After reaching Augusta he hired out to do wood chopping and after some time he purchased a farm of Horace Peck, of Kalamazoo, near Augusta, which he tilled for several years. In 1879 he engaged in the purchase and shipping of butter, eggs and poultry. This business has steadily increased until he now has the best equipped establishments in the State, his annual sales averaging from \$175,000 to \$200,000. He sold one man \$30,000 worth of poultry during the period from Thanksgiving to Christmas time.

Mr. Court was married Oct. 14, 1862, to Miss Selena Williams, of Augusta. They have had six children, three of whom are still living—Frank W. and Reuben, who are engaged in business with their father, and a daughter.

Mr. Court is a regular attendant of the Presbyterian church. He is a member of the Board of Aldermen of Marshall and is very active in advancing the interests of his town.

Mr. Court and his two sons are in business together at Marshall. They also have branch houses at Allegan and Bellevue. They have men employed buying and handling poultry, eggs, butter, etc. They have succeeded by hard work and twenty years' of experience in building up a large poultry and egg business with Eastern parties.

Short Crop of Maple Sugar in New York.

Lowville, N. Y., April 21—Hon. M. W. Van Amber is at present taking his annual outing in the Adirondacks, superintending the manufacture of maple sugar. He has 5,800 trees, which were tapped two weeks ago and upon the run of sap thus far secured Mr. Van Amber bases the prediction that not to exceed one and a half pounds of sugar to the tree will be manufactured this season. A fair yield in the Adirondacks is two pounds to the tree, while on the uplands, where the orchards are less dense, from two and a half to three pounds to the tree should be made. But in all localities the make will not come up to an average yield this year. Why this is so is not satisfactorily explained, but a great many are of the opinion that the presence of worms the past two years is the direct cause of the shortage. Three years ago an average yield of sugar was secured, but the past two years has been below an average. Mr. Van Amber scoffs at the report that the worms have thus early made their appearance this spring, but there are others who assert that they have found them in large numbers. From the 5,800 trees Mr. Van Amber has thus far made between 4,000 and 5,000 pounds of sugar. There are several persons who have equally as large number of trees in the Adirondacks, from which they are gathering sap and making sugar, but all agree that the crop is to be a light one. Lowville shippers continue to pay from 8 to 9 cents per pound, the latter price, however, for only fancy lots.

There Is Money In It



It pays any dealer to have the reputation of keeping pure goods.

It pays any dealer to keep the SEYMOUR CRACKER.

There's a large and growing section of the public who will have the best, and with whom the matter of a cent or so a pound makes no impression. It's not how cheap with them; it's how good.

For this class of people the SEYMOUR CRACKER is made.

Discriminating housewives recognize its superior flavor, purity, deliciousness, and will have it.

If you, Mr. Dealer, want the trade of particular people, keep the SEYMOUR CRACKER. Made by

National Biscuit Company

Grand Rapids, Mich.

ALABASTINE

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

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

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

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

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

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

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

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

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

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

F. J. Sokup

Manufacturer of

Galvanized Iron Skylight and Cornice Work

Gravel, Tin, Steel, and Slate Roofing and Roofing Materials at market prices. Write for estimates.

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

Bell and Citizens Phones 261.

YUSEA MANTLES.

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

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

Sells for 50 cents.

Will outwear three ordinary mantles and gives more light.

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



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 25, 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 18, 1900, and saw the edition mailed in the usual manner. And further deponent saith not.

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

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

A NEW ROAD.

Were the sea land and steamers carts, there would be already a well-traveled road between New York and South Africa. As these columns predicted some time ago, so long as the war there goes on, and irrespective of which side is victorious, the trade between that country and this will increase, and when the conflict is over will continue to go on. To-day England is buying enormously provisions for her troops. Among these there is a noticeable demand for potatoes, and this has been so great as to suggest a rise in the price of the tuber in the American market. A guess based upon a fair judgment has already been made to the effect that when the year is over England will pay to the United States a provision bill of \$30,000,000.

Among the items especially noticeable are hay and horses. Within the last six weeks something over 3,000 tons of hay have been delivered—and thereby hangs a tale: The British war department, because the hay is to be transported by mules, has ordered that the hay should be baled 100 pounds to the bale. This allows two bales to an animal. It was found, however, that to carry out the order required machinery especially constructed. Promptly to the front stepped the Yankee inventor and forthwith has appeared a contrivance which, attached to a hay-compressing machine, accomplishes its purpose so accurately that all parties are satisfied. Better than that, the new method of baling has brought out the fact that a little less than one-half the space for storage in steamers is required, and so one-half the number of steamers for carrying the hay, an arrangement which saves in freight enough to pay for the baling and leaves a pleasing margin besides. The whole amount of the article so far sold can not be accurately determined. From American ports more than 300,000 tons have already been exported and Canada

almost equals the same amount, so that during the year it is safe to say in hay alone the Western Continent will furnish 1,000,000 tons of hay for the South African war.

The traffic in horses and other animals can be inferred from this amount of exported fodder. It has been estimated that if steamers enough could be obtained there would be a line of them between New York and South Africa twenty-four hours apart and that fifty of these vessels would be freighted with horses, 50,000 of which are soon to be shipped from this country, at the average price of \$100 a horse. The mule, in spite of the part it played in an early British defeat, is not despised. From the ports of the South 35,000 mules, for which something over \$2,500,000 has been paid, have been shipped and if the war goes on this number and this amount will be materially increased.

The effect upon the market of the filling of these orders has already been felt. It had been feared that the increasing use of electricity had impaired the breeding of and the trade in the horse, and in the West especially, where the business was extensively carried on, there was no inducement to go into it. This sudden call, however, has changed the condition of things and the exports promise to exceed anything ever before reached in this line.

As a beginning of what promises to be a new field of export the commercial aspect of our relations with the Dark Continent is certainly promising. The road, a new one, is opened. Trade has been established and the goods, by the steamerful, are already on the way. For numerous reasons the opened market will remain ours. For many years to come the Boers will not encourage trade with England. Without the prejudice sure to exist the English import would have little show with the Boers; with that prejudice, and the acknowledged superiority of the American production, the trade with that country will continue to increase and when peace has been secured will develop in wider and more diverging lines. At all events the new road to South Africa will continue open. The American product will continue to gladden the South African consumer and when the war is over, while a daily steamer may not ply between these distant ports, the increased trade will go on and the goods, carried, as they doubtless will be, in American ships, will strengthen the commercial relations between the two continents, to the great advantage of both.

If Admiral Dewey has one thing to be thankful for, more than another, it is that the stand from which he will review the seven mile procession at Chicago next Tuesday was not reared by the hands of union labor—hands reeking with the blood of innocent men who insist on exercising their God-given right to live and breathe and support themselves and families by honest toil. Admiral Dewey has made several very serious mistakes since he became a devotee at the shrine of an ambitious daughter of Eve, but his visit to Chicago is not likely to be marked by the unfortunate features which marred President McKinley's visit to Chicago last October, when the official head of the nation accepted an honorary membership in a trades union and disgraced himself and dishonored his office by attending a meeting of trade unionists who have conceived and executed some of the most infamous crimes ever committed in this country.

ALL WOOL.

Humanity hates to be cheated. No realm and no inhabitant thereof have yet been found where or with whom deceit meets with favor. To be attracted by the pleasing, to become its delighted owner and then to find out that with all our supposed experience and keenness we have been unmistakably imposed upon goes against the grain. The one condition worse than this exists when, acknowledging ignorance and trusting implicitly upon the man of whom we buy, we find the goods not only not a yard wide but not anywhere near the "all wool" strenuously declared by the cheating salesman. The man who goes into a horse trade with his eyes wide open knows what to expect. It is cheat against cheat and he can afford to laugh no matter what the outcome is; but the great trading world is not engaged in that sort of traffic; when it buys shoddy it wants shoddy and when it buys all wool, all wool it wants and the cheat will find out his mistake when he suffers the unavoidable penalty of his meanness.

A much needed machine as a complement to the wheel has been lately put upon the market. It was just the thing and went straight to the cyclist's heart. The price was especially reasonable and the invention found ready buyers. Then came the reaction, the thing would not work, and the refuse barrel and the ash-heap are bright with the invention used once and with imprecations thrown away.

The illustration, in itself of little importance, will serve to show what has not been the cause of the enormous increase which has turned towards the United States the trade of the whole earth. "It was the guns in the bay of Manila," says one. "When they found out we can and will fight they wanted to trade with us." "It is something new," says another. "When the novelty wears off that will end it." They are both wrong, as well as the wiseacre who affirms that it is only a boom in the commercial world soon to be over and soon to leave trade as flat as it found it. "The fact is the American trader entered foreign ports in the wake of the gunboat and made the most of his chance."

It is not the fact, however. Admit that the gunboat battered down the doors of trade in the East. Grant that the American trader took advantage of the opportunity and did his best to push sales in the foreign markets. He found the merchants of other countries ahead of him. He found their goods in the markets and in the hands of their customers. He found the omnipresent drummer chuckling over his supposed discomfiture, but—and here is where the whole matter hinges—the American could see that he had the best goods. What if the market was crowded? So much the better chance to make a display of something new. What if the goods already introduced had found favor? Where was the market and where were the people unwilling to be benefited when it could be done without cost? So the American bales were opened. So the foreign eyes were attracted. So the conscious finger of the curious customer came in contact with the Western fabric. A purchase was the result and the end was not yet.

It soon came, however. In spite of the reputation of the Yankee, the goods—and not the buyer—were sold. They were what they were sold for—"all wool." Actual measurement showed

them to be a full yard wide. If they were warranted to wear well they wore well. The work the American machine was declared to do was done and well done. The product of the American loom, placed side by side with other products from other countries, was found to be the better. It was honestly made of honest material and so surpassed the English goods. It was made fine in quality and workmanship and so excelled the loom work of France. Its color in tint and fadeless properties challenged the expert and so was proven the superior of the German dye-tub. Asking no odds and receiving none, the American product stood upon its own merits, and rested there its case.

The astounding expansion of American exports is the pleasing result. Read a single statement: The domestic exports of the United States in 1898 were \$1,233,558,140; in 1899 they amounted to \$1,252,993,087, a result not due to booming, not due to the tireless activity of the aggressive American drummer, neither to the shattering shots of the American gunboat, but to real excellence in quality and workmanship. These are qualities which stay. They are appreciated everywhere. There is no cheat about them. They are all wool. They are what they claim to be; and the market, domestic or foreign, which expands for that reason has no limit to its expansion.

A suit of some interest to the business community, and especially to insurance circles, has just been decided in the city of San Antonio, Tex. The suit was the result of the refusal of an insurance company to pay a loss under a policy. Thomas Brady, a wealthy property holder, was insured in the Georgia Home Insurance Company, and upon the destruction of his property made claim against the company for the amount of the policy. The company denied liability and judgment went against the company. Mr. Brady then instituted suit against the insurance company for \$150,200 damages, claiming that the defense set up by the company was libelous and malicious. This case was tried last week in San Antonio, and resulted in a verdict in favor of the company.

The fight against the consumption of the cigarette by the youthful smoker is still going on and increasing its territory. A board of education has recently decided that no cigarette smoker shall receive a diploma from its hands. Good. Now, then, if cigarette smoking is the pest that everybody believes it to be, why not give a little attention to the maker of the article? A case of scarlet fever calls for a placard announcing the danger, smallpox and leprosy are quarantined, but the cigarettemaker, supposed to be a bigger death-dealer than all three, smiling and happy, keeps right on with his business at the same old stand.

Vermont has a law prohibiting the sale of liquor in any town unless the citizens vote for it, and then it must be dispensed by a town agent for medical purposes or use in the arts. Northfield, a town of 3,000, has had such an agency, and its receipts have been so large that the temperance people have had a law passed requiring the publication of the purchasers' names.

In some poor and thickly-settled places a census is about all there is left to take.

PAYING THE FIDDLER.

There are growls of discord from the voices of harmony. For some reason or other opera in this country has ended in failure. With 400,000 Germans in Chicago to the music-maniac born and a goodly array of Americans who are devoted to music, or declare they are, the opera season has come and gone and left a big deficit which some generous men and women with long purses have been kind enough to make up. In the meantime there is a wondering going on as to whether the American nation is not relapsing into barbarism. "When Music, heavenly maid," was younger it was not so. Night after night the opera houses throughout the country were thronged. Artists came and went, filling the land with melody, and even the man with the tin pail and the hoe gladdened his toil with the sweet snatches of operatic song. Now a change has come. Wealth and fashion and beauty drop in for a while when the performance is at its height for a bit of sprightly conversation and then depart for the next function. Society discusses the singer's wardrobe and diamonds and the implements of industry are accompanied by some lively whistling of the last gem of the minstrels.

Are we as a nation degenerating? Is it true that "Lo! the poor Indian" who yields to the sweet influences of song is getting ahead of us? Apollo by his music moved the stones and the trees to his feet to listen to his vibrating strings; are we less susceptible to music than they? There can certainly be no fault found with the singing. With a company whom New York had paid \$1,000,000, a well-known musical director came to Chicago to find himself out of pocket. The singing was the best; the opera was the best. Not an opera house in Europe had as many first-class singers, with Mme. Calve at the head, and yet the expenses largely exceeded the receipts. The Middle West, the unparalleled, enterprising, aggressive, intelligent and cultured Middle West, was not civilized enough to support a season of first-class opera, and all the world wonders why.

It is not the first time in the musical history of this country when the same condition of things has existed, and without any beating around the bush the Tradesman ventures the opinion that it is a mere question of cost. When Jenny Lind, under Barnum's management sang to the delighted crowds at Castle Garden, singer and song were novelties and this country, appreciating both, paid for them right royally. It was worth while. The novelty, however, has gone. A long line of remarkable singers have followed in the footsteps of the "Swedish nightingale" and gone back to their nests richly burdened. Others take their places, and while now the singers in the music market are numerous the same exorbitant salaries are demanded. New York paid \$5 for a ticket. Chicago charged \$3.50 and at the reduced rate, with prosperity flooding the country, the management would have been in debt had not generosity come to the rescue.

Now, \$5 and \$3.50 are too much to pay for that kind of amusement. The patrons of it do not get the worth of their money. The singers do not earn it. A false value has been put on it, and the general public has submitted to the imposition just as long as it is going to. These singers, like other toilers for their daily bread, before the advent of Jenny Lind were satisfied with

the reasonable amount they received. Now nothing satisfies them. They are monarchs of everybody and everything they survey. A whim seizes a singer and not a note for love nor money can be coaxed from her rebellious throat, although the opera house be full to overflowing with people who have come from far and near to hear that particular "star;" and more than once has an audience gone away protesting against being cheated out of their money by that class of people in that kind of way. New York may be used to it and so be willing to put up with it. The rest of the country are tired of it, and it seems to be left to the Middle West to call a halt. Genius is something, talent is something and these with good hard work amount to a great deal more, but when a prima donna charges a thousand dollars or more for singing a song, it is as preposterous as it was for Coal Oil Johnny to use twenty-dollar bills for cigar lighters.

Let us be honest then and say that opera comes too high. We can not afford it. We do not get satisfaction enough out of it. For a people wanting to pay its own way, it takes too long to earn the price of a ticket, and coming right down to the fact there is more real soul-stirring melody in the simple heart-songs, sweetly sung, of the people than there is in all the screaming and air-beating and uproar that have been crowded upon the operatic stage from Marco di Zanoobi da Goghano to Wagner.

SNAP.

Short and sharp, the word is an apt sign of the thought for which it stands. The yae and the nay which the speech should be in trade and out of it find here condensed their pent-up force. With no waste of breath, with no wish or time to be curt or coarse, it goes straight to the point, says its say plainly and stops. With no hitch in the march of business, the clear, quick brain sees in advance the need not yet asked for, supplies it and the long line goes by without a halt from the beginning of the business day to its close.

Conceding without protest that speech reveals character and that character is innate, it is a much discussed question whether training can supply either where it is wholly lacking. A boy born to drive oxen with a brain as sluggish as his muscles can hardly be expected to direct great enterprises and where this is undertaken it is the character which must be dealt with. "I can't make my reading class say 'Oh!'" wailed the teacher of a class of boys. "Nothing easier," sharply replied the expert. "Jab a pin into them!"

The business world is full of men who should have had that treatment before they entered it. They are sluggish. They do not think and they do not want to think. The Spanish "to-morrow" is the besetting sin of their lives and it is constantly getting the better of them. They wake up late in the morning. They are down late to breakfast. They are a few minutes late at the store. They are forever finding fault with their "hind sight." They like to loiter. They are given to dreaming. They take comfort in the fact that Rome was not built in a day and that the making of the world took seven. Then "why should the spirit of mortal be"—"up and doing with a heart for any fate!" This everlasting flying around and tearing one's—raiment is not what it is cracked up to be. In a word the man has no

snap. His speech declares it and his place in business and in the estimation of men affirms it.

Whether even pin-jabbing can effect a permanent change is a question not easy to answer. For this, as in genuine training generally, a man's grandfather is the place to begin. The sterling qualities of character and so of trade are no more the result of a single generation's care and cost than the big trees of California are the result of a single century's sunshine and rain. Back of present conditions, down there where the real life lives, behind the bark and the wood where the heart is and throbs with nourishing sap is where the question must be settled. If there, hidden from the eyes of men and often from the man himself, lies dormant only the germ of that snap which made successful the generations before him, the pin-thrust may accomplish its purpose. Without that the effort is useless. Physical pain and vigorous protest are only so many lively manifestations of existing discomfort, soon to pass and leave no sign.

Much has been said of late of men's growing old and useless and being compelled to give place to younger men, and a distinguished divine has asked if the old man had not better be put to death and so settle the question. These columns have already stated that age does not necessarily mean decay, much less uselessness, and it need be only said now that just so long as that snap which has made men and circumstances yield to its influence is alive, the white hair and the wrinkles are only the signs of experience, matured by time, tempered by thought, ready for greater demands and emergencies and knowing better how to meet them than when rashness and impulse were master. It is only another word for life, vigorous life, with no thought of death about it, life with a purpose, and that a good one, together with an unyielding determination for its early accomplishment; and he who at twenty or sixty or eighty has no such purpose and no such determination has lost whatever snap was once his, is ready for burial and should be promptly accommodated.

A contemporary remarks that one of the remarkable things about British rule in India is that the longer it continues the more intense and frequent grow the famines. To this it may be answered that famine and plague are hard to combat by any form of rule with a people who deem it a religious obligation to drink the water of a river into which empty the sewers of a great city, and reject assistance from hands whose owners are not of the proper "caste." Native custom rather than British rule is responsible for most of the ills of India. It is our good fortune that in none of our new possessions have we the "caste" problem to wrestle with.

The Prussian minister of railways has expressed a favorable opinion of the American locomotives that have been tried in Bavaria. He says: "Notwithstanding their faultless construction, they cost considerably less than locomotives of similar style of Prussian make."

And now comes a report of a plug of tobacco stopping a bullet in front of the heart of a soldier in the Philippines. The pack of cards, the sweetheart's picture and the New Testament are not the only pebbles on the life-saving beach.

The way of the transgressor and the tramp must be made hard.

OUNCE VS. POUND.

The trade that has followed the flag to the Philippines seems to have lost its head. In its intense desire to start in early and make the most of the fine hay weather it has forgotten that there is something to be thought of besides the money to be made out of the undertaking. Every form of gain in these new possessions has been considered legitimate and, while enterprise received every encouragement to keep full the army canteen, it has not been able to understand why the canteen, introduced by the flag for the sustenance of its supporters, should not be passed around to these new countrymen of ours and thus early give them a taste of Western civilization. The result of passing the beverage is a matter with which trade nor the laws regulating it have anything to do—that is a matter purely personal. Given a merchantable article and a ready market, the conditions of exchange are satisfied and the world, apart from the parties to the transaction, is expected to mind its own business.

This wide-gauge view of the situation the meddlesome world does not take—like Antonio's bond there is something else. The following of the flag gives no right to be a purveyor of death. To peddle goods to the Philippines implies no right, certainly no privilege, to kill them. In uncivilized Gaul merchants were not allowed to bring in those things which tend to make men weak and womanish and wine was prohibited. There will be trouble enough to tax every energy in dealing with our distant islanders even when they are sober. To Americanize them—unless, indeed, our American drinks are our surest and quickest civilizers—they must be taken at their best. What is, perhaps, more to the point, they must find us at ours; and it is insisted that the saloon is not the center from which must radiate all that is best in America. Of that center the less they know the better and measures have been taken to avert the greatest mischief which can happen to them. An ounce of prevention is worth a pound of cure and a bill has been presented to the House of Representatives to prohibit the importation, sale or manufacture of intoxicating liquors in Puerto Rico, Hawaii and the Philippines.

It was needed. The Philippines already show signs of demoralized civilization. The saloon came in with the conquering troops and at once went into business. The new drinks please them and they are making the most of their opportunities. Since the coming of the Americans the sale of intoxicating liquors has largely increased and with the increase have followed those evils, certain if not necessarily so, which circle around the saloon. It has been said that Europe's acquaintance with America was characterized by an exchange of poisons, alcohol and nicotine, and America has already shown her good will by passing to Asia what her European friendship has secured for her. Among the American Indians "fire water" did more to conquer and kill than powder and ball; and if it is the purpose of the Government to rid the Philippines of the natives a more effective agent can not be found than the saloon-filled canteen. That that is not the purpose the bill before the House plainly shows. The islands are not to be given up to this destruction that wasteth at noonday; and, that the ounce of prevention may preclude the pound of cure, the friends of the islanders and the enemy of the evil have determinedly begun thus early to protect them from the curse of the saloon.

Dry Goods

The Dry Goods Market.

Staple Cottons—Strictly staple goods share the general dullness, and both buyers and sellers show indifference to each other. For home business as well as export business, brown sheetings are very quiet. If the sellers show a disposition to make little concessions, they will be able to dispose of large quantities, but at present writing there have been none of these shown. For brown sheetings the sellers are willing to accept bids at the present quotations, but stand firm on that basis. There is very little to report in regard to bleached cottons, the demand being small for any grade, although prices remain unaltered in the leading tickets, and only here and there in unticketed goods may slight concessions be found in the way of discounts and tradings. Ducks and osnaburgs remain without change in any direction. In some of the low grade bleached cottons there may be found a little irregularity, prices varying perhaps one-quarter of a cent. Wide sheetings, cotton flannels, blankets, etc., are quiet, but firm. Coarse colored cottons are in fair demand, and prices solid in all directions.

Prints and Gingham—There has been but little demand during the week for calicoes of any description. The orders are small and there are not very many of them, while the fancy division has been almost neglected, staples taking nearly all the business that can be found. Staples, such as blues, turkey reds, mournings, etc., are in excellent condition, and supplies small. Prices are very firm. Fancy calicoes show a small business and more irregularities. A large number of the spring goods have been disposed of and only some of the lighter remain to be sold. These, however, may be secured, if taken in several quantities, at some little concession. Gingham is steady in both sales and prices, but show little change over our report of last week.

Underwear—Manufacturers are making preparations for the spring season of 1901. There will not be any amount of business transacted in same until sometime in June, as manufacturers do not know what prices to put on goods. As one knit goods man puts it: "Who can tell what the price of yarn will be in six months from now?" With yarns advancing and strong, the price of both wool and cotton underwear must open at a big advance, but how great the advance will be is at present only a matter of conjecture. Even if yarns should remain stationary, the manufacturers would have to advance prices, as they have no stock left which was purchased when yarns were cheaper, and as yarns will go up, it must be seen that the prices of underwear for the spring of 1901 must soar to heights controlled only by the laws of supply and demand, and the unwillingness of the jobbers to pay any abnormal prices. This spring importers have contracted a very large volume of business. Their orders have been coming in fast, but they are finding a great deal of difficulty in delivering them on time, as goods are coming in very slowly from European manufacturers. They are preparing their samples for the advance light-weight business for 1901, and promise a number of salable novelties. There has been an increased demand for fancies, and many large importers expect to double the amount of business transacted in 1900 during 1901.

Hosiery—There are still a number of complaints heard about the backwardness in the delivery of cotton hosiery. The mills still use the same excuse, difficulty in getting yarns. This is the only worry that the manufacturers have, as the capacity of their mills is sold up, not only in cotton, but also in cotton fleeced and wool hosiery. There is a large demand for full fashioned hosiery, especially when it is available for early delivery, as there is a scarcity of spot goods, caused by slow deliveries from Chemnitz and other European centers.

Carpets—The retail trade reports business slow during the past week, in part due to the continued cold weather and the intervention of the Easter holidays. Jobbers have done a fair business, considering the fact that the season has nearly closed. Some manufacturers of carpets have in some instances about completed initial orders, placed early in the season, while others have enough business, taken at old prices, to last them up to June 1. A fair amount of duplicate orders has also come in recently, and manufacturers refuse to accept them unless at 2½c advance over prices ruling in the earlier part of the season. To-day standard extra super ingrain are held at 50c. The former price was 47½c. Some second grades were taken at one cent per yard less. Manufacturers of all grades of carpets are very hopeful of the future.

Smyrna Rugs—There is an effort making for additional trade discounts, but as the summer season is coming on, the manufacturers are opposed to making any concessions, as there is no lower price for stocks from which the goods are made.

Came Unfastened.

Marjorie never cries when any little mishap befalls her and has been known to sustain without shedding a tear severe bumps that have rapidly acquired a black and blue aspect; but the other day Araminta, her dearly loved and tenderly cherished doll, fell into the open grate and received a contusion of the nose which was most unpleasant to contemplate. Marjorie winked very hard for a few minutes, and then, running with her injured Araminta to her mother, she buried her head in her lap, sobbing, "Oh, mamma, I don't want to cry, but my tears have all come unfastened!"

Established 1780.

Walter Baker & Co. LTD.

Dorchester, Mass.
The Oldest and
Largest Manufacturers of

**PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES**

on this Continent.



Trade-Mark.

No Chemicals are used in their manufactures.

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

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

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

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

Walter Baker & Co. Ltd.

Dorchester, Mass.

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.

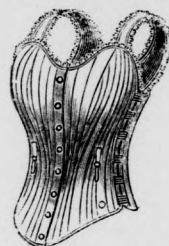
Corl, Knott & Co.

Jobbers of Millinery
Grand Rapids, Michigan

Young Ladies

who ride bicycles, play tennis, attend gymnasium, go boating or horseback riding should wear our

Peerless Corset Substitute



The Artistic Dress Reform Bodice

A combined Waist, Bust, Skirt and Hose Supporter. Elastic at sides. Absolutely healthful. An agent wanted in every town. Write for catalogue and prices to

MADAME C. F. SALISBURY,
Battle Creek, 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.



Waiting too long in placing your order for summer underwear. We are in a position to show you one of the most complete lines in Michigan in Gents', Ladies' and Children's Underwear. Ladies' underwear we have in long sleeves, short sleeves and sleeveless. Children's underwear in long sleeves and short sleeves. Gents' underwear in jersey ribbed and balbriggan in all grades and prices. Write for samples.

P. STEKETEE & SONS,

Wholesale Dry Goods,
Grand Rapids, Mich.

Two Dollars



Buys 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.

Clothing

Fall and Winter Styles in Shirts.

A month hence and the buyer will stand, notebook in hand, before the vast array of fall and winter shirts. He has but a few days in which to settle all the momentous questions which naturally confront the man who is compelled to invest his money in goods that must be purchased purely on judgment. Fortunately the trend of the mode is not uncertain. We can, if we leave personal prejudices aside, clearly trace the drift of those influences that shape the tones and forms which later on become the dominant factors of the season's market.

In preparing to buy shirts the buyer has two very important questions to answer: When to buy and what to buy. The first must be answered by prevailing conditions. The state of the markets from which the raw materials are drawn, the conditions of the output of the mills, and the conditions surrounding the shirt factories must all be taken into consideration. If it is a bad season profitable buying comes late; if it is a good season profit accrues to him who buys early. A careful review of all the economic conditions surrounding soil, mill and factory and a careful study of natural conditions in all lines of trade reveal causes which strengthen our belief in the permanency of prosperity. There is nothing short of national calamity that can upset the market to such an extent that existing conditions will be materially changed for the worst. Faint heart never won fair lady, and the buyer to win must take hold of things as he finds them. Cowardice in the face of firmly established conditions is an inexcusable sin. The market is firm, it is going to stay firm. Reports reveal no conditions that would justify us in entertaining pessimistic feelings. Assuming our faith in the permanency of conditions, as we find them, to be well founded, we would advise the buyer to buy just as soon as he can lay his hands on the sample lines of the representative manufacturers. He that buys early and buys largely assures to his shop a stock in which variety, the keystone to success, is not lacking. The haberdasher that makes an early show and a strong one has gained the intrenched position, and the enemy is badly handicapped. Now, as to the second proposition. Here we must deal with Fickle Fashion. This season that term is an anomaly. Fashion is well established, and her variations are based on reason, not on whims. Colored shirts will be the principal feature of the season. Stripes in madras and percale will play the star parts. The standard tones, such as pinks, oxblood, blues, helios and blacks, will take up the major portion of the numbers in each line. White goods will be strong and will be necessary. We think it would be good policy to treat whites liberally. The stripes will be made in the up-and-down and in the crosswise ways. The ultra styles will figure in the thwart stripe bosoms. The custom shirtmakers seem to be divided in their allegiance between thwart and up-and-down stripes. Now on the point of how stripes should run, the trade has always been rather obstinate. It must be one way or the other. No matter whether a shirt cost \$1 or \$3.50 the stripes must be the same. We think there should be a difference. It might be a good idea for the high-priced shirts to have thwart stripes, and

the popular-priced shirts up-and-down stripes. The conservative buyer will undoubtedly favor the up-and-down stripe, and nearly every prominent manufacturer will give principal attention to the vertical stripe. From interviews and from observations made in the wholesale trade, we notice an overwhelming tendency toward the up-and-down stripe. The buyer can draw his own conclusions. He will see at once when the stocks are opened how the stripes are to be placed.

The growing demand for colored shirtings for the use of men, women and children has created a demand for cotton that has made itself felt from the field to the finished product. The cotton crops have been normal for several years past, with the exception of the years 1897-98, and 1898-99, when they were very large, but prices for the raw material have steadily risen. This is especially true of the higher grades of cotton which enter into the better grades of fabrics, now so popular. The first outcome of this increased demand was seen in the eager competition of the spinners, which served to stiffen the prices of the product for which they were bidding and to urge them upward. The weavers responded by increasing the number of looms to such a point that it is conservatively estimated that there are from 33 1/2 per cent. to 50 per cent. more looms now active than ever before in the history of this industry. There were corresponding rises in the prices of cloths, but the retailer who handled the finished article found himself unable to make a proportionate advance. Customers are accustomed to pay certain prices for certain kinds of goods and they have these standards so well fixed in their minds that they are deaf to arguments that mean the expenditure of more money, no matter what the trade conditions may happen to be. Unquestionably the cotton grower has had the best of it thus far, but it would be unfair to assume that the prices have been kept up by any conditions other than the natural laws of supply and demand. A significant fact in reviewing the situation is the improvement in the condition of the Fall River weavers and the consequent advance in wages paid to employees. These facts should be borne in mind a month hence, when the fall samples will be ready for inspection.

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 steamboat 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 steamboat 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.

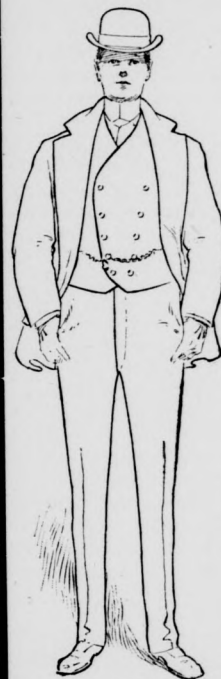
C. A. Justin, C. P. & T. A.

Strategy in the Pulpit.

"How did you gather such a large congregation of old and middle-aged people?" asked the young minister of the old one.

"I advertised a sermon to the young," was the latter's reply.

A Good Many Orders



Followed our last week's announcement—we can handle a few more if they come quick. We've still a complete range of sizes in those

Men's Fancy Worsted Suits

For Immediate Delivery

You can have them in stripes and small checks, in either single or double breasted styles with double breasted vests. They are the kind that sell on sight at good profits. They are all new—some still in making—elegantly tailored and right in every way like all of "H. Bros. Correct Clothes." Guaranteed untouchable anywhere at

\$7.50, \$8.50, \$10.00,
\$12.00 and \$13.00

HEAVENRICH BROS.,

"CORRECT CLOTHES"

DETROIT, MICHIGAN

Chicago Office, 803 Medinah Temple.

Grand Rapids Office, Morton House.



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.

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.

Shoes and Leather

How to Win Success as a Retail Shoe Salesman.

The salesman is the most important factor in the success of a retail shoe store. In all cases this may not be literally true, individually, but collectively it is absolutely true. There is a difference between a good salesman and a poor salesman, and I will endeavor to suggest a few things that will aid a person in becoming a successful shoe salesman.

I trust that the salesmen who read this will do so carefully and then think hard, for by so doing I believe that they can increase their usefulness and advance their own interests. To sell shoes requires unity of action on the part of all those who perform the necessary duties. A shoe store is almost wholly dependent on its salesmen. In order to be successful in business a dealer must first purchase his shoes at a rock bottom figure. What he buys must be in demand and the dealer must exercise good taste. Then the goods must be well advertised and the last thing and the hardest thing to do is to sell them, and this duty falls on the salesman. He it is who has the important work of favorably impressing the people and making them regular patrons.

Any sale lost through inefficiency or indifference of a clerk is irretrievable. If a customer is once slighted he will refuse to call again. One of the first requirements of a good shoe salesman, then, is affability. Each clerk should make it a part of his duty to be pleasing and courteous under any and all circumstances. The treatment a customer receives creates either a favorable or an unfavorable feeling. If, through the politeness of a clerk, the impression is favorable, a permanent patron is secured and the new patron, whenever the name of the house is mentioned, at home or abroad, will probably couple it with some such comment as, "and they have such polite and obliging clerks." When these words are sincerely spoken they are worth columns of expensive newspaper space.

At all times "no trouble to show goods" should prevail wherever shoes are sold. This spirit should be earnest and not assumed. Courteous willingness indelibly stamps itself upon people and it generally is conducive to success. If a customer does not buy today he may buy to-morrow. If he is undecided in his choice and feels that a salesman resents being put to a little trouble he will probably go elsewhere.

This attitude of "no trouble to show goods" should be cultivated by each clerk; in fact, it is an essential requirement. When a salesman shows himself perfunctory, inattentive and unobliging, or displays lack of interest or enthusiasm, the business which he serves suffers correspondingly. Do not be short and abrupt. A good salesman will exhibit some interest in the prospective customer and try and engage him or her in conversation—advance some reason why a particular shoe is sold at a certain price and say something regarding its desirability or cheapness, and then get very busy showing other and better styles. Nine times out of ten a sale will be made in this way. A customer is easily nettled by indifference, so that it won't do for a salesman to carry on a conversation with a fellow salesman, chew gum voraciously and do several other things at the same time

that he is trying to sell a customer a pair of shoes.

Make painstaking efforts to make goods and prices attractive. Modern competition is so keen that no house can afford to keep a salesman who puts on autocratic and independent airs. The successful shoe salesman is diplomatic and never loses an opportunity to make a patron feel welcome, and by suavity of manner and speech never fails to convince a customer that the house appreciates his trade, and wants his continued patronage.

A salesman's value is measured by the amount of his sales. The stock in trade of every salesman is weighed by the friends he makes. Friends that hunt you up when they want to buy can be cultivated only through the medium of politeness and perpetual willingness to serve them on all occasions. While a salesman should not be over persuasive, he should bear in mind that shoes do not sell themselves, and that the consummation of a sale can often be helped by the right kind of an argument.

Another important thing: Remember that no extraordinary credit is due you for selling specially-advertised, low-priced goods. These goods are sold, or nearly sold, when application is made for them, and it is always possible to sell something better, carrying a greater percentage of profit, although you should not betray any prejudice against any styles that are advertised. They must be sold, too, but, as a rule, when you can't sell anything of a higher grade.

No matter what provocation you may have, never allow your temper to get the better of you, and never under any circumstances give a customer a sharp answer or back talk. You are paid for treating all persons with civility and you are expected to do so at all times. Keep your eyes open and do not stand around without giving customers prompt attention. Clerks who are looking for "sinecures" are the ones who never get along. When you see a man inspecting a shoe, do not have to be told to wait on him, but go to him without being told. Always remember that the dignity of labor is the greatest of all dignities, and that industry and integrity are cardinal requisites to certain and honorable success. Also remember that success is not in time, place or circumstance, but in the man, and that there is no direct road to it except that of unremitting toil.

Some salesmen look upon a possible customer who interrupts a pleasant conversation or dreamy reverie as a positive nuisance, to be suppressed at all hazards, and they are the salesmen who never advance.

A good salesman should make himself familiar with the advertisements of competitors. A salesman who is well posted on the doings of his own house and also of the other houses can answer questions more intelligently than anyone who is too frivolous or habitually too tired to exert himself.

In concluding, I would warn any person who intends to become a successful shoe salesman to guard himself against lapsing into lackadaisical habits. The world to-day wants good men and is constantly on the lookout for young men of magnetic personalities and quick generalship. This is an age of civil-service promotion, and the salesman who hopes to better his condition must strive to deserve it, remembering that "fame comes only when deserved," and then it is as inevitable as destiny, for it is destiny.—*Umber in Boots and Shoes Weekly.*



"Gold Seal" Rubbers

Pure
Para
Rubber

Goodyear Rubber Co.
382 and 384 East Water St.,
Milwaukee, Wis.

W. W. WALLIS, Manager.

Send for Catalogue.

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.

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.

Use of the Pile Driver in Window Display.

The shoe dealer in the small town which only boasts of weekly newspapers has really more need to pay strict and careful attention to his window displays than the larger and more pretentious towns and cities.

The merchant in the small town has just as much need to advertise his wares as those in the larger cities, and it is clear that he is under obligations to himself to develop such facilities as he possesses to give publicity to his goods as in places where the advertising resources are more varied.

"No town liveth unto itself." The merchants in it come in competition with those of the larger towns and cities. People may be attracted by the more aggressive advertising of the merchants in the larger places to buy their wares there, although the dealers at home may be able to satisfy their wants just as well.

The dealer who can not appeal to his local public daily through the medium of the press, but must depend on weekly doses, has in his windows a means of making up the deficiency to a great extent.

He should seize every opportunity to attract the passerby by special offerings. Do not wait for your newspapers to come out, but make your announcement in advance through your windows. By this method the small town dealer will be able to produce the impression on the people of his town that he is in touch with all the new things in the trade and is just as able to give them price and quality advantages as the metropolitan dealer.

* * *

Cut sales, as a rule, are almost over with shoe dealers in general, but even at this late date we feel confident that there are merchants among our many readers who would like one more idea to assist them in making a clean sweep. We will give you an idea that is quite appropriate and may be constructed at no great expense: Have a carpenter erect a pile driver, following the usual proportions of this familiar structure. Let it be high—the higher the better—so that the spectators in following the course of the driver as it rises and falls must of necessity see the goods that are placed on the top and background. Let the frame be painted a brown or dark color so as to have the appearance of being weather beaten. The driver may be made of wood and if necessary you can load it with lead and fit it to the grooves in the upright. The grooves should be greased with soap, the pulleys must run without a squeak and the small cord or rope should be of soft woven cotton. At the bottom of the upright, saw a round hole in the floor. Let this aperture be sufficiently large to permit the passage of the supposed pile driver. The pile may be inexpensively painted to resemble a log, having a piece of paper fastened to it bearing the words:

We Have Struck
ROCK BOTTOM
And Can Not Go Lower.

As the driver strikes this pile in its descent the pile is driven almost through the floor, but when the driver receives its weight the former resumes its position for another blow.

This action may be obtained by strong rubber bands fastened to the floor of the window and to the lower edge of the pile, which is prevented from sinking too low by cords fastened between the elastic bands. The motive power to

operate this display may be a small boy hidden from view.

In some conspicuous place display the key to your trim:

HOW WE
DRIVE DOWN PRICES
On....
* * *

This is the season for window cards and they can be used very effectively in calling attention to the new line of spring goods in your show window. If an elaborate display is attempted it should be accompanied by an assortment of tasty window cards to properly emphasize the merits of the goods displayed. It is not enough that the price of the shoes alone should be on the card, for that does not sufficiently impress the passerby. These cards should announce some pertinent fact in terse language. Have it in such a way that it can easily be read at a glance, and you can do the necessary talking after your prospective buyer has come into the store. A window card is a bait only! You must be the hook to land your fish after he has nibbled at the card from the outside. If you can not afford the luxury of a professional window dresser, you can frequently make adaptations of the best of the ideas developed in the trade papers.—Shoe and Leather Gazette.

The Domestic Barometer.

Stranger—Well, I hope times are better among you than they were a few years ago.

Native—They are, mister. My wife's demandin' a \$50 set of furs this year as against nothin' but a ball of yarn for darnin' for the corresponding period of last year.

The Lady and the Teeth.

"I was called one day to a certain hotel to give chloroform to a young woman who was about to undergo a slight surgical operation to remove a morbid growth in the ear," said a physician. "The patient, as it developed on my arrival, had been married only a few days before and was in the city with her husband on their bridal tour. Although quite handsome, she was no longer exactly in her first youth, and she was very much averse to having her husband present at the operation. However, he insisted, and she finally agreed that he should stay, but I noticed that she seemed very nervous and preoccupied.

"The operation, as I said before, was trifling. She took the chloroform easily and all went well until she was just regaining consciousness when she opened her mouth and out fell a set of false teeth. She had said nothing about that detail, and the truth was that she had hoped, poor woman, to pass through the

ordeal without the fact of her wearing such things being known to her husband.

"But the effect on that individual was entirely unexpected. He gave one horrified glance and then rushed at the old surgeon and seized him by the throat. 'You infamous scoundrel!' he yelled. 'You have broken my poor darling's jaw!'

"At that stage of affairs I beat a retreat. I never did learn exactly what the husband thought had happened, or what sort of explanation was offered."

Increase of Crime.

Judge Jackson of the United States Circuit Court took occasion to say at Wheeling the other day that the world is growing worse.

"My experience on the bench," he said, "has not been a limited one, and I regret to say that crime in this country is on the increase. I am unable to determine whether it is a result of increasing population or of the lowering of the standard of public morality."



If you buy
BRADLEY & METCALF CO.
BOOTS AND SHOES
You buy the best. Made in Milwaukee.

Red Cross Protection.

17 inches high

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

Red + Cross Protections

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

Hirth, Krause & Co.
Grand Rapids, Mich.



Patent applied for.

Clerks' Corner.

Tame Cat Clerks Who Warm Kitchen Chairs.

This is going to be a short, fatherly, plain talk with grocery clerks. I am going to point out to these clerks the liability of falling into the tame-cat habit, and what it means when they get there.

By the tame-cat habit I mean the habit a good many grocery clerks get into of loafing about kitchens and gossiping with the cook—sometimes even with the lady of the house.

I have known a whole lot of grocery clerks in my time. I have never known one who had any ambition after he reached that stage. He seemed to gradually grow content with warming a seat in the kitchens where he went for orders, and if he ever had had any idea of rising above a grocer's clerk, he lost it—content to serve out the balance of his days as a grocer's clerk, and part of the time each day to be a tame cat in a customer's kitchen.

I have one of these tame-cat clerks in mind now. He's past 40 years old, but he's still a clerk. He always will be a clerk. He's been one of the lazy, tame-cat variety of clerks for twenty years, and as soon as he got there he lost ambition, just as all of them do.

This fellow makes regular rounds every morning for orders. He shows up about 8 o'clock and the people, of course, all know him. He squats himself on a chair and talks. There isn't a piece of neighborhood gossip that he doesn't know, nor a neighborhood scandal that he doesn't have at the end of his tongue. He gets his information through the back end of the house—the kitchens—on the trading process. He trades a piece of news for another piece, and in this way gets quite a stock. Maybe these bits of gossip, retailed with great gusto, help him to get orders, I don't know.

I knew a boy once—a bright, keen fellow—who went into the grocery business. He went into it to learn it, with the idea of becoming a business man himself. He was a sociable little fellow and he thought the proper thing to do, when he went into a lady's kitchen to get her order, was to talk either with her or her servants. He didn't do it for love of gossip, but honestly because he thought it would help him in his business.

Well, that was about five years ago. Inside of a year after that boy started he was a confirmed scandal-monger—rolled sweet morsels of gossip under his tongue from pure love of it.

I was breakfasting in a house once where he came for an order. He reached the house about as we finished and, as I had known him, I strolled back in the kitchen to say how-d'ye-do.

There he sat, fat, lazy and greasy—the typical man-gossip. He was just in the midst of telling some bit of neighborhood news when I appeared, and he was so intent on telling it that he scarcely greeted me.

The lady of the house just then came back.

"Hear about Mrs. Wilkins' bad luck, Mrs. Jones?" he asked, eagerly. Mrs. Jones was the lady of the house.

"No, I didn't," she said. But, womanlike, she wanted to all right.

"You know her aunt that used to visit 'em every fall an' stay three weeks? Had money, you know, and the Wilkinses has always been nice to her 'cause they 'spected to get some of it.

Well, she up an' died last week, an' left all her money to some orphan 'sylum. He! He! He! Ain't that rich, though?"

The fellow was disgusting to me. He had degenerated into one of these things that would rather glaver over other people's doings and characters than eat.

"Oh, I most forgot!" said the clerk. "Mrs. Billings got word last night that her daughter Mary—you know Mary—had had twins, both boys! What d'ye think o' that?"

I left the kitchen—couldn't stand it any longer! The bright, quick little fellow that I had known once as a boy with the ambition of making something of himself had degenerated into a mere tabby—a tame cat who warmed kitchen chairs and regaled hired girls and such of their mistresses as would listen to him with the bits of silly gossip he could pick up.

Later in the day I went into the store of the grocer who employed this fellow. I tackled him about George, as if I knew nothing of him.

"See here," I said, "whatever became of George Boyd? The last time I knew anything of him he was clerking with you."

"He's still here," said the grocer. "How's he making out?" I asked.

"Pretty well," said the grocer, "he's a good boy, George is, but he ain't got as much ambition as he used to have."

Don't you see that it turned out exactly as I say? George had become a tame cat. He had fallen into the kitchen-gossiping habit and had lost his ambition. Somehow keen, hustling ambition and the habit of loafing around back kitchens and exuding news don't seem to go together, and in every one of a great many cases I have known the ambition got the worst of it and gave way.

Clerks, take warning. Be sociable and friendly by all means, but don't get gossipy. For as sure as you do, mark my words, you'll get fat and sleek. Your mustache, if you have one, will grow to look like a tame cat's. You'll be simply a tame kitchen cat, without an ambition except to keep warm and gabble.—Stroller in Grocery World.

Like Contractors Do.

Wiggs—I actually haven't the courage to ask Miss Snapper to marry me.

Diggs—Why don't you send her a "sealed proposal?"

Does It Satisfy?

If the harness you sell to your customer satisfies him, you have done about all you could.

You can do a great deal towards insuring the good wishes of your customers by selling them a harness you can guarantee.

We stand squarely behind you when our harness is in question. It is worth every penny we ask, and more—not only to us but to you.

Brown & Sehler,
Grand Rapids,
Mich.

Crockery and Glassware

AKRON STONEWARE.

Butters

½ gal., per doz.	40
1 to 6 gal., per gal.	5
8 gal. each	44
10 gal. each	55
12 gal. each	66
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.	5
Churn Dashers, per doz.	1 00

Milkpans

½ gal. flat or rd. bot., per doz.	40
1 gal. flat or rd. bot., each	5

Fine Glazed Milkpans

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

Stewpans

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

Jugs

½ gal., per doz.	55
¾ gal. per doz.	45
1 to 5 gal., per gal.	6½

Tomato Jugs

½ gal., per doz.	55
1 gal., each	6½
Corks for ½ gal., per doz.	20
Corks for 1 gal., per doz.	30

Preserve Jars and Covers

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

Sealing Wax

5 lbs. in package, per lb.	2
----------------------------	---

FRUIT JARS

Pints	5 50
Quarts	5 75
Half Gallons	7 75
Covers	2 75
Rubbers	25

LAMP BURNERS

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

LAMP CHIMNEYS—Seconds

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

Common

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

First Quality

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

XXX Flint

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

CHIMNEYS—Pearl Top

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

La Bastie

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

Rochester

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

Electric

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

OIL CANS

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

Pump Cans

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

LANTERNS

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

LANTERN GLOBES

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

DON'T JUDGE A MAN

by what he says of himself. If, however, he has the confidence of those who know him best, and if on better acquaintance you find him in all respects up to standard, you may safely give him your confidence.

It is the same with a brand of flour. Don't rely entirely upon what the miller says, but if his flour has maintained a high reputation for a long time and in all leading markets, you may safely conclude that its reputation is based on quality and not on talk.

Ceresota is a recognized leader in every market. It has stood the test and proven its reliability. Competition only makes its position more secure.

Olney & Judson
Grocer Company,

Western Michigan
Distributors,
Grand Rapids,
Mich.

The Northwestern Consolidated
Milling Company, Minneapolis.

PIONEER GRAND RAPIDS.

Influence of Four Devoted Divines on Its Early History.

The writer recalls the names of four men that were so intimately linked with the early history of Grand Rapids and the Grand River Valley as to deserve at the hands of the people an enduring monument to their memory. They were men whose Christian lives, pious teaching, industry, integrity, remarkable foresight and executive ability did more than the talents of any other four men in their day to make Grand Rapids the second city in the State. From a social, moral, religious and business standpoint each made his individual mark upon the future destiny of the Valley City as spiritual teachers, public educators and business men. Each representing a different creed of Protestant faith, they enjoyed each other's confidence and friendship, working together as a band of brothers for the spiritual and material benefit of the entire community. No history of Grand Rapids would be complete without frequent mention of the Rev. James Ballard of the Congregational Church, Dr. Francis H. Cuming of St. Marks Episcopal Church, the Rev. Wm. M. Ferry of Grand Haven, and last, not least, Father Van Raalte of the Dutch Reformed Church of Zeeland, Ottawa county, the spiritual guide and friend who led that band of pious Christian pilgrims from the Netherlands to their Land of Promise in the Grand River Valley, whose descendants now occupy so prominent a place in the population and history of Kent and Ottawa counties.

It is not the intention of the writer, nor would it be within the limits of this paper, to attempt an extended biographical sketch of this quartette of devoted Christian missionaries. I would only remind the present generation of Grand Rapids citizens of the debt of gratitude they owe to the memory of these earliest of pioneers for the part they took in laying the foundations of the prosperous and beautiful city of which they are now so justly proud.

The time and place of my introduction to the Rev. James Ballard are very fresh in my memory. Having occasion to visit the office of the then venerable John Ball (in June, 1850), I found him in consultation with Mr. Ballard. I record below the characteristic introduction to Mr. Ballard I received from the eccentric John Ball:

"Mr. Welton, allow me to make you acquainted with the Rev. James Ballard, who has been fighting the Devil in our midst for many years, besides making himself useful in many other ways—for instance, he united me in marriage to my wife."

Any one who ever enjoyed the friendship of John Ball will realize the inimitable drollery with which he delivered this introduction.

Mr. Ballard's courteous retort was no less characteristic:

"Mr. Welton, I assure you it is one of my most pleasing recollections. I only regret that it did not occur twenty years earlier."

Mr. Ballard's unbounded hospitality and devotion to the spiritual and material welfare of Grand Rapids were proverbial. The last time I recollect seeing him was some years later, when he was assisting Mr. Childs to plant a row of maple trees in front of the Congregational Church at what is now the corner of Monroe and Commerce streets.

Dr. Francis H. Cuming, rector and

founder of St. Marks Episcopal Church, was possessed of remarkable energy and executive ability. A devout churchman and earnest champion of the faith, he was never bigoted nor intolerant of others. To every enterprise that offered material benefit to Grand Rapids he was among the first to give encouragement. His ideas of the future of the Valley City were clear and comprehensive and he shaped his course accordingly. To eke out his limited salary he was for many years agent for life insurance. Together with the Rev. Mr. Ferry of Grand Haven he laid out and platted Cuming & Ferry's addition to Grand Rapids (West Side). At one time he contemplated founding St. Mar's College and a preparatory school was opened in a small building built at his own expense on Division street, nearly opposite St. Marks Church. He was loved and honored by all who knew him.

Of the Rev. Wm. M. Ferry it may be said that he occupied the same exalted position in the affections of the people of Grand Haven as did Dr. Cuming in the hearts of the pioneers of Grand Rapids. For many years he was the only Gospel herald in that sparsely settled lumbering village. He was not only a devoted Christian missionary, but his example and industry left an indelible mark upon the future of the present thriving city of Grand Haven. His benevolence was extended and his charities were liberal. The positions of trust and confidence that have been bestowed by the people upon members of his family bear evidence of his domestic virtues.

I first met Father Van Raalte at my own store, corner of Canal and Bronson streets, where he called to visit our late lamented friend, Paul Steketee, who was then in my employ. He impressed me as a man of strong convictions and iron will whose life was devoted to the spiritual welfare of his band of exiles from the Fatherland. His teachings and example left no room for agnosticism to take root. Devoted piety and unwavering faith in God's promises and his inspired word, at this day such prominent characteristics of the Holland-American citizen, were the fruit of his faithful teaching. His labors and sacrifices were great, but he found his reward in the love and veneration of that band of exiles and their descendants.

Such men should be kept in grateful remembrance by those who have profited by their sacrifices. Would it not be a graceful recognition of their heroic, self-sacrificing lives for the Historical Society of Grand Rapids to erect an enduring monument in John Ball park, or some central point in the city, upon which to record their names and keep their good works in perpetual remembrance? W. S. H. Welton.

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White Lead
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230 and 232 E. Kalamazoo Ave.,
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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.

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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.

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WATER WHITE HEADLIGHT OIL IS THE
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HIGHEST PRICE PAID FOR EMPTY CARBON AND GASOLINE BARRELS

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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.

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

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

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WE PREPAY FREIGHT

Woman's World

Settling Some of the Vexed Domestic Problems.

In many of the cities where the domestic sciences have been introduced into the public schools, the boys are being taught to sew and cook as well as the girls. To the generality of women this may seem a doubtful blessing. It is an invasion of the sphere particularly our own. It is an attack on the one field of labor where we have been permitted to work without anybody questioning our right to delve in it and, with a prospect of papa's pies rivaling mother's bread, we may well feel that there is danger of a time coming when, like Othello, our occupation will be gone. Worse still, it is a palpable blow at matrimony. The man who can sew on his own buttons and patch his own trousers and cook things just as he likes them will have one less incentive to marry than the man who depends on some woman to finally rescue him from the clutches of his laundress and the nightmare of boarding around.

But all these objections, it seems to me, are more than offset by the dazzling prospects offered to the fortunate women who are lucky enough to draw these prizes in the matrimonial lottery, and we may look hopefully forward to the future when neither the millionaire nor the swell will be the object of pursuit of managing mammas, but the youth who has taken the blue ribbon in the cooking school will be universally regarded as the catch of the season. Nor does this imply that women have any intention of abandoning the cooking stove that has so long been our most potent ally. It merely means that we shall recognize that the man who has served his apprenticeship in the cooking schools, who has wrestled with the frying pan and been up against the pots and the kettles, will be able to extend a heart-to-heart sympathy and comprehension to his wife when the steak is tough and the potatoes watery, of which the unculinary, half-baked man is utterly incapable. Dickens says, somewhere in one of his stories, that no educated man ever looks at even the back of a book like an ignorant person does, and it is precisely the same way in housekeeping. The man whose whole experience in cooking consists in offering gratuitous criticisms every time anything is underdone or overdone can never behold a dinner with the same exquisite perception of all the time and labor and worry it took to produce it that the man will show who knows from personal experience of the deceitfulness of butchers' meat and the iniquity of the kitchen stove.

As it is now, the average man is like the military experts who sit in their offices and theorize about how the officer in command ought to carry on a campaign in a country of which they know next to nothing and whose difficulties they habitually underestimate. As the husband figures it out, all the domestic trials that his wife considers mountains are merely kopjes that anybody ought to take with one hand tied behind them. All that she has to do is to march double quick upon the enemy intrenched in the kitchen, storm the garrison, rout her with slaughter, set up a new government that she expects the vanquished to hail with rapture, and white-winged peace will hover forever over the scene. It doesn't even occur to him that the enemy is in her own country and that

she is armed to the teeth with bombs in the shape of leaving without warning, and that at the very first hint of attack she would execute a successful trek out of the front gate, leaving the breakfast things in the sink and the clothes soaking in the tub.

He has nothing but contemptuous pity for the female intellect that can not manage two servants without getting gray hairs and wrinkles in the process, while he bosses half a hundred employes without turning a hair. The man who has been through the domestic mill on his own account will never adopt that tone of voice with his wife. He knows from experience that no rules that apply to other labor have any bearing on the servant girl question. Like the wind she cometh and she goeth as she listeth and no man or woman knows when or why or for how long she is going to list. Neither will this paragon make unfavorable comments on the culinary products of Dinah and Mary Jane. He will eat what is set before him, asking no questions for sympathy's sake, and reflecting, when things go awry, that perhaps he would get no better results in his own affairs if he had to depend for all his help on ignorant and unreliable people who neither wanted to learn their business nor desired to keep their places.

In all good truth teaching boys how to cook seems to me to be the most practical and helpful suggestion that has yet been offered towards settling some of the vexed domestic problems. It is the first effort that has ever been made to make men see domestic life from the woman's point of view. Ninety-nine times out of a hundred the trouble between men and women is caused by their not comprehending the difficulties with which the other has to cope, and anything that makes them see life from the other's standpoint is just that much advance towards happiness. Without doubt the man who knows how to cook will make a more patient, a tenderer and a more sympathetic husband than the one who believes that meals are conjured on the table at the striking of a clock by some sort of sleight of hand performance that is no trick at all for a woman to perform and for which she deserves no credit.

For precisely the same reason that if I, as a woman, were contemplating matrimony, I would search through the length and breadth of the land until I found a man who was a graduate of the cooking school, for a husband, if I were a man I would choose a woman who had had business training, for a wife, in preference to one who had led nothing but a doll baby existence, without thought or care or responsibility. The reason why the business woman is a preferred risk in matrimony is almost too obvious to need pointing out. For one thing, she will be more careful about money. No woman who has ever earned a dollar looks at one like the woman who has always had all the good things of life drop into her lap without question. To one it means something that comes easy and goes easy—an added luxury that she has coaxed out of husband or father. To the other it represents toil, weariness, sometimes the very life blood, if not of herself, of some other. She knows how hard it is to win, how hard to keep, and all the anxiety and humiliations it means to be without it, and she spends prudently and judiciously, and no matter how small the income, you may depend on it that somewhere she has a nice

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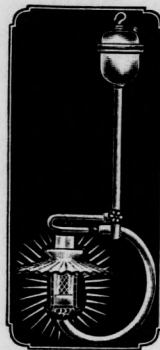
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The Imperial Gas Lamp has fully established itself as the most economical. It burns gasoline.

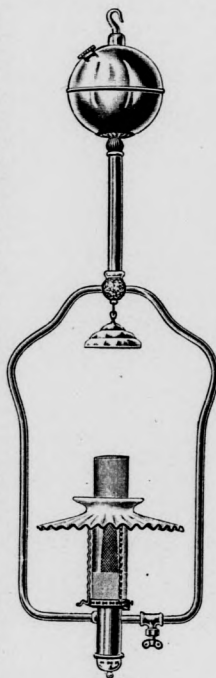
The Imperial Gas Lamp has proven its light to be the most brilliant, most steady and most satisfactory.

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

Write for catalogue.

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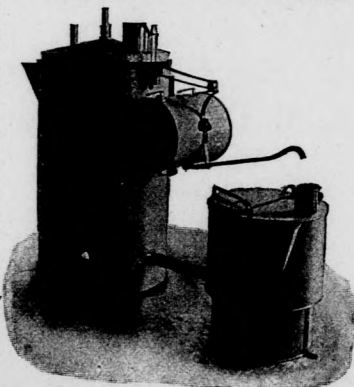
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Alexander Furnace & Mfg Co., Lansing, Mich.

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.

little nest egg tucked away for a rainy day.

Another thing that the man who marries a business woman may count on is getting a sympathy in his work that the other woman is incapable of through her very ignorance of extending. The average woman, down in her soul, regards her husband's business as a kind of picnic. Her idea of having a thoroughly good time is going for a morning's debauch in the dry goods stores and ending up by eating ice cream and soda water, and to save her life she can't help feeling that his going down town every day is just the same kind of hilarious enjoyment. No woman who has sat behind a typewriter day after day and taken part in the daily grind of business, who knows all the disappointments and vexations, the anxiety about notes that are coming due with no money to meet them, the promising schemes that turned to failures, that burden most men's lives—no woman who has been through that cherishes any illusions about business being fun. She knows it for the heart-wearing, nerve-wearing thing it is, and her comprehension of his trials keeps her from inflicting many of the unconscious cruelties that the woman who is totally ignorant of business practices upon her long-suffering spouse.

It is this same knowledge that keeps the business woman from burdening her already overburdened husband with errands she can do herself or unpleasant communications that he might be spared. She remembers how, when she came home at night, with nerves fretted to fiddle strings, it seemed to her that just one more calamity would strain things to the breaking point. You may be sure that the woman who has been all along there never meets a weary man at the front door with the glad announcement that Jenny has swallowed a pin and the butcher didn't send the roast and there isn't any meat for dinner and Bobby broke the new plate glass window and the plumber sent in his bill and it's perfectly outrageous and the laundry man has lost the new shirts and the gas meter is leaking and so on and so on. Neither does she expect a man with weighty affairs, and whose time is money, to stop down town and match tape and hunt through a department store to get a spool of pink silk. All of these pleasing vagaries belong to women who do not intentionally make martyrs of their husbands, but do it through sheer ignorance, just exactly as so many husbands are nothing less than brutal to their wives about things that they do not understand and difficulties they do not appreciate.

To my mind the most hopeful augury for future happiness in the home lies in this teaching boys to cook and girls something about business. When that is accomplished we have a common plane of mutual understanding and helpfulness on which the sexes can meet. We will not only know the trials and tribulations under which each other labor, but be able to sympathize and refrain from adding to each other's troubles.

There's just one more thing that I should like to see added to the men's department study, and that is a course of domestic finance, with especial reference to women. I should like to see a man learn from personal experience what it is to have his wife dole out a quarter to him on Monday and when he timidly entreates for more on Friday ask him what on earth he did with what she

gave him. I should like to see him start to ask a friend to drink, and then remember he didn't have any money and have to tell a fib about forgetting his pocket-book. I should like him to know, for his own soul's sake, how perfectly enchanting it is to have to go like a beggar to somebody for every cent he has. For I am convinced it is only because men know nothing of what these things are like that they make their wives and daughters do anything so humiliating. With personal knowledge reform would come, and then indeed the mutual sympathy and benefit company, with unlimited happiness as its dividends, would be a reality and not a dream.

Dorothy Dix.

The Widows Who Never Wed.

Among the most pathetic figures with which we are familiar is that of the old maid whose sweetheart was killed in the war between the North and the South, and who has been described with a kind of ghastly humor as a war widow. As we know her best, she is generally a faded old gentlewoman, with hair that is whitening very fast these days, and a certain expression of wistful sadness in her eyes, as of one who has looked too long upon the face of grief and loss. Her bereavement is so old now that people have half-forgotten it. It seems as if she must always have been a gentle little creature, looking on at other people's happiness through a gray haze of melancholy memories, and to hear the story of her romance is like reading an old-fashioned book in the twilight, that is still fragrant with dead rose leaves that have been pressed between its covers. Old people will tell you that Mattie or Laura was a beauty and a belle, and about how her bold young lover rode away in the morning sunlight, gallant and gay, at the head of his company, to join the army. He was coming back so soon, covered with glory and honor and victories to make her his wife, and he kissed away her tears and unloosed the arms that clung about his neck, and was gone with the rose from her hair folded safe against his heart. But the days went by and he did not come. Weeks crawled their weary way into endless months and then there came a day when a white-faced woman knew that never, never, so long as the world lasted, would he come to her again. They brought her a bit of blue cloth, and a blood-stained rose that they took from above a quiet heart, and that was all. The years have come and gone since then. The tender hands of the grass have knit up the wounds in the scarred battlefields and white lilies of peace have bloomed spring after spring above the graves of the nation's heroes, but for her life could bring no more springtime of love and joy. That was gone, and so she took her place among the saddest of all widows—the widows who were never wed.

Looking Ahead.

A North Omaha Sunday school superintendent always conducts the lesson review in his school. He spends about five minutes in explaining the lesson, and then asks:

"Now, has any one a question to ask?"

Last Sunday he explained the lesson as usual, dwelling at length on its chief thoughts, and wound up with the usual question:

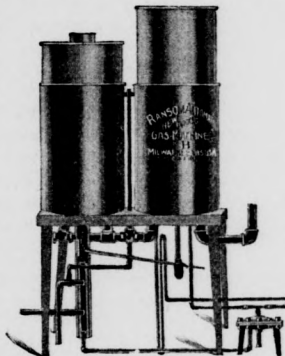
"Now, has any one a question to ask?"

A member of the boys' junior class raised his hand.

"Well, what is your question?" asked the superintendent.

"Please, sir, are we going to have a picnic this summer?"

The Ransom Automatic Gas Machine



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.

Ransom Gas Machine Co.,

372 and 374 E. Water St.,
Milwaukee, Wis.

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.

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.

Prices no higher than other high grade Jars.

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, 32 Campau st.
Factory, 1st av. and M. C. Ry.

ESTABLISHED 1868

Detroit, Mich.

Foot 1st St.

Fruits and Produce.

Observations by a Gotham Egg Man.

The speculative egg pot is beginning to boil pretty hard and the conservative element in the trade seems to be snowed under. Reports from all sections where eggs are being gathered in quantity indicate a large demand for current packings, and from some sections rather moderate production is reported. The prices ruling are far above early ideas as to a safe storage basis, so much so that a good many dealers who would like to store April goods at a reasonable figure are holding off altogether. And yet so many are going to the warehouses that all surplus beyond consumptive requirements is being absorbed.

* * *

It seems most unfortunate under the present circumstances that the actual amount of the storage movement can not be made known. What possible injury could this knowledge inflict upon any operator in eggs? A statement from the cold storage warehouses from week to week would now be of the utmost value in enabling operators in eggs to judge of the merits of the position; without it they are largely "going it blind." If there were any class of egg men who could get this information for themselves I could understand a reason for their opposition to the compilation of it for public purposes. But this is entirely impossible. The storage of eggs is now scattered over such a wide territory that even the best informed operators can not gain any knowledge of the extent of inward movement, and their opposition to the publication by the storage houses of the quantity accumulating is as much contrary to their own interests as to those of their competitors.

* * *

I have been urging the necessity for this reform for a long time and during the past year made extensive enquiries among egg men and storage houses to ascertain the general views of the subject. I found a large majority of the egg storers anxious to have the public warehouses make weekly reports as to quantity on hand—only a very few being opposed—but while most of the storage people were in sympathy with the movement, and seemed entirely willing to make the reports so far as they themselves were concerned, many of them said they would "have to be guided by the wishes of their customers." This means, as I suppose, that if a customer objected they would not include his goods in their statement—which would make the statement inaccurate and consequently worse than useless.

* * *

I can not see why a public cold storage house should take this position. The knowledge of their total holdings is certainly their own, to do what they like with; if the trade at large from whom their custom is derived desire the information it is unreasonable that one or two of their number can prevent them from obtaining it. The patron of a storage house has an undoubted right to maintain secrecy as to his own holdings, but with the total in the warehouse he clearly has nothing to do. The principle is the same in collecting reports of deliveries by railroad freight lines; attempts of individuals to have their shipments withheld from the report of total deliveries by a line have drawn forth the strongest condemnation from the trade at large, both upon the freight line and the shipper.

I am very strongly convinced that storage houses which will consider the demands and the welfare of the egg trade as a whole, and publish from week to week the amount of eggs accumulated, which they have an undoubted right to do so long as they do not divulge individual holdings, will gain popularity among egg storers at large which will be to their material advantage.—N. Y. Produce Review.

Coops and Cases.

Several months ago the produce dealers of St. Louis decided to abandon the practice of furnishing coops and cases to shippers of poultry and eggs. At first there was some kicking on the part of shippers, but when they found that the decision was strictly adhered to by all the leading houses along the street, they made the best of it, and proceeded to stock up with coops and cases necessary to transport their shipments of poultry and eggs to market. The result is that during the months that have elapsed there have been more new coops and cases seen along Third street than ever before in the same length of time. They come in now marked with shippers' names, instead of the dealers', and it is to the shippers they are to be returned when empty.

So far as the street is concerned, the dealers are more than satisfied with the change. Some few lost regular shippers for a time, after the decision went into effect, but the majority say the change has saved them money. One large egg dealer said it had saved his house \$1,000 so far this year. This is an item.

Two or three houses, as a bid for shipments, still stick to the old plan of furnishing coops and cases, but it is a dead idea on the market, and now that regular shippers have secured cases and coops sufficient to keep their shipments moving freely, it is doubtful if even they would consent to a restoration of the old method.—Kansas City Packer.



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

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.,

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

COLD STORAGE

We do a general storage. We are in the field for business and solicit your patronage. Correspondence solicited. Second season in operation.

GRAND RAPIDS COLD STORAGE CO.
GRAND RAPIDS, 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.

We want to buy your

Butter and Eggs for Cash

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

Hermann C. Naumann & Co.,

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

GOTHAM GOSSIP.

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

New York, April 21—Hotels are so crowded that cots have to be used and the contingent of country buyers here is enormous. Jobbers are rushed and everything is simply humming.

The coffee market is full of ups and downs and can best be characterized as unsettled. The shadow of a story about plague at Rio set prices tending upward, and then a reaction came and at the close the market is dull with No. 7 worth in an invoice way 8½c, although Arbuckles are said to have bought 5,000 bags at 8½c. In store and afloat there are 1,072,531 bags, against 1,072,531 bags at the same time last year. For mild grades the demand is of an everyday character and quotations, Good Cucuta moving at 10@10¼c. East Indias quiet.

The undertone for refined sugar is firm and the volume of trade is fairly satisfactory. Jobbers seem to be fairly well supplied and most of the business is of a jobbing character rather than from refineries. Quotations remain unchanged.

The week has been a duller one in tea than dealers like to see, very few orders coming to hand and those for supplies only sufficient to repair broken stocks. Prices, however, are pretty well sustained and the feeling on the part of sellers is that no concessions are necessary. Scarcely anything has been done in an invoice way.

There has been a fairly satisfactory trade in rice and the outlook seems promising for rather higher prices. Foreign sorts are firm, with new crop Japan selling at 4¼@5c. A Government contract for 2,400,000 pounds of rice for Puerto Rico will be awarded next week, and this is attracting some attention. It will materially reduce stocks and tend to harden prices all around.

In spices some business has been done in pepper and cloves, and more might have been had prices not been above the views of buyers. The general run of trade has been very quiet and the outlook is not especially encouraging for the moment.

In molasses the grocery grades of New Orleans have been firmly held and the prices closely up to "top notch" of the season. The demand, however, is not especially active and orders are of a hand-to-mouth character. Supplies do not seem to be excessive, but there is enough to go around. Syrups are firm and meeting with fair sale.

It begins to look as if the "future" business in canned goods this year would be done when the spot goods are here. No one can recall a season when there was so little doing in future goods and the chances are that everyone will be just as well pleased. Spot trading is light and few lots of any size are changing hands. New Jersey standard tomatoes are moving slowly at about 72½@75c, buyers seeming to be indifferent as to whether they get any or not. Reports are coming in every day of prospective good crops and also a good crop of new canneries. A couple of leading Maine packers are here this week trying to stop by legal methods the habit some packers in Illinois and other Western States have of putting a Maine label on Western corn, to the disadvantage of the Pine Tree State. May they meet with success. Let every tub stand on its own bottom.

Lemons and oranges are meeting with good demand and prices are well sustained. Sicily fruit ranges from \$3@3.75 per box. California oranges sell freely and prices are about as last quoted—Navels from \$3@4.25 and \$4.75 for fancy. Seedlings, \$3.15@3.50. Bananas are still way up, but really seem to have reached the top. The demand is active and, as the supply is light, there seems some reason aside from speculation for the quotations given. Firsts, per bunch, Aspinwalls, \$1.60@1.65.

In dried fruits there has been a better demand for evaporated apples and fancy stock will command about 8c. Califor-

nia dried fruits are moving in the slowest manner imaginable. Large sized prunes are pretty well sold up, but the market generally contains room for improvement.

The bean market for marrows shows some improvement and prices are steady. Choice, \$2.15@2.17½c; choice medium, \$1.90@2.10; choice pea, Michigan in bbls., \$2.17½@2.20; bags, \$2.15; choice red kidney, \$2.10.

The time of year has arrived when the quality of eggs becomes a little "shaky" so far as a large portion of stock is concerned, and buyers are becoming decidedly critical. Even near-by fancy stock will not bring over 14c. Selected Western, 13c. Western duck eggs, 17@18c.

In butter there is a fair trade, but prices are no higher and are hardly as strongly held as a week ago. Best Western creamery is worth 18c. Thirds to firsts, 15½@17c; fancy imitation creamery, 16c; firsts, 14½@15c; rolls, prime to fancy, 13@16½c.

There is a fair demand for cheese but the call is not loud. The home trade is taking small size, old, full cream stock at 12@13c. Some new full cream stock is now arriving, and exporters are taking some at about 11½c.

How Peanuts Are Grown and Prepared for Market.

The peanut crop of 1899 is nearly a million bushels heavier than the crop of the preceding year. The total crop will, it is thought, reach nearly 4,500,000 bushels of 22 pounds each. The bulk of the crop is produced in Tennessee, Virginia and North Carolina. It is not generally known that the American yield constitutes but a small proportion of the peanut crop of the world; the exportation from Africa and India to Europe is nearly 400,000,000 pounds annually, half of which goes to Marseilles to be made into oil. The running variety is a typical American peanut. Its vines are large, with spreading branches growing flat on the ground. The pods are large and white. There are many more varieties grown, some of them being upright bushes instead of vines. The so-called Spanish nuts are used principally by confectioners. They have small, round kernels and are very fine. The crop averages annually 150,000 bags of 110 pounds each. It is only within the last few years that peanuts have been shelled by machinery. With the increase of their production machines have been taking the place of the old slow-going methods.

To grow peanuts successfully requires a calcareous soil without too much lime, and under such conditions, the yield runs from thirty to forty bushels per acre. There are about twenty peanut factories in America and the capital required for starting a mill is small. One factory handles five tons of peanuts daily, producing 235 gallons of refined oil, 175 gallons of crude oil, 3,680 pounds of flour and meal and 3,300 pounds of stock food. An extensive grower does not take the trouble to separate peanuts from the vines and dirt when he has dug his crop, but sends everything to the factory. They are put into the mill, vines, dirt and all, and are then placed in a hopper and fed into a revolving cylinder which cleans them by friction, the dirt, leaves and vines being taken out by a suction pipe. The nuts remain in the cylinder and they are fed out upon a revolving slat-table, the slats resting upon canvas, from which negro women pick out those of the first grade, which are known as "fancy." The selected nuts are fed from the table into chutes and then into bags. The remainder are run over a second revolving slat-table, fed into chutes and packed in bags labeled "extras." Four grades are sorted, the first three being sold to dealers and the fourth to confectioners for making burnt almonds and cheap candies. America does a heavy export business to Europe in peanuts. Foreigners do not eat them as Americans do, but grind them into meal. They also make oil of them, which is resold to Americans as olive oil. The nuts are very rich in oil, 40 per cent. of the shelled nut being oil.

After the oil is extracted the cake which remains is sold for \$30 a ton in Germany and fed to cattle and sheep. Peanut butter is one of the latest uses of the peanut. It is made by grinding the nuts very fine and reducing the mass to a pasty substance, a portion at least of the oil being removed. Salt is added as flavoring.

Wisconsin papers estimated that the loss in storage eggs throughout that State for the last season was from \$60,000 to \$65,000. Milwaukee had 4,000 cases stored, and there were about 50,000 cases throughout the State. The eggs cost in the coolers about 13½ cents and quite a few of them were sold at 6 cents, while some brought 10½ cents. None of them brought cost price.

S. Bash & Co.

Commission Merchants

Fort Wayne, Ind.

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

Write us for prices.

F. CUTLER & SONS, Ionia, Mich.

WHOLESALE DEALERS IN

BUTTER, EGGS AND POULTRY,

Write or wire for highest cash price f. o. b. your station. We remit promptly.

Branch Houses.
New York, 874 Washington st.
Brooklyn, 225 Market avenue.

ESTABLISHED 1886.

References.
State Savings Bank, Ionia.
Dun's or Bradstreet's Agencies.

SEEDS

Mammoth, Medium, Alsike, Alfalfa, Crimson, White Clover. Timothy, Redtop, Blue Grass, Orchard Grass Seeds.

FIELD PEAS

Can fill order quickly at right prices.

MOSELEY BROS.,

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

THE VINKEMULDER COMPANY

Headquarters for

NEW GREEN STUFF

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

14 OTTAWA STREET, GRAND RAPIDS, MICH.

=Eggs Wanted=

50 Cars of Eggs. If you have large or small lots, write for prices. - - - -

C. H. Libby, 98 SO. DIVISION STREET.
Grand Rapids, Mich.

SEEDS

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

ALFRED J. BROWN SEED CO.

GROWERS, MERCHANTS AND IMPORTERS
GRAND RAPIDS, MICH.

MY SHOP GIRL.

Efforts to Uplift Which Came to Naught.

She was a shop girl. How did I know it? By the tired sigh that escaped her as she sank into a seat; by the ill-fitting boot that threatened to burst at any moment; by the pitiful attempts at respectability in a shiny old black dress which showed the careful mending it had received; by the gloves, darned and redarned and turned over at the ends.

The man who entered at the same time as my shop girl, and who attracted my attention by his efforts to attract hers, had the appearance of any well-to-do New Yorker, worldly, well dressed, with a certain air of comfort about him which gives one a sense of security and delight. I could not watch his face from where I sat, but I watched hers. She tried not to notice him. She studied the advertisements, she studied the passengers, collectively and individually, and then I knew he had made some effort to have her recognize him, for I saw her blush a blush that seemed like the coming in of a crimson tide, for it came up and up from the collar of her shabby gown to the roots of her soft brown hair. The tears sprang quickly to her eyes. Fortunately just then the car stopped, which gave me an opportunity to step across and take a seat beside her. A sudden jolting of the car gave me an excuse to open the conversation, and I began to talk to her in a quiet way, and as I saw her tears dry, I chatted on and on, not of co-education or of the war situation, but of ribbons and laces and the latest way of doing the hair and of a dozen other nothings that I felt she knew all about. At the end of ten minutes her tears had vanished and the smile on her lips was a real one, as she told me of a gown she had seen the day before.

"Are you fond of pretty gowns?" I asked.

"Oh, my, yes," and her eyes fairly beamed. "I have often thought how it would seem to be inside of a silk petticoat, with a fine cloth gown over it lined with silk—how much easier one could walk and what a rest it would be for one's nerves, just to hear its soft rustle."

The man across the way was listening, too, and not wishing to continue and be overheard by him, I leaned my head back and feigned fatigue and thought how when one's head ached and one's heart ached the rustle she so longed for was enough to drive one mad.

She, however, had become really interested in my conversation by this time, and, ignoring my efforts to be quiet, told me of many of her experiences behind the counter; and I noticed that the man opposite leaned forward on his umbrella ostensibly to rest, but, in reality, I knew, to draw a little nearer to us and hear, if possible, what we were saying. The brakeman called my street, but I took no notice of it. The passengers began to thin out, and soon she signaled the conductor. I followed, as did also the man across the aisle. She caught the next car and we were just behind her. After we were seated she looked at me in astonishment and asked: "Are you going this way?" I knew what the intonation meant, and I also knew to what part of New York we were going, but I smiled at her, and answered: "Yes, I am going this way."

Ten minutes passed and then the man across the aisle pulled the bell rope and she arose and walked toward the door. As soon as I could recover from

the shock of his signaling for her I stumbled after her.

I shuddered as I looked about me, but followed as closely as I could after the girl in whose life I had suddenly taken so great an interest. It was very dark and a cold drizzle added to the gloom of the night, the wind swept around the corners with a savage whirl and the street lamps shone out with a ghostly glimmer, but I shut my lips tightly together and said, "Won't you wait for me?"

We went along in silence until she bent to the ground with a cry. "What is it?" I asked. "Oh, my shoe! it has burst, and to-day is only Tuesday and my wages are overdrawn; it is so bad to be poor, to be half starved and half-clothed and—and then the temptations. Oh, my God, the temptations!"

The man's face in the car came to me in a new way now, and I said, "I am a wife and a mother, and I want you to tell me frankly all your troubles and your temptations, and then perhaps I can help you."

We sat down on a curb stone, in spite of the drizzle, and she told me. The woman in me shrieked at the indignities offered to our sex and the mother in me made me long to take that poor, tired child in my arms and hold her close, while the divine spark that is in every one made me promise to uplift and help her—just how, I did not know, I left that to God.

"And this man," she continued, "he follows me everywhere, and one night he followed me close and put something into my pocket and walked away. I screamed for fright and then walked under a lamp post and cautiously, very cautiously, put my hand in my pocket; it was a note. In it was \$20 and these words: 'I like your face; with me are luxury and comfort, without me are poverty and misery; choose.'"

My face grew like marble, but by a superhuman effort I said, "Without him are honor and a good name." "Yes, yes," she interrupted, "I told him that." "You told him? What did he say?"

"Oh, he said that was baby talk."

I drew her hands in mine and prayed aloud for her, as I had never prayed before. As I left her I pressed a bill into her hand—very precious dollars they were to me, too—dollars I had saved from other things to buy a few trifles my heart longed for.

I left New York the next day, but I wrote her often; wrote her when body and soul cried out against any more exertion; wrote her long, cheerful, hopeful letters, when my own soul yearned for sympathy and support. I sent her from my own slender store, now \$5, now \$10, as I could, but I tried to make it regular. Now and then I sent her a box of dainty feminine belongings, things which cost so much and seem so little.

Then two years dragged their weary length across my horizon and one day, having a surplus from the daily needs, I sent it to her. I counted out the days when the reply would come to me. The sight of her familiar handwriting when the letter was placed in my hand made me joyful. Inside was the money I had sent her and the chatty letter explained that she had a better position now and no longer needed my sacrifices, but she loved me, and when she went to sleep at night two faces always came to her—her mother's and mine.

I was not glad that she no longer needed me. Perhaps a mother, when she feels for the first time that her

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.

Why Not Become A Philanthropist

Grow two blades of trade grass where only one sprouted before. You must sell salt; why not sell a salt that will give a new quality and an increased value to the dairyman's butter? It's good business for you—you'll make profit on both butter and salt. Let us write you about

Diamond Crystal Salt

"The Salt That's All Salt"

The only salt that's above 99 per cent. pure by analysis, by practical test. It is the only salt that immediately dissolves in the butter and leaves it free of grits and spots. It gives butter the flavor all the good buyers are after all the time.

Let us send you our salt booklet.

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

babies no longer need to be put to bed in the old way, feels something of the pain I felt in those first few days. A few wandering letters passed between us, and then no answers came to my anxious enquiries. One day a note came from the Roosevelt Hospital, written by a nurse, saying that my shop girl had been, and was still, very ill, and would I not write her a letter in the old way?

She was ill, and she needed me. What a blessed thing, I thought, to have someone need you! As I look back now it seems that part of myself went with that letter and never returned. I waited for an answer, patiently at first, and then the flood of work swept down upon me, and when I again woke to the world, I found it was six weeks since I had heard from my shop girl. I rushed to the telegraph office and wired the hospital. In three hours an answer lay in my hand: "Discharged three weeks ago." Then I wrote her a letter of real thanksgiving for her convalescence. I wrote again and again, but no answer came. One day when the pain of uncertainty was greater than usual I took the matter to my husband. "I have been waiting for you to come to me with this," he said, quietly, "and if you will be real brave I will tell you what I think. I think your shop girl is dead." It had come to me before, the horrible dread, but I could not bear to hear it even from him. Another six weeks, and another, and no letter. Then I dug a grave in my heart beside the others, and wept bitter tears over it.

Some weeks afterward, quite unexpectedly, I went to New York. I went first to the store where she had been employed, but beyond the fact that she had been very ill they could tell me nothing. I went to the hospital. She had been discharged; her bill was paid, and she was gone. The nurse told me that she lived somewhere in New York, and perhaps I could find her. "Somewhere in New York!" I repeated it over and over to myself. She might as well have said somewhere in the world, and I gave her up.

One night at the opera I was interested in a couple who sat in front of my companion and myself, a little to the right. The man somehow looked strangely familiar, but the woman! She was gorgeously dressed, or undressed, in a gown of purple velvet, with here and there a dash of white satin. She was very stout and had an air of discomfort, as if the flesh had been lately acquired, for it ran all over above and below the tightly drawn bodice. Jewels gleamed on her neck and her corn-colored hair was literally stuffed with feathers, until she looked like a barbarian queen. Her face was powdered to an ashy-whiteness, her lips and cheeks were crimson, while her eyebrows and lashes were steeped in black. The whole make-up gave her the appearance of a newly-made ash heap. My companion smiled as he noticed my scrutinizing gaze, but, remembering that after all she was a woman, I said: "How can you laugh? I think it is a time for tears."

As the curtain fell we rose with the others and the couple in front of us rose also. As she turned for her companion to arrange her cloak she faced me. A dart of recognition shot from her eyes into mine and I gasped. A blush quickly rose from the depths of that décolleté gown and mounted faster and faster to the roots of her corn-colored hair. The room swam and I clutched the arm of my friend for support. He, thinking I

was fainting, gathered me up in his arms and put me into a carriage. Then the pent-up suspense and anxiety of months burst forth in one cry: "Great heavens! that ash heap was my shop girl!"

Ruth Ward Kahn.

The Dangerous Argument.

Any one who has the privilege of visiting in many houses at such times as the families are off dress parade and have on their everyday manners as well as their everyday clothes must have been impressed with the fact that the most dangerous foe that threatens the peace of any home is the argument. By the side of that insidious and deadly enemy, the things that we have been accustomed to consider as the greatest menace to domestic peace and concord become as innocuous and harmless as an exploded bomb. Drunkenness and infidelity and extravagance may cast their blight on hundreds of homes, but the argument is daily making millions of homes a good imitation of Dante's "Inferno."

Like the poor, we have the argument with us always. In the homes where it is permitted to flourish one can always be furnished at a moment's notice. Like an orchid, it feeds on air, and requires nothing to support it. Let one member of a family make an assertion, and it is equivalent to throwing down the gage of battle. Some one is sure to take it up, and a free-for-all war of words ensues. There is nothing upon which they will not argue. Politics, religion, books, the drama, are of course always fruitful themes, but the list can be indefinitely extended to take in everything under the sun.

The right of free speech in the family, like the right of free speech in the Government, is one of the things that is admirable in theory, but of doubtful virtue in practice. Of course we can always defend ourselves by saying that our argument is an intelligent interchange of views, but the truth is that there isn't one time in a hundred that an argument, no matter how sanely begun, or how temperate it was at the start, doesn't end in loss of temper, and more or less bitter personalities. None are so stupid as those who do not think just exactly as we do, and we are apt to clinch our arguments by some reference to the mental status of our opponent that we are sorry to remember half an hour later.

The most surprising thing about our clinging to this prolific mother of strife is that nobody ever accomplished anything by it or carried a point. "A man convinced against his will is of the same opinion still," says the old adage. Likewise a woman. Only more so. Let her have to martial all her resources to combat you in an argument, and you change what was before merely an impression into a conviction she is ready to defend with her life. The effect of this on home life is nothing less than disastrous. It makes the hearthstone the scene of perpetual wrangles, the dining table a bloody battle ground, where every question is fought out to a finish, and the nursery a place where the children quarrel and fight over their games like little savages.

It is not too much to say that family jars and disagreements would be almost impossible if the argument could be eliminated from daily life. Nor does this refusal to discuss subjects upon which one knows one differs from the other members of a family indicate any weakness. It is merely the height of

that liberality and tolerance that grant to every other person the same rights that one arrogates to himself. Neither is it necessary to precipitate those perfectly unnecessary domestic arguments about household affairs which every woman feels that she understands better than her husband does. Ninety-nine times out of a hundred she could save the argument and get better results if she did the thing first and then dis-

cussed it afterwards. If she hasn't the courage to do that, then the least she can do in the interest of peace and harmony is to accept his decision on the subject without provoking any words. The woman who can barricade her house against an argument has fortified it against foes from within and without.

Cora Stowell.

It is a great strain on a war hero to live up to his reputation when he has nothing to do, and is in civil life.

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.



It Don't Pay

to take chances on inferior vinegars because you can get them ½ 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.

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.

Flaked

... PEAS, BEANS and RICE. ...

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

Lauhoff Bros.' Flaking Mills,

35 Chene St., Detroit, Mich.

WORLD'S BEST



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

Hardware

First Sale on the Road Made by the New Partner.

In the year 1865, I had no sooner been permitted to sign the firm name with the characteristic flourish I had decided indicated dignity, than I became firmly convinced the proper thing for the junior partner to do was to lay out a route and add traveling for trade to his many other accomplishments.

You see, I had been held back by the foxy partner I succeeded and was given no opportunity to make an experimental trip, either nearby or far away, in order to show in my career how I could avail myself of the goodness of Dame Fortune and demonstrate to those about me that I was worthy of the elevation to which an admiring and indulgent head of the firm had pushed me.

Then, again, I was a little afraid the departing partner would "flimflam" some other hardware house into believing he was a good salesman and of commercial value. This was, I must confess, extremely questionable, to those who had previously been associated with him, but a decision had to be made that if we were going to hold the fairly developed Western trade, which naturally at that time was a large asset in the good will of the business, it was important for me to try and ascertain for myself whether I was any good out on the firing line, my predecessor, before referred to, never having permitted me to wait upon any of the large buyers who made our house their hardware headquarters when in the city.

In making up my itinerary I included a number of towns from which a mail order trade had been established, without having seen the men who pulled the wires to which we gladly responded; and there were also a number of places from which good buyers had strayed into our store, picking up odd lots of imported goods, and who had informed me that while their stocks were of general merchandise, their line of hardware was usually purchased in some place nearer their town than New York. I was selected to act as the buying member of my own firm and, as is frequently the case, had my own idea of the amount of stock it was desirable to carry in order to make all the profit possible and divide with nobody. I felt a tingle fresh and thought my predecessor had been too conservative in his views. The prices in the spring had been favorably low and my orders for spring and fall trade were more than usually liberal in consequence. I was confident, even with a fair demand, goods would stiffen in price, and events justified the conclusion thus arrived at. All the old stagers in business, within a few blocks of our location, and there were a number of them I found, were laying in light stocks, and business in those days—remember this was in 1865—was a good deal like buying a ticket in the Louisiana lottery—you had to wait until the end of the trip to know if any dividends were in sight.

Well, being the buyer of the house, as I mentioned, I had to get everything all ordered up before I dared think of leaving my partners to buffet the tide of traffic alone for six or seven weeks. Finally in the latter part of June, with a zinc trunk full of samples and a big Russell & Erwin Manufacturing Co. (\$25) catalogue, all priced up, as well as it could be in those difficult days to obtain several thousand quotations, I

bought a ticket as far as Chicago and started on my maiden trip.

Chicago was a good many hours further off than it is now, so I took the privilege of stopping off, which I did at a place called New Brighton, Pa., a short distance out of Pittsburgh. I had a customer there to whom I felt confident I could sell my first bill. The firm was named C. U. Meyer & Co. I remember it well. I landed at the station in the evening and the zinc trunk, into which I had crowded all the plunder I thought essential for success, was so chunky and so solid the Irish porter for the hotel at which I intended stopping asked: "Murther! is it goold ye have in your zincograph?"

"No," I said very sanguinely, "not gold, but the making of it."

I remember that first hotel well—everything but the name. At supper I had hard work to get even a glass of milk, until I had sent for the aged clerk and told him I was willing to buy a cow, if necessary, in order to obtain it, and then he sent out and bought some—not cows, but milk.

When my trunk reached my room and I opened it a suspicious aroma filled the air. In packing my "duds" I had used the top compartment of the trunk to pack in a fair stock of linen and other supplies, when, fearing in some localities I visited I might find a brand of water the healthful quality of which could not be vouched for by the local board of health, I had deliberately and snugly tucked away between the large supply of the aforesaid linen a bottle of Hostetter's bitters. Before the large audience I am now confiding in I want to be conscientious in my recollections, and even at this late day I am willing to make affidavit that it was the square shape of the bottle that made me decide in its favor when I selected this microbe destroyer.

Well, the aroma was unmistakable. Upon investigation my worst fears were realized—that miserably-made bottle had played me a low-down trick and "busted on me." Not a drink did I have for a dividend and every piece of wearing apparel in the compartment had to go in the wash at once in order to get them the next day.

I saw my customers in the morning. The junior partner was a Mr. Smith, unfortunately quite lame, but an old-time gentleman in his characteristics. Mr. Meyer looked after the mechanical part of the business—the tin shop, etc.—and Mr. Smith ordered the goods.

They gave me an order amounting to nearly \$400, which at once came near making my hat a size too small for my head. In connection with that bill I remember a blunder I made undetected, which materially lessened the profits. How easy it is to remember our blunders, especially the unprofitable sort!

Screws at that time were, I think, sold at a list price, from which the regular discount would be 40 to 40 and 7½ per cent. for a close price. I found they were buying in Pittsburgh, or had been, at 30 and 10, and as they had all their costs of every size figured at that price I gave them net prices at 40 per cent., which by comparison seemed low, saying nothing at all about discount. When I sent the order in, to make it easy for the entry clerk, as I had put all the prices in my order book, I placed these net prices over the sizes; and then, oh, strange fatality—no Hostetter's bitters in this—also placed 40 per cent. in the discount line. Who could believe that such a stupid bull as this could pass un-



Write for prices on

Milk Cans

Wm. Brummeler
& Sons

Manufacturers of Tinware and Sheet Metal
Goods

249 to 263 South Ionia Street
Grand Rapids, Mich.



This is the Only Machine
Which Will Actually Chop

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

Without Mashing

Easily Cleaned.
Easily Adjusted.
Self Sharpening.

The Best Meat-Cutter Made.

FOR SALE BY

FOSTER, STEVENS & CO.

GRAND RAPIDS, MICH.

This electrotype loaned to any dealer who handles these choppers.



If you are looking

for an up-to-date article that will increase your paint business 50 per cent. put in a stock of

BPS

Paints. They have increased the business of other representative dealers in your vicinity and, with our co-operation, will increase yours. The paint is right, the advertising is right, the price is right.

THE PATTERSON-SARGENT CO.,

Cleveland-Chicago-New York.

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.

detected, but it did, and the bill clerk rushed off the heart-breaking invoice charged in that fashion.

It was only when I returned from my trip, that in looking over the business of the past, I discovered it. Of course, as any self-respecting salesman naturally would do, although it was six weeks old, I notified Meyer & Co. of the error of the entry desk, explaining how they had been given an unearned dividend and, of course, enclosing a "corrected bill." I smile at this very moment in remembering their extremely ingenious reply: "They were indeed doubly sorry; they had noticed the price was 40 per cent. lower than I had quoted, and 40 and 5 per cent. lower than in Pittsburgh; but they thought that a big drop had taken place in prices, and had conscientiously marked all their selling prices down to meet it, in fear of a competitor, and were actually and kindly saving all their screw orders for us to fill, for being so honest with them." Well, well! I hadn't a word to say; but, as an old sport would remark to-day, there was no doubt that I was "it."—Hardware.

Low Prices on Cutlery.

Prices, on pocket cutlery have moved upward in a very moderate degree as compared with other lines carried by hardware dealers. In speaking of this matter, one of the largest makers of fine goods is thus quoted:

Many manufacturers say they have seen no such rush of business before during their entire business career. Some of them are working as though they did not believe they would again see such a revival of business as long as they lived. The cutlery manufacturers are enjoying the prosperity, and in some ways they have a decided advantage over other producers. What I mean is that the material used in cutlery amounts to such a small sum that practically the only heavy expense in the cutlery business is labor. Take an extra fine pocket knife and there is less than five cents' worth of steel in it. When you consider that the knife probably sells for \$1.50 or more, you can readily see the advantage in favor of the manufacturer of small goods. We are affected so little by the raise in the price of material that we can offer customers goods at about the same price as two or three years ago. The very idea that there has practically been no raise in the price seems very attractive to the customer and results in heavy orders.

The average increase in price in the past year has not been beyond 10 per cent., while other lines have practically doubled in value. This condition has been of practical advantage to the retailer. When customers complain of high prices in general, the dealer can show by comparison that pocket cutlery has not advanced proportionately because the cost of the steel is a very small consideration, and that higher prices in other goods—wire, nails and heavy hardware generally—are caused by the fact that the cost of the material is at least equal to the cost of the work in their manufacture. In addition to this, the relatively low prices on cutlery have induced large purchases, and it is known as a fact that the sales have been very heavy during the past year.

Her Fears Confirmed.

"I suppose," said the woman who had sampled every kind of candy she could reach by thrusting her arm over the protective railing, and finally had bargained for five cents' worth of butter scotch, "all this is adulterated. You couldn't sell it so cheap if it wasn't."

"Yes, ma'am," returned the salesman solemnly, "its all adulterated. That butter scotch you're getting, for instance, has mighty little butter and not a bit of Scotch."

The Life of a Stove.

In daily use to-day are stoves built forty years ago and which are still capable of performing their ordinary functions. In all necessary respects they are just as good performers as when first set up, the only difference being that some of the parts have been replaced as necessity required.

Within a stone's throw of where these old-timers are maintaining the reputation of their makers are stoves of the same type and line which have been in service not one-tenth so long as the others, which were better stoves because they were of later make, and yet by comparison with those of an earlier manufacture are scarcely worth the price of their old iron. They are flat failures for present use, no matter how capable when first installed.

This lack of merit is commonly attributed to the makers, but they have nothing to do with it. The fault is with the users. They have abused the stove until all its usefulness has departed, and then blame the makers instead of admitting that the fault is in their own ignorance. A stove is like a human being in that it requires careful treatment or else will lose its usefulness.

As has been repeatedly said in this connection, the dealer who sold the stove was primarily responsible for this wearing out in an unnecessarily short time. He may have acted on the theory that the quicker the stove wore out the better would be his chances for making a second sale to the same customer. Such a theory is not only impracticable, for obvious reasons, but is manifestly dishonest. Stoves are built on and backed by the reputation of the maker, and if the dealer sells them with the idea that their abuse and practical destruction will work to his benefit he commits an assault on this reputation which its holders will not be slow to resent.

Lower Freight Rates—Test Well—Building an Armory.

Cheboygan, April 23—At the last meeting of the Cheboygan Business Men's Improvement Association Messrs. Moloney and Frost made a report of their trip to try and arrange with the Michigan Central for satisfactory rates for Keeney & Son, in regard to locating a seed potato plant in Cheboygan. The report was very encouraging.

President Smith read a letter received from the contractors for sinking the test salt well. They claimed to have been buncoed, that the conditions of the material to be penetrated were misrepresented, the casing pipe not what it should have been, etc., but they are willing to resume work this spring if satisfactory arrangements can be made as regard price to be paid for the work.

The matter of building an armory in the city was brought up, and, on motion, it was unanimously voted that the President and Secretary sign a petition asking the Common Council to appropriate money to aid in the securing of a site and the erection of a building. After the President and Secretary had signed the petition, it was passed around and signed by all present except the aldermen in attendance, who, while favoring the project, did not think it consistent with their position to sign the paper.

Didn't Like Air Cars.

From the New York Sun.

The New York man was showing the visiting merchant from Kansas the compressed air cars in Twenty-ninth street, and after one of those lucid explanations for which a New Yorker is famous, he asked the Kansan to take a ride with him.

"Not much!" protested the visitor, pulling back like a steer on a rope.

"Why not?" expostulated the New Yorker.

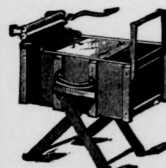
"Because, by Gravy!" explained the Kansan man, "I've been moved two or three times by a cyclone, and I've got all I want of it!"

The man to have about and be useful is one who knows what to do and when to do it.

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.....	50		
Flow.....	50		
Buckets			
Well, plain.....	\$4 00		
Butts, Cast			
Cast Loose Pin, figured.....	65		
Wrought Narrow.....	60		
Cartridges			
Rim Fire.....	40&10		
Central Fire.....	20		
Chain			
Com.....	8 c.	7 c.	6 c.
BB.....	9	7½	6½
BBB.....	9½	8¼	7¼
Crowbars			
Cast Steel, per lb.....	6		
Caps			
Ely's 1-10, per m.....	65		
Hick's C. F., per m.....	55		
G. D., per m.....	45		
Musket, per m.....	75		
Chisels			
Socket Firmer.....	65		
Socket Framing.....	65		
Socket Corner.....	65		
Socket Slicks.....	65		
Elbows			
Com. 4 piece, 6 in., per doz.....	net 65		
Corrugated, per doz.....	1 25		
Adjustable.....	40&10		
Expansive Bits			
Clark's small, \$18; large, \$26.....	30&10		
Ives' 1, \$18; 2, \$24; 3, \$30.....	25		
Files—New List			
New American.....	70&10		
Nicholson's.....	70		
Heller's Horse Rasps.....	60&10		
Galvanized Iron			
Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	28		
List 12 13 14 15 16.....	17		
Discount, 65 10.....			
Gas Pipe			
Black.....			
Galvanized new list.....			
Gauges			
Stanley Rule and Level Co.'s.....	60&10		
Glass			
Single Strength, by box.....	dis 85&		
Double Strength, by box.....	dis 85&10		
By the Light.....	dis 80&10		
Hammers			
Maydole & Co.'s, new list.....	dis 33½		
Verkes & Plumb's.....	dis 40&10		
Mason's Solid Cast Steel.....	30c list 70		
Hinges			
Gate, Clark's 1, 2, 3.....	dis 60&10		
Hollow Ware			
Pots.....	50&10		
Kettles.....	50&10		
Spiders.....	50&10		
Horse Nails			
Au Sable.....	dis 40&10		
Putnam.....	dis 5		
House Furnishing Goods			
Stamped Tinware, new list.....	70		
Japanned Tinware.....	20&10		
Iron			
Bar Iron.....	3 c rates		
Light Band.....	3½c rates		
Knobs—New List			
Door, mineral, jap. trimmings.....	85		
Door, porcelain, jap. trimmings.....	1 00		
Lanterns			
Regular 0 Tubular, Doz.....	5 25		
Warren, Galvanized Found.....	6 00		
Levels			
Stanley Rule and Level Co.'s.....	dis 70		
Mattocks			
Adze Eye.....	\$17 00 dis		
Metals—Zinc			
600 pound casks.....	7½		
Per pound.....	8		
Miscellaneous			
Bird Cages.....	40		
Pumps, Clsterm.....	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 ¼ per pound extra.....			
Planes			
Ohio Tool Co.'s, fancy.....	50		
Sciota Bench.....	60		
Sandusky Tool Co.'s, fancy.....	50		
Bench, first quality.....	50		
Nails			
Advance over base, on both Steel and Wire			
Steel nails, base.....	2 05		
Wire nails, base.....	2 05		
20 to 60 advance.....	Base 5		
10 to 16 advance.....	5		
8 advance.....	10		
6 advance.....	20		
4 advance.....	30		
3 advance.....	45		
2 advance.....	45		
1 advance.....	70		
Casing 10 advance.....	15		
Casing 8 advance.....	25		
Casing 6 advance.....	35		
Finish 10 advance.....	25		
Finish 8 advance.....	35		
Finish 6 advance.....	45		
Barrel ¾ advance.....	85		
Rivets			
Iron and Tinned.....	50		
Copper Rivets and Burs.....	45		
Roofing Plates			
14x20 IC, Charcoal, Dean.....	6 50		
14x20 IX, Charcoal, Dean.....	7 50		
20x28 IC, Charcoal, Dean.....	13 00		
14x20 IC, Charcoal, Alloway Grade.....	5 50		
14x20 IX, Charcoal, Alloway Grade.....	6 50		
20x28 IC, Charcoal, Alloway Grade.....	11 00		
20x28 IX, Charcoal, Alloway Grade.....	13 00		
Ropes			
Sisal, ½ inch and larger.....	11½		
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 and Buck.....	1 85		
Shovels and Spades			
First Grade, Doz.....	8 60		
Second Grade, Doz.....	8 10		
Soldier			
½@%.....	20		
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.			
Squares			
Steel and Iron.....	65		
Tin—Melyn Grade			
10x14 IC, Charcoal.....	\$ 8 50		
14x20 IC, Charcoal.....	8 50		
20x14 IX, Charcoal.....	9 75		
Each additional X on this grade, \$1.25.....			
Tin—Alloway Grade			
10x14 IC, Charcoal.....	7 00		
14x20 IC, Charcoal.....	7 00		
10x14 IX, Charcoal.....	8 50		
14x20 IX, Charcoal.....	8 50		
Each additional X on this grade, \$1.50.....			
Boiler Size Tin Plate			
14x56 IX, for No. 8 Boilers, } per pound..	10		
14x56 IX, for No. 9 Boilers, }			
Traps			
Steel, Game.....	75		
Onelida Community, Newhouse's.....	40&10		
Onelida 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.....	3 30		
Barbed Fence, Painted.....	3 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, JWrought.....	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.

The Meat Market

How to Make and Use German Sausage Seasoning.

No. 1.

5 lbs. ground white pepper.
4 ozs. saltpeter.
10¼ ozs. fine salt.

No. 2.

3 lbs. ground white pepper.
3 ozs. saltpeter.
3 ozs. nutmeg.
1½ ozs. sage.
7 lbs. salt.

No. 3.

4 lbs. ground black pepper.
4 ozs. saltpetre.
3 ozs. cayenne.
9 lbs. salt.

No. 4.

6 lbs. ground pepper.
6 ozs. nutmeg.
12 ozs. coriander.
14 lbs. salt.

No. 5.

2 lbs. black pepper.
2 ozs. saltpeter.
¼ oz. bruised garlic.
4¼ lbs. salt.

These recipes have been proved by many years' practical experience to be of the very best for their given purpose. It would, however, be a matter of impossibility to season an article to please each and every one, for the simple reason that individual tastes differ, and what may be pleasant to the palate of one person may be equally disagreeable to that of another. The greatest care should be paid to the weighing out of the various ingredients for seasonings, for too little of one spice or too much of another invariably means spoiling the seasoning completely. It is advisable for each and every manufacturer to show the most persistent care to purchase the various ingredients required from some firm who will guarantee their goods to be genuine, for, no matter how good a recipe may be, a satisfactory result can neither be obtained nor expected if the ingredients used are of an inferior quality or made up from old stocks of herbs and spices, and every article well seasoned carries its own recommendation all the world over. It would, however, be a matter of impossibility to suggest any particular class of seasoning to suit each and every individual maker without knowing something of the nature of class of trade he does; for instance, one would hardly expect a cheap sausage to be as nicely flavored as an expensive one. The same remarks also apply to the making up of the various other articles made up by the trade. A grave mistake is made by using cheap seasonings even for the commonest class of article, as it invariably proves far better and more profitable in the long run to use a better class of one and less of it instead of making them almost unpalatable by the use of cayenne, rice flour, and common salt. It is always advisable not to allow the stock of seasoning to run too low, for it is not always an easy matter to procure the various articles required at a moment's notice.

It is also most essential that all seasonings, herbs, spices, etc., must be kept in air-tight tins or canisters, for if they be exposed to the air for ever so short a time they invariably lose a great percentage of their strength and flavor.

Half an ounce of seasoning should be used to every pound of fresh meat, but when salt pork, beef or heads are used the seasoning must be used entirely without salt, and in which case four

ounces of seasoning will be found amply sufficient for each twenty pound block of meat, except in the case of foreign sausages, which are generally required to be kept for a considerable length of time, in which case it would be advisable to use six ounces of seasoning to every twenty pound block of meat.—Butcher's Advocate.

Booming Saturday Trade in Meat.

J. E. Morris, proprietor of the Franklin Market, Santa Clara, Cal., has introduced some new advertising methods, which have proven to be very successful, and is now busy remodeling a large building in San Jose, Cal., which he will open as a general market. It will be one of the handsomest on the Pacific coast and will be pushed in the same method as regards advertising as has made his Santa Clara establishment the most talked about market in California. He is a firm believer in timely announcements, and has found the following scheme to work advantageously:

TEN ROASTS FREE

We will make a present of ten roasts (each roast worth 50 cents) to our Cash customers on Saturday.

Each of the following numbers won a seventy-five cent roast Sept. 30, 1899:

44-210-255-316-335

Bring winning tickets to the Market and get your roasts. Low prices still maintained.

FRANKLIN MARKET

Santa Clara.

The success which the free roast idea brought is told in the next week's advertisement:

\$74.52

This represents the increase in our sales Saturday last over corresponding Saturdays of last year. It shows that the people appreciate Fair Dealing, Good Treatment and Low Prices. It also shows that the wave of prosperity has struck this Valley and that the fall will be a wonderfully good one. Come and see us.

FRANKLIN MARKET,
Santa Clara.

Mess Pork Almost a Nominal Affair.

From the National Stockman and Farmer.

To those who are unacquainted with the situation, the statement that only a few thousand barrels of mess pork are among the stocks of provisions in this country is well-nigh incomprehensible. Millions of hogs slaughtered and less than 40,000 barrels of pork at Chicago! Yes, that is not only possible but a fact. Making mess pork is nowadays a very small part of the business of manufacturing hog products. It is still an article of speculative trade, but it is not a great staple in the world's markets as it used to be. The demand for it has decreased to very small proportions. Our readers have doubtless wondered why pork has been much of the time of late years cheaper in the barrel than in the hog. Manifestly this would be impossible for any length of time were it really a staple article made and used in great quantities. The changed conditions of the provision trade have made mess pork almost a nominal affair aside from the speculative markets, and that is why it neither follows nor leads the market for hogs to a very great extent.

A Butcher's Epitaph.

An English paper gives the following as copied from the tombstone of the famous John Higgs, at Cheltenham:

Here lies John Higgs,
A famous man for killing pigs;
For killing pigs was his delight.
Both morning, afternoon and night,
Both heats and colds he did endure,
Which no physician e'er could cure.
His knife is laid, his work is done,
I hope to heaven his soul has gone.

Neighborliness.

Mr. Moveoft—Well, my dear, how do you find the neighbors here—sociable? Mrs. Moveoft—Very. Three or four of them have sent in to ask if I would allow their children to use our piano to practice on.

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.

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.

ESTABLISHED 1876.

CHAS. RICHARDSON
GENERAL
COMMISSION MERCHANT

Wholesale Fruits,
General Produce and Dairy Products.

58 AND 60 W. MARKET ST.

121 AND 123 MICHIGAN ST.

BUFFALO, N. Y.

Unquestioned responsibility and business standing. Carlots a specialty.

Quotations on our market furnished promptly upon application

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.

The
Capital City Dairy Co.
Columbus, O.

Commercial Travelers

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

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

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

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

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

Gripsack Brigade.

C. D. Brewer, of Battle Creek, has secured a position as traveling salesman for the Puritan Corset Co., of Kalamazoo.

W. M. Reynolds, formerly engaged in the grocery business at Belding, has engaged to travel for the cigar department of Phelps, Brace & Co.

H. V. Hughes, formerly on the road for Geo. A. Alderton (Saginaw), is now in the employ of the Computing Scale Co., of Dayton, Ohio, covering Northern Illinois. He is connected with the Chicago office.

John Hurley, Southern Michigan salesman for Lee & Cady (Detroit), was recently married to Miss Del N. Gore, of Battle Creek, the ceremony taking place at Cincinnati. The happy couple will take up their residence in Jackson, where a furnished home awaits them.

Traverse City Herald: George Navarre, for the past three years salesman in the clothing department at the Boston store, has severed his connection with that firm and entered the employ of Wm. Beitner. After learning the stock Mr. Navarre will go out on the road for the well-known firm, his first trip to be in the West.

Kalamazoo Gazette: The local lodge of the United Commercial Travelers met Saturday evening in Elks' hall for one of their regular round-ups. After the disposal of the regular business Harry Hill and Otis Baker were "put through the territory." After the candidates had been given a report of their trip through the new country the party sat down to a luncheon and dancing followed. The committee in charge of the function was Messrs. W. Watkins, Fred Zander and Lawrence Verdon.

New Orleans Times - Democrat: "Speaking of railroad accidents," said a veteran commercial traveler at the Cosmopolitan yesterday, "I am reminded of a curious experience, and incidentally of the most incorrigible gamblers I ever met in my life. I was going West over the Atchison, Topeka and Santa Fe some years ago, and one of my fellow passengers in the Pullman was a race horse man from Louisville. He was an interesting fellow and a good story teller, but his conversation was marred by his habit of leading everything up to a proposition to make a wager. Every statement he made was clinched by an offer to back it with money, and finally the thing became rather tiresome, and I made some excuse for avoiding his society. Our sections in the sleeper happened to be directly opposite, and that night we were sitting on the edge of our respective lower berths preparing to retire, when all of a sudden the whole car was shaken by a series of swift and heavy concussions. We both realized instantly what

had happened. The train had jumped the track and was at that moment bumping its way over the ties, preliminary to heaven only knew what kind of a plunge. We were at that time in a part of Kansas that is full of ravines and gullies, and short bridges are of frequent occurrence. That disquieting fact flashed into our minds simultaneously. 'Bet y' a hundred we're on a trestle!' yelled the Louisville man, above the pounding of the wheels. 'Take y'!' I yelled back, and with that the coach gave a sickening lurch and rolled completely over. When I extricated myself from a broken window I found we had stopped on level ground, and while everybody was more or less cut and bruised, no one was killed. I encountered my Kentucky friend wandering about the wreck and he promptly handed me a hundred-dollar bill. 'What made you take me up so quick?' he asked. 'Because if we had been on a trestle we would all have been killed,' I replied, 'and you couldn't have collected the bet. I stood to win, but not to lose.' 'That's so,' he said, regretfully. 'Next time this happens I'll take the other end.'"

Woman's Industry Causes Strike.

Lowell, Mass., April 21.—Three hundred weavers employed by the Lowell Manufacturing Company, one of the concerns in the Bigelow Carpet Company, are on a strike because one of their number, Mrs. Jessie Derrick, persists in turning more work off her loom than is permitted by the regulations of the Carpet Weavers' Union. The union has decided upon a maximum product of two and one-half pieces, but Mrs. Derrick has her loom speeded up so high that she can turn off three pieces a day. On account of this the union sent word to the agent of the company and asked that he compel her to reduce her production, but he refuses to stop the woman from earning all the money she is able to. The strike began last Tuesday and threatens to involve the entire working force in the mills, about six hundred hands.

Mrs. Derrick says that the assertions of the Weavers' Union are mostly unfounded, and that she does not get off more work on the average than the rest of the weavers and that her loom is not speeded up higher than any other in the mill. "About two weeks ago," said Mrs. Derrick, "the mark on my piece of carpet, indicating the end of the cut, came up about half an hour before the time required by the union. Miss O'Brien, the President of the union, came up and asked me to slip my loom, but I refused. Then Miss O'Brien went to the overseer and asked whom I was working for, the union or the company. The overseer told me to keep my loom running, and I did so."

The work of Mrs. Derrick attracted the attention of the other operatives and they remonstrated with her. Some of them are as capable of getting off as much work as she, but, as the union has decided it is unwise for them to do so, they all comply with the rule limiting the maximum product of each operative to two and a half pieces. Mrs. Derrick was a member of the Weavers' Union, but her refusal to obey the commands of the President caused her expulsion.

Takes No Stock in the Current Superstition.

"Some men have scruples about occupying room number 13," said Mr. Howe, clerk of the Hibbard House at Jackson to Allan D. Grant, as the latter placed his Spencerian autograph on the register. "I have none," replied the only Allan D. I have mocked at death in every form. I joy at the post of danger and, so far as hard luck is concerned, I feel fully acquainted with the gentleman. Room number 13 is good enough for me. I am very tired. Our factory is away behind orders. Call me at 6 o'clock. Good night."

Status of Pharmacy in the Bay Cities.

A. E. Ewing, attorney for the Michigan Board of Pharmacy, has sent Secretary Schumacher the following report of the condition of pharmacy in Bay City and West Bay City:

Bay City.

Dr. J. P. Gariepy, Proprietor. Reg. 2232. Son, clerk, unregistered.
Werner Von Walthausen, Prop. Reg. 1182. Wife, clerk, reg. asst., 73.
Charles P. Hemstead, Prop. Reg. 631. No clerks.
Charles N. Ghent, Prop. Reg. 290. No clerks.
J. K. Mead, Prop. Reg. 4610. No clerks.
Geo. A. Layerer, Prop. Reg. 1279.
R. W. Pearce, clerk, reg. 4557.
W. E. Stevenson, Prop. Reg. 1511.
Geo. M. Gaukel, clerk, reg. 4118.
Claud McKeown, clerk, unregistered.
J. H. Fenner, Prop. Reg. 3330. E. W. Goff, clerk, reg. 3503. W. H. Blome, clerk, reg. 4452.
G. A. Swaby, Prop. Reg. 1150. M. Presser, clerk, unregistered. H. H. Bruner, clerk, unregistered.
J. K. Mason, Prop. Reg. 785. L. F. Beach, Prop. Reg. 786. M. Van Vleit, clerk, reg. 3625.
J. E. Knapp, Mngr. Reg. 4140. O. Barber, Prop. Unregistered.
A. W. Herrick, Prop. Reg. 3559. Tracy Wales, clerk, reg. —. Wife, clerk, unregistered.
F. A. Tepoorten, Prop. Reg. 2241. No clerks.
G. C. Beebe, Prop. Reg. 1084. No clerks.
F. Bateman, Prop. Reg. 1097. J. W. Adamson, clerk, reg. 2518.
O. W. Ballard, Prop. Reg. 695. No clerks.
J. F. Martin, Prop. Reg. 4245. Albertine Martin, clerk, unregistered.
D. B. Perry, Prop. Reg. —. J. Ostrander, manager. Reg. 3599.
G. W. Milligan, Prop. Reg. 3354. S. Rivet, clerk, unregistered.
O. R. Lloyd, Prop. Reg. 2962. No clerks.
E. D. Gudschinsky, Prop. Reg. 1219. No clerks.
A. J. Harris, Prop. Reg. 1363 (now dead). Louisa T. Harris, Manager. Reg. 1407. No clerks.
D. B. Perry, Prop. Reg. —. E. T. Jones, Manager. Reg. —. H. McMullen, clerk. Reg. —. T. W. Fenton, clerk, unregistered.
Mrs. H. Carrier, Prop. Unreg. G. W. Landis, Manager. Reg. 3755. A. Carrier, clerk, unregistered.
J. J. LaCroix, Prop. Reg. 1770. C. L. Carey, Prop. Reg. 3945.

West Bay City.

E. H. Vedders, Prop. Reg. —. No clerks.
H. H. Burdick, Prop. Reg. 911. H. C. Hargadon, clerk. Reg. 4393.
E. T. Boden, Prop. Reg. 3247. H. Hudson, clerk. Reg. asst. 1205.
F. C. Warner, Prop. Reg. asst. 830.
W. E. Belcher, Manager. Reg. 2776.
C. M. LaRue, Prop. Reg. 713. A. J. Grenny, clerk. Reg. 3003.
A. E. Benson, Prop. Unreg. W. F.

Benson, Manager. Unregistered. E. C. Benson, clerk, unregistered. (Have now quit the drug business.)

R. W. Brown, Prop. Unregistered. F. L. Tupper, Prop. Reg. 641. P. Ralston, clerk, unregistered.
W. H. Keyes, Prop. Reg. 1083. No clerks.

D. B. Perry, Prop. Reg. 568. J. N. Kinney, clerk. Reg. 3754.
W. T. Eldridge, Prop. Reg. 3862. J. H. Charters, clerk, unregistered.
Geo. C. Ray, Prop. Reg. 396. No clerks.

Summary.

Registered proprietors, 31; unregistered proprietors, 3; registered clerks, 17; unregistered clerks, 8; registered assistants, 3.

Drug stores without clerks, 16; drug stores with one pharmacist, 23; drug stores with two pharmacists, 10; drug stores with three pharmacists, 2; drug stores with no pharmacists, 1; drug stores with one unregistered clerk, 6; drug stores with two unregistered clerks, 1.

The one store without a registered pharmacist has retired from business.

M. Struik has engaged in general trade at Ellsworth. Rindge, Kalmbach, Logie & Co. furnished the shoes, the Olney & Judson Grocer Co. supplied the groceries and Voigt, Herpolsheimer & Co. sold the dry goods.

A little thing like an Easter bonnet has been known to turn the head of a woman when it is worn by another woman.

50 Cents Muskegon Sunday G. R. & I.

Train leaves Union Station at 9:15 a. m. Returning, leaves Muskegon, 5:30 p. m. 50 cents round trip.

The Climax Wall Paper Cleaner

will clean your old smoked paper and make it like new. Every box guaranteed. Advertising agents, ladies or gents, in every city, town or village. Big money for right people.

Glover's Wholesale Merchandise Co., 8-9 Tower Block. Grand Rapids, Mich.

Bad Debts Our system of Collection Forces for the retail trade will aid you in collecting a very large percentage of your bad debts. The set consists of three rubber stamps to be used on statements until bill is collected. Price for complete set 75c prepaid. Ask for catalogue of rubber stamp supplies.

F. E. BARR & Co., Battle Creek, Mich.



Manufacturers of all kinds of interior finish, counters, show cases, grills, fret-work, mantels, stair work, desks, office fixtures, church work, sash and doors. Write for prices and estimates to the

McGRAFT LUMBER CO., Muskegon, Michigan

Drugs--Chemicals

Michigan State Board of Pharmacy

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

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

Examination Sessions

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

State Pharmaceutical Association

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

Seven Successful Window Displays for Druggists.

Toward one side of the window space, on a pink or white carpet of paper or cheese-cloth, erect a sort of distilling apparatus from various vessels, tubes, etc. Let it be somewhat complicated. People put a greater estimate on things that puzzle them. Partly fill some of the containers with water so colored as to simulate violet ammonia. About the appliance strew artificial violets and let there be a pile of these near by. In the vessel that is the supposed still proper, mingle some of the flowers with the colored water. Now let the little figures of men be distributed about in grotesque attitudes amid the apparatus and flowers. See that they are peeking into things, pulling at a tube or pushing a leg of a tripod; have one or more of them smelling from a bottle of this toilet aid, and have others bringing flowers to the "factory." In the vacant window space pile bottles of violet ammonia of various sizes and prices, and let price cards be very much in evidence. Having a vine of smilax or ivy trained over and between the bottles, and a few clusters of artificial violets here and there, would add beauty to the trim and enhance its selling qualities. For a placard use the following words: "Violet Ammonia Factory."

A successful exhibit of cough drops or lozenges, and liquid cough banishers, can be realized in this wise: Upon an elevation in the center of the window, made from empty boxes covered with white paper, set a number of bottles and other vessels filled with medicaments common to this class of remedies, viz., horehound, licorice, wild cherry, tar, squills, tolu, honey, glycerin, sugar, etc. Fill a large glass vessel with horehound tops and leaves, loose or compressed, and other vessels with licorice in powder, root and "stick," and syrup of licorice (?). Let still other vessels contain wild cherry bark and syrup. In this way elaborate the exhibit by displaying cough-cure ingredients, in their various official forms. Let each and every container be plainly labeled. Now to the left of this pile of stuff assemble the devices at command for molding troches and tablets. A somewhat pretentious tablet machine would be of most service as an eye-catcher and an advertisement, but if such a contrivance be not accessible, place at this point whatever you can in the way of a tablet compressor. If thought advisable, then, in order to elaborate the display and enhance its worth, resort to a little deception by exhibiting an ensemble of irrelevant but practical mechanism. Make as great pretensions as appurtenances will permit! Scatter some tablets about the compressor and let a dish rest near it filled with a powder ready for the press. On the right side of window stage make a careful display

of cough drops, troches, and syrups, with prices plainly written on each. By means of a card to the public call attention to the exhibit of your cough-cure ingredients, and to the significant fact that opium and allied drugs are absent from the display.

A practical but modified utilization of the foregoing idea would be to put the tablet compressor in the center of window, set on a level with the eye of pedestrian and amid a fallen shower of finished tablets. Have cough-drop ingredients to the left and a pile of the boxed article to the right. By a clever arrangement have the tablets apparently being made by the mites of men from former trims. They may be seen fetching medicaments to the press; stacking boxes; one might be shoveling the loose disks into the cartons. Paste this placard to the window pane: "Use our cough drops and drop that cough."

Procure a small keg and stand it in the center of the display space, bottom up; lay over this bottom a layer of whitening to look as though you were presenting a full keg of the substance. Build from sponges a circular pile around about this small barrel, making the top of the latter the apex of pile. Begin with large sponges, and, as the building proceeds upward, let the sponges diminish in size. Possibly the keg will need to be elevated somewhat. About the base of the sponge heap form a girdle from the bottles of ammonia. Just to the left of this design stand a box hidden beneath a mantle of pink cheese-cloth, on which place a large bottle of water labeled "Benzine." To the right of the keg is put a similar pedestal supporting a huge bottle of "Turpentine." About the base of each box group a varied assortment of polishing agents to clean silver, brass, etc. Space not accounted for in this description should be utilized for the display of insect annihilators, packages of whitening of different sizes and prices, furniture polish, etc. Fashion a background by stretching a cord across the rear of the window, upon which hang many chamois skins. Put price cards upon these various articles. "House-cleaning helps" may be the wording of one placard.

A translation of a spring episode would be the following: In the center of the window have this placard: "A cold and a cough." Have an umbrella and a new pair of overshoes rest on the left side, accompanied by a card saying: "The cause." A goodly stock of your bottled cough and cold cure should be assembled in the unoccupied space to the right, on which appears this notice: "The cure." Tell the price of the cure.

Cover the window flooring to a depth of some few inches with clean, sweet straw. Stand erect in the center of the space a well preserved bundle of the same. An appropriate distribution of your cough and cold cure should be made upon this carpet of straw. Upon the bundle should be affixed a card on which is printed: "The last straw broke the camel's back." Have another placard appear in a suitable position bearing these two sentences, one beneath the other: "Break that cough to-day. To wait a day is dangerous!"

An exhibit of the ingredients of some toilet powders would increase interest in a trim made from such an item of toilet stock. Fancy bottles and vessels of glass could be made to contain such substances as rice-flour, corn-starch, talc, orris, precipitated chalk, extracts of rose, vanilla, jasmine, violet, and

musk, oil of almonds, etc. Lots of people would like to know of what this class of preparations are composed. Paste a placard on the window-pane telling a simple story, and twine some artificial vine in and out amongst the vessels and over the packages of the preparation you are advertising. Label all matter displayed and put prices on packages.

Put a large placard on which appear these two words, "Chapped skin," in the center of the window. On either side of the window space heap high a pile of "skin cream" or other emollient or lotion. Upon one pyramid put this card: "A pervertive;" on the opposite one this: "A cure." Give prices.

Red is a very pronounced and catchy color, especially to the feminine eye. When you display skin beautifiers, drape the window in red cloth or crepe paper. Then hang a placard with this query: "Is your skin red and rough?" The public will see and admire such a "loud" trim.

We have all seen a goodly supply of tooth-brushes made most manifest to the eye by suspending them on long lines of twine from the window top. Here is a modification of this trite idea: Secure a large hoop of wood; also one of the same material that will fit within the first and leave three or four inches intervening. Completely cover these bands with pink or blue paper or cloth. Lay the smaller hoop within the larger one, and equal distance apart at all points, and fasten both together by means of several strips of thin wood board or pasteboard. Rest the tooth-brushes across the two hoops in lines radiating from the center, much as the spokes of a wheel, and fasten with twine. Let there be a sufficient number of brushes to make the device look well and not appear skimpy. Now attach a heavy piece of cord to the outer ring and suspend the device laden with brushes in the center of the window space, about midway between the upper and lower boundaries of the window pane, so that from all points it will appear to passers-by to be in the center of the window. At an opposite point from which the first cord was fastened, attach another and lead it down to the window floor, and secure it after pulling it taut. Now with these lines and the conceit described as a guide and foundation, design with cord a sort of cobweb. The lines that diverge from the center will answer without the intersecting shorter ones. This fabric finished, hang tooth-brushes from each and every line that forms it. While this method of exhibiting tooth-brushes is a little more elaborate and labor-consuming than its predecessor, certainly "the game is worth the candle."—Joseph Hosteley in Bulletin of Pharmacy.

A Whistle Sixty-five Miles Long.

From the Milwaukee Sentinel.
An odd incident occurred on the Chicago & Northwestern Railway Sunday forenoon at Highland Park, Ill. As the engineer of the train which reaches Milwaukee at 11 o'clock blew the whistle the valve broke and he was unable to shut off the steam from the noise-maker. From Highland Park to Milwaukee, a distance of about sixty-five miles, there was not a moment when the whistle was not sounding full strength. It could be heard for miles away as the train came on in, a long continuous shrill sound, and at every city and village people ran to their doors to learn what was happening. While the whistle was blowing the fireman was straining every nerve to keep the steam up to the running point, and succeeded in bringing the train into the station on time.

The Drug Market.

Opium—Is steady at unchanged price and is firm at the primary markets.

Morphine—Competition among manufacturers has brought about a third decline of 10c per ounce, making a reduction of 30 cents in two weeks.

Codeine—Has declined.

Castor Oil—The market is very firm, on account of reports of short crop of seed.

Cocaine—Is very firm at the advance noted last week.

Cocoa Butter—Is weak and lower, although advices from abroad would indicate higher prices later on.

Cod Liver Oil—Advices from abroad continue firm and the catch is reported small. Notwithstanding this fact, prices are lower in this country.

Glycerine—Owing to the strong position of crude, is very firm.

Gum Camphor—Is in active demand and, as the crude is again higher abroad, another advance is looked for in this market.

Hemp Seed—Has declined.

Linseed Oil—Is very firm at the advanced price. A 70 cent price is freely talked.

Game two Can Play At.

At this moment something came hurling from the gallery and narrowly missed the gifted tragedian.

Instantly he advanced to the footlights.

"That is a game," he said in a deep voice, "that two can play at."

And he took an egg from his pocket and threw it with all his might.

It struck one of the pillars of the gallery and scattered itself impartially over fifteen or twenty hoodlums.

He took out another egg, but did not have to throw it. The first one had done the business.

Receipt for clearing a gallery: Same as for clearing a pot of coffee—use an egg.

Easy Escape.

"How did you finally get rid of that man who wanted you to become a millionaire by letting him put you in on the ground floor of a mining scheme?"

"Oh, I gave him 25 cents to buy a lunch."

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

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

FLAVORING EXTRACTS AND DRUGGISTS' SUNDRIES

A Better Line of Wall Paper

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

Heystek & Canfield Co.,

Grand Rapids, Mich.

The Michigan Wall Paper Jobbers.

WHOLESALE PRICE CURRENT.

Advanced—
Declined—

Acidum			Conium Mac.			Seille Co.		
Aceticum, \$	60	8	Copaiba	50	60	Tolutan	50	50
Benzoleum, German.	70	75	Cubebe	1 15	1 25	Prunus virg.	50	50
Boric	60	16	Exechthos	1 00	1 10	Tinctures		
Carbolicum	37	40	Erigeron	1 00	1 10	Aconitum Napellis R	60	60
Citricum	45	48	Gaultheria	2 00	2 10	Aconitum Napellis F	50	50
Hydrochlor.	30	5	Geranium, ounce	75	75	Aloe and Myrrh	60	60
Nitricum	12	14	Gossypii, Sem. gal.	50	60	Arnica	60	60
Oxalicum	8	10	Hedeoma	1 65	1 70	Assafoetida	50	50
Phosphoricum, dil.	12	15	Juniper	1 50	2 00	Atrope Belladonna	50	50
Salicylicum	65	70	Lavendula	90	2 00	Aurant Cortex	50	50
Sulphuricum	1 1/2	5	Limonia	1 35	1 45	Benzoin Co.	50	50
Tannicum	90	1 00	Mentha Piper	1 25	2 00	Barosma	50	50
Tartaricum	38	40	Mentha Verid.	1 50	1 60	Cantharides	75	75
Ammonia			Morhu, gal.	1 20	1 25	Cardamon	50	50
Aqua, 16 deg.	4	6	Myrica	4 00	4 50	Cardamon Co.	50	50
Aqua, 20 deg.	6	8	Olive	75	3 00	Castor	50	50
Carbonas	13	15	Pis Liqida	10	12	Pyrethrum, boxes H.	50	50
Chloridum	12	14	Pis Liqida, gal.	1 00	1 08	P. & D. Co., doz.	75	75
Aniline			Rosmarini	1 00	1 08	Pyrethrum, pv.	25	30
Black	2 00	2 25	Rosa, ounce	6 50	8 50	Quassia	80	10
Brown	80	1 00	Sacni	4 00	4 5	Quinia, S. P. & W.	33	43
Red	45	50	Sabina	90	1 00	Quinia, S. German.	33	43
Yellow	2 50	3 00	Santal	2 75	7 00	Quinia, N. Y.	33	43
Bacae			Sassafras	50	55	Rubia Tinctorum	12	14
Cubebe, po. 15	12	14	Sassafras, ess. ounce	65	65	Saccharum Lactis pv	18	20
Juniperus	6	8	Tigil	1 50	1 60	Salicin	6 00	6 25
Xanthoxylum	75	80	Thyme	40	50	Sanguis Draconis	40	50
Balsamum			Thyme, opt.	1 60	1 60	Sapo, W.	12	14
Copaiba	50	55	Theobromas	15	20	Sapo M.	10	12
Peru	40	45	Potassium			Sapo G.	15	15
Terabin, Canada	40	45	Bi-Carb.	15	18	Oils		
Tolutan	40	45	Bichromate	13	15	Whale, winter	70	70
Cortex			Bromide	55	57	Lard, extra	60	70
Abies, Canadian	18	18	Carb.	13	15	Lard, No. 1	45	50
Cassia	12	12	Chlorate, po. 17 & 19	16	18	Paints		
Cinchona Flava	18	18	Cyanide	35	40	BBL. LB.		
Euonymus atropurp.	30	30	Iodide	2 65	2 75	Red Venetian	1 1/2	2 1/2
Myrica Cerifera, po.	20	20	Potassa, Bitart. pure	28	30	Ochre, yellow Mars.	1 1/2	2 1/2
Prunus Virgin.	12	12	Potassa, Bitart. com.	15	15	Ochre, yellow Ber.	1 1/2	2 1/2
Quillaja, gr'd	12	12	Potassa Nitras, opt.	7	10	Putty, commercial	2 1/2	2 1/2
Sassafras, po. 15	15	15	Potassa Nitras	6	8	Putty, strictly pure	2 1/2	2 1/2
Ulmus, po. 15, gr'd	15	15	Prussiate	23	26	Vermilion, Prime	13	15
Extractum			Sulphate po	15	18	American	13	15
Glycyrrhiza Glabra	24	25	Radix			Vermilion, English	70	75
Glycyrrhiza, po.	25	30	Aconitum	20	25	Green, Paris	14	18
Hamatox, 15 lb. box	116	12	Althea	22	25	Lead, red	6 1/2	7
Hamatox, 18	136	14	Anchusa	10	12	Lead, white	6 1/2	7
Hamatox, 1/4s	146	15	Arum po.	10	12	Whiting, white Span	70	70
Hamatox, 1/4s	166	17	Calamus	20	40	Whiting, gilders	90	90
Ferru			Gentiana, po. 15	12	15	White, Paris, Amer.	1 00	1 00
Carbonate Precip.	15	15	Glycyrrhiza, pv. 15	10	18	Whiting, Paris, Eng.	1 40	1 40
Citrate and Quina	2 25	25	Hydrastis Canaden.	75	80	Universal Prepared	1 00	1 15
Citrate Soluble	75	75	Hydrastis Can.	75	80	Varnishes		
Ferrocyanidum Sol.	40	40	Hellebore, Alba, po.	12	15	No. 1 Turp Coach	1 10	1 20
Solut. Chloride	15	15	Inula, po.	15	20	Extra Turp	1 60	1 70
Sulphate, com'l.	2	2	Ipecac, po.	4 25	4 35	Coach Body	2 75	3 00
Sulphate, com'l. by	7	7	Iris plox, po. 35 & 38	35	40	No. 1 Turp Furn.	1 00	1 10
Sulphate, pure	7	7	Jalapa, pr.	25	30	Extra Turk Damar	1 55	1 60
Flora			Maranta, 1/4s	35	40	Jap. Dryer, No. 1 Turp	70	72
Arnica	14	16	Podophyllum, po.	22	25	Miscellaneous		
Anthemis	22	25	Rhei	75	1 00	Aether, Spts. Nit. 7 F	30	35
Matricaria	30	35	Rhei, cut	1 25	1 25	Aether, Spts. Nit. 4 F	34	38
Folia			Rhei, pv.	75	1 35	Alumen	2 1/2	3
Barosma	38	40	Spigella	35	38	Alumen, gro'd, po. 7	30	4
Cassia Acutifol. Tin-	20	25	Sanguinaria, po. 15	40	45	Annatto	40	50
nevelly	20	25	Serpentaria	40	45	Antimoni	40	50
Cassia, Acutifol. Alx.	25	30	Senega	60	65	Antimoni et Potass T	40	50
Salvia officinalis, 1/4s	12	20	Smilax, officinalis H.	40	45	Antipyrin	25	25
and 1/4s	8	10	Smilax, M.	40	45	Antifebrin	20	20
Uva Ursi	8	10	Seille	10	12	Argenti Nitras, oz.	10	12
Gummi			Symplocarpus, Foti-	25	25	Arsenicum	38	40
Acacia, 1st picked	65	65	us, po.	25	25	Balm Gilead Buds	1 50	1 60
Acacia, 2d picked	45	45	Valeriana, Eng. po. 30	15	20	Bismuth S. N.	1 50	1 60
Acacia, 3d picked	35	35	Valeriana, German.	15	20	Calcium Chlor., 18	10	10
Acacia, sifted sorts.	28	28	Zingiber a.	12	16	Calcium Chlor., 1/4s.	10	10
Acacia, po.	12	15	Zingiber j.	25	27	Calcium Chlor., 1/4s.	10	10
Aloe, Barb. po. 18 & 20	45	60	Semen			Cantharides, Rus. po	75	75
Aloe, Cape, po. 15	12	12	Anisum, po. 15	12	12	Capsiel Fructus, af.	15	15
Aloe, Socotri. po. 40	60	60	Apium (graveolens).	13	15	Capsiel Fructus, po.	15	15
Ammoniac	55	60	Bird, 18.	40	6	Caryophyllus, po. 15	12	14
Assafoetida, po. 30	28	30	Carul.	11	12	Carmine, No. 40	3 00	3 00
Benzoinum	50	55	Cardamon	1 25	1 75	Cera Alba	50	55
Catechu, 18	14	14	Coriandrum	8	10	Cera Flava	40	42
Catechu, 1/4s	16	16	Cannabis Sativa	4	5	Coccus	40	40
Catechu, 1/4s	65	69	Cydonium	75	1 00	Cassia Fructus	35	35
Camphora	65	70	Chenopodium	10	12	Centraia	10	10
Euphorbium, po. 35	1 00	1 00	Dipterix Odorata	1 00	1 10	Cetaceum	45	45
Galbanum	65	70	Feniculum	70	9	Chloroform	55	60
Gamboge	65	70	Fenugreek, po.	3 1/2	4 1/2	Chloroform, squibbs	1 10	1 10
Guaiaacum, po. 25	30	30	Lini, gr'd	4 1/2	4 1/2	Chloral Hyd Crst.	1 65	1 90
Kino	1 25	1 25	Lobelia	35	40	Crocus	20	25
Mastic	60	60	Pharlaris Canarian.	4	5	Creta, prep.	9	11
Myrrh	40	40	Rapa	4 1/2	5	Creta, rubra	8	8
Opil, po. 4.60 & 4.90	3 60	3 60	Sinapis Alba	9	10	Crocus	15	18
Shellac	25	35	Sinapis Nigra	11	12	Cudbear	24	24
Shellac, bleached	40	45	Spiritus			Cupri Sulph.	6 1/2	8
Tragacanth	50	80	Frumenti, W. D. Co.	2 00	2 50	Dextrine	70	10
Herba			Frumenti, D. F. R.	2 00	2 25	Ether Sulph.	75	90
Absinthium, oz. pkg	25	25	Frumenti	1 25	1 50	Emery, all numbers	8	8
Eupatorium, oz. pkg	25	25	Juniperis Co. O. T.	1 65	2 00	Emery, po.	85	90
Lobelia, oz. pkg	25	25	Juniperis Co.	1 75	3 50	Flake White	12	15
Majorum, oz. pkg	25	25	Saacharum N. E.	1 90	2 10	Galla	23	23
Mentha Pip. oz. pkg	23	23	Spt. Vini Galli.	1 75	6 50	Gambler	8	9
Mentha Vir. oz. pkg	23	23	Vini Oporto.	1 25	2 00	Gelatin, Cooper	60	60
Rue, oz. pkg	22	22	Vini Alba	1 25	2 00	Gelatin, French	35	60
Tanacetum V oz. pkg	22	22	Sponges			Glassware, flint, box	75	5
Thymus, V. oz. pkg	22	22	Florida sheeps' wool	2 50	2 75	Less than box	11	13
Magnesia			Nassau sheeps' wool	2 50	2 75	Glue, brown	11	13
Calcined, Pat.	55	60	Velvet extra sheeps' wool, carriage.	1 50	1 50	Glue, white	15	25
Carbonate, Pat.	18	20	Extra yellow sheeps' wool, carriage.	1 25	1 25	Glycerina	17	28
Carbonate, K. & M.	18	20	Grass sheeps' wool, carriage.	1 00	1 00	Grana Paradisi	25	25
Carbonate, Jennings	18	20	Hard, for slate use.	75	75	Humulus	25	55
Oleum			Yellow Reef, for slate use.	1 40	1 40	Hydrarg Chlor Mite	95	95
Absinthium	6 50	6 75	Syrups			Hydrarg Chlor Cor.	85	85
Amygdale, Dule	30	50	Acacia	50	50	Hydrarg Ox Rub'm	1 05	1 05
Amygdale, Amare.	8 00	8 25	Aurant Cortex	50	50	Hydrarg Ammoniat	1 17	1 17
Anisi	1 80	1 90	Bergamili	2 40	2 60	Hydrarg Unguentum	50	60
Aurant Cortex	2 25	2 30	Caliputi	80	85	Hydrargyrum	85	85
Bergamili	2 40	2 60	Caryophylli	80	85	Ichthyobolla, Am	65	70
Cajuputi	80	85	Cedar	35	45	Iodine, Resubi	3 90	4 00
Chenopadii	2 75	2 75	Chenopadii	1 15	1 25	Iodiform	4 00	4 00
Cinnamoni	1 15	1 25	Cinnamoni	35	40	Lupulin	65	70
Citronella	35	40	Citronella	35	40	Lycopodium	65	75
						Macis	65	75
						Liquor Arsen et Hy-	25	25
						drarg Iod.	10	12
						Liquor Potass Arsenit	2	3
						Magnesia, Sulph.	2	3
						Magnesia, Sulph, bbl	14	14
						Manna, S. F.	50	80

Seasonable

Blue Vitriol
Paris Green
Insect Powder
White Hellebore
Moth Balls
Gum Camphor

We solicit your orders. Quality and prices guaranteed.

Hazeltine & Perkins
Drug Co.,
Grand Rapids, Mich.

GROCERY PRICE CURRENT.

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

ALABASTINE	
White in drums.....	9
Colors in drums.....	10
White in packages.....	10
Colors in packages.....	11
Less 40 per cent discount.	

AXLE GREASE	
Aurora.....	doz. gross
Castor Oil.....	60 7 00
Diamond.....	50 4 25
Frazier's.....	75 9 00
IXL Golden, tin boxes	75 9 00



Mica, tin boxes.....	75 9 00
Paragon.....	55 6 00
BAKING POWDER	
Acme.....	
1/4 lb. cans 3 doz.....	45
1/2 lb. cans 3 doz.....	70
1 lb. cans 1 doz.....	1 00
Bulk.....	10

Arctic	
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	
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.....	85
Fancy.....	95

Hominy	
Standard.....	85

Lobster	
Star, 1/4 lb.....	1 85
Star, 1 lb.....	3 10
Picnic Tails.....	2 25

Mackerel	
Mustard, 1 lb.....	1 75
Mustard, 2 lb.....	2 80
Soused, 1 lb.....	1 75
Soused, 2 lb.....	2 80
Tomato, 1 lb.....	1 75
Tomato, 2 lb.....	2 80

Mushrooms	
Hotels.....	18 @ 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, 1/2s.....	@ 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.....	@ 12
Emblem.....	@ 12 1/2
Gem.....	@ 12 1/2
Gold Medal.....	@ 11 1/4
Ideal.....	@ 12
Jersey.....	@ 12
Riverside.....	@ 12
Brick.....	@ 12
Lenox.....	@ 12
Vienna.....	@ 17
Leiden.....	@ 17
Limburger.....	@ 17
Pineapple.....	50 @ 75
Sap Sago.....	@ 18

CHICORY	
Bulk.....	5
Red.....	7

CHOCOLATE	
Walter Baker & Co.'s.....	23
Premium.....	35
Breakfast Cocoa.....	46
Runkel Bros.....	21
Vienna Sweet.....	28
Vanilla.....	31
Premium.....	38

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.....	42
Van Houten, 1/2s.....	40
Van Houten, 1s.....	40
Colonial, 1/4s.....	35
Colonial, 1/2s.....	35
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
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. B. B.".....	55 00
H. & P. Drug Co.'s brands.	
Fortune Teller.....	35 00
Our Manager.....	35 00
Quintette.....	35 00
G. J. Johnson Cigar Co.'s brand.	

S. C. W.	
Phelps, Brace & Co.'s Brands.	
Royal Tigers.....	55 @ 80 00
Royal Tigerettes.....	35
Vincente Portuondo.....	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
Seldenberg & Co.....	55 @ 125 00
Fulton Cigar Co.....	10 @ 35 00
A. B. Ballard & Co.....	35 @ 175 00
E. M. Schwarz & Co.....	35 @ 110 00
San Telmo.....	35 @ 70 00
Havana Cigar Co.....	18 @ 35 00
C. Costello & Co.....	35 @ 70 00
LaGoria-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 Mundo.....	85 @ 175 00
Henry Clay.....	85 @ 550 00
La Carolina.....	35 @ 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 3 1/2% per cent. delivered.	

A.I.C. HIGH GRADE COFFEES	
Fair.....	10
Good.....	11
Golden.....	13
Peaberry.....	15

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 buyer credit on the invoice for the amount of freight he pays from the market in which he purchases to his shipping point.	
These prices are further subject to manufacturer's regular rebate.	
Arbuckle.....	12 00
Jersey.....	12 00
McLaughlin's XXXX.....	
McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.	
Valley City 1/4 gross.....	75
Felix 1/4 gross.....	1 15
Hummel's foil 1/4 gross.....	85
Hummel's tin 1/4 gross.....	1 43

CONDENSED MILK	
4 doz in case.	
Gall Borden Eagle.....	6 75
Crown.....	6 25
Daisy.....	5 75
Champion.....	4 50
Magnolia.....	4 25
Challenge.....	4 00
Dime.....	3 35

COUPON BOOKS	
50 books, any denom.....	1 50
100 books, any denom.....	2 50
500 books, any denom.....	11 50
1,000 books, any denom.....	20 00

Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customer receives specially printed cover without extra charge.

Coupon Pass Books	
Can be made to represent any denomination from \$10 down.	
50 books.....	1 50
100 books.....	2 50
500 books.....	11 50
1,000 books.....	20 00

Credit Checks	
500, any one denom.....	2 00
1,000, any one denom.....	3 00
2,000, any one denom.....	5 00
Steel punch.....	75

CREAM TARTAR	
5 and 10 lb. wooden boxes.....	30
Bulk in sacks.....	29

DRIED FRUITS—Domestic	
Apples	
Sundried.....	@ 6 1/4
Evaporated, 50 lb. boxes, 7 @ 7 1/2	

California Fruits	
Apricots.....	@ 15
Blackberries.....	
Nectarines.....	
Peaches.....	10 @ 11
Pears.....	
Pitted cherries.....	7 1/2
Prunelles.....	
Raspberries.....	

California Prunes	
100-125 lb. boxes.....	@ 4
90-100 lb. boxes.....	@ 4 1/2
80-90 lb. boxes.....	@ 5
70-80 lb. boxes.....	@ 5 1/2
60-70 lb. boxes.....	@ 6
50-60 lb. boxes.....	@ 7 1/2
40-50 lb. boxes.....	@ 8
30-40 lb. boxes.....	
1/4 cent less in 50 lb. cases	

Raisins	
London Layers 2 Crown.....	1 75
London Layers 3 Crown.....	2 00
Cluster 4 Crown.....	2 25
Loose Muscatels 2 Crown.....	7 1/4
Loose Muscatels 3 Crown.....	8 1/4
Loose Muscatels 4 Crown.....	8 1/4
L. M., Seeded, choice.....	10
L. M., Seeded, fancy.....	10 1/2

DRIED FRUITS—Foreign	
Citrus	
Leghorn.....	11
Corsican.....	12

Currants	
Patras, cases.....	6 1/4
Cleaned, bulk.....	6 1/4
Cleaned, packages.....	7 1/4

SALT FISH

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

Halibut.

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

Herring

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

Mackerel

Mess 100 lbs.....	17 00
Mess 40 lbs.....	7 10
Mess 10 lbs.....	1 85
Mess 8 lbs.....	1 51
No. 1 100 lbs.....	15 00
No. 1 40 lbs.....	6 30
No. 1 10 lbs.....	1 65
No. 1 8 lbs.....	1 35
No. 2 100 lbs.....	9 50
No. 2 40 lbs.....	4 10
No. 2 10 lbs.....	1 10
No. 2 8 lbs.....	91

Trout

No. 1 100 lbs.....	2 75
No. 1 40 lbs.....	3 20
No. 1 10 lbs.....	88
No. 1 8 lbs.....	73

Whitefish

No. 1 100 lbs.....	2 75
No. 1 40 lbs.....	3 20
No. 1 10 lbs.....	88
No. 1 8 lbs.....	73

SAUERKRAUT

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

SEEDS

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

SNUFF

Scotch, in bladders.....	37
Maccaboy, in jars.....	35
French Rappee, in jars.....	43

SOAP

JAXON

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

JAS. S. KIRK & CO.'S BRANDS.

American Family, wrp'd.....	3 00
Domestic.....	2 80
Cabinet.....	2 40
Savon.....	2 80
White Russian.....	2 80
White Cloud.....	4 00
Dusky Diamond, 50 6 oz.....	2 00
Dusky Diamond, 80 8 oz.....	2 50
Blue India, 100 1 lb.....	3 50
Kirkline.....	2 65
Eos.....	2 65

Rub-No-More

100 12 oz bars.....	3 00
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SEARCH-LIGHT

100 big Twin Bars.....	3 65
5 boxes.....	3 60
10 boxes.....	3 55
25 boxes.....	3 45
5 boxes or upward delivered free	

SILVER

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

Scouring

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

SODA

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

SPICES

Whole Spices.....	12
Allspice.....	12
Cassia, China, in mats.....	25
Cassia, Batavia, in bund.....	12
Cassia, Saigon, broken.....	38
Cassia, Saigon, in rolls.....	35
Cloves, Amboyana.....	16
Cloves, Zanzibar.....	14
Mace.....	55
Nutmegs, 75-80.....	45
Nutmegs, 105-10.....	45
Nutmegs, 115-20.....	40
Pepper, Singapore, black.....	15 1/2
Pepper, Singapore, white.....	23
Pepper, shot.....	16 1/2

Pure Ground in Bulk

Allspice.....	16
Cassia, Batavia.....	28
Cassia, Saigon.....	47
Cloves, Zanzibar.....	18
Ginger, African.....	15
Ginger, Cochiti.....	18
Ginger, Jamaica.....	25
Mace.....	65
Mustard.....	18
Pepper, Singapore, black.....	18
Pepper, Singapore, white.....	25
Pepper, Cayenne.....	20
Sage.....	20

STARCH



Kingsford's Corn

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

Kingsford's Silver Gloss

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

Common Corn

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

Common Gloss

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

SUGAR

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

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

SYRUPS

Corn.....	17
Barrels.....	18
Half bbls.....	18
1 doz. 1 gallon cans.....	3 15
1 doz. 1/2 gallon cans.....	1 85
2 doz. 1/4 gallon cans.....	92

Pure Cane

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

TABLE SAUCES

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

VINEGAR

Malt White Wine, 40 grain.....	8
Malt White Wine, 80 grain.....	11
Pure Cider, Red Star.....	12
Pure Cider, Robinson.....	12
Pure Cider, Silver.....	11

WASHING POWDER

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

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

WOODENWARE

Baskets.....	1 15
Bushels, wide band.....	1 25
Willow Clothes, large.....	7 00
Willow Clothes, medium.....	6 50
Willow Clothes, small.....	5 50

Butter Plates

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

Clothes Pins

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

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

Pails

2-hoop Standard.....	1 50
20 1-lb. Standard.....	1 70
2-wire, Cable.....	1 60
3-wire, Cable.....	1 85
Cedar, all red, brass bound.....	1 25
Paper, Eureka.....	2 25
Fibre.....	2 40

Tubs

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

Wash Boards

Bronze Globe.....	2 50
Dewey.....	1 75
Double Acme.....	2 75
Single Acme.....	2 25
Double Peerless.....	3 20
Single Peerless.....	2 50
Northern Queen.....	2 50
Double Duplex.....	3 00
Good Luck.....	2 75
Universal.....	2 25

Wood Bowls

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

YEAST CAKE

Yeast Foam, 1 1/2 doz.....	50
Yeast Cream, 3 doz.....	1 00
Yeast Cream, 3 doz.....	1 00
Magic Yeast 50, 3 doz.....	1 00
Sunlight Yeast, 3 doz.....	1 00
Warner's Safe, 3 doz.....	1 00

Provisions

Mess.....	@ 13 00
Back.....	@ 13 75
Clear back.....	@ 13 50
Short cut.....	@ 13 25
Pig.....	@ 16 00
Bean.....	@ 11 00
Family.....	@ 13 75

Barreled Pork

Mess.....	@ 13 00
Back.....	@ 13 75
Clear back.....	@ 13 50
Short cut.....	@ 13 25
Pig.....	@ 16 00
Bean.....	@ 11 00
Family.....	@ 13 75

Dry Salt Meats

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

Smoked Meats

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

Lards-In Tierces

Compound.....	6 1/2
Kettle.....	8 1/2
Vegetable.....	6 1/2

Sausages

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

Beef

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

Pigs' Feet

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

Tripe

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

Casings

Pork.....	30
Beef middles.....	40
Sheep.....	60

Butterine

Rolls, dairy.....	13 1/2
Solid, dairy.....	13
Rolls, creamery.....	19
Solid, creamery.....	18 1/2

Canned Meats

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

Grains and Feedstuffs

Wheat

Wheat.....	68
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Winter Wheat Flour

Local Brands.....	4 10
Patents.....	3 60
Second Patent.....	3 40
Straight.....	3 00
Clear.....	3 00
Graham.....	3 30
Buckwheat.....	5 00
Rye.....	3 25

Subject to usual cash discount.....	
Flour in bbls., 25c per bbl. additional.....	

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

Worden Grocer Co.'s Brand

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

Spring Wheat Flour

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

Quaker 1/8s.....	3 60
Quaker 1/4s.....	3 60
Quaker 1/2s.....	3 60

Endorsed an Extensive Improvement Plan.

Port Huron, April 24—At the last regular meeting of the Merchants and Manufacturers' Association, C. E. Chambers, J. M. Gleason, Lewis Lavigne, O. Stewart and Geo. T. Copernoll were elected to membership.

The committee appointed to investigate the plan submitted by Frank A. Peavey reported as follows:

Your committee, to whom was referred the matter of examining and reporting upon the plan submitted by Frank A. Peavey and others, respectfully reports that upon careful examination of the plan we understand it to be briefly as follows:

That a land company shall be organized which shall own and control a large tract of land in the neighborhood of the southern city limits, and that the land company will erect a plant for another company to be organized, and to be called the Port Huron Manufacturing Co.

The revenues of the land company will arise principally from the sale of its land, and from the rentals paid to it by the Port Huron Manufacturing Co.

The revenues of the Port Huron Manufacturing Co. will arise from the usual operations carried on by such companies.

We believe there is a reasonable assurance that from the organization of these companies will result the erection of factories employing fifty people in one year, one hundred in two years, and one hundred and fifty people in three years; that a considerable territory will be provided with macadamized roads; that a city park or boulevard will be provided for the inhabitants of the southern part of the city; that better school facilities will be provided in that locality and that there will be an improved system of sewers and drainage. In addition to these features, there will also undoubtedly result the benefits usually accruing in the neighborhood in which a large manufacturing plant is installed.

We find that the gentlemen interested in the project are citizens well known to be excellent business men, and of high personal character.

The concessions asked by these gentlemen, from the city of Port Huron, are that it shall bind itself, in view of the guaranty given by the proposed company on the other hand, that when the company is organized and has proceeded far enough with the erection of its plant to justify the people in believing that the project is to be in good faith carried out, the city will provide a new park or boulevard, beginning on St. Clair River near Moak street, and running in a westerly direction about one-half mile, to be about two hundred feet wide, and to include in all about twelve acres of land, and also that the city shall erect about 200 feet of dock on the St. Clair River at the foot of the park, and shall expend not to exceed \$400 in macadamizing roads in the park. It is estimated that the land for the park, including 200 feet of river bank, can be bought by the city at less than \$5,000, and that a macadamized road can be laid around the edges of the park for \$4,000, and that the erection of the dock and other improvements by the city will cost not to exceed \$3,000, making a total investment by the city of \$12,000.

Your committee is informed that the new companies will have as directors the same gentlemen who are now acting as directors of the Engine & Thresher Co.

As a result of the investigation made by your committee we do hereby heartily recommend that this Association approve the plans of Mr. Peavey and his associates, and that the Association by every means within its power assist in bringing the same to a successful issue.

The report was accepted and placed on file.

By a unanimous vote it was decided to ask the Common Council to grant the necessary funds to meet Mr. Peavey's proposition. The Mayor and several aldermen were present at the meeting.

E. S. Post, C. C. Casler and W. D. Smith were appointed a committee to

examine the plant of George Pedlar, and if found advisable to report a plan for enlisting capital in aid of the enterprise.

It was voted to admit milk dealers to membership in the organization.

Geo. W. Palmer, General Secretary of the Excursion and Convention League, appeared before the meeting and said the Star-Cole line of steamers had published a pamphlet which it was scattering broadcast over the country. He said the pamphlet contained a map which showed the route of the boats to be from Toledo to Port Huron, yet nowhere between the two covers of the book did the words "Port Huron" appear. Mr. Palmer was of the opinion that the Star line people were discriminating against the town. He said the merchants would be untrue to themselves if they patronized a line which mentioned every other town on the route except Port Huron. The matter was referred to the complaint committee, consisting of Fred J. Dixon, Chas. Wellman and M. V. Benzinger. J. T. Percival, Sec'y.

Value of a Good Name.

There has been much said and written in regard to the value of a good name, but the subject is one of so much importance that it can not be exhausted. Solomon was eminently correct when he wrote that "a good name is rather to be chosen than great riches."

No better proof of the fact that human nature remains practically unchanged through the ages can be found than in the way this and other precepts of the ancients fit into the methods of the present day. Every business man must come sooner or later to recognize that a good commercial reputation is an exceedingly valuable asset. The houses which are in the highest esteem are those which hold as thing sacred the honor of their dealings, rendering to the utmost farthing, and they are also scrupulous in their exactions. It is the prevalence of honor in trade and the recognition in the worth of a good name that make such a large percentage of business transactions possible in the form of individual checks and bank drafts as substitutes for Uncle Sam's currency, and which form the basis of the credit system. It is this that has injected into commerce that most potent influence called "confidence."

A good name is like credit—of value until it is overworked. When a business man uses his fair fame as a spur to a still higher commercial standard, it is a blessing to those with whom he has to do. When he misuses it, he sooner or later sinks in commercial importance and esteem.

It not infrequently happens that houses which for a long series of years have enjoyed an enviable reputation suddenly lapse in this respect, because those who originated the business and looked after it carefully during the years of its greatest growth recognized the importance of commercial honor, whereas some of the younger heads who afterward displaced them had an erroneous idea that the reputation of the house would carry through sharp practices and that it was not necessary to pay any great attention to dealing scrupulously and dealing honorably with small customers. Whenever such an idea becomes prevalent in a business house, no matter what its previous record may have been, the era of decadence has set in, and it is only a question of time until it will lose much of its best trade. It may hang along on past reputation for a series of years, but one of the sorriest sights in the business world is when the spark of honesty and square dealing which formerly gave the house its vitality and advantage has died out and nothing but the skeleton remains.

Another Mean Man.

"Stimson is a mean man."

"Why so?"

"He's got a way of keeping his wife from going through his pockets for loose change."

"How's that?"

"He spends it all before he gets home."



**Lawn and Park
Vases and Settees,
Roof Crestings,
Carriage Steps,
Hitching Posts,
Iron, Brass and
Aluminum Casting**

Write for catalogue
and prices.

**Rempis & Gallmeyer
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PELOUZE SCALE & MFG CO.
CHICAGO CATALOGUE
Scales
MANUFACTURERS OF HOUSEHOLD, COUNTER, MARKET, CANDY, POSTAL SCALES, SPRING BALANCES, ETC.

**BOUR'S
COFFEES
MAKE BUSINESS**

An Empty Plate

Suggests

Uneeda Biscuit

to fill it. Always healthful
—always the same—always crisp,
tender and delicious. Order a 5 cent
or a 10 cent package of

**Uneeda
Biscuit**

Examine package and you'll under-
stand why they keep good.
At your grocers.

Avoid imitations.

LOW CEILINGS.

How an Ingenious Merchant Would Clean House.

Written for the Tradesman.

"The next house I build," said a boot and shoe dealer to me the other day, "will be the kind of a domicile the world has been crying for for two thousand years. The ceilings will be but seven feet high and there will be a patent pulley above every article of furniture in the house."

"I should judge," I said, "that you have been through the annual agony of house cleaning."

The merchant rubbed a quantity of arnica on a sprained wrist and smiled wearily.

"Yes, sir," he said, "I've been cleaning house. The piano is out in the woodshed, the coal stoves occupy conspicuous positions on the front porch and the back yard is full of chairs and tables. We are sleeping in hammocks and eating out of the coal bin. We lost the baby last night and found him in the top drawer of the dresser, along with the stove polish and a \$50 edition of Gibson's pen-and-ink work."

"Enjoying himself, I suppose?"

"Oh, yes, of course. A combination of stove polish, baby and art is one calculated to produce results. The youngster had innocently revised a good many of the drawings and the stove polish had interfered with the baby until he resembled a rag doll left over night in the charcoal bag by mistake. Most of the canned fruit is leaking out on the bedding, but we hope to get back to the old routine in a month or two."

"But about this new house," I suggested.

"I'm coming to that," was the reply. "We got things all torn up and sent for the paper hanger to come and change the complexion of our walls. He said he'd be up the next day with a gang of men and put the job right through. He came up the third day, did a lot of measuring, smoked cheap cigars until the house smelled like a ward caucus, and went away. The first of the next week he came to the store and said that there was a strike on over at the boiler shops and he didn't know but it might be catching, but if I'd give him time he'd do me a good job."

"I waited another week, during which time the pantry shelves broke down on account of having the best part of a nickel-plated cook stove packed up there to get it out of the way, and broke a \$50 set of china. The broken crockery somehow inserted itself in the syrup jar and didn't agree with little Johnny, who thought he had found a mine of rock-candy and was working it for all he was worth when discovered sitting in his night dress on the garbage box in the alley. The doctor says he will live if he didn't get too much of the china into his little lungs."

"Last Monday I went home and tackled the wall paper myself. Our ceilings are ten feet high and I had to buy a step ladder. I got one with patent slides and catches. Anyhow, that's what the hardware man explained to me, but I didn't see any catches when I slid off into a pail of paste. It was a good large pail of paste, and I fell fourteen thousand feet into it and went to the bottom. Yes, sir, I fell fourteen thousand feet in a ten foot room. You know that there are times when the mind is superior to all physical conditions. This was one of the times."

"When I squashed into the paste a fountain of flour and water and brushes

and cuss words and other things went up to the ceiling. My wife said that if I had had the gumption to get right up then and put the paper on before the paste on the ceiling got dry I'd have made a good job. I think I made a good job of it as it was. The paper—one of these soft, dreamy tints of pink, like an Italian sunset on a cigarette box—somehow got into a mix-up with the paste and formed a rare pattern on the floor. When I tried to walk on it my feet went out from under me and I tipped over the parlor table. Now our family photograph album looks like a city directory in a drug store, and in the pictures our dear ones have a blue and pink complexion, like the figures in a modern story paper with fifty thousand million circulation and colored illustrations."

The merchant hobbled out to the front of the store, sold three pair of shoes for a nickel and came back.

"Did you get the paper on at last," I asked, in order to get him started again.

"Oh, yes, I got it on," was the reply. "What I didn't get on the seat of my trousers I got on a wheelbarrow and pushed out to a vacant lot. I left a cow eating wall paper hash, a beautiful blue and pink hash, and I've been expecting to see high art milk advertised. When I get my house with seven foot ceilings, I won't have to use a parachute to do my papering. I can stand on the floor and sing merrily at my work. And the complexions of those who inhabit our photograph album won't resemble lithographic tints taken from pine cigar boxes."

"I went out to look at the piano this morning. It looks like a freight car in a head-on wreck, but I guess it can be tinkered up if it will hold together until I get it down to the blacksmith shop. I reckon the children have been playing circus with it. When I get my pulley system into operation nothing will have to be moved out of the rooms when we clean up in the spring. Just tie the furniture up with ropes and hoist it up to the ceiling. Eh? I may have to put an electric motor into the basement to get the power, but that will be better than for me to acquire a habit of shooting through the air like a wireless telegram."

"I presume I can invent a telescopic stovepipe that will shut up when I elevate the heater. Oh, I'll have things fixed all right when I build my new house. Think of getting up carpets without ripping the buttons all off your clothes lining things. The moral effect will also be desirable. Last night when I was coaxing the bookcase along with a crowbar my wife got on her things and said she'd go home to her mother before she would listen to such talk. Huh? Well, I wasn't to blame if the cat did eat two of her canaries when I knocked the cage off an old chromo of the resurrection morning."

"The paper hangers are coming in the morning, so the strike at the boiler shop must be off. The plastering is off the west wall where the stove fell down and broke the dog's leg, but I reckon they can patch it up some way. Of course, if they slip up on the soft soap I spilt on the parlor floor that is their lookout."

"When you get your new house done," I said, "I'd like to have a look at it."

"It will be on exhibition," was the reply. "The patent, self-acting pulleys ought to make a hit. I'm going to have

a special attachment for book agents and children who want to earn a gold watch in one day selling soap to their friends. Just pull 'em up to the ceiling and send for the police. Call in and see me."

I left the merchant, pencil in hand, drawing a diagram of a white bulldog trying to eat a yard of plaster off a low ceiling, with a cat making faces at him from the top of a framed motto reading:

"Bless our Furnished Room."

Alfred B. Tozer.

The Fashionable and Favorite Fruit.

From the Topeka Merchants Journal.

"Speaking of apples," said the Kansas groceryman, "it seems to be a fact that the apple is getting to be the most fashionable and favorite fruit. It has come to be the common thing for Congressmen and Senators, I notice, to lunch on apples. I have more calls for good apples in my business than for any other kind of fruit. The only trouble is to get enough apples to supply the demand. As to this talk about their being especially healthful, that is largely a fad. Eating raw apples agrees with some people and with some it does not. The people of this country are full of fads. The fact is, you can not measure up all stomachs by one standard. One man's meat is another man's poison. What agrees with one stomach does not agree with another at all."

Examine the methods of your rival who has achieved a quick success. You may learn something. Be candid enough to admit to yourself that you do not know it all, and study the successful examples.

Hero worship is a hollow fraud while the hero lives. Let a hero aspire to hold a high office and he will find the worshippers jumping on him and treading him into the mud.

It seems foolish to borrow trouble when so many people are trying to be rid of it.

The hardest thing for a man to swallow is his pride.

Business Wants

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

BUSINESS CHANCES.

FOR SALE—A GILT-EDGED BAKERY AND RESTAURANT; doing fine business; in handsome village of 1,200 in State; good reason for selling; price, \$1,000. Shaftmaster & Locke, Bronson, Mich. 327

BAKERY FOR SALE—GOOD LOCATION for a good baker. Reason for selling, cannot stand inside work. Address No. 326, care Michigan Tradesman. 326

FOR SALE—FURNITURE AND UNDER-TAKING STOCK in a hustling town of 3,000 population; a fine farming country from nine to fifteen miles to draw from; must be sold. Write for particulars to No. 319, care Michigan Tradesman. 319

FOR SALE—\$3,000 HARDWARE STOCK, paying about \$1,500 yearly profit; no competition; will sell or rent building; terms, part cash, balance on time. Address S. J. Doty, Harrietta, Mich. 317

BUSINESS CHANCES AT MUSKOGEE—I have several stores in good locations at Muskogee for grocery or other business. There are more people here than ever before and only half as many groceries as formerly and all doing well. Will sell or rent cheap. M. C. Kelley, Muskogee, Mich. 315

FOR SALE—AN OLD ESTABLISHED EGG, BUTTER AND POULTRY BUSINESS in Michigan. Handled over \$140,000 business in 1899. Address No. 314, care Michigan Tradesman. 314

FOR SALE—THE HASTINGS DRUG STORE at Sparta. One of the best known drug stores in Kent county; established twenty-six years; doing a prosperous business; brick building; central corner location; reasonable rent; long lease; belongs to an estate; must be sold. M. N. Ballard, Administrator, Sparta, or M. H. Walker, Houseman Building, Grand Rapids, Mich. 322

A FIRST-CLASS DEPARTMENT STORE, new and up to date, for sale at a bargain, in a town of 3,000 inhabitants; rent low; good living apartments if desired; stock invoices about \$1,800. Good reason for selling. Address No. 321, care Michigan Tradesman. 321

FOR SALE CHEAP—\$33,000 GENERAL stock of hardware, farm implements, wagons, buggies, cutters, harnesses, in good town and good farming country. Reason for selling, other business. Address No. 320, care Michigan Tradesman. 320

HOTEL AND BARN TO EXCHANGE FOR merchandise; twenty-five rooms in hotel; resort region; a money-making investment. Address No. 318, care Michigan Tradesman. 318

FOR SALE—BOOT AND SHOE BUSINESS in good Central Michigan town of 6,000. Best location and business in city. Guarantee the business to net \$1,000 per year. Good reason for selling. Address No. 323, care Michigan Tradesman. 323

WANTED—TO EXCHANGE GOOD HOUSE and lot, farm, vacant lots or unimproved lands for clean stock of dry goods. G. H. Kirtland & Co., 1159 So. Division St., Grand Rapids. 325

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

FOR SALE—SMALL GENERAL STOCK cheap for cash. Good town, good location, cheap rent. Might exchange. Address No. 306, 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

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

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 store, steam heat, reasonable rent. Address No. 297, care Michigan Tradesman. 297

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

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. 265

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

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

FOR SALE—STOCK OF GROCERIES IN good town of 5,000 inhabitants. Stock in inventories 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

MISCELLANEOUS.

WANTED—A REGISTERED PHARMA-cist. Good chance for right man. Address No. 316, care Michigan Tradesman. 316

WANTED—WORK ADDRESSING ENVEL-opes by an inmate of the Masonic Home who is unable to pursue his regular occupation. Address John M. Raper, Masonic Home, Paul P. O., Mich. 324

WANTED—A REGISTERED PHARMA-cist, one who is familiar with general stock in small town, young married man preferred. Address, stating salary and references, X. Y., care Michigan Tradesman. 313

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

We make showcases.
We make them right.
We make prices right.

Write us when in the market.

Kalamazoo Kase & Kabinet Co.,

Kalamazoo, Mich.

"Search=Light" Soap

Big twin bar for 5c retail.

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

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

It is the coming warm weather laundry and toilet soap.



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

Calced 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.

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.

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Grand Rapids Retail Grocers' Association

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

Detroit Retail Grocers' Protective Association

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

Kalamazoo Retail Grocers' Association

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

Bay Cities Retail Grocers' Association

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Muskegon Retail Grocers' Association

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

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President, F. W. GLICHRIST; Secretary, C. L. PARTRIDGE.

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

Traverse City, Charlevoix and Petoskey

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

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

Detroit.

Lv. Grand Rapids, 7:10am 12:05pm 5:30pm
Ar. Detroit, 11:55am 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.

H. F. MOELLER, Acting Gen. Passgr. Agt.
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	+ 11:30pm	+ 6:30am	
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.
Lv. Grand Rapids, 7:10am +2 00pm *11 30pm
Ar. Chicago, 2 30pm 8 45pm 7 00am

FROM CHICAGO
Lv. Chicago, 13 02pm *11 32pm
Ar. Grand Rapids, 9 45pm 6 45am
Train leaving Grand Rapids 7:10am has coach; 11:30pm train has coach and sleeping car; train leaving Chicago 3:02pm has coach; 11:32pm has sleeping car for Grand Rapids.

Muskegon Trains.

GOING WEST.
Lv. Grand Rapids, 7 35am +1 35pm +5 40pm
Ar. Muskegon, 9 00am 2 50pm 7 00pm
Sunday train leaves Grand Rapids 9:15am; arrives Muskegon at 10:40am. Returning leaves Muskegon 5:30pm; arrives Grand Rapids, 6:50pm.

GOING EAST.
Lv. Muskegon, 8 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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Tanglefoot Sealed Fly Paper

Catches the Germ as well as the Fly.
Sanitary. Used the world over. Good profit to sellers.
Order from Jobbers.

The Grand Rapids Paper Box Co.

Manufacture

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

GRAND RAPIDS PAPER BOX CO., Grand Rapids, Mich

"ENTERPRISE" Blue Flame Oil Stove

Superior to any on the market.



The most economical, the simplest in arrangement, the quickest heater; is perfectly odorless and gives an instantaneous blue flame as soon as lighted.

No. 77, 2 burner, low, 8 inch wicks... \$ 5.60
No. 78, 3 burner, low, 8 inch wicks... 7.35
No. 105, 2 burner, low, 12 inch wicks... 6.65
No. 107, 3 burner, low, 12 inch wicks... 7.35
No. 111, 3 burner, high, 12 inch wicks... 10.15

For full list of oil and gasoline stoves see pages 92 and 93 of our catalogue No. 152. If you haven't received it ask for it.

H. LEONARD & SONS, Grand Rapids, Mich.

Pulley and Clasp Buckles

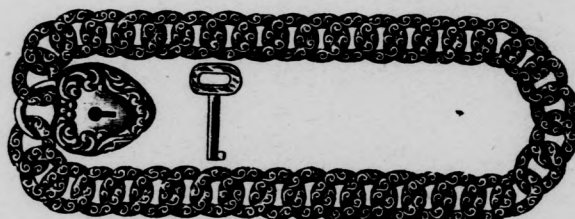
We have a splendid line of ready sellers at very modest prices to retail at 25c, 50c, 75c, \$1. It will pay you to handle them. Send for samples on approval.



Pulley rings in bright and dull silver and gold finish, per dozen pairs, 75c.



In Roman or rose gold, French gray or imitation cut steel finish, a dozen different styles and prices per dozen \$3 and up.



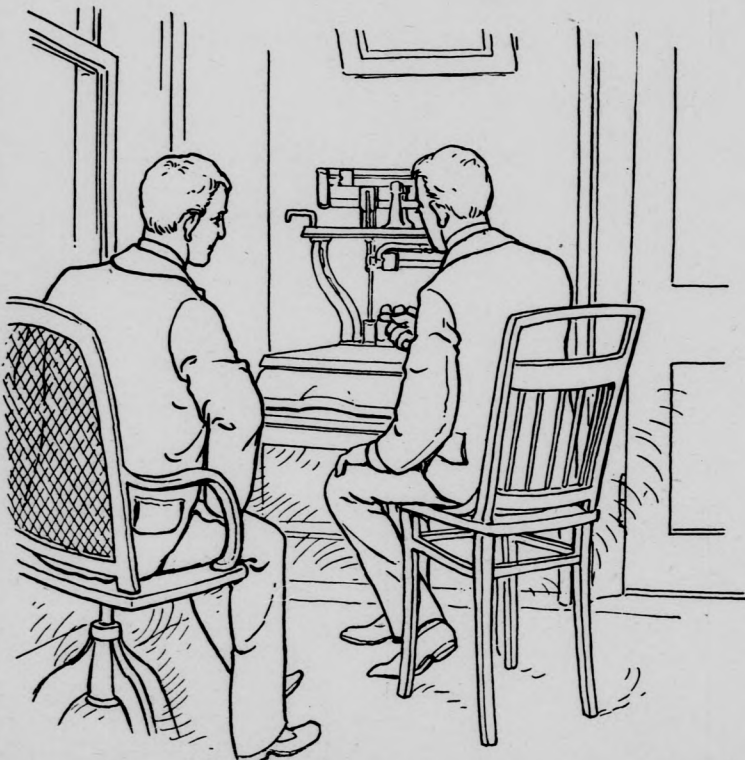
CURB CHAIN BRACELETS—With lock and key. Silver and gold finish, on tissues or pads, per dozen, \$2.25. Sterling silver and 14 karat gold filled, warranted five and ten years, per dozen, up from \$9.

We also handle a beautiful line of brooches, waist sets, breast pins, stick pins, chains and rings. Write for samples and prices.

AMERICAN JEWELRY COMPANY, Grand Rapids, Mich.

Only Exclusive Jewelry Jobbers in Western Michigan.

Have You Had Our System Explained?



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