

MICHIGAN TRADESMAN

PUBLISHED WEEKLY

TRADESMAN COMPANY, PUBLISHERS.

\$1 PER YEAR

Volume XVII.

GRAND RAPIDS, WEDNESDAY, MAY 2, 1900.

Number 867

**Dollar and Dollar and a Half Values
for 85c per dozen**



**Choice Offerings for your
10, 15 and 25 cent Counter**

**Contents of our
Sale Day Assortment**

1/2 doz. Plain 9 inch Salvers.
1/2 doz. Pearl Sugars and Covers.
1/2 doz. Large Creams.
1/2 doz. Handled Olives.
1/2 doz. Pearl Butters and Covers.
1/2 doz. Pearl Creams.
1/2 doz. Square Butters and Covers.
1/2 doz. Glass-Lip Molasses Cans.
1/2 doz. 9 inch Oval Berries.
1/2 doz. 9 inch Confections.
1/2 doz. 8 inch Nappies.
1/2 doz. 7 inch Nappies.
1/2 doz. 6 inch Nappies.
1/2 doz. Celery Trays.
1/2 doz. 6 ounce Vinegars.
1/2 doz. 7 inch Oblong Dish.
1/2 doz. 5 inch Bowls.
1/2 doz. Half-Gallon Pitchers.
1/2 doz. Milk Pitchers.
1/2 doz. Pickles.
1/2 doz. 8 inch Oval Tray.
1/2 doz. 8 inch Square Dish.
1/2 doz. Hand Lamp.
1/2 doz. Molasses Cans.

Twelve dozen staple everyday sellers for

\$10.20

Sold in Assortments only.

No Charge for Package.

Our new catalogue is brimful of just such good things.

We Sell to

Dealers Only

Burley & Torrell

42-44 Lake Street,
Chicago.

A Cool, Sweet, Delicious Smoke

is just what all "lovers of the weed" are looking
for and is just what is found in

A Smoker's Smoke

Royal Tiger

10C



Tigerettes

5C



It will add vastly to the popularity of your cigar trade to
carry these popular brands in stock. They are sold at all
first-class cigar stores, clubs, cafes and stands.

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.

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, 15; 9 inch, 09		.84
6 each Dishes, 10 inch, 17; 11 inch, 29		2.76
6 only 1/2 gallon Jugs	17	1.02
6 only 3 quart Jugs	28	1.68
4 only large Sugars	25	1.00
6 only Creams	09	.54
4 only 8 inch Covered Dishes	42	1.68
4 only Cake Plates	13	.52
6 only large Covered Chambers	39	2.34
6 only large Open Chambers	27	1.62
4 pairs large fancy Bowls and Pitchers	59	2.36

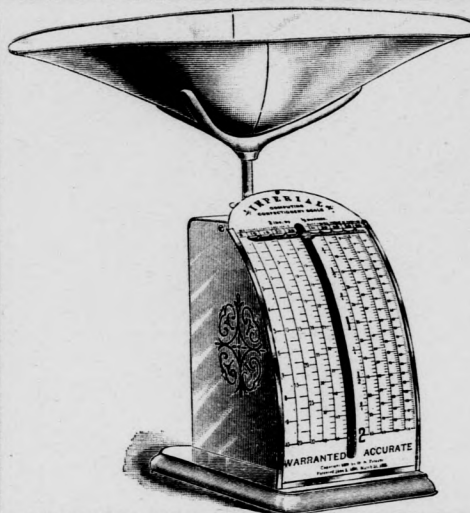
Package at cost.....
\$41.38
1.90
\$43.28

Hall & Hadden,

18 Houseman Building,

Grand Rapids, Mich.

Citizens Phone, 2218.



"Imperial" Computing Scale

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

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

Warranted accurate. Beautifully
nickel plated.

Saves both time and money.
Weight boxes 2 1/4 lbs. Gives also
exact weight by half ounces.

Order through your jobber.
Send for new catalogue of Con-
fectionery, Counter, Household,
Market and Postal Scales.

Pelouse Scale & Mfg. Co.,
Chicago, Ill.

"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.



It
Don't
Pay

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

GENESEE FRUIT CO., Lansing, Mich.

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GRAND RAPIDS, WEDNESDAY, MAY 2, 1900.

Number 867

Cheap Package Coffees do you and your tradean injury. A. I. C. high grade coffees are the only line that successfully enables you to offset this undesirable trade. Write for terms to

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

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.

Commercial Credit Co.
Private Credit Advances
Collections and Commercial Litigation
OF MICHIGAN
GRAND RAPIDS
AND DETROIT, MICH.

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.

Tradesman Coupons Save Trouble. Save Money. Save Time.

IMPORTANT FEATURES.

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HOLDING OUR OWN.

The schoolboy who could not enjoy his holiday because he would have to go to school to-morrow is the father of the man who is blue in the midst of sunshine because there is a storm brewing somewhere which we are going to have one of these days.

There is no doubt but what business is all right just now. American sales and exports are 50 per cent. greater this month than they were during April of last year and all the signs indicate that the month's record will be placed on the list as one of the best Aprils we ever have had financially. American products are leaving the country at the rate of more than \$100,000,000, an amount large enough to cover the value of the imports and leave a margin to be proud of. Statistics show that March was on the million-dollar rampage and that April is not to be outdone, so that, with the first two months of spring leading off as trade record-breakers, it does seem a trifle babyish, under the circumstances, to grumble because there may be a change in the weather by to-morrow afternoon.

The prospects are, however, that there will be no such change. Nothing to that effect has so far appeared. There has been no falling off in the amount of exports, certainly not in manufactured products, and from every quarter comes convincing proof that the financial sun is still shining. The Middle West is up and doing to an extent unknown in its history and instead of there being a falling off in business the reverse only is true. There is an increase, and a large one at that, if the reports from the Valley of the Mississippi are to be depended on; and from the Greater West beyond the Lakes and the Valley come the same glad tidings. From the South there is no uncertain sound. Planters are busy, mills are going up, new enterprises are being investigated and undertaken. They are, in fact, having too much to do to indulge in shoot-

ing matches—the best sign of all—a condition of affairs going far to confirm the statement that the whole country is an enormous workshop where the men are too busy to comprehend the vast business movement which is brightening the gloomiest corners everywhere.

It would not be difficult to indulge the National characteristic of bragging a little. With two spring months' work at a hundred million each to start the willing tongue, it would be very easy to predict what the following ten will amount to. There is no other nation on earth with such a showing. Five years ago from horizon rim to horizon rim, no matter where the standpoint, the country was as dead as a Philadelphia graveyard. It seemed that the end of the business world had come. The quiet of a New England Sunday morning in colonial times settled down upon the land. There were rags in the broken windows and a single hinge to the front gate. The public domain was a vast farm lying fallow with branches in the corners and along the edges and neglected weeds thriving where crops should grow. They do not thrive any longer. The fallow years have come to an end. The land aroused itself like a strong man from sleep and shook back its invincible locks. It rolled up its sleeves. It inhaled deep breaths of the invigorating morning. It took hold of the implements of toil and went to work, and now the opening months of the spring show an income of \$100,000,000 cash. What of it? Nothing. This is a billion dollar country and this was to be expected. Europe would brag about it; but not this country. We calmly look over the magnificent account and merely remark, "We are holding our own!"

Not many months ago Admiral George Dewey was received in New York in a manner which cast into the shade any similar public demonstration in honor of a national hero on record in this country. The bills for expenses incurred have not all been paid yet. In Comptroller Coler's office are the claims and vouchers of the men and firms and associations that furnished time and material and services for the Dewey demonstration. The bills have been audited and approved by the mayor's municipal committee. An appropriation was made to cover the cost of New York's great public welcome to the man of Manila bay, but the appropriation was exceeded, and it is possible that the members of the mayor's committee, numbering more than 1,000, will be asked to make up the amount required to pay the bills. The amount will be small—only a few thousand dollars altogether. When this is divided among the committee members pro rata the assessment will not be more than \$10. But it will cause surprise and much comment when it is known that the sculptors and artists who gave their services and their talents freely for the arch have not been able to get their expense bills paid. These bills are for actual services of workmen and for materials used in the construction of the arch and the heroic figures.

GENERAL TRADE REVIEW.

With conditions such as to lead to constant predictions of advance in stock values by most prominent observers, there seems to be a succession of short intervals of evenly-sustained prices followed by a serious break precipitated by some irregularity in the speculative management of some leading trust. Two weeks ago it was the steel trust; this week it is sugar. In each case the distrust created brought a sharp reaction in most of the leading lines and the new level is kept by the effect of the scare on the public. There is nothing in any of the industries concerned to warrant such changes except in the cases where there has been overcapitalization.

The general condition of trade is more correctly indicated by the volume of clearing house reports, which exceed all records except in New York City and in the New England centers, and in these the present showing was never exceeded except by that of last year. Last week is noted over the preceding, and recent, weeks in that Philadelphia, Baltimore, New Orleans and Pittsburg are again reporting large increase. The idea that the recent concessions in some of the leading industrial products mean reaction is absurd in view of the steady increase in volume of business throughout the country.

The fact that half a million of gold was shipped to England last week is naturally commented on, from the habit we have of attaching serious importance to such shipments. It would be strange if the severe drain of the African war should not bring the precious metal into demand, and especially that it should pass over the season when the outflow usually occurs.

The stoppage of some iron and steel plants which preceded the "come down" in price is proving to be only temporary and the more nearly normal values are serving the purpose of restoring the activity. With iron and steel at prices which, while reasonably profitable, warrant the prosecution of new undertakings, it will soon be demonstrated that the highest of the tide of activity is not yet reached.

Prices of cotton and wool are both supported so strongly that uneasiness is being caused in manufacturing circles. With almost universally favorable crop conditions, it looks as though there must be some yielding in the raw staples before there is much buying for consumption.

Congressman Corliss, of Detroit, disclosed himself in the character of a humorist when he proposed an amendment to the agricultural appropriations bill to provide for the distribution of dinner pails by the department. But a true word is often spoken in jest. If free seeds be distributed by the Government to farmers and free vaccine for cattle to the ranchmen, why not free dinner pails to the workers in our fields and factories?

Many a man stubs his toe on the threshold of success.

Getting the People

The Value of Persistency.

A correspondent writes: "We are issuing a circular eight times a year, and feel that this is doing it too often. Are we right?"

Certainly not. If the circular is the only form of advertising used, it should be issued weekly at least. A store that can not provide news enough to fill a circular each week must be a pretty poor sort of a concern. Once a month is the very greatest interval at which a circular should be issued.

* * *

The whole purpose of advertising is to sell goods—and this is easiest accomplished when the name of your concern is a familiar one to the public. The oftener you call on a man, the better he knows you. A salesman's second trip is more productive of orders than his first. An advertisement, be it circular, catalogue, newspaper space, or what not, is only a salesman. The oftener it calls upon your prospective customers, the better they will know your store and your goods—and the easier will be its task of selling goods.

This is assuming, of course, that the advertising is of the right kind, interesting, attractive and forcible. It is absolutely impossible for any concern to reach the same people, week after week, with good, logical advertisements without producing a strong effect.

It takes more power to start a train than it does to keep it in motion. It takes time to feel the effects of an advertising campaign, but, once started smoothly, it is easy to keep going, and each new advertisement adds new weight to all those that have gone before it.

"Keeping everlastingly at it brings success," provided that your persistency is combined with the intelligence that can decide upon the proper course to pursue.

W. S. Hamburger.

Objected to the Reduction in the Price.
From the New Orleans Times-Democrat.

"That reminds me," said the other drummer, "of a yarn I heard lately over in South Carolina, told at the expense of a peculiarly guileless old chap who keeps a little crossroads store up in the mountains. Everybody wears boots in that part of the country, and, as the story goes, the old fellow had been buying his stock for many years of a manufacturer in a big city not a thousand miles away. He paid \$6 a pair for his boots when he first went into business, and the maker had continued charging him the same figure year after year, regardless of the fact that the market price had been steadily going down. The old storekeeper, secluded from the world in his mountain home, never dreamed that he was being fleeced, and took pride in paying his bills with clocklike punctuality. At last, when that grade of boots were quoted at \$2.50, the manufacturer's conscience smote him and he decided to make amends. So he wrote the country merchant, saying that there had been a considerable decrease in the price of leather, and he was glad to state that he would be able to let him have the last lot of boots he ordered at \$4 a pair. This, he added, was a special low rate, made on account of personal esteem and the fact that he had been a regular customer for such a long period. A few days afterward the conscientious manufacturer was amazed to receive a letter running something like this:

"Dear Sir: It's mighty kind of you all to offer to let me have them boots at \$4, but I wish you would please keep the price the same as what it was before. I have been selling them boots for \$10 a pair for twelve years, and being a deacon in the church I don't think it would

be right to take no stronger profit. So, no more at present from, yours truly, Peter Doe.

"The manufacturer promptly shoved back the price to the old notch, and everybody is happy."

Use Every Day Language in Advertisements.

One fault to be noticed in the majority of advertisements is the lack of simplicity and naturalness and business likeness.

Language that is natural convinces; artificial language excites suspicion or kills the reader's interest.

Advertising language should be simply a straightforward talk to possible customers, such as would be given over the counter. Slang would not be tolerated over the counter; why should it be in an advertisement? What the reader wants is facts, plainly spoken. Any effort to disguise facts excites suspicion. Some advertisers write their advertisements in such a way that the reader is led to believe that they are really ashamed of the fact that they are advertising. They seem to think that they must catch the reader, if at all, against her will; and must give her sugar-coated pills, or apologize while they talk to her. How would a salesman who adopted these methods succeed?

The apologetic style in advertising is entirely wrong. It is certainly honorable to talk plainly about your goods in your advertising space, and advertisement readers expect you to do so, and will respect your goods more if you do so.

There is a particular style of language which suits each particular kind of business. This can be discovered by the men who really know the peculiarities of customers in each of these lines, and who know how to talk to them. When the advertiser discovers the particular style of advertisement which pays for his line of business, he should stick to it.

Sarcastic Advice to Advertisers.

If possible, get in a little dig at your competitor. That shows you have respect for yourself—and his goods.

Always insist on your advertisement being in black type. It doesn't cost any more, and makes up for what you didn't tell.

Never take a white piece of paper and write your advertisements legibly—it is time thrown away. The printer is hired to read any old thing.

If you spend 10 cents in advertising, you ought to make \$100 out of it. That is reasonable and a good business proposition.

Never give the printer any latitude in getting up your advertisements. His lifetime experience is worthless and your taste is better than his, anyhow.

Always wait until the last minute before you send in your copy. The printer then has lots of time to study out display and get up an attractive advertisement.

Always insist that your advertisement be top column next to reading matter. That lets the printer onto the fact that you know a few things and makes him disposed to favor you when he can.

Never reveal the fact that you know that no expenditure of money is so sure of return many fold as that spent in advertising. If the publisher knew you were aware of it, it might make him feel too important.

Advantages of Machinery.

The effect of machinery in cheapening and increasing product is shown by some investigations recently conducted by the United States Bureau of Labor. It was found that in 1857 a rifle barrel took 98 hours to make by hand. It is now made in three hours and forty minutes. Half-inch bolts six inches long, with nuts, were made by hand at the rate of 500 in 43 hours, while by machinery the same product is turned out with only eight hours' labor. In 1835 100 feet of four-inch lap-welded pipe required over 84 hours of labor, while in 1895 the same product was turned out in five hours.

==Tennis, Yachting and Gymnasium Shoes==

With Rubber Soles.



A. H. KRUM & CO., 161-163 Jefferson Ave., Detroit, Mich.

Price lists sent on application. Headquarters for Rubber Boots and Shoes.

MOSELEY & SHELBY

Agents for

The New York Sugar Refining Co.

The H. O. Company.

The Leroux Cider and Vinegar Co.

Lambert's Salted Peanuts.

Norton's New York Pineapple Cheese.

Anti-trust Matches. Other specialties.

Send us your orders. Our prices are right.

MOSELEY & SHELBY, GRAND RAPIDS
BROKERS & JOBBERS,
25 TOWER BLOCK.



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

Write for catalogue
and prices.

**Rempis & Gallmeyer
Foundry Co.,**

Grand Rapids, Mich.

Granite

The best plastering
material in the world.
Fire proof, wind proof,
water proof. Is not
injured by freezing.
No Glue, no acid.
Ready for immediate
use by adding water.

Office and works: West Ful-
ton and L. S. & M. S. R. R.



Gypsum Products Mfg Co.,

Manufacturers and Dealers in

Calcined Plaster, Land Plaster, Bug Compound, etc.

Mill and Warehouse: 200 South Front Street. Office: Room 20, Powers' Opera House Block.
Grand Rapids, Mich.

An enterprising agent wanted in every town. Send for circular with references.

MEN OF MARK.

Robert Rasch, Proprietor of the Clarendon Hotel.

Robert Rasch was born March 25, 1832, in the province of Silicia, in the then kingdom of Prussia, which has since become a part of the great German Empire. In the years following his boyhood, he lived the life of the average German boy, getting what schooling the limited facilities of the day and place afforded. He then learned the trade of wagonmaking and, believing that America offered better opportunities for a young man than the Fatherland, he came to this country in 1852, reaching New York City on July 4 and Detroit two days later. The next day after he arrived in Detroit he found employment, remaining in that shop six months. He then went to Utica, where he worked at his trade two years. In 1859, he came to Grand Rapids, traveling on the Grand Trunk Railway as far as Lowell, thence down the river on a steamboat to Grand Rapids. He immediately rented a building at the corner of Canal and Bridge streets, where the Clarendon Hotel now stands, and engaged in the manufacture of wagons on his own account. In 1873 he built the Clarendon Hotel, transferring his wagon factory to the old Dutch Reformed church at the corner of Ottawa and East Bridge streets, where he remained in business until 1880, when he sold out his wagon business and returned to Detroit, taking up the management of the City Hotel, on Brush street, which is owned by his wife. In 1886 he went to California with his daughter, spending six years at Los Angeles for the purpose of restoring his daughter's health. He then returned to Detroit, where he has since resided.

Mr. Rasch was married in 1854 to Miss Louisa Schindler, who bore him six daughters, all of whom died in childhood with the exception of the one now living. Mrs. Rasch also died about the same time, as the result of tuberculosis, which was the disease which caused the death of the five children. Mr. Rasch married Mrs. Boland, of Detroit, in 1880. No children have graced this marriage.

Mr. Rasch is not a member of any church, nor is he a "jiner," inasmuch as he has never affiliated with any organization. He was educated and brought up in the Catholic church, but of late years he has leaned toward the German Lutheran church, which he supports to some extent, although he is not directly connected with the organization. Besides the Clarendon Hotel property, which brings him to this city frequently, he owns a considerable amount of real estate in Detroit, which brings him a good income and enables him to live in comfort in his old age.

Doubled His Trade by the Use of Premiums.

I consider the giving of premiums an unmitigated nuisance. The culmination of the premium giving is the trading stamp, against which some states have felt compelled to legislate. The plan degrades trade and takes from the merchant the dignity that should be his. Volumes could be filled with the abuses and evils of the system. Were I a Dante, imagination would go but a step beyond and picture a genuine commercial Inferno—a Paradise lost by the giving of gifts and only regained by a new generation coming up after its abolishment.

There is no doubt that the merchant first starting a gift scheme in a town

will gain trade from his competitors. Other merchants, realizing the loss, feel (rightly or wrongly, it's not my purpose here to discuss) compelled to follow the lead. As for myself, I would never follow. If some one started the premium giving first, I would either stay out of it altogether or I would vary the scheme, so that I appeared in the public eye to take the advance.

The plan here outlined has been successfully practiced. I give the experience of one store that doubled its sales in less than two years.

The store in question began with a few pieces of silverware, and card-board slips 1 1/4 by 2 inches, bearing the following imprint:

These checks to the amount of your trade will be given with every cash purchase. When the checks received amount to \$25 they may be exchanged for silverware premiums at our store. Signed, Smith & Smith, grocers.

The checks were of denominations of 1, 5, 10, 25 and 50 cents and \$1, \$5 and \$10. These checks to the amount of every cash purchase were given to the customers. Under no circumstances were they given with credit sales or when an account was paid. If a customer did not care for them the checks were tied up in the package. The idea was that the customer had paid for them and the proprietor insisted on delivering the checks as well as the goods. Many checks were never brought back for redemption, but the merchant had acted in good faith and gave the silverware in exchange as cheerfully as he gave the goods in exchange for the cash.

As the silver became less a drawing card, clocks were added to the list of premiums, then chairs, tables, books, etc., until some fifty articles not handled in the regular stock were added.

The stock became so large that the third year a large store-room with entrance from salesroom was built for the sole purpose of displaying the premium stock. Each article was marked in plain figures the amount of checks required to secure it. The same open-handedness and desire to please were manifested in the premium department as in the regular sales department, and the freedom and at-homeness that customers displayed spoke volumes for the system.

The premiums were used in such quantities that the best wholesale prices were secured, and the amount of checks required in exchange were so figured that the expense was below 3 per cent. of the sales. Taking into consideration the checks never brought in for redemption, the expense was reduced to about 2 per cent.

It pays to have system mapped out even in the giving of premiums, and to follow it. Much of the objection to the plan is thus removed, as every customer is fairly treated. Every merchant knows how quick he is to drop a wholesaler caught in giving advantages to a competitor. Then why should the retailer expect a customer to do differently? Human nature is the same everywhere. Underneath the selfishness everywhere coming to the surface is a vein of fairness that calls for equal treatment. Call it what we will, even another form of inherent selfishness, the fact remains that he who practices equal treatment of all builds into the public mind a confidence in himself and in his methods, and when such is gained the customers become the best of advertisers, because they are satisfied, and being satisfied, they express it and their belief becomes contagious.—F. H. Hendryx in Topeka Merchants Journal.

Crockery and Glassware

AKRON STONEWARE.

Butters

1/2 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

1/2 gal. flat or rd. bot., per doz.	40
1 gal. flat or rd. bot., each	5

Fine Glazed Milkpans

1/2 gal. flat or rd. bot., per doz.	60
1 gal. flat or rd. bot., each	5 1/4

Stewpans

1/2 gal. fireproof, ball, per doz.	85
1 gal. fireproof, ball, per doz.	1 10

Jugs

1/2 gal., per doz.	55
1 gal., per doz.	45
1 to 5 gal., per gal.	6 1/4

Tomato Jugs

1/2 gal., per doz.	55
1 gal., each	6 1/4
Corks for 1/2 gal., per doz.	20
Corks for 1 gal., per doz.	30

Preserve Jars and Covers

1/2 gal., stone cover, per doz.	75
1 gal., stone cover, per doz.	1 00

Sealing Wax

5 lbs. in package, per lb.	2
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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

No. 0 Sun	Per box of 6 doz.
No. 1 Sun	1 45
No. 2 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. filling cans	7 25
5 gal. galv. iron Nacofas	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

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.

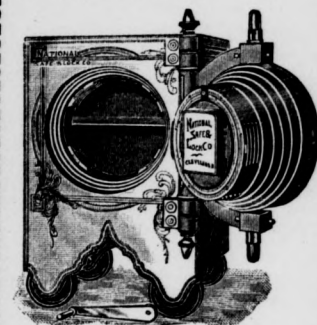
The Bradley Cigar Co.

Manufacturers of the

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

Greenville, Michigan

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.

Around the State

Movements of Merchants.

Detroit—Henry D. Holt has sold his grocery stock to Kraft Bros.

Detroit—Rentz Bros. succeed Theo. Rentz & Sons in the grocery business.

Charlotte—Enos Throop succeeds Throop & Pellegrom in the meat business.

Coldwater—E. A. Brink has leased a building and opened a grocery store at this place.

Detroit—Peter J. Youngblood has purchased the grocery stock of Bernard Youngblood.

Caro—John J. Franklin continues the harness business of Franklin & Fallis in his own name.

Perrinton—Cassada & Hoke have purchased the grocery and notion stock of I. N. Terpening.

Detroit—Chas. L. Bowman & Son have purchased the grocery stock of the Gager Grocery Co.

Detroit—The capital stock of Jewett, Bigelow & Brooks has been increased from \$25,000 to \$50,000.

St. Charles—Harry Dolson has purchased the interest of his partner in the drug firm of Dolson & Moore.

Dundee—E. M. Carter has purchased the interest of his partner, S. J. Scott, in the grocery firm of Carter & Scott.

Merrill—John Phelan has purchased the interest of his partner in the general merchandise firm of Phelan & Halley.

Detroit—Joseph Moyer, boot and shoe dealer, is a voluntary bankrupt, with liabilities of \$25,451.03 and assets of \$25.

Crystal—E. E. Steffey has completed a 30 foot extension of his general store, which he has otherwise remodeled and improved.

Albion—Fred L. Crane, who has been engaged in the grocery business at this place for many years, has sold his stock to D. D. Teeter.

Clarksville—H. P. French has sold his drug stock to Robert Goodfellow, of Clio, who will continue the business at the same location.

Detroit—John A. Kengal, manager of the Kengal Hardware Co., at 1161 Jefferson avenue, has filed a voluntary petition in bankruptcy.

Ravenna—S. L. Alberts & Co., whose general stock was partially destroyed in the recent conflagration at this place, have resumed business.

Big Rapids—W. G. Ward has purchased the meat market of C. H. Hangstafer and will discontinue his market on Maple street.

Manistee—The butchers of this city have organized an association along the same lines as the Grand Rapids Retail Meat Dealers' Association.

Midland—E. C. Smith, formerly of Owosso, has purchased the drug stock of Dr. A. D. Salisbury and will continue the business at the same location.

Petoskey—The statement published in the Tradesman of last week to the effect that Miss Verna Myers had purchased the millinery stock of Mrs. K. Smith is incorrect.

Fremont—Mrs. Abbie Lever, widow of the late Dr. Lever, has sold her drug stock to Angus Stewart, formerly engaged in the drug business at Fenwick and Ovid.

Olivet—B. W. Pinch has exchanged his 40 acre farm for the grocery stock and meat market of Morford & Evans and re-engaged in business at this place. E. C. Corey will have the entire management of the business.

Lansing—The Geo. O. Young drug stock has been purchased by F. H. Piper, who was formerly a member of the drug firm of Leasia & Piper, at Williamston.

Grass Lake—E. M. Sanford has sold his grocery stock to J. L. Johnson, formerly of Monroe. Mr. Sanford will continue the grain and produce buying at his warehouse.

Newaygo—Frederic Jacobi has improved the appearance of his book and jewelry store by putting in a plate glass front and other betterments to the amount of \$1,100.

Durand—F. & W. R. Hamlin succeeded Parris & Co. in the elevator and grain business. The firm has also purchased the coal, wood, and hay business of Ralph K. Perry.

Luther—E. Mosher has purchased the store buildings formerly occupied by Crandall & Gregg and will occupy them with a line of implements, vehicles, feed and builders' supplies.

Whitehall—J. L. Klett has sold his interest in the meat firm of Watkins, Klett & Co., to Joseph Watkins and R. G. Forbes. The name of the firm is now known as Watkins & Forbes.

Detroit—Articles of incorporation have been filed by David Wallace & Sons, grocers. The capital is \$30,000, of which \$3,000 is paid in. David Wallace holds 2,996 shares, Robert Wallace two and E. B. and N. Avery Wallace one each.

Schoolcraft—Walter A. Bunting, of Greenville, has purchased an interest in the grain and coal business of W. J. Thomas, the style being W. J. Thomas & Co. The new firm will engage in the grain business and will also establish a wool market.

Sault Ste. Marie—Mrs. Wm. Leggett has purchased the interest of Miss Nellie Fenson in the fancy and art goods store at 411 Ashmun street, formerly conducted under the name of Fisher & Fenson. The new firm will be known as Fisher & Leggett.

Benton Harbor—Charles Teetzel, the oldest merchant in this city, has been compelled to suspend operations because a location can not be secured to carry on business. There is not a vacant store in the city. Teetzel has been in the jewelry business in this city for thirty years.

Sault Ste. Marie—Chapel & Sitherwood, who recently purchased the meat market of H. L. Newton, on Ashmun street, have taken possession of same. The new firm is composed of F. R. Chapel, who has for many years resided in this city, and H. M. Sitherwood, of Stevens' Point, Wis.

Marquette—Moses P. Winkelman, of Manistique, has filed a petition in the United States Court here to be allowed to go into voluntary bankruptcy. His total liabilities are \$12,393.40, assets \$12,075.49. He claims only \$40 as exempt. The petitioner is in the general merchandise business.

Flint—Forrest Bros., dealers in hay and grain, have merged their business into a stock company under the style of the Forrest Milling Co. The corporation has an authorized capital of \$20,000. The incorporators are Margaret Forrest, Elizabeth Forrest, Eliza J. Forrest, Georgia Forrest, all of Flint.

Detroit—W. C. Jupp & Co. and F. S. Dresskell & Co. have consolidated their paper stocks and merged the business into a stock company under the style of the Dresskell-Jupp Paper Co. The new corporation has an authorized capital stock of \$60,000, of which \$40,100

is paid in. The stock is held as follows: Frederick S. Dresskell, 1,500 shares; E. A. Petrequin, Cleveland, 750; Fannie B. Jupp, of this city, and Lusella Schueren, of Cleveland, 500 each; W. C. Jupp, 300; Geo. L. Renaud and Albert P. Jacobs, 250 each; W. C. Jupp, trustee, 30; Jas. Hendrick, 20.

Benton Harbor—At a recent meeting of the stockholders of the Farmers and Merchants' Bank, the arrangements for doubling the stock of the bank which had been under way for some time previous were completed and a new charter covering the increase of capital from \$50,000 to \$100,000 was ordered. As with the \$50,000 surplus each \$100 share of the original \$50,000 stock was worth \$200, to equalize the value with that of the new shareholders one-third of the new stock was apportioned to the old stockholders, and the rest of the new stock sold at \$150 a share, so that each share is now of equal value. The \$100,000 is all paid in and a number of business men have been enrolled among the new stockholders.

Detroit—New telephones are being installed in the drug stores of this city by the Bell octopus. The old phones are being taken out. The new phones are similar to those which formerly occupied booths in public pay stations. The druggists will not have to pay for the telephones. They will, however, have to pay 5 cents each time they call any one. In-coming calls will be free. If they wish to call a doctor, ambulance or hospital or make any other emergency call they need not pay for it. Doctors may call their offices from any drug store without charge, and there are other free calls, but the general public must drop its nickel or not talk. The company can very easily raise the price to 10 cents, for the machines have a 10 cent slot, which is stopped up at present.

Manufacturing Matters.

Merrick—The Herrick Full Cream Cheese Co. has been incorporated with a capital stock of \$1,550.

Eureka—J. McDermott, of Saginaw, has started a cheese factory at this place under the management of James Love, of Saranac. Mr. Love is an experienced maker.

Menominee—The Menominee Electric Manufacturing Co. has been organized with a capital of \$28,000 and will succeed the Menominee Electric and Mechanical Co. The plant will be increased in capacity.

Jackson—The American Clay Manufacturing Co. has secured control of the plant of the Bennett Sewer Pipe Co., of this place. This makes thirty plants now operated by the combine. The latest acquisition is one of the largest in Michigan.

Manistee—The Salt City Iron Works has been incorporated for the purpose of engaging in the manufacture of engines, boilers, etc. Capital, \$5,000. The incorporators are H. O'Connell, F. J. Huntoon, C. M. Marsh, W. E. Brice, all of Manistee.

Port Huron—The Bell Corset Co. has purchased the Russell factory building on Francis street, which it has enlarged, and will in a short time employ thirty people in the manufacture of corsets, shirt waists and skirts. The company will transfer its business at Sarnia to this place.

Dexter—A business arrangement is about completed whereby the Dexter creamery, which is now controlled by a company of forty stockholders, will pass under lease into the hands of Will

and Joseph Parsons and Bert Williams, who have entered into a copartnership. The change in management will take place May 10.

Alpena—The Alpena Chemical Co. is the name of a new stock company which has been organized here for the purpose of manufacturing numerous articles which are included in grocers' and druggists' sundries. The gentlemen who have engaged in this enterprise are Frank C. Holmes, Burt L. Green and Wat Kelsey. The business will be carried on in the third floor of the Holmes block, and the interior is now being put in shape for their use. It will include a manufacturing room, office, laboratory, store room, wrapping room and mixing room.

Detroit—Nelson, Baker & Co., manufacturing pharmacists, have bought two lots on Lafayette avenue near Seventh street, fronting 50 feet on Lafayette avenue and running back 130 feet to their present laboratory, on which the company will build an addition. The building will be of brick, containing four stories and basement and covering all of the newly-purchased ground. It will enable the company to increase its output 30 per cent. The number of hands employed will also be increased from 300 to 500. The work of tearing down the old houses on the lots will commence next week, and the company expects to occupy its new quarters early in the fall. Its capital stock was recently increased to \$250,000.

Coopersville—The Coopersville Creamery Co. is no more. It has been absorbed by a new organization to be known as the Co-operative Creamery Co., articles of association having been filed with the county clerk. The capital stock is \$3,500. The officers of the new organization are as follows: President, C. C. Lillie; Vice-President, John Cooney; Secretary, Frank P. Peck; Treasurer, D. C. Oakes; Trustees, C. W. Richards, J. M. Park and A. H. Busman. They have adopted a policy of allowing all subscribers that were in the old company to subscribe for the same amount in the new company and pay 30 per cent. of the stock issued to them. The sum of \$3,150 has already been subscribed, and the balance will soon be taken.

Ann Arbor—After figuring on the plan for four months, the three big flouring mills of this city have entered into a judicious combination. The Allmendinger & Schneider mills, the Kyer mills and the Argo mills are now joined together in one concern, to be known as the Michigan Milling Co., with a capital stock of \$225,000. The owners of stock in the above mentioned mills are given a proportionate share in the new corporation. It is one of the largest combinations in Southern Michigan and absorbs in reality sixteen institutions, which include all the flouring mills at Ann Arbor, the one at Delhi and the Osborn mill. It also includes elevators at Vernon, Oak Grove, Chilson, Azalia, Owosso and two at Howell, and the cooper shops of Ann Arbor and Delhi. The stockholders in the concern are Henry S. Dean, Sedgwick Dean, William C. Stevens, N. J. Kyer, Chas. Kyer, Elizabeth Swathel, Andrew R. Peterson, Gottlieb Schneider and Frank Allmendinger.

Some women will confide a lot more about their husbands to a friend than they will confide to their husbands about themselves.

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

Grand Rapids Gossip

Hayden & Barrett succeed Noel Jubinville, Jr., in the grocery, feed and wool business at 3 Robinson avenue.

Bert N. Creaser has opened a grocery store at Middleton. The Lemon & Wheeler Company furnished the stock.

Boughner & Merritt have engaged in the grocery business at Fountain. The stock was furnished by the Lemon & Wheeler Company.

Geo. H. Reeder & Co. have leased the basement and first and second floors of the Wm. Alden Smith block and will remove to that location about June 1.

Henry Allers has engaged in general trade at Big Prairie. Voigt, Herpolsheimer & Co. furnished the dry goods and the Ball-Barnhart-Putman Co. supplied the groceries.

W. S. & J. E. Graham have closed out their retail stock of crockery and glassware at 104 Monroe street and have engaged in the exclusive wholesale crockery and glassware business at 149 Commerce street.

The Grand Rapids Bark and Lumber Co. has increased its paid up stock from \$71,900 to \$100,000 and elected D. C. Oakes Vice-President of the corporation, in place of Chas. F. Young, who has engaged in business on his own account.

The Grocery Market.

Sugars—The raw sugar market is somewhat stronger, quotations for 96 deg. test centrifugals now being 4 13-32 @ 7-16c with a good demand. The market for refined is strong and with an upward tendency, but no change in price has occurred as yet. Reports from the seat of war indicate that the long-continued contest between Havemeyer on one side and Arbuckle and Doscher on the other is likely to end before many days by the completion of negotiations which have been in progress for several weeks. It is intimated that Havemeyer has finally reached the conclusion that Arbuckle is to be a factor in the sugar situation from now on and that any deal he may make with the opposition must be done on this basis. What has caused him to change his opinion on this point is not known, but it is supposed that his change of front is due to the pressure brought to bear by Rockefeller, Whitney and the other members of the Standard Oil crowd who are heavy owners of sugar trust stock, who have given Havemeyer to understand that he must make terms with the opposition and restore the refining business to a profitable basis or give way to some one who will do so. This has probably been an exceedingly bitter pill for Havemeyer to swallow, but he has evidently taken his medicine and the effect will soon be felt in the cessation of hostilities and the restoration of old-time profits.

Canned Goods—There is no more activity in the canned goods market this week than there was last and many think that as long as there are plenty of the fresh goods to be had the purchase of canned varieties will be small. Theoretically, this view of the situation is correct. In reality there is considerable trading in spot goods all through the producing season as well as during the winter. It isn't always possible to get just the variety wanted fresh, and sometimes there is such a wide difference in price that the canned sorts are given

the preference. Packers are uncertain what to do. If they followed their personal inclinations a good many would not open their factories this year, but the probability is that every present cannery will be operated and a good many new ones will be started. Whether the result will be a glut which will force all prices to a lower level or whether consumption will keep pace, remains to be seen. The carry-over of tomatoes is a discouraging feature, but corn was all sold out and fruits are more or less scarce. In general the market is reasonably favorable, but dull at present, because of lack of demand. There is little interest shown in tomatoes as yet, but holders say they will have no difficulty in disposing of what they have. The question may not resolve itself into a problem of disposition but of price, and, according to present prospects, it will require some reduction to clean out the stocks on hand before the new pack is ready for distribution; in fact, the probabilities are all against it. Even a heavy concession would not call forth any large orders now. Buyers are too cautious and too uncertain as to the outcome of the discouraging conditions that prevail now. The situation in corn is some better, but largely because there was practically no carry-over, and the market is bare of stocks in first hands. Buyers say that it is difficult to fill their orders, even at full figures. It would appear that with conditions as favorable as they are now, if any one had supplies they would dispose of them when the market tended in sellers' favor. In futures most packers have sold all they care to now, preferring to wait until they see what the probability of the crop will be before they add to their obligations. Prices are steady and generally held firm. Peas are quite as uncertain as has been indicated heretofore. The planting has been delayed in some parts of the South because of fear of the louse and delay is the very thing that will prove dangerous. It was the late peas that were damaged most severely last year and the postponement of planting until now has given the pest the very opportunity required to destroy the crop. The pack in Maryland promises to be large, provided the crop is not ruined as it was last year. The supply carried over is smaller than usual and cheap grades are nearly exhausted. Prices are unchanged, but some concessions are being made to effect sales. The sardine canning season in Maine will open about May 10. Some of the factories will not start, however, until a later date. Prices are unchanged and there is only a light demand at present. The run of salmon on the Sacramento River is light. The fish are not only running light, but the average weight is below that of last year. The preparations for the coming season are on a more extensive scale than heretofore, so that if the fish run the canneries will be equipped to handle increased numbers. Fears are entertained that the run may chop off the same as in 1898. Within the next week or two affairs will have so shaped themselves that a better idea can be formed of the general situation.

Dried Fruits—During the past week there has been no business of importance in dried fruits. The sales, such as they were, have been confined to actual consumptive requirements. Buyers are extremely cautious about taking more than enough to supply their actual necessities. This is true, too, in face of the fact that every one is carrying light stocks, or at least is not as heavily

stocked as sometimes at this season. Although trade is dull, there seems to be a gradual wearing away of stocks on hand. That there will be any revival at present is unlikely, since trade in warm weather is unusual. An occasional spurt may serve to carry out considerable stock, but, as a general rule, the quantities bought at this season and from now up to the beginning of cold weather are small and probably wanted for immediate consumption. The demand for prunes appears limited to orders for small sizes required for immediate use. There are now and then orders for large sizes, but they are few and buyers show little interest. The supply of large sizes is larger than of small goods, but there is a smaller quantity in market than is commonly found at this season. Raisins are still dull and uninteresting. There are none in first hands, and such sales as are made must be from second hands, and under present circumstances second hand holders are not disposed to do much selling. The result is an unusually quiet market, with scarcely enough business to make a basis for quotations. Peaches appear to be wanted more than any other variety at present, but sales are small. The price holds steady at the previous range, however, holders not being sufficiently well stocked to sanction reductions. The truth is that last year's pack of dried peaches was much smaller than was reported at the time, owing to the larger canning demand, which exhausted the bulk of the crop at higher prices than driers could afford to pay. Apricots move slowly from second hands. They have been held slightly firmer of late, owing to the reports of frost damage in Southern California. Whether it will make any actual difference with the output is an unsettled question, but it is being used by some as a basis for bidding up a declining market. In other lines there is no change of note. Prices are fully maintained and demand is fairly good.

Rice—The feature in the rice market is the continued activity in the lower grades of domestic. Large sales of these grades for shipment to Puerto Rico have been made during the past week and this has added strength to the already firm market. A fair business was also done in the medium and better grades of both domestic and foreign at full unchanged prices. The statistical position is strong with limited supplies.

Tea—There is no change in the tea market. Prices are steady, but sales are only moderate and mostly in small lots for immediate needs.

Molasses—Spot supplies of molasses are light and are gradually decreasing, causing a decidedly strong market. Prices rule firm with an upward tendency.

The Produce Market.

Apples—Baldwins and Ben Davis command \$4.25 @ 4.50 per bbl. Russets are no longer in market.

Asparagus—Has declined to 75c per doz. bunches.

Bagas—35c per bu.

Bananas—There is no abatement in the activity of bananas. Fancy ripe fruit is held at high figures, with all all secondary grades proportionately high. Receipts in New York for the week included 57,000 bunches, against 108,000 bunches for the corresponding week last year.

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

Butter—Factory creamery is in moderate demand at 17 @ 18c. Dairy grades are coming in very freely and are taken readily on the basis of 14c for stock in crocks and tubs and 13c in rolls. The

latter is white and inclined to be mouldy, while crock butter is getting to have the grassy flavor and shows some color.

Cabbage—California is strong at \$7 per crate. Most of the sales are for half crates, which fetch \$4.

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

Carrots—\$1.25 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, 7 1/2 @ 8c; common, 6 @ 7c per lb.

Dressed Poultry—The demand for all kinds of poultry continues good, but the price is not quite so firm as it was a week ago. Chickens command 11c. Fowls fetch 10c. Ducks are taken at 11c. Geese are not wanted at any price. Turkeys are in good demand at 10c for No. 2 and 12 @ 13c for No. 1.

Eggs—Local dealers pay 10 @ 11c on track, according to quality, and find it almost impossible to secure supplies adequate to meet the consumptive requirements of this market. Competition is extremely active for fancy stock and speculators are greatly disgusted over their inability to obtain storage packings in sufficient quantities to render the business profitable. The high price of meat probably accounts for the large consumption of eggs.

Green Stuff—Grand Rapids forcing lettuce, 10 @ 11c. Onions, 10c per doz. Parsley, 30c per doz. Pieplant, 5c per lb. Radishes, 20c per doz. or \$1 per bu. box. Spinach, 50c per bu.

Honey—Fancy white is now in market, commanding 14 @ 15c. Amber is still in demand at 10c, while dark is held at 9c.

Lemons—The market is very strong and last week reached the highest point of the season. Receipts are considerably less than last year, which helps to keep the market strong.

Live Poultry—The market is better supplied and the price is not quite so firm. Broilers weighing 1 1/4 to 2 lbs. command 25c per lb. Squabs, \$2 per doz. Pigeons are strong at 60c. Chickens, 9c. Fowls, 8c. Ducks, 9c for young. Turkeys, 10c 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.

Onions—Home grown command 65 @ 75c, according to quality.

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

Parsnips—\$1.75 per 3 bu. bbl.

Pineapples—Jamaica command \$1.75 per doz.

Potatoes—The market is weak and lower, buyers at most of the buying points having reduced their prices to 15 @ 18c.

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

Strawberries—Receipts have been very disappointing during the past week, due to the rains and floods which have prevailed throughout the berry growing section of the South. The price hovers around \$2 @ 2.25 per 24 pint case.

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

Tallow—Common, 4 3/4c per lb.; machinery grade, 5 1/2 @ 5 3/4c.

Tomatoes—Florida stock commands \$3.50 per 6 basket crate.

Turnips—75c per bbl.

Wax Beans—\$4.50 per bu. box.

W. R. Brice, senior member of the produce house of W. R. Brice & Co., was in town last week, returning to Philadelphia Monday. He was accompanied by Mrs. Brice. It was her first visit to Grand Rapids and they were favorably impressed with the city.

The Buffalo Market

Accurate Index of the Principal Staples Handled.

Beans—Slow market this week with more evidence of weakness, but still the little business being confined to small lots has kept prices about steady. Perhaps some shading could be obtained for a jobbing order. Marrows are offered at \$2.10@2.25 for good to choice; medium, \$1.95@2.10 and pea, \$1.95@2.15; kidneys quiet and red stock cleaned up.

Butter—Holders are talking stronger prices and maintained 18½@19c throughout the week on really fancy creamery. Few packers, however, have reached that quality and with sellers holding nearly everything fully up to 18c, buyers took more interest in dairy, the quality of which is unusually fine for the season of the year. Receipts of dairy were liberal, but a lively movement was noticeable at 17c for fancy and 16@16½c for good to choice in tubs and small packages. Common to fair stuff of all kinds sold within a range of 12@15c. Rolls are almost unsalable at 13@15c, the latter extreme for the best.

Cheese—All sorts and sizes are in evidence here this week, the bulk about medium in quality, but sufficient of present quality of cheese of any kind to meet the demand. The best full cream sells at 11¼@12c; fair to good, 11@11½c; skims, or partly skims, dull and very weak, the finest not quotable above 8c, and there is some choice offered at that figure, down to 5c for fair, and a few lots are positively unsalable at any price.

Eggs—After holding strong at 12c for fancy stock and getting quite a good business sellers advanced the price to 12½c and found about the same demand at that figure. That started a 13c price and some trading was done in a small way for selected stock, but 12½c was all that could be quoted to-day. The feeling seems to be strong all around for storage stock. Duck eggs are scarce and would bring 20@22c if fancy.

Dressed Poultry—Good demand and so little arrived for the closing of the week that it was impossible to fix a fair price. Quality was very irregular and sorting was necessary to satisfy customers. The few turkeys sold at 12@14c; chickens, 11@13c; fowl, 11@12c; broilers, scarce and quoted at 18@25c. No ducks offered.

Live Poultry—It was no trick to get 11½@12c for chickens or fowl and a few fancy coops brought a little more on days when receipts were extremely light. But anything sold and at the best prices realized in some years in this market. Ducks sold at 90c@1.20 per pair. No turkeys or geese.

Fruits—Apples are nearly done for, but the demand continues good and the market is strong. Red fruit, choice to fancy, sells at \$4@5 and green about the same price. Fair to good, \$2.50@3.50.

Bananas—Firm; supply light and demand good. No. 1, \$2.25@2.75; No. 2, \$1.25@1.50 per bunch.

Cranberries—Dull and easy at \$3@3.25 per crate.

Pineapples—In heavy supply. No. 1, \$16@18; No. 2, \$12@14; No. 3, \$8@10 per 100.

Oranges—Active and firm. Navels, \$3@3.50; seedlings, \$2.50@2.75 per box. Lemons—\$2.75@3.75 per box.

Strawberries—Receipts light and with a good demand, high prices were paid. Fancy sold at 35@40c per quart; common to fair, 15@25c.

Potatoes—Receipts were more liberal from farmers and quite a few carloads came in. This had a tendency to weaken prices and the market to-day is slightly lower. This condition, however, is believed to be only momentary, the general belief being that we are more likely to see higher before lower prices. Carloads of fancy white are offered at 45@47c; fancy red, 44@46c; fair to good, all kinds, 40@42c. Store prices are from 3@5c above track, price in a small way. New potatoes in better demand and steady at \$5@7 for Bermuda.

Sweet Potatoes—Steady at \$3@3.75 per bbl.

Onions—Supply is ample and quality generally fair for this season of the year, yellow selling all the way from 50@75c per bushel; white, 60@80c; green, per doz. bunches, 5@9c; Bermuda and Havana, lower, \$1.25@1.50 per box; onion sets, \$2.50@4 per bushel, according to size and quality.

Celery—Scarce and strong. Home grown, 25@75c per dozen. Southern, 40c@1 per doz.

Cabbage—Scarce and higher for home grown, best selling at \$2.50@3, and fair to good at \$1.50@2.25 per bbl. No Southern in market.

Asparagus—Unsettled; light receipts of choice to fancy. Large bunches, \$2.25@2.50; small, \$1@1.25 per doz.

Cucumbers—Fair supply; fancy, \$1@1.35 per doz.

Lettuce—Active demand and light receipts of all kinds. Fancy heads sold readily at 60@70c; leaf stock, 3 doz. box, \$1@1.25.

Pieplant—Heavy supply of boxes and quality ordinary, ranging from \$1.25@2; fancy bunches, 70@90c per doz.

Radishes—Scarce and higher; active demand. Home grown sold at 20@30c per doz. bunches.

Tomatoes—Quiet; fair offerings at \$3.50@4.50 per box.

Parsley—In light supply at 7@9c per doz. bunches.

Peas—Dull at \$2.50@3 per hamper.

Spinach—In good demand at \$1.50@2 per bbl.

Vegetable Oysters—In light supply; fancy sold at 25@35c per doz. bunches.

Horseradish—None in market; fancy would bring \$8 per 100 lbs.

Mushrooms—Scarce at 40@50c per lb.

Watercress—Liberal supply, but demand active and market steady for fancy at 20@25c per doz. bunches.

Popcorn—Steady at 2¼@2½c per lb.

Maple Sugar—Easier; good supply. Light, 8@10c; dark, 5@7c per lb.

Maple Syrup—Firm. Fancy new full gallons, 80@85c.

Honey—A few small lots of fancy white sold at 17@18c; dark, 12@14c per lb.

Dried Fruits—Dull. Evaporated fancy in boxes, 6½@7½c. Barrels, good to choice, 5@6c. Raspberries—13@14c per lb.

Country Dressed Meats—Calves scarce and wanted at 6½@7½c per lb; fancy might exceed the top price.

Straw—Scarce and strong. Wheat and oat, \$8.25@9 per ton baled.

Hay—In light supply and firmer. Prime, \$15@15.50; No. 1, \$14@14.50 per ton.

Too Indefinite.

Mudge—Don't you believe in man's superiority to woman?

Wickwire—Superiority in what? In using a hammer or a hairpin?

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.

BUFFALO COLD STORAGE CO.

BUFFALO, N. Y.

Season Rate on Eggs to Jan. 1, 1901.

1 to 100 cases, per dozen, 1½c
100 to 400 cases, per dozen, 1⅓c
400 to 2500 cases, per dozen, 1 1-6c
2500 and up cases, per dozen, 1c

After Jan. 1, 1901, there will be a charge of 1-6c per dozen per month. Write us.

EGGS WANTED FOR COLD STORAGE

We want 10,000 cases fancy fresh eggs within the next ten days to fill our orders for cold storage. We pay spot cash delivered Buffalo and return cases. For further information write or wire us.

GLEASON & LANSING,

150 MICHIGAN ST., BUFFALO, N. Y.

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

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.

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.

RUBBER STAMPS

You can do business with.

Write now to

BUSINESS STAMP WORKS.

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

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.

How Shall We Treat the Erring Brother?

The credit man is often confronted with the question whether or not to extend new credit to a merchant who has failed in business, and has compromised his debts, or relieved himself of them through the operations of the bankruptcy law.

In dealing with this class of applicants for credit several questions present themselves for consideration. If the failure was premeditated or fraudulent, credit should, for all time, be refused, and it is a question whether goods ought to be sold to such a party even for cash, as such commercial pirates must, if possible, be kept out of business. Those who yield to the temptation of cash sales to do business with a dishonest buyer will find that such purchases will be used as an entering wedge to the credit man's confidence for the ulterior purpose of abusing it whenever it will pay to do so.

If, however, the failure was what is called an "honest" one (that is to say, if the debtor has made a clean and clear exhibit of his assets at the time of his failure, and has made such a settlement as under all circumstances may be regarded as a fair adjustment of his liabilities), it will then appear necessary to enquire, "What were the causes that led to the failure?" One or the other of the following are usually found to have brought about the collapse: Either unfavorable conditions, such as failure of crops, unfair competition, an epidemic, local or national panic, and frequently poor location; or lack of ability and bad management.

Where the unfavorable conditions have superinduced the failure, and the credit man feels satisfied that this cause no longer exists, the extension of new credit may be properly considered in proportion to the margin that remains in the assets after settlement, for the purpose of future business operations, and basis of credit, provided that the management has not been seriously at fault; but where the latter has been the prime cause of non-success it may be fairly assumed that the new venture will not be productive of better results than the old one, unless the party has profited by his experience, and starting out anew abandons the old rut and adopts better business methods.

The principal questions to consider are, therefore, first, Have the unfavorable conditions changed for the better? Second, Is the management likely to be a better one? Where either or both of these causes of the previous failure continue, it is natural to conclude that a second failure will follow the first, and the credit man will be wise to "stand from under."

Ernest Troy.

Can Raise Rice Cheaper Than Japan.

As a rule, the United States imports rather more rice than is raised in the southern part of the country. The prospect now seems to be that our farmers on the reclaimed swamp lands of South Carolina, Georgia and Florida, and in the low parts of Louisiana and Texas, will largely increase their production. There is no reason why the United States should not become self-sufficing as far as rice is concerned.

This is one advantage of a very large country like ours, embracing half a continent and many varieties of climate. We can produce ourselves most of the things we wish to consume, whereas smaller countries, like the great commercial nations of Europe, must depend upon other parts of the world for a much larger variety of the things they need.

Rice is a sub-tropical and tropical product which we may raise in enormous supply, and the rapidity with which Louisiana and Texas are increasing their rice area indicates a determination on their part to do away with imports entirely. These two States now produce three-fourths of all the rice raised in the country; and the encouraging feature of the industry is that rice cultivation is being revolutionized by the use of machinery which is reducing the cost. Plants for pumping water, for example, are now being substituted for natural irrigation with most satisfactory results and improved processes of milling rice have been introduced.

Dr. E. Murray-Aaron has recently given an interesting illustration of the fact that the miserably paid Oriental labor may really be far more expensive than the well-paid labor of our own country. He says the laborer of Japan, receiving wages of less than \$15 a year and his board, can take care of only one acre of rice and produces the crop at a cost of \$25 to \$30 an acre, in addition to his board bill. The Texan laborer on the other hand, whose wages amount to fifteen times those of his Oriental competitor, is able with his improved implements and methods to take care of eighty acres of rice at a cost per acre of less than one-tenth the cost of raising an acre of rice in Japan. So it seems that we can raise our own rice a great deal cheaper than it is produced in the countries from which we import and this fact is likely to stimulate our home production of this valuable cereal.

Japanese Courtesy.

Dr. Seaman is an authority on Japan and he tells this story of his last visit to that country:

"There was a little incident happened while we were in port that showed the magnanimity of those people. A United States soldier was out riding a bicycle, and he was coasting down hill, when he ran over a man. They promptly arrested him, and he was taken before a magistrate. We all went up from the transport to see how things went with him. The magistrate heard the case and fined him \$5 for running over a blind man."

"What!" said the soldier, "was the man blind? Here, give him \$20," and he pulled out a \$20 gold piece and handed it over to the magistrate.

"And what do you think they did? They were so pleased that they remitted the whole fine, or would have done so, only the soldier would not take it back, but insisted on its being given to the blind man, and then they gave him a diploma setting forth what he had done."

Rules of a Washington Barber Shop.

In one part of Washington there is an exclusive settlement of negroes. They have their little shops in which the necessities of life are kept on sale. The prices range from a cent up to a quarter. In one of the shanties is a barber shop. It has two chairs of the most primitive style. On the wall is a torn colored picture of a colored fire company in a frame without a glass. Underneath this is a paper on which are written these rules:

Shave, 5 cents. Spot cash.
One hair cut 10 cents. Spot cash.
Shampoo Saturday 5 cents Extra.
Other days, except Sunday, 3 cents.
No shavin Sunday.
Boss takes tips.
Shine, next door.
Shut on holidays.
No credit in the Store.
Gamblin barred
Except pints on races.
No politics lowed.
Same on religion.

Has Hopes of Reformation.

Henpeck—Is this the office of "Quigle's Quick Cure?"
Patent Medicine Man—Yes.
"Gimme six bottles for my wife."
"Tried all other remedies without success, eh?"
"No, she isn't sick at all; but I saw in your advertisement where a woman wrote after taking six bottles, 'I am a different woman,' and I have hopes."

Star Green Cigar

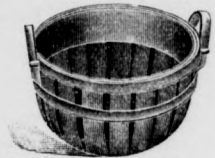


Gosh, It's Good!

H. Van Tongeren, Maker,
Holland, Mich.

For Sale by All Jobbers.

Ballou Baskets Are Best



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

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

Send for catalogue.

BALLOU BASKET WORKS, Belding, Mich.

Our line of

WORLD

Bicycles for 1900



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

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

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

Single Harness

We are having a tremendous business on our single harnesses now, both on account of the quality and on account of the price. They will satisfy you and your customer because they are guaranteed by us.

Brown & Sehler,
Grand Rapids, Michigan.

WORLD'S BEST

S.C.W.

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

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.

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.



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Published at the New Blodgett Building,
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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, - - MAY 2, 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 25, 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-eighth day of April, 1900.

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

A GENERAL PROTEST.

The tax receipts of the Federal Government for the fiscal year ending in June are estimated at \$560,000,000. Of this \$202,000,000 will come from the proceeds of the war tax schedule. Expenditures, including the war in the Philippines, the increase in the navy and the straightening out of the Puerto Rico affairs, will amount to \$490,000,000, and there will be left a surplus of \$70,000,000. War stamps are credited with something like \$45,000,000, or \$25,000,000 less than the estimated surplus, and there begins to be a feeling that these war stamps had better be done away with. They never have met with popular favor. Insignificant as the amount exacted has been, in many instances it has been sufficient to stir up antagonism against it. Intended, as the taxes doubtless were, to reach those who are best able to pay them, they have been evaded, one court having already declared the act to be unconstitutional. Under these circumstances, with the large surplus already in the Treasury, there is a general protest against further payment, with an urgent demand for an early repeal.

The protest has awakened a world of doubts and fears. Let it once be decided to make a reduction in the war revenue taxes, and a never-ending controversy would be at once precipitated. Discrimination and unfairness would be charged. An attempt to get off the toes of one tax payer would end in stepping upon those of another, and for the general peace and good of all it is best to step evenly and squarely upon the general toe and so have the suffering general. There will be an end to it all sometime and until then the people of the Greatest Nation on earth must suffer and be strong.

There are those, however, who do not concur in these views. They do not sympathize with such sentiments, nor

do they believe that the foretold disasters will follow soon or by and by in promptly stopping the payment of the odious war taxes. If it be a question of discrimination they much doubt if matters in that direction could be quite so bad as they are now, where, as they think, those pay who were not intended to pay and those who were intended to pay do not, a result of the evil which a repeal of the tax would remove. So far as a never-ending controversy is concerned, the opposers of the tax have little concern. It would spring from the class who have so far succeeded in evading the tax which they ought to pay, and it is much to the purpose whether the controversy can have a too early beginning and whether it ever ought to end until the payment of the taxes is safely landed upon the shoulders which were expected to be burdened with them, if they are to be paid at all.

There seems to be a growing idea among the leaders at Washington that the representative has ceased to represent. The election over and the representative seated, the voter is relieved from all further responsibility of political affairs and has no need to concern himself in public matters. Thinking is no longer to be indulged in. The wishes of a constituency are of no importance. Only those at the center of political affairs can know what is best for Puerto Rico or the Philippines, or even what should be done about levying a tax when the Treasury is overflowing already. It may be inconvenient to pay an extra cent or two for a postoffice order, a tax for a bank check may be unnecessary and a needless charge for expressing a package may be as provoking as it is senseless; but to avoid trouble, and above all any controversy, it is better to endure and not invite charges of discrimination and unfairness.

Whether this protest will be loud enough to secure attention, time alone will show. Whether it is wise to go on increasing a surplus by methods proven to be wholly distasteful to those who are reluctantly contributing to it may well be questioned. Where the grumbling is general there is apt to be a reason for it, and if the grumbling is sustained there must be good grounds for complaint. So long as the tax was needed there was little said about it, but with the need removed comes this general protest; and it is safe to say that in due time the cause will be removed.

HAWAII NO MORE.

It has not been many years since the Hawaiian Islands became a part of the United States; but the change from the old life to the new has been a swift one and it will not be long before it will be difficult to detect any difference between that part of the American Union and the mainland. One of the first surprises to the people of this country was in finding that in matters of dress the islanders were clothing themselves like the rest of the world. The queen with the non-pronounceable name, to the astonishment of most Americans, was clad in the habiliments of civilization, as the public prints portrayed her, with sleeves no shorter and dress neck no lower than the women of civilized circles wear in other parts of the world. In food and in shelter they adapted themselves to the conditions of climate and in habits of life were somewhat different from their future fellow countrymen. As time goes by, however, the Hawaiians are showing more and more the influence of this country. They are wanting

what we want. They are desirous of living as we live. Our needs are getting to be theirs. Our conveniences are looked upon as things worth having and whatever pertains to our methods of amusement is considered with favor.

How trade is affected by this condition of things a glance at the business reports will readily show. The goods called for are widely different from those that are shipped to Darkest Africa; and yet many people in the United States are surprised to hear this. The breechcloth is not now an article of export to the Hawaiian islands. Much indignation was recently manifested when a young lady whose home is in Hawaii and who is at school in Colorado was asked if there were electric lights upon the islands; and it was pleasantly evident before the evening was over that there are not only pianos in those far-off isles of the sea, but charming young women who know how to play them. During the last three months Chicago has shipped to the islands \$500,000 worth of merchandise. Among the articles are steel rails, passenger elevators and equipments, boilers, and pumps to be used on the plantations, one of them with its belongings costing \$57,000. Bicycles have found favor there and 10,000 are now in use; and, as if to intensify the fact that the islanders are keeping up with the people of the mainland, \$50,000 worth of automobiles have already been shipped to them. There is no doubt about the future of Hawaii with these facts to show what they have already done, nor is there any doubt that Hawaii as it once was will soon be Hawaii no more.

The thought to be emphasized is that these islands are showing that the uncivilized, when circumstances favor, soon assume the ideas, the customs and the habits of a superior race. If the old life was semi-savage or half-civilized, sooner or later there is a change, and always for the better if the new controlling power is what it ought to be. There is no need of repeating the history of Hawaii as it was when the attention of the United States was first drawn to it; but, from the time that the American flag unfolded its splendor to the Hawaiian sunshine and the savage soil was kissed by its shadow, a change, and that a rapid one, has been going on. Savagery has taken its departure. The repulsive life of uncivilized kingship no longer exists. Modern life with its higher ideals is coming in to stay and the kind of thought which only a republic can generate, foster and ripen is already unfolding its wholesome leaves. Traces of the old life will long remain, but they will appear only as the old branches growing the engrafted shoots and supporting boughs bent with fruit better than the natural kind, and better, too, than that of the tree from which the grafts were taken. The benefit has been mutual, and the people already believe that it is best that Hawaii should be Hawaii no more.

A collector of bad debts, with a sign on his hat, should be sent to stand in front of Turkey's Sultan until the debt to the United States is paid. That will be better than going to war.

It is just possible that President John W. Gates of the American Steel and Wire Co. may yet discover that "Napoleons of finance" can have their Waterloo.

A left-over woman is liable to fall a victim to the habit of buying remnants that are not immediately wanted.

A COMMERCIAL CHECKMATE.

The days of the department store are numbered. The handwriting has appeared upon the walls of the trade and an early overthrow of the most disturbing element of modern commercial life will soon be among the things that were. The high hand with which this form of storekeeping has been carried on, its utter indifference in regard to the failure of the struggling many by the determined and prosperous few, the intentional pushing to the wall of small and struggling firms, have all necessarily awakened the enmity of those who have suffered and their determination to fight to the bitter end the men and the methods that have sought to drive them from the business which gained them a living.

A study of the ways and means of the management of the department store has led to the conclusion that the same agencies which have built it up may be safely depended upon to pull it down. If a plenty of money and the ability to turn it to account have so organized trade as to turn to it the patronage of the town, that same patronage by the same means can be again turned to its first love. The best of department stores can not live without customers and, if a way can be found to secure these, the firm doing that will be the survival of the fittest and so a success. If, now, the retail merchants who have been "frozen out" can be induced to change their stores from private to co-operative ownership the first great step for the accomplishment of the purpose will have been taken. The Roland of trade will have met its Oliver and must come down. All of these traders, under the new conditions, will get back their old customers and, with the abundance of capital which the new house can command, can be retained. The old department store will succumb to the new and will pass from the memory of man, "unwept, unhonored and unsung."

It reads like a dream of fancy; but it is far from that. If the story may be believed offers have already been made by responsible persons to advance money without interest to the "Co-operating Merchants' Company," to be used for just this purpose. The donors make the following statements:

We recognize the truth that if the municipality, the state or nation were doing the storekeeping there would be no more stores than there are postoffices. We also recognize that the citizens of any community may, at any time, by voluntary co-operation, begin to do their own storekeeping. We believe that in most towns at least one retail merchant may be found willing to transform his store from private to co-operative ownership—willing to become a Moses to lead his brethren from the selfishness and slavery of competition through the wilderness of doubt to the peace and right relationship of co-operation. We believe that two or three successful examples, showing the transformation of stores from private to collective ownership, if given proper publicity, will be helpfully educative and will mark the beginning of the Exodus.

It may be safely concluded, then, that the end of the department store is at hand. The money is not wanting and the needed ability will not be lacking. The coming Moses will be found to be more than equal to the stupendous ifs that are now blocking the way; and when the transformation of stores from private to collective ownership has been accomplished there will not be a department store in existence to tell that it once was.

AN INTERNATIONAL OBJECT LESSON.

Europe is indulging in a little quiet amusement. The big, blatant Republic that stretches from ocean to ocean and has all the big things on the face of the earth in it and has whipped England twice and sunk the Spanish navy before breakfast has run up against the ignominious Turk, on account of a little matter of \$100,000 over a Christian-killing trifle in Armenia. As usual, the Turk is wholly unconcerned. Of course, there was a little talk about damages on a financial basis, and there may have been something said about a certain date for clearances; but in these international matters haste must be made slowly and the country off there somewhere in the Atlantic—it's on the other side of the earth, anyway—can indulge in a little whittling to fill up the tedious hours in waiting until it sees the money. To all intents and purposes Turkey has snapped her fingers in the face of the United States, and Europe, who has "been there," is curious to see how she is going to take it.

For years that piece of territory and the Sultan have been a thorn in European flesh. First one and then another has tried its hand in bringing both country and ruler to a realizing sense of the situation; but to no purpose. Like the big bully in the country school, the Sultan is determined to have his own way; and so far he has been decidedly too much for the European schoolmaster. He is willing to wear the dunce cap and sit on the dunce stool if that is going to be a comfort to anybody, but, as for learning any lesson from any text book which modern civilization puts in his hands, that is altogether too much. He feels pretty sure, after all his experience, that this little affair will not amount to anything and, as for paying such a sum for that little amount of amusement, it is not once to be thought of. His old schoolmasters have pronounced him incorrigible and given him up. Now he'll see what stuff this other fellow is made of. He knows that every power in Europe is thoroughly afraid of raising the Eastern question, that one is suspicious of the others and that they all stand in awe of the military power of Turkey which would involve all of them in a long bloody war.

Under these circumstances Europe is curious. The push and the drive of the American are about to be put to the test and there is a wonder as to the outcome. There should not be. It is not the first time in our National existence when Mohammedanism has yielded to the demands of Christianity at the mouth of Republican guns. At a time when all Europe was basely paying tribute to the Mediterranean pirates, America, to the astonishment of the tribute-payers, so settled the question that it was never raised again. The Sultan is insolent, because it is his nature. He has taken advantage of existing complications in Europe and turned them to his own account. He hated the Armenians and after the Turkish fashion killed them. American institutions found no favor in his sight. They were hotbeds of the very thing he hated and he burned them. Now, if this America so much heard of can help herself, let her.

That is the condition of things today. What is evidently needed is an international object lesson. The one given at Manila was needed to drive the conceit out of Spain. The Turk is a subject still worse. He has not yet felt the jar that shook the Philippines. He has no idea that there is a power on

earth that dares to touch him, or could do him harm if it did. It looks as if he was going to find his mistake. Everything seems to point to an early end of European amusement, to the discomfort of the Sultan. Patience is getting to be no longer a virtue. Popular sentiment and sympathy have long been with America and this, coupled with the fact that beyond a certain point it makes but little difference what Europe thinks and feels about it, would strengthen the supposition that the impudence is going to be stopped and the money paid. There was the putting off until to-morrow with the Spanish officials. The Turk will push the same policy to the extreme, and then some fine morning the affair will end in a sudden payment of the money, the smile on the lips of diplomacy will give way to utter astonishment, the international object lesson will be given, and learned, and the uncivilized Turk, no longer a menace to modern life and ideas, will cease to be an element in the family of nations which he has so long and persistently disgraced.

WOMEN AND WORK.

A jury of men may be always counted on to decide in favor of a handsome woman, but when she is old and ugly, and debauched at that, she seldom finds any sympathy either from judge or jury.

There was one exception to this rule in Chicago a few days ago. A woman who was a chronic beggar at the doors of houses along the fashionable quarter of Michigan avenue was brought before the court on a charge of vagrancy.

A jury was called and the woman was tried on the charge. The prisoner was defended by a woman lawyer, Mrs. Kate Rossi. She defined a vagrant under the law as "any person who is idle, remains idle and refuses to work." A woman, she declared, never could come under that provision, as woman was not made to work. Custom, history and tradition were called upon to show one instance in which woman was regarded as a being who had been created to work. She quoted poetry to show that woman was made to live a life of luxury. Did the jury remember the woman who wore "rings on her fingers and bells on her toes?" Did they recall the line from the poet, "Woman, woman, lovely woman?" How could "lovely woman" be supposed to handle mortar on a cold day?

Counsel admitted that woman had been compelled to work during the last couple of centuries, but that was owing to the fact that man, through his inability to provide for her, had compelled her to make a slave of herself. In so doing, said Lawyer Rossi, man had gone against nature. That, said she, was his nature. But the fact remained that not one line in all history showed that woman was intended to toil. Tradition, the attorney said, was above all law, and tradition showed that woman was a doll to be petted.

That being established, she argued, woman did not come under the ban of the statute as a person who should be apprehended if not "working." The jury promptly returned a verdict supporting the theory of the defense, and the prisoner was discharged. The case occupied four hours and a half.

A man trying to keep up appearances, and who combs a long lock of hair carefully over a bald spot, is entitled to more sympathy and more respect than the man who has gray hairs, especially if he has an abundance of them.

A BACK SEAT.

Now that the movement for the reassembling of the Pan-American Congress has been officially inaugurated, it is to be hoped that the purpose will be carried through promptly and effectively. There is no good reason why the peoples of the Western World, Republican all of them, should not find interests so common as to bind them firmly together in all things pertaining to National life. A world in themselves, they are free from the complications and entanglements of hereditary feuds. A new world, they have hopes and aspirations which the old one can never know, and new ways and means must be evolved to realize them. The existence of the Congress shows that the Western Republics understand that there is a work for them to do and it to be hoped that they will accomplish their purpose.

It is noticed that, at a meeting of the diplomatic representatives of these American Governments at Washington, neither Secretary Hay, the ex-officio President of the Bureau of American Republics, nor any representative of the United States was present. That is as it should be. In the first assembling of this Congress, some years ago, in the earnest desire of this Government to have it a success there was engendered the thought that the Big Republic was running things too much its own way and the result was not all that could be desired. That feature of the gathering will be wholly wanting this time. The selection of Mexico as the place for the coming session is a move in the right direction. The representative men of the different Republics will meet in a locality nearer home and, removed from what some of them have felt to be the "overshadowing" influence of their powerful neighbor of the North, will discuss with greater freedom the common concerns of all. That representatives from the United States will be there there is little doubt. That they will take the greatest interest in the deliberations of that body it is hardly necessary to say; but this country will be heard from mostly from the back seat.

Once assembled, there will be enough to talk about. First and foremost it is to be hoped that there will be a oneness of thought, felt and expressed, in regard to the duty of republics as such and a determination to tolerate no interference from or by other forms of government. "In union there is strength;" and a union of Western Republics bound by a common thought peculiarly Republican will do much to forward that National advancement which it is the aim of all to secure.

That the Nicaragua Canal will have an early place in the proceedings may be considered certain. On this subject it is to be expected that this country will secure the privileges of the floor—and make good use of them. Here will center the greatest interest of the Congress, for directly and indirectly that will cover the whole object of the gathering. The commerce of the continent centers there. That commerce will give a new impulse to the business of the whole Western Hemisphere and will add largely to the traffic of the whole world. This in itself will tend to strengthen the already growing relations between the two Americas and will lead them to insist on defending the Canal as it seems best for the public good, they who have built and own the Canal being the only parties to settle the question, without suggestion or interference.

The Congress will not adjourn without a clear understanding of the position of this Republic in regard to its intentions towards the others. In spite of prevailing opinion to the contrary, there never has been, is not now, nor ever will be, a thought, much less a desire, to acquire territory by absorption or expansion or any other process which shall destroy a sister republic. "Live and let live" is the Republican idea and, with this idea alone in its heart, the United States stands only as a powerful friend—and, if need be, protector—of its weaker sisters against all forms of European aggression in their behalf.

If these objects can be attained the Congress will be a noteworthy one and one which will be in every way a benefit to all concerned.

DEMORALIZING LITERATURE.

It has been asked what sorts of books, outside of educational publications, are most salable. The reply would be, naturally, works of fiction, romances and stories. But what sort of fiction?

Leaving out such stories as the Arabian Nights, fairy tales and the romances and stories of Walter Scott, Alexander Dumas and others of the immortals of a past generation, and coming down to the writings of the present day, many good people will be shocked to hear that the books which meet with the most extensive demand are those which are notoriously immoral.

There, for instance, is the translation into English of Alphonse Daudet's Sapho. Probably it was not enjoying any special popularity until it was brought into extreme notoriety by Olga Nethersole's presentation of its scenes on the stage. That brought it into great publicity, and it attained immensely greater public attention after a judicial examination in New York City, in which the morality of Miss Nethersole's play, and of the book upon which it was based, was called into question.

As the result of the special advertising thus received, the sales of Sapho have doubtless reached a million copies. But that is not an isolated case. There are immoral books by American writers—Albert Ross, for instance—that have been sold in as great numbers, according to accounts.

These immoral books, many of which are beastly in their gross indecency, are usually put up in cheap paper bindings, so as to place them in the reach of youths of both sexes, and of persons of small means. There is no trouble in finding publishers for such books, which are displayed unblushingly on the counters of every bookseller in the country. The effect of the widespread circulation of immoral so-called literature is terrible, and is being manifested in the rapid degradation of the social and political standard in all large cities of the union.

In rare instances works of fiction in which the decencies and conventions of human life are maintained enjoy large sales, say 10,000, 20,000, 50,000, or even 100,000 copies; but this is something that not even the most celebrated writers of decent stories can count on. They can not compete for popularity and profits with the concocters of farragos of social filth and moral depravity. This is something for the statesmen and philanthropists, as well as the Christian clergy, to consider.

Human society can stand up against every species of assault save the degradation that comes from social depravity. It is that alone which can destroy family life. The family is the foundation of the state. Whatever saps the foundation drags down the entire superstructure.

Butter and Eggs

Observations by a Gotham Egg Man.

If the present prices ruling for eggs in this country were proven by experience to be the natural minimum; if surplus beyond the consumptive needs of the country could be stored on the basis of these prices and unloaded later in the year at a reasonably sure profit, there would perhaps be no need to look for an export outlet for American eggs in order to provide sale for our entire product at prices profitable to producers. If these propositions were true it would even be possible to extend still further our enormous egg producing capacity on a profitable basis. But experience has shown that when speculative absorption of stock in the height of the season is so great as to maintain prices on the present level the unloading values are often not high enough to correspond and while producers get a relatively full rate for their stock the merchants who hold the goods average a net loss. Last season the quantity of stored eggs was so great that during the winter a good many thousand cases were forced off upon foreign markets without any adequate consideration of their needs or any attempt to meet them, and the results, while not always bad, were, on the average, unfortunate. Clearly if it is going to be necessary to unload a part of our egg production abroad it would be best to arrange for the possibility with some knowledge of the requirements of those markets, so that the best possible results shall be obtained.

Some investigations which I have been able to make as to the chances of an outlet in Great Britain lead to the conclusion that, if spring prices for eggs in this country were allowed to fall to the lowest point at which the heavy spring production would be marketed on a fairly profitable basis to producers, we might expect a European outlet during the fall on a basis profitable to holders. This result can be secured only by a lessening of the present speculative demand or by an increase in production, and I am inclined to believe that in either of these two ways it will ultimately be realized. If speculative buyers should find a profitable outlet for their purchases at present cost it is quite probable that production of eggs in this country will go on increasing rapidly until it becomes so great as to cause lower spring prices; if these operations continue unprofitable on the whole, as they were last year on only a slightly higher level of cost, the speculative demand for holdings will ultimately decrease and produce the same result. In either case the possibility for export development would be great. Furthermore, if domestic markets next fall should fail to absorb the quantity carried it may prove necessary to unload some stock abroad even if the outlet is not as profitable as desired, and it would not be amiss for speculative holders to have some regard for the possibilities of European trade while packing at least a part of their present accumulations.

The present value of Danish eggs in Liverpool is about 13½c, 15c and 16c per doz. for three grades, called small, medium and heavy, the required weights being 15, 16 and 17½@18 pounds per 10 dozen. These weights show a larger average run of eggs than we produce in this country, although they could of course be duplicated if the assortment

were close enough. But even if the stock did not reach the heaviest grade it would doubtless find market if of definite and reliable weights as marked. European factors are now contracting for large quantities of eggs in Canada, chiefly limed, on the basis of 45 pounds and over to the 30 dozen case. Canada shipped to England last year nearly 195,000 cases of eggs and I understand that upwards of 40,000 cases have been contracted for already for next fall's shipments. English exporters stand ready to make contracts here also at a premium above current rates for specified weights, but they are making little progress because of the relatively high prices prevailing for less closely assorted eggs. However, if there is an outlet abroad next fall those who have goods fit to produce best results in British markets will undoubtedly have an advantage in unloading which others will not possess.

* * *

It appears to me that the weight system of grading eggs is the only sensible one. Trade rules which specify requirements for certain grades as "large" or "reasonably good size" are indefinite and unsatisfactory; eggs can not be easily measured, even if the dimensions of "large" or "reasonably large" were fixed by rule. But eggs may easily be weighed and an inspector who examines 10 or 20 cases of eggs could weigh them quickly and easily at the same time. I am inclined to think that our Exchange rules would be much improved if instead of prescribing extras as "all large" and firsts as "of reasonably good size" they would fix the average weight of extras as say 48 pounds to the 30 dozen case and of firsts at say 43 pounds—the proper specifications to be determined by investigation.

* * *

When in Nebraska last February I found among experienced egg men with whom I conversed a decidedly unfavorable opinion as to the merits of the so-called "odorless" egg filler. Many had had very bad results from their use, and it was evident that they had found so many of the fillers sold as "odorless" of unsatisfactory quality—imparting taints to the eggs—that they were afraid of them. I notice the same objection among men of the trade here and only last week a case came to my notice where a buyer for cold storage turned down a carload of fancy storage packed goods for no other reason than that they were packed in so-called "odorless" fillers. There may be some "odorless" fillers which are unobjectionable; in fact, we have seen testimonials from some packers which were very favorable; but it is certain that much of the so-called "odorless" board has been seriously damaging to the eggs with which they were used.—N. Y. Produce Review.

Fair Exchange.

She drew a dime from her purse and put it between her teeth, while she crowded back the contents of the bag and snapped it shut.

When the conductor came along she took the coin from her mouth and extended it to him.

He saw the action, and at once placed a nickel between his lips. Then he took the dime and handed her the nickel.

"A fair exchange, ma'am," he pleasantly said.

"Of what?" she haughtily asked.

"Of microbes," he replied, and passed along.

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.

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 or Bradstreet's Agencies.

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.

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.



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

The Meat Market

Excellent Advertising Done by an Iowa Market.

A. F. & L. J. Kramer, proprietors of the "Yellow Front" market, Elkader, Iowa, are progressive butchers and persistent advertisers. They use a 5 inch space in their local paper, and always use it to good advantage. In a letter I have received from them they say:

We believe in publicity, and use all means to put our market and its goods before the buying public.

They use other methods to accomplish the purpose besides newspaper advertising. Whenever anything yellow is seen in Elkader it is at once connected in the mind of the observer with the Kramers' market. Their two-story brick building is painted yellow, their wagons are yellow, their lard pails are yellow and all of their stationery is of the same hue. The Kramers are young men, one being 27 and the other 25 years of age. On January 1 of this year they bought the business from their father, and since then it has boomed considerably. Louis Kramer writes the advertisements and does the window dressing. A. Kramer superintends the making of sausage, curing of meats and slaughtering. Besides dealing in meats they sell fish, canned goods and vegetables. They get out artistic announcements, but don't say very much about meat in them. I have half a dozen samples of their advertisements. Two of them are devoted exclusively to fish; one to vegetables; one to horse-radish; one to meat exclusively, and the other to meat and vegetables. One thing I like about their advertisements is that each has a border, which makes it noticeable. An advertisement without a border reminds me of a picture without a frame. It costs no more for an advertisement with a border than for one without. By all means, have borders on your advertisements. It increases their value 50 per cent. I am going to reproduce here the 5 inch advertisement devoted to meats almost exclusively—the mention of flowers being the exception. It is an advertisement that would appeal to the fancy trade—to people who wanted good meats and were not particular about the price. This is the class of trade, I presume, to which the "Yellow Front" market caters. Here is the advertisement:

Good Things to Eat.

When you are about to get up a nice dinner, let us serve you. We can furnish you with nearly everything from the first to the last course—even to floral decorations if you like. For an ordinary every day or Sunday dinner let us put you up a nice Roast of Beef. We'll fix it so nice that it'll make your mouth water to look at it. Let us serve you.

KRAMERS' MARKET,

A. F. & L. J. Kramer, Props.

To a woman who desired to get up a particularly nice dinner the above advertisement would appeal very strongly. The wording is such that one's mouth does water in anticipation, without having seen the "nice roast of beef." If that advertisement did not create a big demand for roasts I am a poor prophet. Another thing I note about the Kramers' announcements is the absence of prices, or any reference to them. There is no mention of low prices or

cheapness. Full play is brought into the quality, however. That is an excellent point. Another of their advertisements contains a very complete and excellent menu, along with the statement that they can supply every one of the articles mentioned. Then follows this:

FOR LUNCHEON OR COLD SUPPERS

Chipped Beef Summer Sausage
Salami Bologna Boiled Ham
Head Cheese Liver Sausage Mettwurst
Knoblauchwurst Frankforts
Blood Sausage Pickled Honeycomb Tripe
Pickled Hocks Boneless Pigs' Feet

We guarantee everything we sell. If it isn't right, return it and we'll make it right or money back; we insist that you do this. Always go to

KRAMERS' MARKET.

A. F. & L. J. Kramer, Props.

Out of town orders filled promptly with care.

The offer to refund money for unsatisfactory purchases is not often made in meat market advertising, and the Kramers make it in such a hearty, emphatic way that one can not help but believe they are in earnest. Altogether the samples they have sent me are good, but I should like to have more of them that mention meat more particularly. I have been promised others and shall await their arrival anxiously. The idea I have gained of the "Yellow Front" market from its advertisements would induce me to deal there if I lived in Elkader.—Jonathan Price in Butchers' Advocate.

German Sausage Seasonings.

No. 6.

3 lbs. pepper.
6 ozs. pimento.
5 ozs. Jamaica ginger.
6¼ lbs. salt.

No. 7.

4 lbs. ground white pepper.
5 ozs. nutmeg.
7 ozs. ginger.
9¼ lbs. salt.

No. 8.

5 lbs. black pepper.
7½ ozs. nutmeg.
2¼ ozs. cloves.
1½ ozs. garlic.
11¼ lbs. salt.

No. 9.

2 lbs. ground black pepper.
1 oz. garlic.
3 ozs. ginger.
4¼ lbs. salt.

No. 10.

5 lbs. ground white pepper.
1 oz. ginger.
7 ozs. marjoram.
11 lbs. salt.

No. 11.

3 lbs. pepper.
3 ozs. saltpetre.
1½ ozs. cloves.
6¼ lbs. salt.

No. 12.

6 lbs. pepper.
6 ozs. nutmeg.
1½ ozs. garlic.
12¼ lbs. salt.

Varnishing butter is a distinctly fin de siecle idea, but they do it in France, to make the butter keep. The varnish is very strong syrup, which is applied warm. The heat melts the surface of the butter, which mingles with the syrup. The latter sets very rapidly and covers the butter with a crystalline layer of sugar, which is impervious to microbes, whether those who make their living by the manufacture of butyric acid or any others. At the same time it goes without saying that the varnish offers no impediment to spreading the butter on bread.

Hammond, Standish & Co., Detroit, Mich.

Pork Packers and Wholesale Provision Dealers, Curers of the celebrated brands, "Apex" and Excelsior Hams, Bacon and Lard, Cooked Boned Hams, Sausage and warm weather delicacies of all kinds.

Our packing house is under U. S. Government inspection.

Butterine

Made in our wholly original and scientific manner is a food product superior to butter.

"Purity" Butterine

Is a "money saver" for the consumer and a "money maker" for the dealer. The great loss and inconvenience occasioned by butter becoming strong and rancid during warm weather are entirely overcome in our "perfect" butterine, which makes it more of a summer product than butter. A "leader" with all leading grocers.

THE CAPITAL CITY DAIRY CO.,
COLUMBUS, O.

=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.

Coupon Books for Meat Dealers

We manufacture four kinds of coupon books and sell them all on the same basis, irrespective of size, shape or denomination. Free samples on application.

Tradesman Company, Grand Rapids, Mich.

Dry Goods

The Dry Goods Market.

Staple Cottons—Both bleached and brown cottons are firm in the leading brands and only comparatively unimportant lines show irregularities. All coarse colored cottons are firm where there is any show of prompt delivery, but for future business there is a tendency on the part of dealers to make it easier for the buyers.

Prints—Calicoes are firm in all staples, but there is some irregularity to be found in the fancies. This is unimportant, as it was only done to clear up certain lines. Where these concessions have been made, they have resulted in accomplishing this purpose very effectually. It is a question now what the printers are going to do about fancy calicoes for fall. It is time that all were in line, and had their preparations made, yet several large concerns are reported as having made practically no special arrangements as yet. There have been sales of gray cloths at ¼ c a yard more than they were held at two weeks ago.

Ginghams—Ginghams retain their old strong position, and, in fact, there is very little to be found that is desirable. Both staples and fancies are well taken care of and prices are very strong in all lines.

Dress Goods—The dress goods market is wellnigh featureless. The business now under way is very small and of little importance. Initial purchases have been practically completed, and manufacturers know pretty well how they stand and the amount of business they can still take care of. The average maker of fancies is not very favorably impressed when he looks over his order book and compares the total volume of work in hand with the capacity of his plant. Under such a condition, there is more or less uncertainty reflected in the way the fancy goods manufacturer carries himself. "A bird in the hand is worth two in the bush," and the difference between the manufacturer of plain goods and the maker of fancies is that the former has the bird in hand, while the latter must wait on the future. Serges, broadcloths and venetians have been strong leaders, and makers thereof have no reason to dread the future, as their season is strongly assured. Suiting fabrics are dependent upon the success awaiting the showing of the suit-makers' lines. The cloakmaker has gone slowly in the matter of purchases, sample pieces being the basis of a good portion of the orders, consequently the cloaking trade is awaiting the duplicating period with more or less anxiety, as is the manufacturer of fancy dress goods and suiting fabrics.

Knit Goods—Higher grades of goods have sold so well that the mills will devote a large part of their time to the manufacture of the better class of goods. There is very little doubt that both wool and cotton underwear will open at an advance. How great the advance will be it is, of course, impossible to say, but we venture to predict that the average rise will not be under 15 per cent. Balbriggans, which have been in such great demand, will very likely continue to lead the market. An agent who controls these lines largely expressed his opinion that there would be no \$1.00 balbriggans. Those that were selling at that price, in his opinion, would open at \$2.15.

Hosiery—The situation in the wool

hosiery market is quiet, the mills having sold up their capacity for at least six months to come. The same holds good in fleeced hosiery. Slow delivery from foreign manufacturers is the cause of a scarcity of cotton hosiery in spot goods. Importers have contracted a large amount of business, and many of their lines are becoming rapidly depleted. Low-grade, full-fashioned hosiery has been one of the best sellers, and the demand for polka dots shows no sign of decreasing. A large jobbing house is showing a very attractive line of ladies' lisle hose in black and fancy colors. These goods have had a very large sale, and are somewhat scarce, and find plenty of buyers at the prices asked, from \$4 to \$12 per dozen. Genuine mercerized cotton hose have found quite a good deal of favor among buyers, and command good prices. Imitations do not have as good a run, as they suffer from comparison with lisle thread and other finer grades of hose. Ladies' hosiery in large patterns is among the season's leaders.

Carpets—There is still very little activity shown in the carpet trade. Both the wholesale and retail trade continue slow, although the retail trade has picked up a little since our last report, and what call there is for carpets tends toward the better grades. Manufacturers are not receiving many duplicate orders for the reason stated above. When the retailers are idle, no carpets are cut up, and the old stocks will have to be cut up before they will order new supplies. The retailers are disappointed in that the season is so backward. The only busy end is among the mills which are working still on old orders. Some of the manufacturers have completed their samples for the fall trade and are ready to show them. The fall season will be opened up later than usual. Some of the largest selling agents will not show their new goods until June 1 instead of May 1, as previously. Most of the manufacturers will not be ready for the fall business until the middle of May or first of June, as we stated before. Prices of all grades of carpets will no doubt be considerably advanced. It is certain that carpets in which cotton yarns figure will have to be advanced, as those yarns are high, and the prices are firm.

Curtains—Damascus, Algerian and Roman stripes are among the best sellers to-day, and range in price, wholesale, from \$4 to \$5 per pair for best grades. Medium grades sell at \$3 to \$3.50; common grades, \$1.75. This line of goods is made in very attractive colorings.

The Man Who Does Not Advertise.

The man who does not advertise simply because his grandfather did not ought to wear knee breeches and a queue.

The man who does not advertise because it costs money should quit paying rent for the same reason.

The man who does not advertise because he tried it and failed should throw away his cigar because the light went out.

The man who does not advertise because he doesn't know how himself ought to stop eating because he can't cook.

The man who doesn't advertise because somebody said it did not pay ought not to believe that the world is round because the ancients said it was flat.

The Shopping Paradox.

"These prosperity prices make living awfully high."

"Not for me; I've found out that when things were cheap I bought a lot of stuff I didn't really need."



Two Dollars

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

Voigt, Herpolsheimer & Co.,

Wholesale Dry Goods,

Grand Rapids, Mich.



Michigan Suspender

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

Michigan Suspender Company,

Plainwell, Mich.



A Pointer

We are not doing a grand stand play, but actual business, and what we want is business, and we want some of your business, and anything we can do to show you that we mean business we would be pleased to do. We will send you samples or quote you prices, or have our traveling man call on you if possible.

Yours for business,

P. STEKETEE & SONS, Wholesale Dry Goods

Grand Rapids, Michigan

Untrimmed Straw Hats

We carry a complete stock of

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.

Clothing

Spring Styles in Suits, Overcoats and Waistcoats.

Spring Suits: This spring there will be very few changes in spring suits, and those few changes that will take place will not be of the radical order, but will, as a rule, be some slight deviation in some of the details. Clothes that are worn loosely are cooler than those that fit the figure more snugly, and for that reason the English fashion of wearing clothes hanging rather loose will be followed the coming spring to a greater extent than usual. Trousers, of which the variety of patterns seems endless, will follow this rule, and will not be worn as tight as last spring. Suits of worsted will be the most popular, while flannels will be worn much more extensively than has been the case for a number of years. An unusually varied assortment of patterns will be found, stripes perhaps predominating, although there will be found plenty of customers for checks and plaids. The colors that will find most favor are light grays and browns, while various mixtures of certain greens always find plenty of admirers. Nearly all suits of flannel will be striped, dark grays and dark blues being the colors worn mostly. There will be nothing flashy about them, one of their chief advantages being their plainness. Of course, that ever popular suit, the blue serge, will make its appearance in large numbers. Its popularity is well justified, as it is a cool garment, and looks natty, especially if worn with white duck trousers. The suit that will lead all others in popularity for general business wear will be the sack suit; in fact, it is more popular than has been the case for a good many years. It will generally be made single-breasted with broad shoulders, padded if needed, a tight waist and fitting snug on the back, giving the wearer a decidedly athletic look. It will have three seams in the back, and will be about four inches less than one-half the wearer's height. A certain number of men will stick to the three-button cutaway or walking frock. This will have a center seam, although this is not compulsory. It is also wholly optional as to whether an outside breast pocket should be worn or not. A plain or fancy vest may be worn with this coat, the most fashionable dressers preferring a double breasted fancy vest. There will not be enough change in tuxedos and evening dress to call for any comment.

Overcoats: From present indications, the spring coat that will attain the greatest degree of popularity will be the covert top coat, Raglan and Chesterfield, following in the order named, while exclusive dressers will also wear either the paddock or the paletot, a coat that is like a frock coat in many respects. The waist length is about three inches more than one-fourth the wearer's height, while the full length is about the same as that of the paddock. It will further resemble the paddock in collar and sleeve finish. The street covert will be short, moderately full, no seam in the back and vented side seams. The height will be about one-half that of the wearer, and the shoulders will resemble in shape those of the Chesterfield. It remains to be seen with what favor the Raglan will be received as a spring garment. So far it has answered more purposes than any other coat that we know of. It was worn in cold weather,

rainy weather, fine weather, for Sunday, business, and has been used in athletic games to wrap around contestants after the various events, and there is reason to believe that it will be worn a great deal during the spring. There is a diversity of opinion as to its superiority over the covert coat as a spring garment, its admirers claiming that its very looseness makes it a cooler and more comfortable garment than its more snugly fitting competitor.

Fancy Waistcoats: It is believed by the best authorities that fancy waistcoats will not command much favor with the best dressers, excepting when worn with golf or bicycle suits. Excessive popularity and the imitation of nearly all the patterns represented in the finer class of goods in the cheaper lines make an exclusive dresser hesitate to pay \$6 for a vest which, as far as looks are concerned, does not seem better than one for \$2.50 or even less. The waistcoats that are seen in the windows of the retailers are marked by a degree of gorgeousness that puts one in mind of the flowered waistcoats worn in the last century. No creation seems too elaborate, and while appearing very pretty in the windows, it takes a man of rare discrimination to wear one of the above-mentioned kind with clothes that will effect a harmonious blending of colors. For men who favor fancy waistcoats, and yet do not like to appear overloud as regards attire, there are plenty of fancy waistcoats of quiet colors and patterns that are every bit as stylish and effective, and much more genteel than those of the more pronounced type. Dark browns, grays and blacks, with faint checks or small figures worked in, are seen in great profusion, and will be the kind mostly worn by careful dressers. A novelty was observed in one of the Fifth avenue tailoring establishments. The vest was of the double-breasted, collarless order, but the double-breasted effect took an inward slope, until at the bottom there was only one button, the two rows of buttons forming a V. The pattern was a pretty plaid, and the whole effect was, besides original, very "nobby." A very pretty effect was noticed in another establishment, situated on Broadway. It was a vest, evidently made to be worn for golfing. The color was a dull red, with small figures representing golf sticks crossing each other embroidered thereon in light blue.

The Pastor Was Wise.

In a certain wine growing community of France a congregation once agreed to present their pastor with a cask of wine. As pretty nearly every member of the congregation was in the wine growing business, it was considered that the best way to do it was for each man to bring a jug and empty it into a cask and it would not be a burden on any one particularly and the pastor would have a cask of wine. But there was one of those self-sufficient people who have a patent way of doing business, who did not see what there was in it for him, and he thought he would bring a jug of water. He did so, and he did not think anyone was going to find it out, but there were about eighty-five others out of the congregation of eighty-six that thought the same way. When the preacher opened the cask of wine he found it was all water. The next morning, being Sunday, the preacher was very dramatic; he looked right straight at one particular man and said: "Yesterday when you people presented me with a cask of wine, one man brought a jug of water. I won't mention his name, but if he will replace that with a jug of wine tomorrow, I will keep quiet about it." There were eighty-six jugs of wine there next morning.

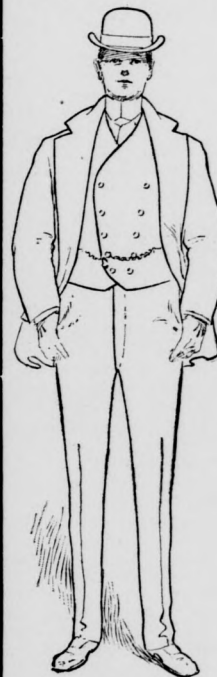
Duck Coats



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.

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You can have them too—they'll be shipped the day we get your order—an elegant line of

Men's Serge Suits

Single or double breasted, up to date and right in every way at prices ranging from

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We're also showing a complete line of

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In serge (skeleton) coats and vests at

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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.

Fruits and Produce.

Suggestions Regarding Berry Packages
By a Buffalo Dealer.

Written for the Tradesman.

There are two questions, that of packages and marketing of fruit, which we think are of vital importance, and the longer we are in business, the more it is impressed upon our minds and often we are amazed at the quantities of good fruit spoiled in the package because of the improper packing and shipping.

It is a matter of great surprise to notice how many good growers there are who do not seem to realize the importance about getting their goods to market or consumer. It is puzzling to reconcile the fact that a grower will put his energies and his will to master the details of cultivation, with the other fact that, after doing all this, he will sacrifice results through his ignorance of packing, shipping and marketing requirements. Yet such is the case with the majority of growers.

We will take up the subject of packages first. The most important thing to do is to get a uniform package; that is, the regular standard quart crate, in which the baskets fill the crate and not such as we have often seen, crates in which the baskets come within two inches of the top or side and are then stuffed with leaves or some other material, so that when the crates get to the market the berries are spilled all over the crate and from one basket to another. Not only that, but the crate has an ugly appearance and the berries are sold for less than half of the amount saved in the difference between a nice neat package and an old one.

Another point in regard to the crate is that the ventilated crate is the best, for these reasons: When the berries are loaded in a car they are piled up against each other, sometimes without any space between them for ventilation. If the ventilated crate is piled that way, there is a chance for the air to circulate around each crate as well as each basket in the crate, whereas if they were in a tight package, only the top row in each crate of the top row in the car will get the benefit of the cold air in the car. Another thing is to have a good strong crate, so that those on the bottom of the car will be in as good condition as those on the top. We have seen a great many cars where the bottom row was all crushed out of shape. Those berries must necessarily be sold cheap and sometimes the best berries are in those crates.

In regard to packing, the baskets should be well filled and shaken, so that when they reach the consumer they will be in the same condition. The bottom of every quart should be as good as those on top and the top quarts should be as good as those in the bottom of the crate—not, as we have seen, a great many quarts with elegant berries on the top and on the bottom berries that should never have been picked. Every grower should have a shed or covering near his berry patch and have the pickers bring their berries there. Then he should have some packers there who know how to pack berries and these packers should examine every quart and see that there are no berries in the basket or crate which should not be there. In packing them the bottom of the crate should be as the top. The No. 2 berries should be in a crate by themselves and so marked. The consumer who buys a crate of those berries to-day will come

back to-morrow and ask for the same shipper's berries, whereas if they were not put up properly, he would look for others and not buy that shipper's berries, because he knows that they were not the same as represented on the top crate or basket.

In regard to loading: The first thing to do is to get your car the day before loading and put the ice in it, so that when you get ready to load your car will be cold. Nine times out of ten, the crates and baskets have been out in the sun all day and naturally are heated, and where there are so many in the car it becomes very warm before starting and the consequence is your berries are soft when they reach the market, notwithstanding the ice boxes were filled with ice when loaded. When loading your berries in a car, leave a space of about four to six inches between each crate, then take lathes and lay across the top and nail each crate so that when the berries reach their destination, they are in the same condition as when loaded and the cold air has been circulating around each crate all the time.

When the car is loaded, close the doors and then fill the ice boxes full; but before loading see that your car is swept out clean and is perfectly sweet. Another small thing which is very important to the consignee is, do not fail to put a memorandum of contents of each car, giving shipper's name and how many crates he has, on the inside of the door, as it is a great help to him when he unloads the car. H. E. Rogers.

Acuteness of Mrs. Hen's Sense of Hearing.
From the New York Sun.

Anybody can see that the hen is a great natural hearer. Even a superficial observer would not take the jack rabbit, with all his ears, for the hen's equal in detecting sounds. The hen's characteristic attitude is that of listening. When the adult hen shifts her pose it is to take on the appearance of listening with the other ear. She is ambi-auricular.

Nobody has seen a mother hen scanning the sky for birds of prey; yet no hawk ever described many circles above her brood before she had hustled her chicks out of sight and ruffed the feathers on her neck as if she had heard a swish of pinions far above as the threatening s-reck tacked wings in his flight. This phenomenal ability of the hen to distinguish sounds is utilized in an interesting way by a community of hens in the Wabash region of the Hoosier commonwealth. The facts are presented herewith upon the authority of several reputable and esteemed contemporaries of the Central West. At Monon, Ind., the junction of the Monon main line and the Indianapolis division, two through trains meet daily, and the dining cars are run onto sidings, where the cooks clean up the kitchens, throwing out the culinary odds and ends. These trains are met with clockwork regularity by the hens of the vicinity, and the scraps thrown overboard furnish them with more than acceptable picking. This is in no way out of the ordinary, but the interesting part has not been told.

It is asserted, and vouched for, that these hens, so acute is their sense of hearing, can distinguish the whistles of the dining-car trains from those of the local passenger and the freight trains, or even from that of a locomotive running wild, and that they sit placidly on their nests or scratch gravel in a nonchalant way upon the approach of all locomotives save those pulling the dining cars. And this is not all. These same hens can distinguish the whistles of the locomotives on the dining-car trains at incredible distances, so that if one of these trains is twenty minutes late, for instance, intending passengers do not look at the blackboard bulletin, but merely note the distance of the hens picking their way toward the crossing. It is asserted, moreover, that Hoosiers the-reabouts of a mathematical turn of mind have an easy system of setting their clocks and watches to railroad time by the movements of these sharp-hearing hens.



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.

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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.

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.

GOTHAM GOSSIP.

News From the Metropolis—Index To the Market.

Special Correspondence.

New York, April 28:—The coffee market during the week has gained strength and the situation is more encouraging than for some time. The spot market for Rio No. 7 is steady at 8c. Jobbers have had a fair trade, although there is no special anxiety on the part of purchasers. In store and afloat the amount aggregates 1,003,599 bags, against 1,260,596 bags at the same time last year. In sympathy with Brazil's market for West India growths has taken on more strength and buyers are reported generally as being rather more disposed to do business on prevailing basis. Fair to good Cucuta is worth $9\frac{1}{2}$ @ $10\frac{1}{4}$ c.

The tea market is as dull as can be and jobbers have only the one report, nothing doing. Prices are unsteady and a shrewd buyer might pick up some good bargains by acting with prudence.

The demand is light for refined sugar and buyers take only enough to keep assortments complete. There seems to be an uneasiness in the situation, and yet no one can tell why. There are whole chapters of rumors, which are all denied promptly and declared to be gotten up simply to affect the stock market. Certainly something has affected it most favorably. But sugar itself is uninteresting. Standard granulated remains at the list, 5.15.

There is some call for the medium grades of rice and dealers are doing as well as usual at this season. The Indian famine is diverting large quantities from Japan and Burmah and it is likely that supplies from those countries for the United States will be materially reduced. Choice Southern, $5\frac{3}{8}$ @ $5\frac{1}{2}$ c; head, $5\frac{3}{4}$ @ $6\frac{1}{2}$ c; Japan, $4\frac{3}{4}$ @ 5 c.

Pepper and cloves are firm. Other lines of spices are more or less unsteady. Sellers are seemingly indifferent and not inclined to shade prices unless it should be found absolutely necessary—which it generally is. Zanzibar cloves, 9 @ $9\frac{1}{4}$ c; Amboyna, $11\frac{1}{2}$ @ $12\frac{1}{2}$ c; Singapore pepper, $12\frac{1}{2}$ @ $12\frac{3}{4}$ c; West Coast, 12 @ $12\frac{1}{4}$ c.

The market for New Orleans molasses is quiet, but prices are firmly maintained and sellers seem to show no anxiety to part with holdings save at full prices. Good to prime Centrifugal, 20 @ 35 @ 37 c; open kettle, 44 @ 55 c.

There is little doing in syrups. Supplies are not large but sufficient to go around, and prices are practically unchanged.

In canned goods no change has been reported from any quarter. Very little is doing, either in spot or futures, and the dullness of the past month seems to last. Prices on almost every article remain the same as last week. Tomatoes seem to be taken with rather more freedom, but, as a rule, the market is not especially encouraging.

California dried fruits sell at present in favor of the buyer. The whole market is extremely quiet and lots being worked off are of the smallest dimensions. The situation is not likely to be much better for some time, as the supply of green stuff increases daily and people "politely but firmly" decline to eat dried fruit when they can get the other.

The butter market has gained strength since the last report and, with better demand and supplies not excessive, the undertone is strong. Best Western creamery commands $18\frac{1}{2}$ c; thirds to firsts, $15\frac{1}{2}$ @ 18 c; imitation creamery, Western, $14\frac{1}{2}$ @ 16 c; Western factory, $13\frac{1}{2}$ @ $14\frac{1}{2}$ c.

There is a fairly steady market in cheese, with finest full cream colored new cheese fetching $11\frac{1}{2}$ @ $11\frac{1}{4}$ c, and old about 1c more.

Really desirable eggs are in rather light supply and the arrivals show a large proportion of goods which will not stand the test and sell accordingly. Quotations for Western range from $11\frac{1}{2}$ @ 13 c.

Steady Decrease in the Buckwheat Crop.

What is the matter with buckwheat? Cakes made of it and eaten warm are

regarded as very nutritious and are still a favorite article of food with many thousands, but for all that the cultivation of the grain is steadily declining. It must be that a great many have stopped eating buckwheat cakes, for there is certainly a great deal less buckwheat to be eaten than in former days.

Thirty-five years ago the farmers of our country sowed, every year, over 1,000,000 acres in buckwheat. Since then the crop has sometimes been larger, sometimes smaller, but, on the whole, the acreage and yield have been almost steadily decreasing. In 1898, the acreage was 678,332, only a little more than half of that of thirty-five years ago, and the yield was only 11,700,000 bushels, which was just about one-half the yield at the close of the civil war.

No explanation of this great decline in buckwheat raising has been made. It is probable, however, that the unreliability of the crop, which is sometimes large and sometimes small, without any apparent reason for the variation, has discouraged a great many farmers. Another reason for the decline may be the larger use within the past few years of cereal preparations, especially wheat, all of which come under the general designation of hygienic foods. These preparations have probably won many persons from their allegiance to buckwheat cakes.

If buckwheat raising continues to decline, perhaps the bees most of all will miss the fields, for they are very partial to the flowers of this plant, which secrete a great deal of honey, that is not, however, of the first quality, as everybody knows who has eaten it.

Buckwheat is not raised widely over the world, and this fact makes its decline in America, where it is most largely grown, all the more interesting. Russia and France are about the only countries in Europe that produce it, and Great Britain has never taken kindly to buckwheat cakes and imports very little of the grain.

What Made the Sky Scraper Possible.

Perhaps the most striking product of American ingenuity is the modern twenty or thirty story office building, a type of structure rendered possible by two comparatively new inventions, the passenger elevator and improved steel. Nowadays every high building in America is erected on a skeleton of steel, which has to be of a certain quality in order to bear the weight, and the production of such metal depends upon processes not long known. As for the passenger elevator, the first devices of the kind were introduced not more than thirty years ago. The dwellings of a hundred years ago—even those of the rich—were vastly less comfortable than those of to-day. They were not provided with running water, which in the laborer's cottage of the present time is regarded as an indispensable requisite to comfort. What is called modern plumbing was, of course, unknown, and the luxurious bathroom, with its hot and cold water and sanitary apparatus, was as yet unheard of. There were not even comfortable stoves, and hot-air furnaces were a thing of the future. Nobody had yet thought of steam heating.

The First Iron Plow.

It would be difficult to say who made the first iron plow, but in Scotland a contemporary says the inventor was an humble Scotch blacksmith named William Allan. His modesty was so great that after he had made his first plow, and it did satisfactory work on his own farm, he declined to make a second for neighboring gentlemen on the plea that he was not as good a blacksmith as the gentlemen ought to have, and recommended a neighbor of his named Gray. The latter became rich at the business, while Allan remained as poor as ever.

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.

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
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COLD STORAGE

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

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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.

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

Shoes and Leather

Rubber Shoe Styles for 1900.

Style in rubber footwear is a factor to-day equaling, if not eclipsing, the importance of the trademark in determining at which factory the dealer shall place his order. Appreciation of this truth has gradually developed among the managers of the great companies, who have been puzzled to know the cause of accumulations of "out-of-style" goods, with the attendant auction sales in years past. Now the most enterprising of them have each placed this vital detail of style in charge of a competent man, besides making him responsible for the production of the factory with which he is connected. The numerous new concerns starting can not appraise this feature too highly, since the older companies have paid dearly to learn that a rubber is made to go over a leather shoe instead of the leather shoe being made to go into the rubber.

Little choice exists in the matter of wearing qualities among the standard brands. They are practically of uniform excellence so far as compounds go, but in style, fit and finish there are all the variations incident to the products of any industry in which factory superintendents range from those who "know it all," who are ultra conservative, or who admit that the world changes and who appreciate that the one who most quickly and skillfully adapts his product to the varying demands is the one who gets the cream of the trade and the prestige incident to his enterprise. A rubber shoe may look stylish and please the eye, and yet not fit. The artist who can design a shoe which blends the essentials of style and fit with structural strength is the king pin in a rubber factory. The "razor," "needle" and "piccadilly" toes of two seasons ago are such curios to-day in rubber shoes that a few survivors of those once all-popular styles which turned up at a recent auction sale in Boston made people smile. Common sense, so often uncommon, now seems to regulate more than ever the styles on leather shoes. Not only have the pointed toes vanished, but it is extremely doubtful if their opposite, the wide extension edges, will be seen on either men's, boys', youths', women's, misses' or children's shoes after this spring. The tendency is already quite pronounced towards closer trimmed soles. Thinner soles are also expected on men's shoes. The mannish shoes for women, purchased with the expectation that they would render unnecessary the use of rubbers, have been found wanting in protection from dampness in rain and snow, and many women are disappointed at having worn ungainly-looking shoes with no compensating advantages. Rubbers have had to be made for these extreme shoes just the same as for ordinary shoes.

The extremely crooked last has also had its day. From men's down to children's shoes the tendency is away from the crooked last to one following the natural formation of the foot, with roomy toes and a distinct but not accentuated swing. Boys', youths' and the smaller sizes of men's shoes are more plump over the instep than formerly. In misses' and children's spring heel shoes there is also a compromise growing in favor, with the result between the crooked "British" style last and the straight "opera" last. The toes, too, are quite broad and square looking in

some instances. The right and left feature on children's rubber shoes is apt to prove troublesome, owing to their not always getting the rubbers on the right foot. Still the fine trade is demanding these medium toe, right and left rubbers, although some buyers prefer the "opera" straight last as the safer with children.

Consumers now insist on rubbers fitting like gloves, and they are right in their demand. No rubber can wear well if it has not the proper fit. A rubber strained to cover a leather shoe is certain to break. It is the same if the edge of the leather sole extends over the rubber sole. Retailers would save themselves much trouble if they compelled their clerks to fit properly all the overshoes they sell. An excellent rule is that made by the proprietor of one of the most successful retail shoe stores in Boston: When a rubber shoe is brought back by a customer, with complaint of unsatisfactory service, it is carefully examined; if the trouble is due to giving an improper fit, it is charged up and the clerk selling it pays for the shoe. If the brand a dealer carries does not fit his lines of leather shoes he can not change his brand of rubbers too soon.

Clogs are coming into favor again, and yet there is not on the market to-day a properly-constructed clog. This defect will be remedied soon, however. The problem is a difficult one with the extremely low-cut shoe, but at least one company has mastered it, and its new product will be in the market this spring. The "foothold" is another old-style shoe, with many of the special advantages of the clog, that is again coming into favor. More goods of this style were sold in 1899 than for some years past. Formerly it was a great favorite.

Style, fit and finish are factors in the making of rubber shoes of no less importance than the character of the compounds used in the mixing room. The novice who thinks it easy to master these essentials for a rubber factory and goes to making shoes will find sooner or later that the economical production of satisfactory rubber footwear is a rare art.—India Rubber World.

An Unusual Occurrence.

One firm of retail shoe dealers have made themselves notable for a venerable action. A Southern salesman for one of Philadelphia's largest shoe factories called upon the firm under consideration in November last with spring and summer samples. He was informed the firm were not yet ready to place an order, but the buyer would call at the salesman's headquarters in the South and place an order. Time went on, and what was the salesman's astonishment, one morning last week, to receive a letter from the buyer stating it had been impossible for him to make the journey of some 200 miles to see the salesman. This fact in itself was not unusual in the experience of salesmen, but the remarkable part of it was that the buyer enclosed funds so that the salesman might visit the firm at their store free of expense to himself. Such consideration will forever linger in the memory of that salesman, and it is likely he will willingly favor that house whenever opportunity offers.

If you wish your advertisement to reach the minds of men let it deal briefly and sharply with generalities. If you wish to make an impression on the feminine mind, go into details. The typical man sees a thing as a whole; the typical woman sees the constituent parts of it. An hour is an hour to a man; to a woman it is sixty different minutes.

Draw Your Own Conclusion

One thousand cases of Leather Top Rubbers were made in our factory last season and not one pair came back; not a single pair ripped or caused dissatisfaction; not a complaint was registered. Draw your own conclusion. Our this season's Leather Tops are up to this high standard. Our price on them for the coming season is

\$2.00 Per Pair.

Let us book your order now.

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.



If you buy

BRADLEY & METCALF CO.
BOOTS AND SHOES

You buy the best.

MADE IN MILWAUKEE

Patent Leather Shoes Still in Vogue.

It has been more or less dogmatically maintained that the fashion of wearing patent leather boots and shoes by men is on the wane, if not already passed. Now, while true in one sense, such a statement needs a certain amount of qualification. For many months buttoned calf boots have been smart for morning wear, and there is little doubt that, as a change from the tan low shoes, which are to be as much worn as usual this summer, both in and out of town, they will continue to be the mode; nevertheless, patent leather, especially patent leather ties, will by no means be laid aside by the man of fashion.

I even venture to predict that low patent leather shoes will be more worn by men of leisure in the afternoon and evening during the spring and summer than ever before. High patent leather boots, buttoned, of course, for the laced boot has long been out of wear, will be little worn; such is always the case with the coming of warm weather, but the patent leather ties simply can not be spared, for there is nothing to take their place.

Some men may regard summer as a time when evening clothes may be laid aside; and think of the country as any place that is not the city. Newport, Narragansett Pier, Southampton, Tuxedo, Lenox, Seabright, Bar Harbor, all are country compared to New York, and yet does a man pack away his evening clothes when he goes to any one of those places for the summer for a month, for a week, or to spend Sunday? Does he wear his tan shoes or his calf boots when he goes to dinners and to dances, must he always wear his tan shoes or his calf boots when he wishes to spend a quiet hour or two on some shaded cottage veranda, at a club, at a tea, or at a garden party?

For all sports, with the possible exception of riding, patent leather is manifestly out of the question, and, even for riding, tan boots or gaiters are best in summer, but for quiet afternoons and evenings, for dinners and dances, patent leather is as much worn in summer at places where society gathers as it is in the height of the winter season.

Moreover, as I remember having remarked before, there is no other style of footwear so good-looking, judging from present standards of fashion, as well-made patent leather low shoes and handsome silk or lisle thread hose.


The very flat last will continue to be smart for all kinds of shoes; the soles should be of the extension kind, one-quarter of an inch, and almost half an inch in thickness. Nearly all the makers show both high and low boots with pointed vamps running far back, and other fancy leather work, but I have noticed that the best dressed men do not take kindly to such styles, and I advise having only the plain and usual toe vamps.

High tan boots will be little worn, except for shooting and tramping in the woods, when they should be heavy, even to the point of clumsiness, with laces and brass eyelets. The tendency for the past few years has been toward solid and durable-looking boots, rather than in the direction of lightness, daintiness and elegance. —Vogue.

Slot Machine Comes to Rescue of Over-worked Womanhood.

Under the old dispensation, when a woman had few interests and no duties outside of her own family, she did not find herself over-taxed by her household affairs, but now every year adds to

the white woman's burden until she threatens to be crushed by it. Raising one's children is no longer the simple matter it was when one fed them when they were hungry, kissed them when they were good and spanked them when they needed it. Child study and mother congresses have raised it to art requiring highly specialized scientists and set about with so many problems that the average mother gives up the conundrum and lets the children raise themselves. The housewife's duties, too, have expanded. A woman can't rest satisfied now that she is doing all that can be expected of her when she provides her husband with a comfortable home. She knows she must be charmingly dressed when he comes home, meet him with a smile, keep up her accomplishments and keep down her waist measure for his sake, be familiar with the politics and news of the day, and be ready to be grave or gay, interesting or placid, as his mood may require. The difficulties of combining all the qualities of the domestic drudge with the airy graces of a society belle are difficult, not to say impossible. It has seemed so difficult that many women have about come to the conclusion that the only way of settling it will be for a man to have two wives, one of whom could do the smiling, while the other saw after the dinner and kept the children's faces clean. This plan is open to objections, though. No woman wants to accept the vice-presidential nomination on her own family ticket, so the dear creatures have gone worrying along, trying to be ornamental and useful at the same time and making more or less of a failure of both professions. Of course, everybody has pointed out that the only way out of the trouble was to simplify the cumbersome domestic machinery, but nobody has shown how to do it, unless a hint is conveyed in a new idea direct from Paris. This is called "buffet automatique." Translated into good United States that means a quick-feeder. It is simply a gigantic nickel-in-the-slot machine, where you put in your money and get out whatever kind of food you desire. In Paris, Berlin and Vienna they are already having an immense sale. A salon is fitted up with chairs and tables, all of one side of the wall being devoted to a big buffet. Under a glass case are arranged the eatables. You select what you desire, drop a coin that corresponds to our nickel or dime into a slot and the plate, with knife and fork, travels to you down an incline. Tea, wine, coffee and beer are plainly marked on different spouts. You put your coin in the slot and your cup or glass is at once automatically filled. The service is quick, with quantity liberal and the qualities guaranteed, and in some of the buffets 40 different kinds of food and drink are served. Having selected one's lunch, one goes to one of the little tables and eats it in peace and comfort, undisturbed by the baleful eye of the haughty head waiter scanning a modest order with contempt, or by any waiter fidgeting around behind one's chair, with a palm itching for a tip. It is easy to see what a relief it would offer the over-worked women of the land if the buffet automatique could be generally introduced into this country and the housewife could marshal her family up against the slot machine instead of the cooking stove at meal time. Beyond that, however, the buffet automatique presents one feature that will make it a winner in America. It will realize the long-cherished ideal of that class of our fellow-citizens who gobble their food, and who, with its assistance, will be able to accomplish marvels of rapid transit feeding.



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17 Inches High

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Grand Rapids, Mich.

Grand Rapids

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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.

Woman's World

Problems Which Fathers of Marriageable Daughters Have to Face.

Probably one of the most uncomfortable quarters of an hour that the average young man ever puts in is that in which he goes through the ordeal popularly known as "speaking to the old man." Some time previously Henry Adolphus and Maud have made the momentous and interesting discovery that life without each other is as cinders, ashes and dust and that they are the only two people in the entire history of the world who have ever adored each other with a true and deathless devotion. They have settled all the old, sweet questions in the old, sweet way, but when it becomes necessary to confide love's young dream to Maud's critical and unsentimental papa, Henry Adolphus is apt to feel that he has suddenly come in contact with a large, cold wet blanket that sends the cold shivers chasing up and down his spine.

Of course, there may be extenuating circumstances that rob the situation of its terrors and make the parental "bless you, my children" a foregone conclusion. If Henry Adolphus can offer Maud a carriage and a pair and other appurtenances of wealth, he is sure of getting the glad hand and a rapturous welcome into the bosom of her family. If even he belongs to the same financial stratum, no one is liable to put in any obstructions to prevent the course of true love running smoothly on to the altar. It is only Henry Adolphus who has nothing to offer Maud but the work of his strong young hands and the love of his true young heart who finds out when he goes to interview old Moneybags about his daughter's hand that life may still offer—upon occasion—a very good imitation of the inquisition and the rack. There's no blessing waiting on tap for him. No genial, smiling welcome. Instead Maud's revered and prosperous parent glares at him over the tops of his gold pince-nez, and sternly demands, "Are you prepared sir, to support my daughter in the style in which she has been accustomed to live?"

Now this question has always been regarded as a poser and a knock-out blow for the impecunious youth. Unless Henry Adolphus is prepared to answer it in the affirmative, the majority of fathers have always held that they were perfectly justified in saying "no" to the suitor and in keeping the girl from marrying him if they could. The hard-headed old business man isn't going to take any young man to support, not if he knows it. Moreover, he considers that Maud is simply throwing herself away to marry a fellow whose entire salary wouldn't much more than pay for her silk petticoats, and that he is just as much bound to keep her from doing it as he would be to prevent her from committing suicide in any other way. So he pooh-poohs the very suggestion so scornfully that the young man, hurt and insulted at the intimation that he is a fortune hunter, and that he is asking too much of a sacrifice of the woman he wants to marry, has to be either exceptionally tenacious of purpose or excessively in love if he doesn't abandon his suit right then and there. Many a rich old maid owes her lonely life and her loss of a good husband to her father's determination that she shouldn't marry any man who wasn't standing ready to offer her just as many frills as she was used to.

Of course, a father is doing no more than his duty and is strictly within his rights when he tries to protect his daughter from grinding poverty, but when he goes further than that and objects to a worthy man simply because he can't offer a girl all the luxuries that she has been accustomed to—the trips abroad, the summers at the sea, the opera box and the house on a fashionable street—he is going too far. He is demanding that the young man start where he is leaving off. It has taken him many years of hard work to be able to afford his family the luxury in which they live now, and it is absurd to expect any young man to have achieved that much success. If Henry Adolphus has a bank account to match Maud's father he is bound to have inherited it. He hasn't had time to make it for himself. Simply looking at the matter from a business point of view and with reference to Maud's bread and butter, it is a strange thing that it doesn't oftener strike fathers that the young man who has successfully held the same place in office or store for four or five years and saved up a thousand or two dollars while "clerking it" is a thousand times better match for any girl than the youth who never earned a dollar in his life, who neither knows how to make money nor save it and whose one star performance and claim to recognition consists in having been born the son of a rich man.

It is one of the queerest things on earth why so many American parents seem to have such a horror of their children ever being brought into actual contact with the practical side of life. Ninety-nine times out of a hundred Maud's wealthy father began life as a poor boy. He clerked for somebody, he saved up a little money and got an interest in a business for himself; he married the girl he loved and they went to housekeeping in an humble cottage on a back street, where his wife helped him economize and work and they were happy as happy could be. It was an experience out of which they brought nothing but good, but the very idea that Maud should go through it is appalling to Maud's father, who sets up a kind of diamond sunburst and opera-box standard for her suitors and expects them to either put up or shut up.

So he turns a cold and unfriendly eye on Henry Adolphus, who modestly tells him that he has a good situation, with a chance of being taken into the firm in a year or two, and sternly remarks that when he married he was able to support his wife in the style in which she had been accustomed to live. He forgets that he took his bride to a cottage, while he expects Henry Adolphus to install Maud in a fine mansion. He forgets that his wife, in their early days, did her own cooking and made her own frocks, while he demands that Maud's husband shall provide her with a retinue of servants and millinery from Paris. Henry Adolphus might well pluck up heart of grace, and say that while he can't support Maud yet awhile in the style in which she is now accustomed to live, he can support her just as well as the father did her mother in their young days.

It is not to be denied that the parental attitude towards poor Henry Adolphus is pretty hard on Maud and enormously increases her chances of being an old maid. If she is not to marry, except in defiance of her family, any man who can't provide her with all the luxuries to which she has been ac-

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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.

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Manufacturer of

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

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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.

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customed, it narrows down her chances to a few gilded youths who have been fortunate enough to inherit money and, alas, there are never enough of these in any community to go around. Moreover, such is the inconsistency of fortune, it frequently happens that Maud, who bestowed her hand upon young Dives in her youth, because he could give her the truffles and champagne to which she was accustomed, finds by middle life that he is quite unable to give her plain bread and butter, while Henry Adolphus has reached that pitch of success in business that he could feed his family on humming birds' tongues and peacock brains, if they happened to relish those dainties. This is not a phase of the subject that Maud's father considers very often, but it happens so frequently that the choice in marrying a rich young man or a poor, hard-working young man almost reduces itself to the question of whether you would rather be well off while you were young or have plenty and comfort for middle life and old age, and before Henry Adolphus is sent about his business it is just as well to try to solve this conundrum.

Maud's father says, and truly, that he has nothing but her happiness at heart. He believes that she will be perfectly miserable living in less style, with fewer clothes and plainer surroundings than she is accustomed to. That depends on Maud. If she is the kind of girl whose heart is cut on the bias and frilled in the middle and whose soul will go to Paris when she dies, she will never be indiscreet enough to fall in love with a man who isn't strictly eligible from a worldly point of view. She is just as incapable of adoring a man without a big bank account as she would be of falling in love with a man without a nose. But the girl whose true heart beats just as faithfully and warmly under velvet as it would under linsey woolsey; whose eyes, unblinded by wealth and fashion, are keen to see the man and not the position, and who is willing to exchange a few of the trappings that money can buy for good, honest love and respect, knows what she is about when she picks out her own particular Henry Adolphus and refers him to papa. And papa makes the mistake of his life if he refuses his blessing for no other reason than because the suitor can't support Maud in the style in which she is accustomed to live.

There is, also, this other point of view, that if Maud's father has raised her with such luxurious tastes that she can not be happy on the income that an ordinarily successful man can offer her, it is nothing but common fairness for her fond and foolish parent to provide her with a dowry that will offset her demand for frills. That is one way around the question, and certainly quite as just as to expect the young man to be able to humor the unreasonable extravagance and wastefulness in which the daughters of so many rich parents are reared. As it is, the average worthy young man is apt to fight shy of the rich girl. The idea of breaking into a family where you are not desired because you are poor is not alluring, neither is it consoling to feel that your wife will be considered a martyr for marrying you. The modern father must adopt a kinder attitude if he doesn't want to be left with a lot of old maid daughters on his hands.

Dorothy Dix.

You can never find out much about a man by asking him, or much about a woman by watching her.

The Springtime of Life.

One of the tragedies of every woman's life is when she first discovers a gray hair and that little tell-tale wrinkles are beginning to form about the corners of her eyes. It is the bringing home to her of the sad, indisputable fact that the springtime of her youth is waning, that she is growing old, and must soon take her place in the limbo of the disconsolate, among the women who "have been" pretty. No woman grows old except under compulsion, and there is something pathetic, as well as ridiculous in the way in which she tries to stave off the evil day and hide it from herself, as well as others, by means of false roses, false hair, and a false assumption of youthful gaiety and spirits.

The recent discovery of a French scientist, who believes he has found a means of so arresting decay as to make the nominal of human life 250 years, is, therefore, of especial interest to the sex, not that they are so especially anxious to live, but for the prospect of almost unending youth it opens up. To men this does not so much matter. Custom decrees that a man is only as old as he feels, and if he has kept alive the high spirits and love of life of youth, we see nothing in it that is not wholly desirable, although he may be of patriarchal age and grandfatherly honors. With woman, however, we are relentless in our criticism if she dares to exceed, in either dress or demeanor, the strict limit imposed by her age. Every woman, after she is 30, is haunted by a bogey that never leaves her side, and that is forever warning her against buying things and doing things too young for her, simply because she feels young.

All this will be changed when the blessed millennium of the French scientist is inaugurated, and we may confidently look forward to being able to wear youthful apparel until we are 150, without some spiteful cat saying that they should think a woman of 40, who didn't have any more sense than to wear a sailor hat, ought to be sent to an asylum for the feeble-minded. Forty comes so cruelly early now, but then we shall be merely little girls in pinafores, with a surety that when we are 80 the papers will still be referring to us as debutantes, instead of the "venerable relict" of the late So-and-So.

Above all, there will be none of that hateful counting up of years in which ill-bred people seem to delight. No one will say, "Miss Passee? Let me see—um—hum. She has been out five seasons to my certain knowledge—" as if being out five seasons were a crime. Twenty seasons' buds, or even twenty-five, will be considered newcomers, and where youth is a perpetual, instead of an evanescent blessing, we will naturally cease to attach such a fictitious value to its charms. Another advantage that this new state of affairs promises is doing away with old maids. The term used to be very distinctive when it was applied to a woman of 25. Now we are slow to even apply it to a woman of 45. No one will think of using it as applicable to a woman who is less than 200, and having waited so long to use it, it will probably not be used at all. More than that, there will be scant chance of any man's being able to escape matrimony when women have a hundred or two years in which to make a dead set at him.

There is only one shadow on the bright picture thus conjured up, and, like Banquo's ghost, that will not down. Fancy the misfortune of being the

youngest daughter in a big family of girls and having to be kept in the schoolroom with your hair in pigtales until you are nearly a hundred years old, waiting for Mary, and Susan, and Belinda, and Lulu, and Maria, and Jane to marry off. Tom Jones may have been courting Susan for nearly fifty years, and still show no signs of coming to the point. Lulu's little affair probably is merely a trifle of thirty years' standing, while Jane is only waiting for youthful Sam Smith, who is only 125, to get settled in business before be-

stowing on him her hand and heart. Still there is balm in Gilead in the thought that when she does get "out" she will not have to hurry. Her springtime, too, stretches down the vista of the years sweet with lasting promise.

Cora Stowell.

As Others See Us.

New Yorker—What do you think of our street cars?

Englishman—They seem to be very comfortable for those people who prefer to stand.

The Sun Fruit Jar



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

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

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

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.

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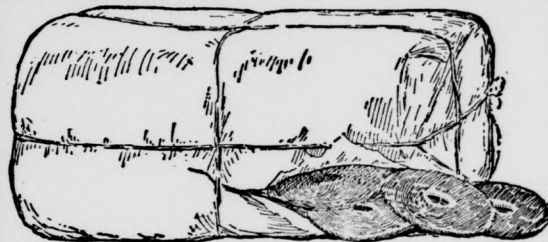
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Ask your grocer for a package to-day.

Made only by NATIONAL BISCUIT COMPANY,
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Hardware

Some Changes Which Have Occurred in the Stove Business.

I began to retail stoves when I was eighteen years old, so you can see I am no spring chicken. It was hard to get a bituminous stove in those days, as all stoves were ordered from Albany and Troy and were designed to burn anthracite coal. Now stoves are ordered by telephone and are on the dealer's floor in a few hours from the time he places the order.

The stoves we received from Albany and Troy came broken, and were not adapted to the use of bituminous coal. About a week after we sold a stove we would get a complaint from the buyer that the stove would not work, and we would have to send down and clean the stove out. I thought I knew how to make a stove to burn bituminous coal. I was laughed at when I took my first drawing to Troy to have patterns made, but this stove baked well. It had a longer flue than the Eastern stoves. The manufacturers at Albany and Troy said they couldn't afford to furnish stoves and brains, too. They were very independent then, but are not so now. We are always glad to get suggestions from our customers, but they should remember this, that the very least alteration on a stove requires a different number, so there will be no mistake in ordering repairs. We treat all letters we get from the trade courteously, and are glad to get them. The first stove I ever saw was the old saddleback stove in my father's home. It weighed 800 pounds and had an old-fashioned Dutch oven.

We went along step by step. A succeeding stove had an oven so small that you had to cut a large turkey in two in order to get it into the oven. The stoves we have to-day are perfect gems. You could take one into the parlor. Manufacturers lie awake nights trying to design something new. They have to do it to meet competition. I was going to say a word on co-operation. If you only knew the letters manufacturers receive from customers. Brown says: "How does Jones sell stoves \$4 cheaper than I do?" We write back that we sell to all at the same price. There is no reason why stove men should not get a good price for their stoves. I believe that hardware dealers should form local associations. You can then agree that an eighteen-inch oven cook stove can be sold at a certain price. This is not a trust, but co-operation. There is no need of cutting prices. There are only so many stoves to be sold. A stove is like a coffin. It is true that a stove gives joy and comfort, while a coffin gives sorrow, but they are alike in two respects: No one buys a stove unless he needs it, and no one buys two because they are cheap. A stove lasts for many years. Year after year the purchaser comes back to the dealer and jumps on him, desiring a new fireback for nothing. After a suit of clothes has been worn for two years it is not as good as new. Dealers should make a good profit at the start to counteract these boomerangs.

You should instruct your salesman so that they thoroughly understand the operation of stoves. A good many do not. A complaint is brought to a dealer that a stove does not operate. He writes the manufacturer. A traveling man is called to the scene and has a long drive into the country, to find that a woman does not know how to operate a damper.

Salesmen should impress this on their customers.

In the last four or five years all stove manufacturers have changed patterns. The change came first in square ovens. All manufacturers have changed their ovens. The dealer wants something new in stoves. He says to the traveling man: "If you have something new in stoves I'll buy." The new stove is always shown first and is sold first. The dealer keeps the old stoves in the back-ground. Six months later the same thing happens again. After awhile the dealer has a lot of obsolete stoves that turn sour on his hands. Don't ask for too many new stoves. This costs a heavy sum for new patterns. A man works a day on a wooden pattern and it is hard to see that he has done anything. He works a week and it is hard to see that he has done much. The wood patterns go to the filing shop and are then put on follow boards. Then the stove is tried. Going through this several times a year is expensive.

R. A. Culter.

Josh Billings in "President's English."

A mule is a bad pun on a horse.
Wheat is a serial. I am glad of it.
A fib is a lie painted in water colors.
Ignorance is the wet nurse of prejudice.

Did you ever hear a very rich man sing?

We have made justice a luxury of civilization.

Wit without sense is a razor without a handle.

Old age increases us in wisdom—and in rheumatism.

Time is money, and many people pay their debts with it.

It is easier to be a harmless dove than a decent serpent.

Benevolence is the cream on the milk of human kindness.

Face all things; even adversity is polite to a man's face.

Beware of the man with half-shut eyes. He's not dreaming.

People of good sense are those whose opinions agree with ours.

It is little trouble to a graven image to be patient, even in fly time.

Half the discomfort of life is the result of getting tired ourselves.

Humor must fall out of a man's mouth like music out of a bobolink.

Necessity is the mother of invention, but Patent Right is the Father.

Pleasure is like treacle. Too much of it spoils the taste for everything.

Most men are like eggs, too full of themselves to hold anything else.

Passion always lowers a great man, but sometimes elevates a little one.

There are people who expect to escape hell because of the crowd going there.

Manner is a great deal more attractive than matter—especially in a monkey.

Adversity to a man is like training to a pugilist. It reduces him to his fighting weight.

Acetylene Gas on Cricket Grounds.

From the Scientific American.

The cricket ground at Sydney, Australia, has been lighted with acetylene gas, and it has been very successful. Three thousand lights are in use. Suspended over the racing track are 163 shades, under which are a number of burners, the shade, of course, keeping off the wind and rain. Shades are attached to right angle iron supports 15 feet from the track and 16 feet apart. The pipes are eight miles in length and run from the outside right over the track to the inside, and have to be suspended by very thin supports in order that the public's view will not be interfered with. The lights are practically steady, and gas is furnished by three batteries of generators. It is found that the light has no straining effect upon the eyes of the spectators, and in addition the colors sported by the contestants present their natural hue.



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.



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If you are looking for a product that will increase your paint business fifty per cent. put in a stock of

BPS Paint

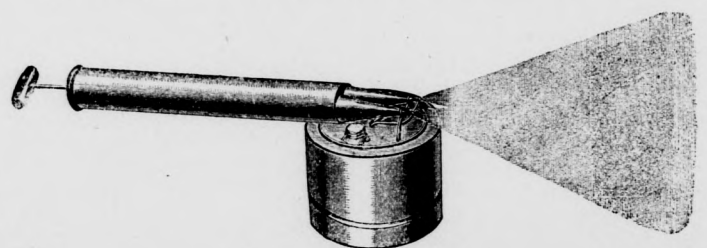
It has increased the business of other representative dealers in your vicinity and, with our co-operation, will increase yours.

The Paint Is Right!

The Advertising Is Right!

The Price Is Right!

INSECT SPRAYERS



We are the manufacturers and make a full line.

WM. BRUMMELER & SONS,
MANUFACTURERS OF TINWARE AND SHEET METAL GOODS.

249 to 263 South Ionia St., Grand Rapids, Mich.

How Far Success Lies in General Management.

The success or failure of a business lies entirely in its general management. This management includes the entire conduct of the business, and is mainly the operation of one mind. The general manager (proprietor or otherwise) is the power behind the machine. Others may assist, but his mind must conceive and his energy shape the destiny of the enterprise. His seal will be upon its rise or fall; his character will be read in its history and reflected in all its surroundings; he will be known by the appearance of his store and by his conduct towards customers and business associates.

In the management of a successful and prosperous business there is a constant struggle, and an ever enlarging and increasing activity, and a multitude of problems are ever ahead of the manager, demanding attention and consideration, and calling for the exercise of his best judgment. New conditions are constantly arising; old business ways must be abandoned and new and original methods must be devised and introduced in order to insure success and keep in line with the procession.

Our business manager must be up-to-date. He may wisely conclude to shake off from his clothing the dust of his own store for a time and go out after new ideas, perhaps to visit Eastern points in his line of trade, and come in contact with other bright business men and well organized business concerns. Such a trip will not only afford a change and a rest, but will be instructive and profitable. The value of such excursions can not be overestimated.

For the retailer with a capital barely sufficient for the conduct of his business, the use of wisdom in buying is all-important, but the head of such a concern, keenly alert for low prices in making his purchases and anxious to get an extra 5 or 10 per cent. off, very frequently does the business an injury by over-buying one item and curtailing his business in other directions through failure to keep up his assortment; overstocked with some lines and entirely out of others, with the result that customers go away never to return.

Carefully assorted stock, clean goods and clean-figure selling prices always appeal to customers. Purchases in quarter and one-sixth dozen lots do not have the high-sounding effect with the traveling man that the quarter and six-gross lots do; but the former, if kept up and extended throughout the stock to the amount of the latter quantities, produces a wonderful difference in the yearly inventory. Many retail merchants rely to too great an extent on the old saying, that goods well bought are half sold, not fully realizing that the profits in business are made on the goods sold.

Careful buying first; then careful assorting. And much closer attention and greater care are required in this work than formerly. Every bill of goods put upon the shelves should contain a few of the cheaper as well as the better class of goods in every line throughout the store. These cheaper goods, if marked low and properly shown up and explained by the salesman, will be the means of convincing the customer of the better values given in the higher priced lines and will insure a continuance of his patronage.

The shadow of trusts, large manufacturing combines, department stores and catalogue houses has fallen across the

business of the single line merchant. There are few publications to-day that do not with every new issue bring out the views of some ambitious writer upon this subject. Opinion is largely divided as to their effect, but the majority of the single line men feel that they could get along very comfortably without them. Our business manager views these concerns with some distrust and with the nervous suspicion that is carried too far these institutions may compel him to join the army of employees.

The single line merchant must adapt himself quickly to these changes in business methods. He will not quarrel with a proposition because it is new. The proof of success is success. Be the new way only honorable he can not afford to let his competitors reap all the benefits of the change. Our successful manager will not fail to invest a portion of each year's profits in judicious advertising. Change advertisements often; use "cuts," and make this a regular department of the work.

Some one will ask, does it pay? The answer is seen in the steady growth of the huge department stores, promoted by extensively advertised enlargement sales, etc. Newspapers are the world's educators, and many people read the advertisements before they read the news.

Suppose, as the lawyers say, we take a hypothetical case: Mr. A. has just opened a department store in town, including a clean and neat hardware department. His Sunday three-quarter column advertisement tells of kitchen supplies, Mrs. Potts' irons, Keystone wringers, at prices that would make the manufacturers of these goods red in the face. This line until now has been our manager's hobby. To-day he looks a trifle weary and is giving sharp orders right and left.

Now look out for rapid changes, quick shifting to meet new condition. Have just heard our manager give the newspaper man an advertising contract for a six-months' term. Change once a week. Kitchenware cuts to run every advertisement. Orders are given to the head clerk to make room for four large counters or tables to hold this class of goods. This upsets the clerk, as he is not a price cutter. A week has passed. The fight is on. Our tables are carefully arranged, showing the 5 and 10 cent lines, and whenever Mr. A. advertises anything in hardware, our manager follows with an advertisement, and the price goes a notch or two lower. If he never makes another dollar in these lines he will not allow Mr. A. to control that part of the trade.

Our successful manager will be faithful to the details of the business. He will be familiar with its minutest affairs and permit no waste. Empty packing cases will be looked after with the same care that he would give to an invoice of cutlery.

Our manager will be wise in the choice of his clerks. Every employee will be encouraged to feel that he has a personal interest in the business, and should be taught not only to work, but to think.

Our manager believes in catchy window displays, big figure price cards, samples from all lines constantly in sight, often visiting other retail stores in his line of trade and exchanging ideas, give and take, and a gain all around. He reads trade papers, advertisements, editorials, and keeps himself well informed.

In conclusion, the writer is reminded that a good man is rather to be chosen than great riches, and feels bound to say that, after all, the truly successful business man will value his good name above riches and worldly success.

C. E. Cleveland.

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	7 1/2	6 1/2
BBB	9 1/2	8 1/4	7 1/2
Crowbars			
Cast Steel, per lb.	6		
Caps			
Ely's 1-10, per m.	65		
Hick's C. F., per m.	55		
G. D., per m.	45		
Musket, per m.	75		
Chisels			
Socket Firmer	65		
Socket Framing	65		
Socket Corner	65		
Socket Sinks	65		
Elbows			
Com. 4 piece, 6 in., per doz.	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 33 1/2		
Verkes & Plumb's	dis 40&10		
Mason's Solid Cast Steel	30c list 70		
Hinges			
Gate, Clark's 1, 2, 3	dis 60&10		
Hollow Ware			
Pots	50&10		
Kettles	50&10		
Spiders	50&10		
Horse Nails			
An Sable	dis 40&10		
Putnam	dis 5		
House Furnishing Goods			
Stamped Tinware, new list	70		
Japanned Tinware	20&10		
Iron			
Bar Iron	3 c rates		
Light Band	3 1/2 c rates		
Knobs—New List			
Door, mineral, jap. trimmings	85		
Door, porcelain, jap. trimmings	1 00		
Lanterns			
Regular 0 Tubular, Doz.	5 25		
Warren, Galvanized Found.	6 00		
Levels			
Stanley Rule and Level Co.'s	dis 70		
Mattocks			
Adze Eye	\$17 00. dis 60		
Metals—Zinc			
600 pound casks	7 1/2		
Per pound	8		
Miscellaneous			
Bird Cages	40		
Pumps, Cistern	70		
Screws, New List	80		
Castors, Bed and Plate	50&10&10		
Dampers, American	50		
Molasses Gates			
Stebbins' Pattern	60&10		
Enterprise, self-measuring	30		
Pans			
Fry, Acme	60&10&10		
Common, polished	70&5		
Patent Planished Iron			
"A" Wood's patent planished, Nos. 24 to 27	10 75		
"B" Wood's patent planished, Nos. 25 to 27	9 75		
Broken packages 1/2 c per pound extra.			
Planes			
Ohio Tool Co.'s, fancy	50		
Sciota Bench	60		
Sandusky Tool Co.'s, fancy	50		
Bench, first quality	60		
Nails			
Advance over base, on both Steel and Wire			
Steel nails, base	2 65		
Wire nails, base	2 65		
20 to 60 advance	Base 5		
10 to 16 advance	5		
8 advance	10		
6 advance	20		
4 advance	30		
3 advance	45		
2 advance	70		
Fine 3 advance	45		
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 1/2 advance	85		
Rivets			
Iron and Tinned	50		
Copper Rivets and Burs	45		
Roofing Plates			
14x20 IC, Charcoal, Dean	6 50		
14x20 IX, Charcoal, Dean	7 50		
20x28 IC, Charcoal, Dean	13 00		
14x20 IC, Charcoal, Allaway Grade	5 50		
14x20 IX, Charcoal, Allaway Grade	6 50		
20x28 IC, Charcoal, Allaway Grade	11 00		
20x28 IX, Charcoal, Allaway Grade	13 00		
Ropes			
Sisal, 1/2 inch and larger	11 1/2		
Manilla	17		
Sand Paper			
List acct. 19, '86	dis 50		
Sash Weights			
Solid Eyes, per ton	25 00		
Sheet Iron			
	com. smooth.	com.	
Nos. 10 to 14	\$3 20	\$3 00	
Nos. 15 to 17	3 20	3 00	
Nos. 18 to 21	3 30	3 20	
Nos. 22 to 24	3 40	3 30	
Nos. 25 to 26	3 50	3 40	
No. 27	3 60	3 50	
All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.			
Shells—Loaded			
Loaded with Black Powder	dis 40		
Loaded with Nitro Powder	dis 40&10		
Shot			
Drop	1 60		
B B and Buck	1 85		
Shovels and Spades			
First Grade, Doz.	8 60		
Second Grade, Doz.	8 10		
Soldier			
1/2 c	20		
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.			
Squares			
Steel and Iron	65		
Tin—Melyn Grade			
10x14 IC, Charcoal	\$ 8 50		
14x20 IC, Charcoal	8 50		
20x14 IX, Charcoal	9 75		
Each additional X on this grade, \$1.25.			
Tin—Allaway Grade			
10x14 IC, Charcoal	7 00		
14x20 IC, Charcoal	7 00		
10x14 IX, Charcoal	8 50		
14x20 IX, Charcoal	8 50		
Each additional X on this grade, \$1.50			
Boiler Size Tin Plate			
14x56 IX, for No. 8 Boilers, } per pound..	10		
14x56 IX, for No. 9 Boilers, }			
Traps			
Steel, Game	75		
Oneida Community, Newhouse's	40&10		
Oneida Community, Hawley & Norton's	65&16		
Mouse, choker, per doz.	15		
Mouse, delusion, per doz.	1 25		
Wire			
Bright Market	60		
Annealed Market	60		
Coppered Market	50&10		
Tinned Market	50&10		
Coppered Spring Steel	40		
Barbed Fence, Galvanized	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, } Wrought.. 70&10			

THE ROCKER WASHER



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

ROCKER WASHER CO.,
Ft. Wayne, Ind.

THE SOAP TRADE.

Why It Has Passed From Grocer to Peddler.

Written for the Tradesman.

The soap man looked anxious as he walked down the length of the store to the proprietor's desk.

His hat was pulled down over his eyes, giving a melancholy look to his face, his mouth was down at the corners, and he hadn't been shaved for a week.

"No," said the grocer, glancing at his card without laying down the pencil he was figuring with and scarcely lifting his eyes, "I don't want anything in your line to-day."

The soap man put the card back in his pocket and sat down.

"I've got to look out for expenses," he said, with a sly wink.

"It's a good idea," remarked the grocer, wishing the soap man would go off about his business.

"I can soon sleep in the open air," continued the soap man soberly, "and fill up on fruit and things that I can pick up as I walk from city to city. I've been eating snowballs since last November."

The grocer, thinking that he saw some fun ahead, pushed his chair back and decided to take a short rest.

"How do you like snowballs as a steady diet?" he asked.

"Oh, they'll do on a pinch, as the fisherman said of the lobster," was the reply, "but I didn't need any anti-fat while I was consuming 'em."

"Trade in your line must be dull," said the grocer.

"It's picking up a little this week," was the reply. "I sold a cake to a schoolboy back here a couple of miles. He's greasing the railroad track with it now and there'll be a wreck before night."

The grocer arose and passed out the cigars.

"That's the first soap I've sold in a month," resumed the soap man; "how much have you sold?"

"Mighty little," was the reply. "I reckon the old women are getting out their ash-barrels and making lye again."

"No, sir," said the soap man, "they are doing nothing of the sort. They are buying soap of each other, that's what they're doing, and the poor, down-trodden manufacturers are laying off their men and working overtime to keep out of the poor house. I'm a manufacturer myself."

"Who makes the soap these women sell to each other?" asked the merchant.

"I can't tell you," was the reply. "I've heard, but my memory is getting poor. Can I trade you a dozen cakes of soap for a few crackers and a herring? I haven't had a taste of meat in a month."

The grocer broke into a laugh.

"Come," he said, "I'll look over your samples if you'll tell me what you're getting at. My soap trade has been absolutely rotten for a few months and I think from your talk that you know what the trouble is. What is it?"

"Domestic competition," replied the soap man, with a smile.

"Home-made soap?"

"No, soap sold to your wife and my wife and John Smith's wife by the neighbors. There's a firm in Buffalo that is doing a big business through local canvassers. I don't know exactly how they do it but they are doing it all right enough. The day before I left home on this trip there were nine

women callers at my house, and they all had soap to sell."

"I begin to understand," said the grocer.

"Yes, sir, one of them was the preacher's wife. I think she was going to get a new church building for her husband to preach in if she sold forty dollars' worth of soap. The next one was a lawyer's wife. I believe the soap men had promised to elect her husband prosecuting attorney if she sold four boxes. The third one was a young lady who had been disappointed in love. She was to get a husband with a big black mustache and a brown stone mansion if she disposed of nine cases. Husbands must come high."

"You're a good salesman anyway," said the grocer.

"You wouldn't think so if you saw my order book," was the sober reply.

"A woman with her hands rolled up in a dirty apron can sell more soap than I can. Why, this firm that I started to tell you about will give a ticket guaranteed to draw the capital prize in the big lottery to any woman who will sell ten boxes of their soap. Their circulars state that their soap will do the wash-

ing in ten minutes and hang the clothes out on the line. They have a brand of scouring that will polish up a bad reputation and put the worst brand of boodler into the United States Senate."

"If you've got time," said the grocer, "stay over a day or so and go fishing with me. We are just out of new fish stories here and I think you could make a hit in that line."

"Oh, I'm telling you the truth," was the grave reply. "One woman that came to my house had a brand of soap that would do the ironing after the clothes came in from the back yard. Then there was a complexion soap that would make a marble-like Grecian nose out of a sunburnt snub. Yes, sir, and one lady had a harness soap that was warranted to catch a pair of runaway colts. I think she was to get a red barn with a windmill and a weather vane if she sold three boxes of it. Then there was a grade of patent sixteen-to-one soap that was guaranteed to change the vote of any ward to the gold standard that used four boxes of it."

"You haven't been in politics lately, have you?" asked the grocer. "A man with your imagination ought to hold the

championship over all spell-binders."

"I don't know anything about politics," was the serious reply, "but I do know something about soap. I'm going into this local canvassing business myself. I believe I'll give a ticket to the Paris Exposition free with every cake, and if a woman sells six boxes she can have a free ticket to Paris and back. How would that work?"

"I can't say. It would work if you could make the women believe all you said in your circulars."

"Well, I've got to do something of the kind. The women are selling all the soap, and they are not selling the soap I make. How would it do to make a grade of soap that would insure a man's life just as soon as he used ten boxes?"

"If you can get up some scheme that will bring the soap trade back into the groceries again you will do something worth while," said the merchant. "I've been wondering what was the matter. I knew people hadn't stopped using soap, but it kept me guessing to know where they bought it."

"I may have exaggerated a little," said the soap man, taking down a liberal order, "but I've told you what's the matter with the soap trade."

And after a little investigation the grocer discovered that the traveling man was correct.

Alfred B. Tozer.

The President of the United States of America,

To

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

MEETING:

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

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

ENOCH MORGAN'S SONS COMPANY,

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

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

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

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

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

Witness,

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

[SEAL]

ROWLAND COX,

Complainant's Solicitor

[SIGNED]

S. D. OLIPHANT,

Clerk

AN OPEN QUESTION.

Domestic Happiness or Intellectual Single Blessedness?

Written for the Tradesman.

The red coals in the grate glowed warmly. The gilt hands of the marble clock on the mantel pointed to a quarter after five when Mrs. Blair returned to her friend in the living room. She had gone upstairs long enough to put the children to bed, and now on her return she felt so tired out she dropped into the first easy chair she came to and leaned her head against the soft red cushion.

Even in repose she was pretty. She had a broad, arched forehead, lustrous black eyes, a pug nose, and a mouth whose not too thin lips were apt to droop enough at the corners to give a beseeching expression. Even the straight hair, now ruffled by baby fingers, suited her as no one else. Her red cashmere house dress seemed simplicity itself, but there was a bit of lace here and a bow of ribbon there which bespoke a love of the beautiful and an artistic sense in its possessor.

She relaxed herself only for a moment and then was alert again. As she bustled around putting things in order her friend, Mary McKenzie, looked up suddenly from her book and the light falling on her face brought out in strong relief her features. What a strong contrast between the two women. Miss McKenzie had a square forehead, sparkling eyes, a pointed nose and a mouth imprinted with firmness and decision. In her plain blue tailor suit she looked fit to wage war with sword or pen and come out victorious. For some time she had been in the depths of a ponderous looking volume and was oblivious to everything around her until the movements of Mrs. Blair attracted her attention.

"So, Mary, you at last hear me. Why, I must have been down at least five minutes waiting for you to look up. Your book must be better than it looks. It takes a pretty good book to hold my attention. I don't believe I could get through such a book in a year. I could never find the time. I am so subject to interruptions and since the children came I have not pretended to read anything longer or deeper than the magazines.

"Such a time as I've just had getting them to sleep. The little rascals were all tired out, but they were bound not to go to sleep. My stories and songs were of no avail. I'd think the youngsters had gone to dreamland when the little eyes would pop open wider than before with a plea for 'Another story, Mamma.' You know that is always the way with children, especially when one is in a hurry. It seemed to me my patience would not hold out any longer. But now they are fast asleep and I trust will stay so and give us a little rest. Now I will have a chance to take a good look at you, the first time in—how many years? Eight? Why, it can't be possible. Well, well, you are the same old Mary, although perhaps you are just a trifle plumper. But I would have known you anywhere this side of China or the other.

"Put up your book, dear, and I'll pull down the shades. My, how it snows! No danger of any one coming through such a storm. Dick has telephoned that he will be detained later than usual at the office, so now we can have a nice cozy time 'all by our lones.' as the children say, and be just 'Mollie' and 'Dollie' again.

"What a strange thing life is anyway; and I sometimes wonder if we shall ever understand its meaning. Who could have believed our fates would be so different? We were babies together, we played the same games as children, we had the same friends, we studied the same books, we graduated in the

same class. Do you remember how they used to call us 'the rhyming twins'? Do you remember how determined we were to have our graduating dresses just alike? They were cut from the same piece of cloth. How proud we were of them, for they were our first long skirts. And that summer what a gay time we had; and then our paths separated. You went to college. It was the dream of my life, too, but—yes, I know my father and mother wished to do all in their power to make me happy, but it is selfish love which makes parents keep their children close to them and prevent their having opportunities and wider experiences, which are their natural right and often necessary to their best development.

"How you and I loved each other. But I was happy after I had recovered from the pain of our separation—young people always do rebound quickly from depression. Then, too, I was busy. I enjoyed the teaching, for I always loved little children, and I was full of girlish enthusiasm to do and to be some one. And I tasted for the first time the bread of independence. It was very sweet. Looking back it seems as though that time was the happiest in my life; and yet I don't know as I would care to live over that time even with my present knowledge. I always wonder when people wish to be children again. They seem to think that the path of youth is strewn with roses and won't admit there are any thorns. I can remember my own childhood well enough to realize that the trials of little ones are just as hard for them to bear as any troubles which may come to them later.

"And then Dick came into my life. Queer how some things happen. We met at church, or rather Sunday school. I never had a class of my own, but occasionally when a teacher was absent I supplied. It was one of those days. Dick just by accident happened to be there. Was out on the road on business and was detained over Sunday at Elton. He saw me busy teaching and sought an introduction. He told me afterwards he was attracted by my happy face and my sweet ways with the children.

"Business must have boomed in Elton that year, for suddenly Dick's services seemed to be needed there every week and he somehow managed to be around on Sunday, when he was sure of seeing me. Why, he wouldn't give me a moment's peace until I had made the most solemn promise of one's life.

"How happy I was. Don't the Germans have a saying about there being 'violins in the air for young people'? Anyway, I know that those months I seemed to be treading on air and life took on a new meaning. I kept on teaching until summer; but my thoughts were apt to go wool-gathering, and I did not retain that early enthusiasm for my work.

"I had a June wedding; and my life ever since has been spent here. The next year Paul was my Christmas present and then Edith came and now Dorothy keeps me busy every moment of the time. No, I have not even kept up with my music. I never have time to practice except when I am too tired or the baby is asleep, and then I should wake her up. I have been kept at home so much that I feel as awkward and uncomfortable in society as a boy in his teens. I am out of touch with the whole world except my home, where I lead the treadmill existence of domestic life.

"How different it is with you. You graduated with honors from college. You traveled abroad. You can go and come as you please. You are accountable to no one else. You are in touch with the highest thought. You appreciate all the best things of life, while I am only a poor putterer. Mollie, do you realize the rare privileges you possess?"

Mary McKenzie looked up with tears in her eyes and choked down a lump in her throat before she dared trust herself to speak. Then she said: "Dollie, I wonder if you would like to change places with me. I wonder if you would be willing to give up home, husband and children for the piece of parchment from college, for the memory of European sights and sounds. You will per-

haps never know what it means to pay for every attention you receive.

"They say that I am 'smart,' that I am 'an intellectual woman,' and I am courted and flattered. It is true I have a good position, that I meet many interesting people, that I have valuable experiences; but all I do is examined and judged and when I make mistakes they are criticised unmercifully, until I feel as guilty as a criminal. I can never relax and be my own true self, but must be always alert and alive to all that is going on around me. There is no time for the graceful and the gracious in a place of business. And when my work is done for the day I go to my room. O, the horrors of that lonely room. No welcoming faces to meet me, no little arms to clasp my neck and say, 'I love you, Mamma,' as your little children do to you. When things have gone wrong all day, no one to sympathize and say, 'Never mind, what does it matter anyway? You are the dearest woman in all the world to me and I worry when I see you looking tired and careworn.' I have heard Father say those words hundreds of times to Mother, and I presume Mr. Blair expresses as much to you when the sad days and the bad days come. Now if you were in my place you would have to go to your room and fight the devil alone and find your greatest comfort in your books, eloquent, to be sure, but dumb companions.

"There, Dollie, you know the other side—how do you feel?"

Just then the clock struck half after six. There was barely time to get ready for dinner and Dick might be expected to come in at any moment, so the answer was not forthcoming. T.

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.,
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Here It Is!

The Holmes Generator



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

Holmes-Bailey Acetylene Gas Co.
Manton, Michigan.

H. M. Reynolds & Son,

Manufacturers of

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

Grand Rapids, Mich.

Office, 82 Campau st.
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ESTABLISHED 1868

Detroit, Mich.

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No. 13—Combination Platform.

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

Clerks' Corner.

A Disgusted Clerk's Ideas on the Hen Subject.
Written for the Tradesman.

I had just finished my copy of the Tradesman as far as the twenty-third page, when the young clerk who likes to drop in and make the most of my easy chair and my cigars, threw himself into his favorite position and, between puffs attendant upon the cigar-lighting, stammered: "Read out. Let me hear—what the paper—has to say. It will not be—half so tiresome—as listening—to your talk!"

That last shot didn't hit its mark, and, remembering it was Monday night and that he had been worried all day by a lot of women whom he delights to designate "hens," I began to read: "Nearly ten thousand persons in this country have recently entered a contest the object of which is to answer three apparently very simple little questions. The questions are: Do hens pay? If so, why? and how? The man—"

"You want to stop right there! I'm that man! I've been working with the feathered article all day and I come fresh from recent experiences. The atmosphere of this luxurious apartment is already abundantly colored with the hue of the summer sky. I am glad. Were it otherwise I could, without effort, give it a hue that would make it the envy of an indigo barrel, but not without shocking the sense of propriety, which I am glad to say always reigns here. That superannuated inhabitant of the barnyard that sauntered up to my counter this morning with determination in her eye and defiance in her Cut-cut-cut-ca-da-cut! has made me an authority upon the fowl—no matter how you spell it—question. I'm going to get out a book. I'm going to have it illustrated with different views of that old bedraggled biped as she stood in front of my counter this morning for two good hours—O, if you don't believe it, ask Newcombe—two good hours, and I won't take off a minute. I ought to have had a kodak. That hat with the face under it would make the sale unparalleled. To carry out the hen idea, the straw was decked with rooster feathers which the weather had taken good care of and it had worked itself out of plumb; and there she stood poking her old black cotton-gloved fingers into the goods she knew she couldn't be coaxed to buy, until I felt as if I couldn't live a minute longer unless I shoed her out the store! What was that first question?"

"Do hens pay?"

"Yes, they do, confound 'em! Say, Dick, won't you please let me say damn—just once—because if I don't I'm afraid I shall break loose before I get through and it'll be so thick in here we can't breathe. Damn! There! Thank you!"

"Yes, they do pay—when you make 'em. This one did. You see, that—that old cackler has been hanging around my counter for weeks. She never buys, but she does see things. She can look with any old hen-hawk that ever captured a chicken. Promptly every Monday morning that creature makes her appearance at exactly half-past nine. She makes a bee line for my counter the minute she gets inside the door. For six weeks she hung fire over a piece of woolen stuff. Oh, yes, she wanted it, but she thought she could get it for nothing. I saw through her game and finally, to-day when she came, I didn't pull it down for her to claw over. I

chuckled to myself to see her old rubber neck stretch out towards one shelf and then towards another. At last she clucked out as if somebody had scared her and wanted to know 'where that other piece was that she looked at the last time she was in.'

"You should have taken it when you had a chance."

"I know I should and I'd about made up my mind to get it to-day."

"Here's a piece of the same goods, only a little finer quality. Because you have been disappointed in not getting the other I'll let you have this for the same price."

"No, I don't want only what I want!" and her little bunch of rooster feathers seemed to ruffle up, as if she were getting ready to fight. "That was just what I wanted—just. It wasn't too thick and it wasn't too thin; it was just right. If you had that I'd take it."

"That was what I was waiting for and I said, 'You just wait a minute—I made a mistake—that piece isn't sold. Here it is now. You are in luck. There she is,' and I put it down on the counter with a bang."

"You ought to have seen that old hen's face then. If she had been choked with hot dough on a frosty morning she couldn't have felt worse. 'How many yards? Ten, I suppose;' and I measured it off in short order, keeping my eyes on the old fowl in the meantime, for I felt it in my bones that she was determined to 'do' me if she had the ghost of a chance. 'Will you have linings?'"

"Not to-day; er—I don't know's I've—er—got enough to pay for my—er—gown. No, I haven't. Now what am I going to do?"

"O, the joy of that moment! The toil and the trouble, the vexation, the anger, the wrath, the suppressed profanity of weeks were crowded into it when I said, looking straight into her squinty little green fowl eyes, 'You just open that part of your purse where I saw you slip that twenty-dollar bill a minute ago and you'll have enough to pay for dress and linings and no end of trimmings!—Anything else I can show you?'"

"That right claw of hers pinched the shut clasp and threw that bill towards me as if she had just scratched it up in the garden, and I grabbed it as if I was a chicken afraid that she would get it away from me if she had a chance, and I know she would. I tried to show her some more goods, but she turned her back on me, and when I tried to say something pretty about the weather she craned that old long neck of hers half around and said, 'If everybody was no worse'n the weather, livin' 'ld be a good deal pleasanter'n 'twas now!' (Wonder what she meant.)"

"By that time the package and the change came back and, jerking both out of my hands with a look to annihilate, she started for the door."

"You see now why I said I was the man to answer those hen questions, don't you? I don't know but I'm making a mistake not going into the hen business. If a thorough knowledge of the stock promised success mine would be a howling one. Yes, hens pay—there's no doubt about that. They do it because they have to, that's the why, and there are and must be as many hows as there are hens, and all different. One great objection to the business, as I look at it, is that you can't wring their blamed necks as often as you want to without diminishing the profits."

I was at length allowed to go on with the article, but the young man's anger had cooled down and the "\$500 in gold and about 2,000 special prizes" for successful answers to the quoted questions brought forth no response, and I am satisfied that there will not be another hennery started up this spring by the young fellow who was so thoroughly master of the situation in one fowl proceeding. Richard Malcolm Strong.

The Imperial Gas Lamp

Fully covered by U. S. Patents

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

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

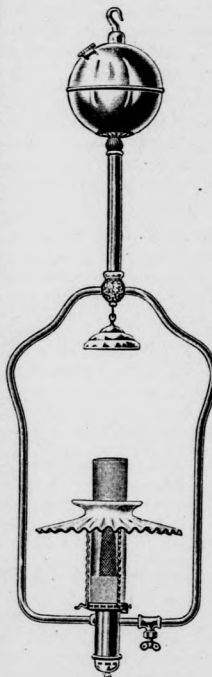
The Imperial Gas Lamp has proven its light to be the most brilliant, most steady and most satisfactory.

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

Write for catalogue.

The Imperial Gas Lamp Co.,

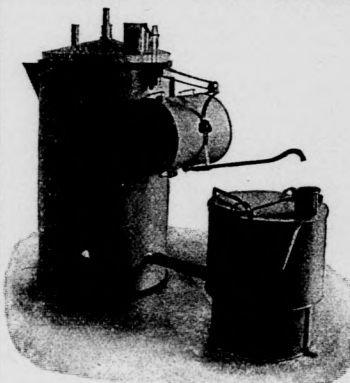
132 and 134 Lake St.,
Chicago, Ill.



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

Acetylene Gas

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



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

Lansing, Cal., Feb. 1st, 1900.
Alexander Furnace & Mfg Co., Lansing, Mich.

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

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

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

You can make your own gas

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

Brilliant Safety Gas Lamp

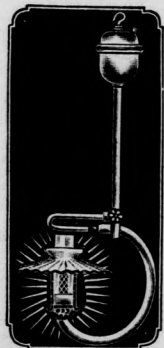
Every lamp complete in itself and makes its own gas while it burns. No plant, piping or machinery needed. It never fails to give satisfaction or do as represented. That is why the "Brilliant" stands at the head of all gasoline lamps. One filling will last 18 hours and requires no attention. One quart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

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

BRILLIANT GAS LAMP CO., Chicago, Ill.

42 State St., Opposite Masonic Temple.

George Bohner, Agent.



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.

Wm. Connor, Michigan representative for Michael Kolb & Son, has gone to Rochester for the purpose of obtaining his fall line of samples. He will remain in Rochester about a week.

Henry Hismer, a Detroit traveling for Chapman, Smith & Co., of Chicago, pleaded guilty at Adrian to selling impure baker goods to a Hudson dealer. Robert Baldwin, of Toledo, representing Paddock, Overmeyer & Co., made a similar plea and both were fined \$25 and \$20 costs.

Hudson Gazette: Frank A. Whitbeck, of the late firm of Whitbeck Brothers, returned from Chicago last week, where he obtained a position as traveling representative for J. H. Bell & Co., importers of teas, coffees and spices. Frank had three excellent jobs in view in Chicago and could have landed any one of them, but the job with Bell & Co. promised to be the best situation in the long run. Mr. Whitbeck is an old "knight of the grip," having introduced Calumet baking powder into Michigan several years ago.

In a Prosperous Condition.

Grand Rapids, May 1.—The Board of Directors of the Michigan Commercial Travelers' Accident Association held their regular monthly meeting last Saturday. Four claims which had come in within three days were ordered paid. The Board passed on and accepted thirty-six new applications. Never in its history have so many new members been admitted to the Association as has been the case since Jan. 1. The condition of the Association is most flattering. There are no unpaid claims and the many kind letters from members who have received indemnity, all commenting on the promptness of the payments, make it very satisfactory to the Board. The Association has an auditing committee on claims, so that claims always get prompt attention the day they come in. The full Board meets the last Saturday of each month.

Geo. F. Owen, Sec'y.

The Grain Market.

Wheat has kept an even tone. The changing from May to July was about the most business done. Now that the May deal is out of the way we look for better prices. There was no board in session yesterday in Chicago, being Dewey Day, and Liverpool also having a holiday made the other markets tame, but the visible decrease of 2,342,000 bushels here and over 1,200,000 bushels on passage and small receipts in the Northwest tended to put strength in the wheat market. It is only surprising that wheat has been held down so long below its real value, but we now look to see it exert itself to its proper value.

Corn also made a large decrease in the visible of 2,196,000 bushels. The demand keeps up and present prices will look low later on, for the amount

exported and the amount needed for feeding until the new crop is available will leave stocks very slim and farmers will be able to dictate prices.

Oats are neglected. The visible made an increase of near 700,000 bushels and prices are very weak. As stated before, lower prices will be in order.

In rye there is no change to report. Neither is there any change in beans. Both are very quiet.

While flour has been rather slack, prices are maintained by the mills simply because the quality is held at the top and winter wheat is getting scarcer and prices are held up strong, as farmers are in no mood to sell their holdings.

Mill feed is somewhat easier and about 50c per ton less is quoted—\$15@16 for bran and \$16@17 for middlings.

Receipts have been as follows: 64 cars of wheat, 12 cars of corn, 10 cars of oats, 1 car of malt, 6 cars of hay, 2 cars of potatoes.

For the month of April the receipts were: 224 cars of wheat, 64 cars of corn, 45 cars of oats, 1 car of rye, 13 cars of flour, 1 car of barley, 1 car of malt, 20 cars of hay, 3 cars of straw, 13 cars of potatoes.

Detroit received, as per Board of Trade report, 57 cars of wheat during April, 1900, against 364 cars during the corresponding month in 1898. This shows the wheat situation in Michigan.

Millers are paying 68c for wheat.

C. G. A. Voigt.

Holland Grocers Fully Organized.

The retail grocers of Holland, who had held several preliminary meetings, effected a permanent organization Monday evening, when seventeen of the twenty-six grocers in the city signed the membership roll as follows:

B. Steketee, A. Vanden Berg, Boot & Kramer, Cornelius Van Duren, Vissers & Sons, R. A. Kanter, H. D. Werkman, A. Roos, D. Mengs, H. J. Klompars, J. H. Vander Lei, A. Steketee, Henry Olet, Will Botsford, P. A. Kleis, G. G. Smeze, DeKraker & DeKoster.

Election of officers resulted as follows:

President—B. Steketee.
Vice-President—John Kramer.
Secretary—Henry Vander Ploeg.
Treasurer—L. Vissers.

The next meeting will be held on Thursday evening, May 10, at which time it is expected that the other grocers in the city will join the organization.

The Association is organized for protective and defensive purposes—to maintain uniform prices on granulated sugar, flour, oil, butter and eggs; to compel the peddler to assume a proper share of the burdens of business; to prevent the making of bad accounts by the maintenance of delinquent lists which shall be open to the inspection of members only; to bring about the early closing movement.

Cuts in Hardwood Prices.

From the American Lumberman.

When reports of cut prices in hardwoods are traced down, in the majority of cases they are found to be due to prices made on off-grade stock. There is a lot of undesirable stuff being offered at present. Every hardwood mill in the country seems to be raking together its odds and ends and shipping them into the markets as firsts and seconds. Naturally standard prices are not paid for this class of stock.

Choice of Evils.

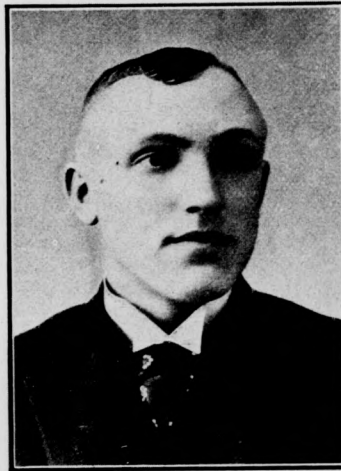
"Bertha, I think I hear a burglar downstairs."

"Well, let him alone. If cook gets awake she'll call in seven policemen and we won't have a bite left in the house for breakfast."

SUCCESSFUL SALESMEN.

Geo. Bode, Representing F. Mayer Boot & Shoe Co.

Geo. Bode was born in Ninehouse, Hanover, Germany, Jan. 8, 1870. When 12 years of age his parents removed to America, going direct to Fremont, Michigan, where they located on a farm two miles from that place. Mr. Bode worked on the farm until 20 years of age, attending school only twenty-six days in this country. He then engaged in the agricultural implement business at Fremont, which he continued with success for six years, when he disposed of the business to go on the road for the Belding Shoe Co. His engagement with this company covered a period of four years, terminating April 15 in order that he might accept a more lucrative offer from the F. Mayer Boot & Shoe Co., of Milwaukee, his territory comprising



the entire State, with the exception of fifteen towns on the shore of Lake Michigan, which are covered by Lewis Greve.

Mr. Bode was married Jan. 1, 1894, to Miss Nettie Teegardin, of Pleasant Lake, Ind. They reside in Fremont. They attend the Methodist church. Mr. Bode is also affiliated with the I. O. O. F. and K. O. T. M. and is a member of the Michigan Knights of the Grip. Three years ago Mr. Bode engaged in the shoe business at Fremont with his brother under the style of Gerrit Bode & Co. The business has been exceptionally prosperous.

Mr. Bode attributes his success to his hustling faculty and to the energy and aggressiveness with which he pursues his calling. He is one of the men who do not believe in luck, acting on the assumption that every achievement which comes to a man in this world is the result of hard work and persistent effort.

The Boys Behind the Counter.

Charlotte—Frank Wilber, who was connected with Goodspeed Bros. & Co., of this city, for several years, before their stock was purchased by Harmon & Pennington, leaves for Ann Arbor next week, to assume the management of Goodspeed Bros.' store in that place.

Grass Lake—Alpha Welch has secured a position as salesman for a clothing firm in Saginaw and has gone there to assume the responsibilities. His family will remain here for the present.

Lansing—Marsh L. Hoffman, who has been with Alsdorf & Son for five years, has accepted a position in Piper's drug store.

Owosso—E. T. Shelton, late clerk

with L. D. Wilson, now has a similar position with E. L. Devereaux.

St. Joseph—Miss Stella Winchester is one of the busiest "business men" of this city now. She succeeded to the management of her late father's nursery business and is looking after it with a vim and ability very creditable to her.

Owosso—Meron Sherman, for the past eight years a popular and efficient clerk for Osburn & Sons, has resigned to accept a similar position in a clothing store at Joplin, Mo., at a substantial increase in salary.

Hides, Pelts, Tallow and Wool.

The hide market again shows a decline. Sales have been made at a lower price, although quality may have cut some figure. The late take-off is in good demand at full prices.

Pelts are few in offerings and the market is dull, there being no call for goods at former prices.

Tallow is firm and in good demand, with no accumulation of stocks.

Wools are lower, in anticipation of a decline at the May London sales, which begin on May 8. Supplies are not large and are in less quantities than one year ago. The market is in good shape for the coming clip. Values are below the importing point and the demand is light, as the mills are well supplied for present wants. From present indications wools will be wanted at the full values of to-day, which shows no margin of profit East. Eastern dealers are endeavoring to club down the purchase price, while Western buyers are not inclined to buy lower, having faith in the future of wools. It looks like a market 2c per pound higher to the grower than in 1899.

Wm. T. Hess.

Propose to Select a Queen.

Bay City, April 30.—The Grocers and Butchers' Association, which gave a three days' carnival at the fair grounds last season for the benefit of the charitable institutions, has elected officers for the ensuing year and has decided to give another carnival. The officers are: President, Jacob F. Boes; First Vice-President, Ed. West; Second Vice-President, George Behmlander; Financial Secretary, G. A. Fuller; General Secretary, E. C. Little; Treasurer, C. E. Walker. One of the features of this year's carnival, which will be given in August, will be a queen, to be selected by popular vote.

Some Mistake.

"What does she say?" asked the crafty politician who had referred the committee to his wife for information as to his intentions.

"She refuses to talk," replied the spokesman of the committee.

"Then it wasn't my wife you met, gentlemen," he rejoined, with great positiveness. "It was somebody else."

CARD BOARD TRADE CHECKS

Made in 6 sizes, 1c, 5c, 10c, 25c, 50c and \$1. Each denomination printed on a different color of board. Extra heavy and tough stock. Send for free sample.

W. R. ADAMS & CO., Detroit, Mich.
34 W. Congress St.,

**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.

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.

Some Observations on the Price Cutting Problem.

No subject has occupied more space in the pharmaceutical and drug trade journals, nor occupied more time for discussion during both retail and wholesale drug association meetings, than this one of price cutting. Its history is so well known, the various plans proposed for its correction have been so thoroughly considered by every one interested, that it seems almost impossible to suggest anything that is new, and it is certainly not necessary here to refer again to either in detail. Yet when we take into consideration that a very large majority of druggists consider that the very life of the retail drug business depends upon at least some amelioration of this evil, we do not wonder that the topic has as absorbing an interest to-day as it had during the first years when it forced itself upon our attention.

What may be said on this subject can, I think, best be considered under three heads:

- First, the cause of price cutting.
- Second, its effect.
- Third, its remedy.

As to its cause, I think it may safely be claimed that a very large majority of wholesale and retail druggists now admit that the margin of profit which had been fixed by the manufacturers in their schedule of retail prices, although not too great at first, while proprietary medicines constituted a very small proportion of the sale of medicines in the drug stores, later on, as these sales became larger and larger, and the fact that it required no skill to handle them became known, made it impossible to hold these margins under new conditions. The attention of those anxious to enter some new field of enterprise, who were willing to handle these ready made medicines at what my friend Seabury aptly termed, many years ago, "muslin" margins, was attracted to this and the trouble began. When these outsiders first entered the field, in about 1882, holding out attractive cuts in prices of proprietary medicines, some of the more enterprising and farsighted druggists, who were regularly engaged in the sale of medicines in the larger trade centers, at once realized that "the inevitable was sure to happen," and that the only hope for them to hold their trade on this portion of their business was to meet the prices which the interlopers had published. At that time it will be remembered that a majority of the preparations retailing at 25 cents were being sold to retail dealers at from \$1.50 to \$1.75 per dozen, and many as low as \$1.25 a dozen, 50 cent preparations from \$3.50 to \$3.75, and \$1 preparations from \$7 to \$7.50, or, at the outside, \$8 per dozen. This wide margin then, I think, as before stated, can be seen as the chief cause of the beginning of the trouble.

Then, doubtless, was the effort which some of us seriously made to keep dealers who did not hold to these full prices from procuring supplies of these articles. In the light of subsequent experience, I can see now (although I could not then) that this really helped, rather than hindered, the cutting of prices. I give it as my deliberate judgment, after a careful study of this cut rate practice from its inception to this time, that less trouble would have been experienced in subsequent years if the situation had at once been squarely met, the wide margin of profit on these ready made preparations at once cut in half by the druggists handling them, in which case I feel we would never have reached the acute stage that has characterized it in many localities since, and characterized it to-day.

Without saying more on this first point, I will refer, under the second heading, to a few of its effects. The first effect, which has not yet entirely died out, is a feeling of the intensest hatred by the regular druggist or pharmacist toward those who inaugurate this cut in prices, and this feeling of resentment usually has resulted in a warfare which has brought about a schedule of retail prices that not only does not yield the buyer of average quantities any profit, but which, in many cases, has resulted in selling at an absolute loss, the belief being that by this course those who inaugurated cut rate prices would be driven out of business.

The second effect, and one naturally resulting from the first, has been an active opposition on the part of a large majority of retail druggists to proprietary medicines generally, and this has resulted in what is commonly, although, I think, in many cases, erroneously, called "substitution," which has been disastrous to the manufacturer. It is well known that the cost of creating a demand for any particular proprietary article has been very largely enhanced by reason of this active opposition on the part of many of those who stand next the consumer, and the indifference of the balance. This has brought into successful operation many large manufacturing concerns who provide ready made non-secret remedies, which the retailers can push in place of some of the largely advertised proprietary articles. I am not now discussing the question as to whether the retailer is justified or not in encouraging these manufacturers, but am simply stating a fact well known to all, which I believe to be entirely due to price cutting and to be one of its effects.

Then it undoubtedly has had another effect (which has been beneficial) in developing the capacity of the retailer to originate household remedies of his own and place them upon the market, at least so far as his own immediate constituency was concerned.

While this evolution of the retail drug business has been going on, the principle of "the survival of the fittest" was having its practical application, and inevitable result and, consequently, large numbers of retail druggists have been financially driven to the wall, and very many are able to continue business only by the sufferance and indulgence of the wholesale houses, who, in many instances, very largely furnish the capital upon which they are conducting business. This is its most serious effect.

One of the results which naturally was expected to come about was a material reduction in the number of retail drug stores in cutting centers. It was

supposed that as 50 per cent. less of business was, by this price cutting, rendered unprofitable, 50 per cent. less of druggists would survive to continue the business. Statistics show a very small reduction, if any, in proportion to the population, of retail drug stores in existence to-day that were in business in 1883.

Now, in the third place, as to the remedy. It will at once be admitted that if I really knew the solution of the problem, I would retire from the wholesale drug business, take out a patent on my plan and place it upon a royalty basis with all the manufacturers, wholesalers and retail druggists in this country. As is well known, there have been enterprising individuals who have attempted to foist plans for the purpose of "revenue" and many a druggist has had the confidence betrayed and his precious dollars filched from him by those who had plans which they "knew" would work out a solution of the whole difficulty, but it has generally been found that, after sufficient money has been collected, the originator of the plan quietly disappears or seeks other fields in which he may exercise his wits, although not his conscience, and the condition of the druggist remains the same. Many of us, however, have given time and effort, without hope of reward, in seeking to solve the problem, but, as I stated at the outset of this paper, it does not seem much nearer solution than when we first applied ourselves to the task.

Of one thing, however, we may be sure, and that is, that in any attempt at the amelioration of the condition of the drug trade of this country at this time the mistakes which have been made during the past seventeen years, and herein pointed out, must be fully recognized and must not be repeated by those in charge of national and local organizations. First, they must recognize that as the margin between wholesale and retail price was too great to be successfully maintained, they must not in any of the plans attempt the impossible task of holding full market prices in large trade centers. In the next place, as war always means "waste," and experience has proven that the warfare upon what are known as "cutters" has not resulted, in any case, so far as I have known, satisfactorily, they must not undertake the adoption of schedules by fighting those who do not at first agree to them. In the third place, as the retail druggist or pharmacist has the undoubted right to originate, prepare and advertise household remedies of his own, they must not undertake to force or influence him to abrogate this right, in favor of largely advertised proprietary remedies.—M. N. Kline in American Druggist.

The Drug Market.

Opium—Is quiet and, on account of light demand, is a trifle lower. The primary market is unchanged.

Morphine—Is unchanged. As the demand is large, the market is firm.

Quinine—Is higher abroad, but unchanged in this market.

Carbolic Acid—Has declined.

Cassor Oil—Is very firm at the late advance and higher prices are predicted.

Lycopodium—Is scarce and higher.

Prudent Forethought.

"Maria, where are the children?"
 "In the other room."
 "Well, send them out of the house. I'm going to pull that porous plaster off my back."

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 to-day and see an up-to-date line of Wall Paper.

Heystek & Canfield Co.,

Grand Rapids, Mich.

The Michigan Wall Paper Jobbers.

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.

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

Aluminum Money

Will Increase Your Business.



Cheap and Effective. Send for samples and prices.

C. H. HANSON,

44 S. Clark St., Chicago, Ill.

A. M. Dean Company,

White Lead and Color Works

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

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

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

WHOLESALE PRICE CURRENT.

Advanced— Declined—							
Acidum							
Aceticum, \$	67	8	Conium Mac.	50	60	Scilla Co.	@
Benzololum, German.	70	75	Copaiba	1 15	1 25	Tolutan	@
Boricæ	@	16	Cubebæ	90	1 10	Prunus virg.	@
Carbolicum	35	40	Excelsitios	1 00	1 10	Tinctures	
Citricum	45	48	Erigeron	1 00	1 10	Aconitum Napellis R	@
Hydrochlor.	36	5	Gaultheria	2 00	2 10	Aconitum Napellis F	@
Nitrosum	86	10	Geranium, ounce	50	60	Aloes	@
Oxalium	12	14	Gossipii, Sem. gal.	1 65	1 70	Aloes and Myrrh	@
Phosphorum, dil.	65	70	Hedeoma	1 50	2 00	Arnica	@
Sulphuricum	13	15	Junipera	1 50	2 00	Assafetida	@
Tannicum	90	1 00	Lavendula	90	2 00	Atropa Belladonna	@
Tartaricum	38	40	Limonis	1 35	1 45	Auranti Cortex	@
Ammonia							
Aqua, 16 deg.	4	6	Mentha Piper.	1 25	2 00	Benzoin	@
Aqua, 20 deg.	6	8	Mentha Virid.	1 50	1 60	Benzoin Co.	@
Carbonas	13	15	Morrhua, gal.	1 20	1 25	Borax	@
Chloridum	12	14	Morrea	4 00	50	Cantharides	@
Aniline							
Black	2 00	2 25	Olive	75	3 00	Capsicum	@
Brown	80	1 00	Pieis Liquida	10	12	Cardamon	@
Red	45	50	Pieis Liquida, gal.	1 00	1 08	Cardamon Co.	@
Yellow	2 50	3 00	Ricina	1 00	1 08	Castor	@
Bacæ							
Cubebæ, po, 15	12	14	Rosmarini	@	1 00	Catechu	@
Juniperus	6	8	Rose, ounce	6 50	8 50	Cinchona	@
Xanthoxylum	75	80	Succini	40	45	Cinchona Co.	@
Balsamum							
Copaiba	50	55	Sabina	90	1 00	Columba	@
Peru	40	45	Santal	2 75	7 00	Cubebæ	@
Terabin, Canada	40	45	Sinapif.	50	65	Cassia Acutifol.	@
Tolutan	40	45	Sinapis, ess. ounce	50	65	Cassia Acutifol Co.	@
Cortex							
Abies, Canadian.	18	18	Tiglli	1 50	1 60	Digitalis	@
Cassia	18	18	Thyme	40	50	Ergot	@
Cinchona Flava	30	30	Thyme, opt.	@	1 60	Ferr Chloridum	@
Eunomus atropurp.	20	20	Theobromas	15	20	Gentian	@
Myrica, Canada, po	12	12	Potassium				
Prunus Virgin.	12	12	Bi-Carb.	15	18	Gentian Co.	@
Quillaia, gr'd	15	15	Bichromate	13	15	Guaiaca	@
Sassafras, po, 18	15	15	Bromide	52	57	Guaiaca ammon.	@
Ulmus, po, 15, gr'd	15	15	Carb	12	15	Hyoscyamus	@
Extractum				Chlorate, po, 17	16	Iodine	@
Glycyrrhiza Glabra	24	25	Cyanide	35	40	Kino	@
Glycyrrhiza, po	28	30	Iodide	2 65	2 75	Lobelia	@
Hæmatox, 15 lb. box	11	12	Potassa, Bitart. pure	28	30	Nux Vomica	@
Hæmatox, 18	13	14	Potassa, Ritart. com.	7	10	Opil.	@
Hæmatox, 1/4s.	14	15	Potass Nitras, opt.	6	8	Opil, comphorated	@
Hæmatox, 1/4s.	14	15	Potass Nitras	23	26	Opil, deodorized	@
Hæmatox, 1/4s.	16	17	Sulphate po	15	18	Quassia	@
Ferru				Rhatany			
Carbonate Precip.	15	15	Radix				
Citrate and Quinia	2 25	2 25	Aconitum	20	25	Rhel	@
Citrate Soluble	75	75	Althea	22	25	Sanguaria	@
Ferrocyanidum Sol.	40	40	Anchusa	10	12	Sergentaria	@
Solut. Chloride	15	15	Arum po.	@	25	Stromonium	@
Sulphate, com'l.	80	80	Calamus	20	40	Tolutan	@
Sulphate, com'l, by	7	7	Gentiana, po, 15	12	1	Valerian	@
Sulphate, pure	7	7	Glycyrrhiza, pv. 15	16	18	Veratrum Veride	@
Flora				Hydrastis Canad.	@	Zingiber	@
Arnica	14	16	Hydrastis Canad.	@	75	Miscellaneous	
Anthelmis	22	25	Hellebore, Alba, po.	12	15	Ether, Spts. Nit. F	30
Matricaria	30	35	Inula, po.	15	20	Ether, Spts. Nit. 4 F	34
Folia				Ipecac, po.	4	Alumen	21
Barosma	38	40	Iris plox, po, 35	38	40	Alumen, gro'd, po, 7	30
Cassia Acutifol, Tin-	20	25	Jalapra, pr.	25	30	Anatto.	40
nevelly	25	30	Maranta, 1/4s.	@	35	Antimoni, po.	46
Cassia, Acutifol, Alix.	20	25	Podophyllum, po.	22	25	Antimoni et Potass T	40
Salvia officinalis, 1/4s	12	20	Rhei, cut	75	1 00	Auranti Cortex	@
Uva Ursi.	8	10	Rhei, pv.	75	1 25	Antilebrin	@
Gummi				Spigelia	35	Argentii Nitras, oz.	@
Acacia, 1st picked.	@	65	Sanguinaria, po, 15	40	45	Arsenicum	100
Acacia, 2d picked.	@	35	Serpentaria	10	18	Balm Gildad Buds.	38
Acacia, 3d picked.	@	28	Senega	60	65	Bismuth S. N.	1 50
Acacia, sifted sorts.	45	65	Smilax, officialis H.	40	40	Calcium Chlor., 1s.	@
Aloe, Barb. po, 18	12	14	Smilax, M.	@	25	Calcium Chlor., 1/4s.	@
Aloe, Cape, po, 20	@	12	Scilla, po, 35	10	12	Cantharides, po	@
Aloe, Socotri, po, 40	@	30	Synaplocarpus, Foeti-	@	25	Capici Fructus, 1/4s.	@
Ammoniac	55	60	tidus	@	25	Capici Fructus B, po	@
Assafetida, po, 30	28	30	Valeriana, E.	@	15	Caryophyllus, po, 15	12
Catechu, 1s.	50	55	Valeriana, German.	15	20	Carminc, No. 40	@ 3
Catechu, 1/4s.	50	55	Zingiber	12	16	Cera Alba	50
Campthore	65	69	Zingiber	25	27	Cera Flava	40
Euphorbium, po, 35	@	14	Semen				
Galbanum	@	100	Anisum, W. D. Co.	@	12	Coccus	@
Gamboge	65	70	Apium (graveleons).	13	15	Cassia Fructus	@
Gualacum, po, 25	@	30	Bird, 1s.	4	6	Ceraria	@
Kino	@	1 25	Carul, po, 18	11	12	Cetaceum.	@
Mastic	@	60	Cardamon.	1 25	1 75	Chloroform	55
Myrrh.	@	30	Coriandrum	8	10	Chloroform, squibbs	@ 1
Opil.	4 00	4 30	Cannabis Sativa.	4	@ 5	Chloral Hyd Crst.	1 65
Shellac, bleached.	40	45	Cydonium	75	1 00	Chondrus	20
Tragacanth	50	80	Chenopodium	10	12	Cinchonidine, P. & W	38
Herba				D'istepi Odorate.	1 00	Cinchonidine, Germ.	@
Absinthium, oz. pkg	25	25	Feniculum	7	9	Cocain	5 30
Eupatorium, oz. pkg	25	35	Fœnugreek, po.	7	9	Creta, liq. dis. pr. et	@
Lobelia	25	35	Lini	3 1/4	4 1/4	Creta, prep.	@
Majorum	25	28	Lini, gr'd.	4	4 1/4	Creta, precip.	90
Mentha Pip. oz. pkg	25	28	Lobelia	35	40	Creta, Rubra	@
Mentha Vir. oz. pkg	39	39	Pharlaris Canarian.	4	5	Crocus	150
Rue	25	22	Rapa	4 1/4	5	Cudbear	@
Tanacetum V oz. pkg	22	22	Sinapis Alba	9	10	Cupri Sulph.	6 1/2
Thymus, V. oz. pkg	25	25	Sinapis Nigra.	11	12	Dextrine	76
Magnesia				Spiritus			
Calcined, Pat.	55	60	Frumentum, V. D. Co.	2 00	2 50	Emery, all numbers.	@
Carbonate, Pat.	18	20	Frumentum, D. F. R.	2 00	2 25	Emery, po.	@
Carbonate, K. & M.	18	20	Frumentum	1 25	1 50	Ergota, po, 90	85
'arbonate, Jennings	18	20	Juniperis Co. O. T.	1 65	2 00	Flake White	120
Oleum				Juniperis Co.	1 75	Galla	@
Absinthium	6 50	6 75	Saccharum	1 75	3 50	Gambler	80
Amygdale, Dulc.	30	50	Spt. Vini Galli.	1 75	6 50	Gelatin, Cooper	@
Amygdale, Amara	8 00	8 25	Vini Operti	1 25	2 00	Gelatin, Fresh.	35
Anisi	1 80	1 90	Vini Alba.	1 25	2 00	Glass, liq. box	75 &
Auranti Cortex	2 25	2 80	Sponges				
Bergamul	2 40	2 80	Florida sheeps' wool	2 50	2 75	Glue, brown.	11
Calpapi	80	85	carriage.	2 50	2 75	Glue, white.	15
Caryophylli	35	45	Nassau sheeps' wool	2 50	2 75	Glycerina.	17
Cedar	35	45	carriage.	@	1 50	Grana Paradisi.	@
Chenopadi	@	2 75	Velvet extra sheeps' wool, carriage.	@	1 50	Humulus	25
Cinnamoni	1 15	1 25	Extra yellow sheeps' wool, carriage.	@	1 25	Hydrarg Chlor Mite	@
Citronella	35	40	Grass sheeps' wool, carriage.	@	1 00	Hydrarg Chlor Cor.	@
				Hard Por slite use	@	Hydrarg Ox Rub'm.	@ 1
				Yellow Reef, for slate use.	@	Hydrarg Ammoniat	@
				Syrups			
Amygdale, Dulc.	30	50	Acacia	@	50	Hydrarg Unguentum	50
Amygdale, Amara	8 00	8 25	Auranti Cortex	@	50	Hydrargyrum	@
Anisi	1 80	1 90	Zingiber	@	50	Icnthyobolla, Am.	65
Auranti Cortex	2 25	2 80	Ipecac	@	60	Indigo	75
Bergamul	2 40	2 80	Ferril Iod.	@	50	Iodine, Resubl.	3 90
Calpapi	80	85	Rhel Arom.	@	50	Iodoform	@
Caryophylli	35	45	Smilax Officialis.	50	60	Lupulin.	@
Cedar	35	45	Senega	@	50	Lycopodium	70
Chenopadi	@	2 75	Scilla.	@	50	Mace	65
Cinnamoni	1 15	1 25					
Citronella	35	40	Acacia	@	50	Liquor Arsen et Hy-	@
				Auranti Cortex	@	drag Iod.	@
				Zingiber	@	Liquor Potass Arsnit	10
				Ipecac	@	Magnesia, Sulph.	20
				Ferril Iod.	@	Magnesia, Sulph, bbl	@
				Rhel Arom.	@	Manna, S. F.	50
				Smilax Officialis.	50		
				Senega	@		
				Scilla.	@		

Menthol.....	℥ 3 25	Selditz Mixture.....	20℥ 22	Linseed, pure raw.....	64	67
Morphia, S., P. & W.	2 05℥ 2 30	Sinapis.....	℥ 18	Linseed, boiled.....	65	68
Morphia, S., N. Y. Q.	2 20	Sinapis, opt.....	℥ 30	Neatsfoot, winter str	54	60
& C. Co.....	1 95℥ 2 20	Snuff, Macabey, De	℥ 41	Spirits Turpentine.....	55	60
Mosch. Co.....	60℥ 40	Snuff, Scotch, De Vo's	℥ 41			
Myristica, No. 1.....	65℥ 80	Soda, Boras.....	96℥ 11	Paints	BBL.	LB.
Nux Vomica...po. 15	℥ 30	Soda, Boras, po.....	96℥ 11	Red Venetian.....	1½ 2	℥ 8
Os Sepia.....	30℥ 35	Soda et Potass Tart.	23℥ 25	Ochre, yellow Mars.....	1½ 2	℥ 4
Pepsin Saac, H. & P.		Soda, Carb.....	1½ 2 25	Ochre, yellow Ber.....	1½ 2	℥ 63
D Co.....	℥ 1 00	Soda, Bi-Carb.....	36℥ 5	Putty, commercial.....	2½ 2	℥ 63
Pieis Liq. N.N.½ gal.		Soda, Ash.....	3½ 2 4	Putty, strictly pure	2½ 2	℥ 63
doz.....	℥ 2 00	Soda, Sulphas.....	℥ 2	Vermilion, Prime		
Pieis Liq., quarts.....	℥ 1 00	Spts. Cologne.....	℥ 2 60	American.....	13℥ 15	
Pieis Liq., pints.....	℥ 85	Spts. Ether Co.....	50℥ 55	Vermilion, English.....	70℥ 75	
Pil Hydrag.po. 80	℥ 18	Spts. Ether Co.....	℥ 2 00	Green, Paris.....	14℥ 18	
Piper Nigra...po. 22	℥ 30	Spts. Myria Dom.....	℥ 2 00	Green, Peninsular.....	13℥ 16	
Piper Alba...po. 35	℥ 7	Spts. Vini Rect. bbl.	℥ 4	Lead, red.....	6½ 2	℥ 7
Pilx Burgun.....	100℥ 12	Spts. Vini Rect. ½ bbl	℥ 4	Lead, white.....	6½ 2	℥ 7
Plumbi Acet.....	1 30℥ 1 50	Spts. Vini Rect. 10gal	℥ 4	Whiting, white Span	℥ 70	
Pulvis Ipecac et Opil	1 30℥ 1 50	Spts. Vini Rect. 5 gal	1 05℥ 1 25	Whiting, gilders'.....	℥ 90	
Pyrethrum, boxes H.		Strychnia, Crystal.....	2½ 2 4	White, Paris, Amer	℥ 1 00	
& P. D. Co., doz.....	25℥ 30	Sulphur, Subl.....	2½ 2 4	Whiting, Paris, Eng.		
Pyrethrum, pv.....	80℥ 10	Sulphur, Roll.....	2½ 2 4	cliff.....	℥ 1 40	
Quassia.....	33℥ 43	Tamarinds.....	80℥ 10	Universal Prepared. 1	00℥ 1 15	
Quina, S. P. & W.....	33℥ 43	Tererebith Venice.....	30℥ 30			
Quina, S. German.....	33℥ 43	Theobroma.....	54			
Quina, N. Y. V.....	33℥ 43	Vanilla.....	9 00℥ 16 00	Varnishes		
Rubia Tincturum.....	12℥ 14	Zinci Sulph.....	70℥ 8	No. 1 Turp Coach.....	1 10℥ 1 20	
Saccharum Lactis pv	18℥ 20			Extra Turp.....	1 60℥ 1 70	
Salacin.....	6 00℥ 6 25	Oils	BBL. GAL.	Coach Body.....	2 75℥ 3 00	
Sanguis Draconis.....	40℥ 50	14 Whale, winter.....	70 70	No. 1 Turp Furn.....	1 00℥ 1 10	
Sapo, W.....	12℥ 14	Lard, extra.....	60 70	Extra Turp Damar.....	1 55℥ 1 60	
Sapo M.....	10℥ 12	Lard, No. 1.....	45 50	Jap. Dryer, No. 1 Turp	70℥ 75	
Sapo G.....	15					

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.**

SALT FISH	
Cod	
Georges cured.....	@ 5
Georges genuine.....	@ 5 1/2
Georges selected.....	@ 5 3/4
Strips or bricks.....	6 @ 9
Pollock.....	@ 3 1/2

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

Herring	
Holland white hoops, bbl.....	11 00
Holland white hoops, keg.....	6 00
Holland white hoop mchs.....	85
Norwegian.....	3 60
Round 100 lbs.....	1 75
Round 40 lbs.....	10 1/2
Bloaters.....	1 50

Mackerel	
Mess 100 lbs.....	17 00
Mess 40 lbs.....	7 10
Mess 10 lbs.....	1 85
Mess 8 lbs.....	1 51
No. 1 100 lbs.....	15 00
No. 1 40 lbs.....	6 30
No. 1 10 lbs.....	1 65
No. 1 8 lbs.....	1 35
No. 2 100 lbs.....	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.....	1 40
No. 1 10 lbs.....	88
No. 1 8 lbs.....	73

Whitefish	
No. 1 No. 2 Fam.....	2 75
100 lbs.....	8 00
40 lbs.....	3 60
10 lbs.....	1 00
8 lbs.....	84

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

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

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

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

JAS. S. KIRK & CO.'S BRANDS.	
American Family, wrp'd.....	3 00
Dome.....	2 80
Cabinet.....	2 40
Savon.....	2 80
White Russian.....	2 80
White Cloud.....	4 00
Dusky Diamond, 50 6 oz.....	2 00
Dusky Diamond, 50 8 oz.....	2 50
Blue India, 100 1/2 lb.....	3 00
Kirkoline.....	3 50
Eos.....	2 65

RUB-NO-MORE	
100 12 oz bars.....	3 00

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.....	3 00
Five boxes, delivered.....	2 95

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

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

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

Pure Ground in Bulk	
Allspice.....	16
Cassia, Batavia.....	28
Cassia, Saigon.....	48
Cloves, Zanzibar.....	17
Ginger, African.....	15
Ginger, Cochln.....	18
Ginger, Jamaica.....	25
Mace.....	65
Mustard.....	18
Pepper, Singapore, black.....	18
Pepper, Singapore, white.....	25
Pepper, Cayenne.....	20
Sage.....	20



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
Confectioner's A.....	4 95
No. 1, Columbia A.....	4 80
No. 2, Windsor A.....	4 80
No. 3, Ridgewood A.....	4 80
No. 4, Phoenix A.....	4 75
No. 5, Empire A.....	4 70
No. 6.....	4 65
No. 7.....	4 60
No. 8.....	4 55
No. 9.....	4 50
No. 10.....	4 45
No. 11.....	4 40
No. 12.....	4 35
No. 13.....	4 35
No. 14.....	4 35
No. 15.....	4 35
No. 16.....	4 35

SYRUPS	
Barrels.....	17
Half bbls.....	19
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	

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

VINEGAR	
Malt White Wine, 40 grain.....	8
Malt White Wine, 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

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
Market.....	30
Willow Clothes, large.....	7 00
Willow Clothes, medium.....	6 50
Willow Clothes, small.....	5 50

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

Clothes Pins	
Boxes, gross boxes.....	65

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

Pails	
2-hoop Standard.....	1 50
3-hoop Standard.....	1 70
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
Good Luck.....	3 00
Universal.....	2 25

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

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

Provisions	
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Barreled Pork	
Mess.....	@13 00
Back.....	@13 75
Clear back.....	@13 75
Short cut.....	@13 25
Pig.....	@17 50
Bean.....	@12 00
Family.....	@13 75

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

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

Lards-In Tierces	
Compound.....	7 1/2
Kettle.....	8 1/2
Vegetole.....	6 1/2
55 lb. Tubs, advance.....	1 1/2
80 lb. Tubs, advance.....	1 1/2
50 lb. Tins, advance.....	1 1/2
20 lb. Pails, advance.....	1 1/2
5 lb. Pails, advance.....	1 1/2
3 lb. Pails, advance.....	1

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

Beef	
Extra Mess.....	10 75
Boneless.....	11 75
Rump.....	11 50

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

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

Casings	
Pork.....	20
Beef rounds.....	3
Beef middles.....	10
Sheep.....	60

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

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

Grains and Feedstuffs	
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Wheat	
Wheat.....	68

Winter Wheat Flour	
Local Brands.....	

Patents.....	4 10
Second Patent.....	3 60
Straight.....	3 40
Clear.....	3 00
Graham.....	3 30
Buckwheat.....	5 00
Rye.....	3 25
Subject to usual cash discount.....	
Flour in bbls., 25c per bbl. additional.....	

Ball-Barnhart-Putman's Brand	
Diamond 1/2s.....	3 60
Diamond 1/4s.....	3 60
Diamond 1/8s.....	3 60

Worden Grocer Co.'s Brand	
Quaker 1/2s.....	3 60
Quaker 1/4s.....	3 60
Quaker 1/8s.....	3 60

Clark-Jewell-Well's Co.'s Brand.....	
Pillsbury's Best 1/2s.....	4 25
Pillsbury's Best 1/4s.....	

SMALL PEOPLE.

Grocers See the Little Meannesses of Human Nature.

An old retail grocer whom I know well and respect highly took dinner with me the other evening.

"You have been a long time in the grocery business," I said, as we finished the last course, "what do you think of consumers as a class?"

"Well, as a class, I can't say I think much of them. I read somewhere once that a man is never a hero to his valet, and I could supplement that by the statement that a man is never a hero to his grocer."

"You made enough money out of consumers to keep you for the balance of your life," I observed—I talk as I please to a man who smokes my good cigars—"you ought not to have any kick against them."

"Oh, I have no kick against them," he replied; "you asked me what I thought of consumers as a class, and I'm telling you."

"If you will exclude me from what you say," I observed, "I will allow you to say anything you like about other consumers."

"I'll do it," said the grocer. "What I was going to say is that the retail grocer, I think, more than other retail merchants, sees the little meannesses of human nature. I don't know why consumers pick out grocers to show their mean side to, but the fact remains that they do. I've sometimes thought of writing a book on 'Mean People I Have Known.'"

"It ought to sell," I said; "you could at least be sure of getting rid of a copy to every neighbor of the people you described."

"One thing I learned," went on the grocer, "was that what is called Christianity has no show against a chance to beat the grocer out of a dollar."

"Let me tell you a thing that bears this out," he said: "About twenty years ago I had among my customers a woman who was the assistant superintendent of a Sunday school. She was a rich old maid and did a great deal of work in the church. Everybody took her to be one of the best women in the place."

"I sold her goods, and she used to keep her accounts herself. She'd go over and over the bills every week—she paid weekly—and I never knew her to make a mistake yet. For all her money, she was as close with a cent as a miser."

"I had a book-keeper then who made a good many mistakes. One week this lady's bill went to her made out for exactly one dollar less than it ought to have been. The book-keeper had made a mistake in adding."

"Everything that left our store carried with it a slip with the account on, you know, and the customer would keep these and tally on our regular bill when it came in. The old lady I speak of added up her statements that week, and her adding of them was correct—just one dollar more than ours. I even remember the amounts—the thing made such an impression on me. The correct footing was \$8.72, and our bill was for \$7.72."

"The woman came to the store to pay the bill. As I say, she was a close calculator and she knew very well that we had charged her a dollar too little. Think she said anything? Not a word. I only found it out by accident, and then I told her about it the next time she came to the store."

"Of course she paid it?" I said.

"Of course she didn't!" was the re-

ply; "she said that if I had a book-keeper who made mistakes, it was my lookout, and I'd have to stand the loss. She had the bill and receipt, and that was all she was going to pay. The fact that, notwithstanding the mistake, she owed me that dollar for goods furnished, and knew she owed it, cut no figure with her at all. She was too good a customer to lose, so I dropped the matter. It opened my eyes, though."

"I've seen lots of little mean things like that done by people," went on the grocer, "and I suppose every other grocer has, too. I had a preacher once who always wanted my little son to wait on him. I watched him one day, and caught him throwing a double handful of white potatoes in the basket after the boy had already given him full measure. I'll bet that fellow's ears tingled from what I said to him."

"I suppose in my experience," he continued, "I have forgotten to put an item on some bill a good many hundred times. In most of these cases the buyer must have known that I had forgotten it, but never once have I known a customer to say, 'See here, Mr. —, you forgot to charge me with this!' No, sir; they regard such as their legitimate dues, just as a man who holds out his railroad ticket regards it as his when the conductor doesn't see it and goes by."

"Understand," went on the grocer, "I don't mean to say that most consumers aren't fair-minded. They are. But when they see a chance to get a little advantage that hinges on some mistake that the grocer makes, they'll grab at it every time. Every grocer makes mistakes, and some of them will often, through an oversight, charge something on the bill at a less price than it sold for, and a less price than the buyer knows she was to pay for it. How many grocers have known consumers to first call their attention to this? In all my experience there was only one, and that was an old colored woman who got drunker than any man in town."—Stroller in Grocery World.

The Measurements of the Bible.

A day's journey, in Bible language, was thirty-three and one-fifth miles.

A Sabbath day's journey was about an English mile. Ezekiel's reed was eleven feet nearly.

A cubit is twenty-two inches nearly.

A hand's breadth is equal to three and five-eighths inches.

A finger's breadth is equal to one inch.

A shekel of silver was about fifty cents.

A shekel of gold was \$8.

A talent of silver was \$538.32.

A talent of gold was \$13,809.

A piece of silver or a penny was thirteen cents.

A farthing was three cents.

A gerah was one cent.

A mite was one cent.

An epha or bath contained seven gallons and five pints.

A hin was one gallon and two pints.

A firkin was seven pints.

An omer was six pints.

A cab was three pints.

Recollection and Profit.

Sell an article without merit and the buyer will always remember you, but not in such a way that you will take profit from his memory. Sell a meritorious article at a fair price and the buyer's recollection will always remind him that when he needs anything else he can get it with profit to himself.

Perfection Combination Display Counters

WINTER'S LATEST IMPROVED



Front View of Perfection Counters.

The best and only practical Combination Display Counters ever invented. Get full particulars by sending 2c stamp for circular. It will surprise you how good and cheap they are.

Rears Are Arranged Four Different Ways.

Manufacturers of the Kade Improved Knock-down Show Cases, Cigar Cases, Fruit Cases, Refrigerators, Storage Counters, Pyramid Tables, Pyramid Crockery Tables, Floor Cases, etc. Our goods are also for sale by all first-class jobbers.

Anything from a store stool to a most complete grocery-store outfit can be had from us right at prices that are right. High-grade drug-store fixtures a specialty.

"20th Century Fixtures" is the name of our latest catalogue. 240 pages; size 7½x11 inches. Mailed on receipt of 25c only. A complete book of store fittings worth many times its price to any merchant. Positively not sent gratis.

Kade Hygienic Soda Fountains

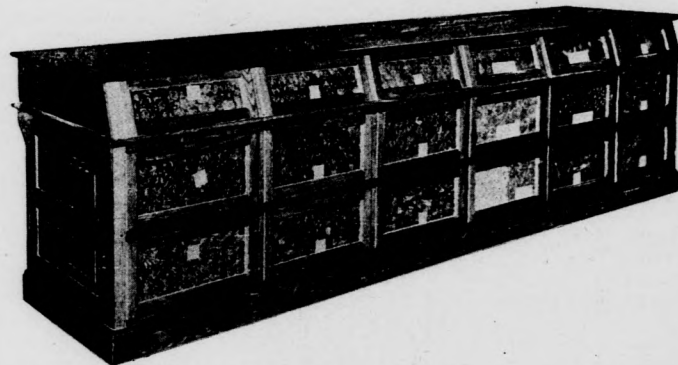
M. WINTER LUMBER COMPANY,

SHEBOYGAN, WIS. U. S. A.

Established 1865.

The High-Grade Fixture Makers.

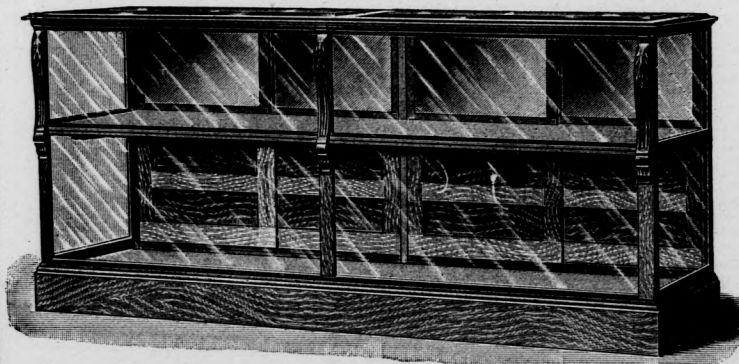
Send for circular of the Kade-Safety Adjustable Brackets, wrought steel. Strong, light, safe and artistic.



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

COMBINATION CASE



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

BRYAN SHOW CASE WORKS, Bryan, Ohio.

WORTHY AMBITION.

Learning to Manage One's Self and Others.

Among a given lot of men up for examination, there will be found various kinds and degrees of talent. One will be skillful with his hands, as, for example, in mechanical employment or in penmanship; another will be quick at figures; another will be expert as a salesman; still another will succeed in trading. One will have high qualifications as a book-keeper or accountant, and still others will be faithful to any trust of a subordinate character reposed in them. The one kind of talent, however, that will be hard to obtain, and for which, accordingly, a high market price will be paid, is that of planning and direction, or what is commonly designated as executive ability. It is safe to say that there will be found one hundred persons able to do things under directions to one who is able to plan what to do and set himself or others at the doing of it.

To be able to wind one's self up and set one's self going is a talent in itself, and in the market conception of the case is worth much more than any other phase of individual talent. To be able not only to keep one's self advantageously employed, but to direct the labor of others, is still more valuable. Who is there among men in general more helpless than the individual out of employment, skillful to a degree in certain lines and yet for the time utterly unable to find anything useful to do? The tendency of the times is in the direction of division of labor and specialization. In offices as in factories, men are trained to certain duties and are held to those duties, to the exclusion of everything else. When finally one of this class is thrown out of his regular line and is forced to depend upon his own resources, he is in a sense more helpless than a child. What, then, can be done to overcome this tendency and to render men in general better able to take care of themselves and to become self-reliant and equal to the common emergencies of life?

The fault in many cases is fundamentally that of temperament or habit. The boy looks forward to a certain line of employment as being that which will give him a livelihood, and with the feeling that when he has become skillful in his chosen vocation he will have done all that is necessary to do. Right here some friend ought to correct his planning. Every employment sooner or later fails those who are dependent upon it. Conditions change, panics occur, the demand varies. A friendly tip to the young man, therefore, would be, "Learn your trade by all means, but remember that you can not depend upon it under all conditions. While holding yourself to it as the principal object, do not shut your eyes to other things alongside of it; for example, to adaptation and to variations, an acquaintance with which may be of considerable importance to you, first or last."

But the advice should go further: "Do not for a moment suppose that you have done all that is required of you when you have done one thing, however thoroughly. Do not feel that when you have learned just one trade you have learned the right thereafter to shut your eyes to all responsibilities, save only its requirements, and devote your time to frivolities. Instead, keep on learning, keep on trying, and always have an alternative upon which you can depend in emergencies." It is all summed up

in the advice, "Think and study." While doing one thing learn to do something else by utilizing the time that would otherwise be wasted, for, as a fact, there are more recreation and more real enjoyment in study and in planning how to do than in all the frivolities and so-called pleasures of life.

In thus learning how to do more than one thing, the young man will learn in part how to put himself to work. In thus giving attention to something else besides the routine of his daily labor the young man will learn how to adapt himself to varying conditions, and this is one of the first lessons in management or executive work. With an idea in mind of what he would himself do, facing unusual and unexpected conditions, he is, in part at least, prepared to tell others what to do under like conditions, and so, step by step, he gets to the position of a director of work, instead of a doer of work. We can by no means exhaust the thought that is in mind in the brief space that can be devoted to such a subject. A volume would be necessary to do it full justice. At least one thought that is contained in these remarks, properly understood, will be of advantage to many of the younger readers: To learn to be a manager, both of self and others, should be the worthy ambition of all. Walton Day.

An Awkward Contingency.

Dorothy—Mamma, if I should die, would I go to heaven?
"Why, yes, darling, of course you would."
"And if you should die, would you go to heaven, too?"
"I hope so, dear."
"I hope so, too; because it would be very awkward for me to be known as the little girl whose mother is in hell."

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.

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We make them right.
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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

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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
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Orders for yeast sent to either of the agencies will receive prompt attention.

BOUR'S
COFFEES
MAKE BUSINESS

LEARNED HIS LESSON.

A Grocer's First Experience in Practical Politics.

The grocer sat at his desk in the back end of the store adding up a long column of figures when I entered, so I sat down on a convenient soap box turned up on end and waited for him to finish. Apparently unconscious of my presence, he ran his pencil up and down the column over and over again, each time greeting the evidently unwelcome result with a snarl of disgust.

After about five minutes of this employment he thrust the slip on a spindle and came over to where I sat.

"Two twenty-one, forty-nine," he said, abruptly.

"You must have been out fishing," I remarked. "Did you catch twenty-one bass in forty-nine minutes or did you capture twenty-one fish that weighed forty-nine pounds?"

It was in the height of the fishing season and my friend was a wonder with the rod and reel.

"Yes," said the grocer, with a laugh, "I've been fishing—fishing for votes, like a dogdasted idiot."

"And you were elected, of course?"

"Elected nothing," was the reply. "I was the worst beat man on the ticket."

"And it cost you two, twenty-one, forty-nine?" I asked.

"Yes, every cent of it," said the merchant, "besides which I am now struggling along with a badly damaged reputation."

"Oh," I said, for want of something better to say.

"Oh, I'm easy," continued the grocer. "I've got chalk marks all over my clothes. I'm the softest thing that ever happened. If you doubt my word just drop into some of the saloons and hear the bums who control the political destinies of this city express their ideas. You'll learn there that I'm the real thing and that I'll stand anywhere without hitching."

The grocer mused a moment and then went on.

"A few tax-payers and a lot of tax-dodgers got together last spring," he explained, "and decided to have a business man's administration the coming year. They claimed that a gang of professional politicians was running the city and declared that the people wanted a change. They are all nice people, but they know about as much about politics as a roast pig does about the expansion question."

"Such people get into politics about once a year," I remarked.

"Huh!" was the disgusted reply, "these people didn't get into politics. They didn't even get to understand the meaning of the word. They went just far enough to get a lot of innocent, in-offensive business men into trouble and then settled back on their haunches and let them get everlastingly wiped off the earth."

"And you were one of the business men?"

"Yes. They got me to run for alderman in this ward—to run for office against a man in the saloon business! They told me that my running and serving on the Council would increase my acquaintance and help my trade. It was just like taking candy away from children. I accepted the nomination and began to study up on parliamentary rules, like the fool that I am."

"That is a good thing to know, anyhow," I said.

"The knowledge I acquired isn't

worth \$221.49," said the grocer, sadly. "The first day after the nomination the chairman of the Business Men's League came around and said that I must run a clean campaign. No beer, no bums, no anything but nice, clean work. The good people would elect me, he said."

"The next day the chairman of the ward committee came to see me. He said that purity at the polls was the watchword of the day and that I mustn't mix up with the gang. I explained that I thought I was running to get votes and that one vote ought to be as good as another, but he said the decent people would take care of me. He incidentally made a touch for twenty. Did I state that the chairman of the Business Men's League touched me for fifty? Well, he did."

"In the afternoon Mike Kowkilitzky came up to see what I was going to do for his crowd of union thugs and bums. He said that he ought to have fifty, but finally agreed to accept of a keg of beer. When I offered him a box of cigars and a case of pop he went off in a rage. But, then, you know, the decent people were going to see me through. Oh, yes!"

"The next day the captain of the Irish nine and the boss of the Dutch thirteen came into the store, where they were met by the chairman of the big four and the walking delegate of the hod carriers' union. I gave each a cigar and explained that I wasn't in the beer business. Said that I'd treat to soda water if they'd step over to the drug store."

"And they all threw you in the air?"

"You bet they did. But the decent people would land me in the Council all right—I don't think! Then all the union bums who have been on the dead-beat list for a century or more came into the store and wanted credit until after election. I helped some of these fellows out."

"About two days before election the ladies belonging to the Daughters of Ladies Who Never Worked in the Kitchen sent a delegation to me. They kicked on the number of common people who frequented my place of business. They said that I mustn't expect to represent them in the Council unless I changed my mode of life. They observed, incidentally, that the decent people—the best—would see that I was elected if I kept my hands clean during the campaign. They also hit me for twenty-five to help build a new club house. I contributed, of course."

"The next man of importance to call on me was Big Mike of the Sixteenth street association of wool-pullers. He wanted an order on the brewery. He got an order on a clothing store and went away. About those days this store looked like a ward caucus in hard luck and my best customers began to go across the road to trade. During all this time I followed the orders of the Business Men's League and never set up the beer once. The decent people would help me through!"

"Well, the decent people forgot to vote. At least, I think so, for of course they wouldn't vote for a saloon man after handing me all the talk they had. I ran behind my ticket a hundred in the stone-front precinct of the ward and came out about two hundred behind."

"And \$221.49 out of pocket," I added.

"Yes, and a big loss of trade. Hereafter I'm going to sell groceries and let the city take care of itself. There is always a howl about business men assuming the reins of government about election time, but on election day the

people who howl the loudest vote for the other fellow. The push is the whole thing in this town and we may as well submit to it. I reckon it is so everywhere. Now, mind, I am not defending the push, but I am admitting its power."

"Therefore," I said, "we have overdrawn funds and boodle legislation."

"Well," said the merchant, grimly, "if the people want that sort of thing they can have it. They can't elect a clean ticket with their mouths. If I ever should want an office real badly, you bet I'd stand in with the gang."

I went away with the idea that the merchant was a little sore over his defeat and that he didn't mean all he had said, but I could not dispute any of his conclusions, half-expressed, but vital.

Alfred B. Tozer.

A good story lasts a traveling man a whole season. The man who is located tells it twice in his club at the peril of being thought a bore.

When scolding a mule, it is safest to stand in front of him and look him in the face.

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—FIRST-CLASS MEAT MARKET in the best town of 10,000 inhabitants in Michigan. This is a bargain if taken in twenty days. Address C. A. Miller, Benton Harbor, Mich. 335

FOR SALE—STORE BUILDING AND STOCK consisting of shoes, clothing, dry goods, groceries and small amount of hardware; stock invoices about \$3,000; store building worth about \$2,000; annual sales about \$14,000; a hustler can easily do \$20,000 business; located on railroad; population, 500; good farming country; no competition. Will sell for cash, cheap, and give good reasons for selling. Address No. 331, care Michigan Tradesman. 331

FOR SALE—FIRST-CLASS CIGAR CASE and prescription case, stock of druggist's shelf bottles, soda charging outfit, druggist's counter scales. Address R. C., 201 N. Burdick St., Kalamazoo, Mich. 330

FOR SALE—103 ACRES, ONE-QUARTER mile front on Lake Michigan; 35 acres improved; house, barn, orchard, A1 well; no hills; about nine and one-half miles from Muskegon; all good roads. Address No. 329, care Michigan Tradesman. 329

WANTED—\$2,500 DRUG OR SHOE STOCK. If drug stock, must be doing good legitimate business; no joint; cash. Address No. 328, care Michigan Tradesman. 328

FOR SALE—NICE CLEAN STOCK OF drugs, invoicing \$2,000; well located; expenses light; full prices; April cash sales \$475; cheap for cash. Address E. F. G., care Michigan Tradesman. 333

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

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

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 bustling 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 MUSKEGON—I have several stores in good locations at Muskegon 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, Muskegon, Mich. 315

FOR SALE—AN OLD ESTABLISHED EGG, butter and poultry business in Michigan. Handled over \$100,000 business in 1899. Address No. 314, care Michigan Tradesman. 314

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—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. V. Ballard, Administrator, Sparta, or M. H. Walker, Houseman Building, Grand Rapids, Mich. 322

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

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 out, 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. 300, care Michigan Tradesman. 300

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

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

FOR SALE—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. 285

PARTIES HAVING STOCKS OF GOODS OF any kind, farm or city property or manufacturing plants, that they wish to sell or exchange, write us for our free 24-page catalogue of real estate and business chances. The Derby & Choate Real Estate Co., Lansing, Mich. 269

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

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.

CLERK WANTED—STATE SALARY DE-sired, experience in dry goods, clothing and shoes. Furnish references. Address No. 334, care Michigan Tradesman. 334

WANTED—REGISTERED ASSISTANT pharmacist. Address No. 332, care Michigan Tradesman. 232

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. Kaper, Masonic Home, Paul F. 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

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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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Travelers' Time Tables.

Pere Marquette Railroad

Chicago.
Lv. G. Rapids, 7:10am 12:00pm 4:30pm *11:50pm
Ar. Chicago, 1:30pm 5:00pm 10:50pm *7:05am
Lv. Chicago, 7:15am 12:00pm 5:00pm *11:50pm
Ar. G. Rapids, 1:25pm 5:05pm 10:55pm *6:20am
Traverse City, Charlevoix and Petoskey.
Lv. G. Rapids, 7:30am 4:00pm
Ar. Trav. City, 12:40pm 9:10pm
Ar. Charlevoix, 3:15pm 11:25pm
Ar. Petoskey, 3:45pm 11:55pm
Trains arrive from north at 2:40pm, and
and 10:00pm.

Detroit.
Lv. Grand Rapids, 7:10am 12:05pm 5:30pm
Ar. Detroit, 1:55am 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, + 11:00pm + 6:20am
7:45am and 2:10pm trains, parlor cars; 11:00pm train, sleeping car.

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

Chicago Trains.
TO CHICAGO.
Lv. Grand Rapids, 7:10am + 2:00pm *11:30pm
Ar. Chicago, 12:30pm 8:45pm 7:00am
FROM CHICAGO
Lv. Chicago, 12:30pm + 3:02pm *11:32pm
Ar. Grand Rapids, 8:45pm 6:45am
Train leaving Grand Rapids 7:10am has coach; 11:30pm train has coach and sleeping car; train leaving Chicago 3:02pm has coach; 11:32pm has sleeping car for Grand Rapids.

Muskegon Trains.
GOING WEST.
Lv. Grand Rapids, 7:35am + 1:35pm + 5:40pm
Ar. Muskegon, 9:00am 2:50pm 7:00pm
Sunday train leaves Grand Rapids 9:15am; arrives Muskegon at 10:40am. Returning leaves Muskegon 5:30pm; arrives Grand Rapids, 6:50pm.

GOING EAST.
Lv. Muskegon, 7:18am + 12:15pm + 4:00pm
Ar. Grand Rapids, 9:30am 1:30pm 5:20pm
*Except Sunday. *Daily.

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Lv. Grand Rapids, 7:30am 7:30am
Ar. Manistee, 12:05pm 12:05pm
Lv. Manistee, 8:40am 3:55pm
Ar. Grand Rapids, 2:40pm 10:00pm

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