

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

**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.

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

Our new catalogue is brimful of just such
good things.

We Sell to

Dealers Only

Burley & Torrell

42-44 Lake Street,
Chicago.

You will not need a magnifying glass to make your

PROFITS LOOK LARGE

If You Sell

Royal Tiger

10c



Tigerettes

5c



A Smoker's Smoke

EVERYBODY WANTS THEM

PHELPS, BRACE & CO., Detroit, Mich.



The Largest Cigar Dealers in the Middle West.

F. E. BUSHMAN, Manager.

Jenness & McCurdy

Importers and Jobbers of

China,
Crockery,
Lamps



Fancy
Goods,
Glassware

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

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

71-75 Jefferson Ave., Detroit, Mich.

"Sunlight"

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

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

Our Salesmen and Their Mission

Our salesmen are now on their way to see you. Their mission is to show you the very best selling lines you have ever seen, and prices that will gladden your heart. Your part is to wait a few days before placing your order.

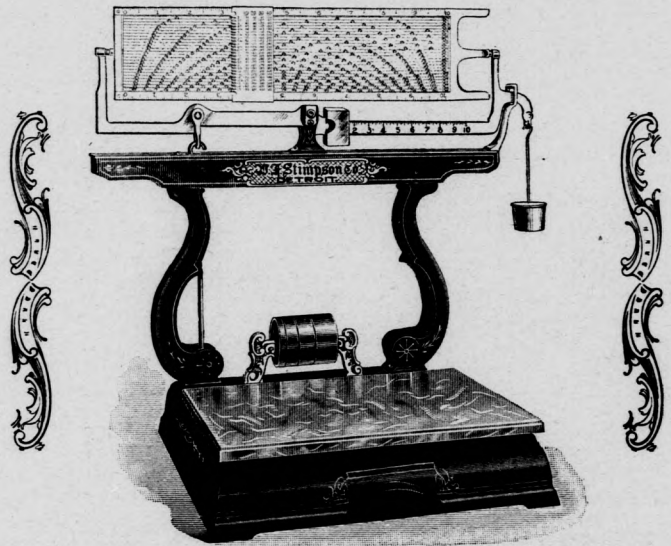
If you are in Grand Rapids the line is there also, at Room 18 Houseman Building, corner Pearl and Ottawa streets.

Hall & Hadden,

Crockery and Glassware,

Grand Rapids, Michigan

Important to Scale Users



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

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

Remember our scales are sold on easy monthly payments.

W. F. STIMPSON CO., Detroit.

MICHIGAN TRADESMAN

Volume XVII.

GRAND RAPIDS, WEDNESDAY, MAY 9, 1900.

Number 868

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.

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.



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.

Fall and Winter Samples Now Ready.

Koib & Sons, oldest wholesale clothing manufacturers, Rochester, N. Y. Manufacturers of the largest line, best made and best fitting garments on the market. Everything you can think of in men's ready made clothing at lowest possible prices.

We still have a nice line of spring and winter goods.

Write our agent, William Connor, Box 346, Marshall, Mich., to call on you or he will meet you at any time and place.

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.

- Page.
2. Growth of the Butter Business.
 4. Around the State.
 5. Grand Rapids Gossip. The Produce Market.
 6. The Buffalo Market.
 7. Gotham Gossip.
 8. Editorial.
 9. Editorial.
 10. Woman's World.
 12. Clothing.
 13. Dry Goods.
 14. Decoration Day Flowers.
 15. Employees Must Pay Their Bills. Crockery and Glassware Quotations.
 16. Butter and Eggs.
 18. Hardware.
 19. Hardware Price Current.
 20. Shoes and Leather.
 22. The Meat Market.
 23. Trees and Eggs.
 24. Clerks' Corner.
 25. Commercial Travelers.
 26. Drugs and Chemicals.
 27. Drug Price Current.
 28. Grocery Price Current.
 29. Grocery Price Current.
 30. Getting the People.
 31. Pay No Profit.
 32. High Water Mark.

NOSE OUT OF JOINT.

Like most momentous matters the item was crowded into a little space. A single sentence announced the fact in the fewest possible words: A cargo of grain has been discharged at Liverpool straight from the Chicago elevator. It had been long talked of, but had been pronounced a pretty lively dream with "a difference in the morning." To-day there is a change. Chicago wakes up to find herself the peer of any city upon the Atlantic coast and, with the wide-awake determination to turn the fact to practical account, is looking the matter over. She has already reached conclusions and a direct line of steamers from the inland metropolis of the Middle West will soon be plying its frequent periodical voyage to the English port. The boats will be of the Welland Canal size, with a capacity of 75,000 bushels of wheat on a draft of fourteen feet. Negotiations are going on between Chicago and Montreal by which freight can be transferred at that point and save the lake-ship the voyage across the Atlantic. There is every prospect of carrying out the project, which, once entered upon, will furnish New York another powerful reason for "wishing she hadn't."

For years Chicago has been crying with Sterne's starling: "I want to get out! I want to get out!" but the Atlantic port gates of the continent did not open. A city a thousand miles from sea-water must not get into its head strange notions. The possible had limits which even Western commercial enterprise was bound to respect, and what that Middle Western world must do is to make the most of the ample railroad facilities furnished and go right on in the same old way. In the open season the Lakes and the Erie Canal might furnish a let-up on freights, but the railroad was the agent to be relied upon and, although somewhat costly, it was the only and so it had to be the best way; and, this sage counsel having been delivered, the daughter of Old Rip Van Winkle went to sleep.

But not Chicago nor the boundless country with interests centering there. "Not if we know ourselves!" roared the waves of Michigan as they angrily struck the Chicago docks. "What does she take us for?" snarled the Mississippi as the waters of the ship canal reported the selfish story. "We won't do a thing about it!" murmured the winds, as they swept down from the wide Northwestern wheat fields, and the big uncounted corn patches of the Middle prairies responded, "No, we won't!" But New York did. A little more sleep, a little more slumber, a little more folding of the hands to sleep, and then between naps she thought that the Erie Canal might be widened and deepened and she would see what the folks thought about it. They thought it might and Canada, with her Welland Canal, thought it might not and Chicago and her far-reaching clientage thought so, too; and now, with the new ocean line established and the grain trade thus early started, the gateway of the Western world, basking contentedly in the Land of the Sometime, finds her nose out of joint and her coffers, which once overflowed with the freight rates of the grain transportation, as empty as the docks deserted by the grain-laden steamers now on the Atlantic for Liverpool. No, they are not doing a thing! But the lake waves are placid now, there seems to be a brighter green to the growing wheat of the Northland and the sprouting corn is unsheathing its blade with more than its wonted flourish, while the messengers of the growing crops between the Alleghanies and the Rockies are telling of a larger acreage, of a most promising harvest and so of a thriftier foreign trade between Liverpool, the chief emporium of Great Britain, and Chicago, the principal emporium of the United States.

More hemp will be raised in Kentucky than has been raised there in a great many years. It is very suggestive. It is doubtful, however, if there will be more than enough for home consumption. Another objection, which it is hoped will be overcome, is that heretofore the hemp there has not been raised high enough for the best practical purpose, a fault which should be corrected.

Coal has been selling in Austria at \$10 a ton, and some of the German schools have been closed for lack of fuel. Exports of American coal to Europe are becoming common. An English syndicate is said to have contracted for 2,000,000 tons of Alabama coal to be forwarded by way of New Orleans.

The value attaching to good generalship has been so strikingly demonstrated recently through a conspicuous want of it that governments hereafter may be content to let merit rather than favoritism determine the selection of commanding generals.

Silk is likely to go up in price, on account of an epidemic among the Italian and French silkworms. They refuse to eat and are dying by myriads on their mulberry leaves.

GENERAL TRADE REVIEW.

Wall Street dealers are now taking their punishment for the crooked deals in some of the leading stocks, in a degree of dulness almost without precedent. The buying public seems to be thoroughly frightened away and operations are confined to a quiet buying on the part of the strong operators, who seem to think that the situation is assured by the general condition of strength and industrial activity throughout the country. Latest reports indicate an increase of activity, but at the expense of further decline.

Naturally the work of price adjustment in iron and steel and the apparent need of it in some other lines serve to cause some uneasiness and pessimistic predictions, but that these are warranted is strongly contradicted by the unprecedented transportation business, by the vast volume of trade in the Center, South and West as indicated by the remarkable and increasing reports of clearing house business and by the favorable condition of export trade. Heavy gold exports are thought to be a cause of uneasiness, but that is abundantly accounted for by the demands of England for her war and the extraordinary needs of other nations.

The general tendency of prices in the iron and steel trades is toward a lower and more healthy basis. The only exceptions are in the sheet schedule, which is fully sustained, with a prospect of further advance, and in the price of rails, steel beams, angles and tinplates.

The fact that some prices are yielding is made a pretext for careful buying in many of the great industries. Thus boot and shoe shipments from Boston are declining for the reason that many are looking for yielding prices. Hides and some kinds of leather are slightly lower in Chicago. The tendency in the great textile staples is toward lower values, favorable crop reports having brought cotton down a cent. The period of high prices has naturally increased the manufacture until some works are compelled to lessen production. And the same may be said substantially of the wool situation. In both branches the aggregate of business is wonderfully large, but the time in which demand can keep the lead is inevitably short.

The workman who can select quickly the size of stone or brick needed to fit spaces in putting down pavement is better educated than the writer who chooses big words that are a misfit in conveying the meaning of his small ideas.

It is in the joyous springtime that a man reads on the fences how torpid his liver is, how bad his blood is, and feels how sure he is to die soon unless he invests in the medicine so strongly recommended by board fences.

The most troublesome workingmen are those who have no time to work. On the same line, the lawyers who are constantly stirring up strife are those who have no clients and no business in court.

Produce

Growth and Importance of the Butter Business.

Butter as a food appears to be as old as history. We have record of the use of butter as early as 2,000 years before Christ. The Bible is interspersed with references to butter, the product of milk from the cow. In Genesis we read that when Abraham was on the plains of Maure, he entertained the three angels who appeared unto him as men, as he sat in his tent, and he said to Sarah to take three measures of meal and knead it quickly and make cakes upon the hearth; and it is said that he went to the herd and fetched a calf tender and good and gave it to be dressed, and he took butter and milk and the calf which he had dressed, and set it before them and they did eat.

Thus it will be seen there is divine authority for the statement that butter is a fit food for the angels. Not only has it been regarded from time immemorial as a food fit for the gods, but its use appears to have been divinely recommended, and its users promised certain immunities against evil.

For instance, in Isaiah 7:15, it is said: "Butter and honey shall he eat that he may know to refuse the evil and choose the good," while in the 22d verse of the same chapter it is further stated that "He shall eat butter, for butter and honey shall everyone eat that is left in the land." And no doubt is left in the minds of the readers in either case as to the kind of butter meant, because it is referred to as from milk.

In Judges 5:25, butter is referred to in a manner which proves that it was regarded there as a favored food. "He asked for water," reads the verse, "and she gave him milk; she brought forth butter in a lordly dish."

And not only is butter spoken of as a favored food, but it was used as an instrument for the performance of miracles. Job 29:6 reads: "When I washed my steps with butter and the rocks poured me out rivers of oil."

What other food has such sacred endorsement and history?

It is presumed that in four thousand years there has been considerable of an improvement in the manufacture of butter, although, of course, we know little more of the method by which Sarah produced this butter for the angels than we know of the means employed in the construction of the pyramids.

The earliest details of method of manufacture are derived from the Arabs and Syrians, who appear to be as well satisfied with the original process of making butter as they are with other habits which have remained unchanged for centuries with the Arabs. To-day, as was the original practice so far as known, the Arabs and Syrians use for a churn a vessel made from goat skin. The animal is skinned, the skin sewed up tight, leaving an opening only at the left fore leg, where the cream is poured in. Then the "churn" is suspended from the tent poles and swung until the "butter comes." This is the earliest known process of making butter. In Mexico only a few years ago cream was placed in a bag by the natives, the whole taken behind the saddle of a spirited horse, and a tour of a few miles horseback undertaken by the rider. When the journey was at an end, the churning process was supposed to be finished.

Not all butter made to-day can be

said to be "fit for the gods." It may be that in the days of Abraham butter was produced which even the angels might have turned up their noses at. But it is a fact, however, that 75 per cent. of the butter made to-day by our modern methods is of better quality than the exclusive 25 per cent. of fifteen years ago, because there have been tremendous strides in the manufacture of butter the past fifteen years, not only as to quality, but from the point of economy of production. Up to this time the very primitive method of farm dairying appears to have been followed, little improvement upon which had been known for a century.

The great progress in buttermaking alluded to as having taken place during the past fifteen years has been brought about largely through the introduction of the centrifugal cream separator and the invention of a simple method by which the exact butter value of milk may be ascertained by the creamery operator, the use of which test enables the creamery man to pay for this varying lacteal fluid according to its fat value, and thus take from the grasping farmer the historical temptation to "water" his milk. Before the day of this Babcock test, when milk for the separator creameries was purchased in the bulk, regardless of its fat value, the farmer who had the deepest well upon his place appears to have been the most successful dairyman. It is not so to-day.

The separator has proven both a fat saver and quality producer. By the old method of setting milk and allowing the cream to rise, fully 10 per cent. of the butter fat remained in the skim milk. The modern separator will take practically all this out, thus practically increasing the yield of the cow to that extent. With the method now employed by the separator creamery of receiving sweet the whole milk and separating it, the buttermaker has under his control the important process of ripening the cream, wherein lies the secret of flavor, which is quality.

There is little necessity for alluding to the minor details of the business as they exist to-day. It is known that at present the butter business is in rather a complex state. Its future is shrouded in uncertainty. We do not know what the coming year may bring forth. There are conditions and influences prevalent which the most astute can not fathom. The trade had about accepted the general impression that the day of 30 cent butter had passed. In late former years, when our markets had reached 25 cents, there had been reactions of a disastrous nature, but the past year has proven exceptional. New York went to 30 cents last January. Chicago touched 29 cents, and we were reminded of olden times when there appeared a close similarity between the value of a tub of butter and a keg of gold.

You ask what has brought this about? This question has puzzled the best informed. Some say increased consumption. Others say lighter production. Still others lay the condition to a conspiracy to run butter up to an exorbitant figure at that time to influence Congress adversely in the matter of legislation to be asked for for the protection of the public against fraud.

It appears most plausible, however, that there is a little of something in each of the first two explanations. There is no doubt that the prosperous times of the past two years, especially during 1899, have increased consumption of pure butter, or I might say, have en-

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.

Clovers

Grass Seeds

Lawn Grass

Flower Seeds

Seed Corn

Peas

Beans, Etc.

Seeds

Largest stocks, best quality, lowest prices, prompt service. Our stocks are still complete. All orders filled quickly day received. Let your orders come.

Garden Seeds in Bulk.

ALFRED J. BROWN SEED CO.

Seed Growers and Merchants

24 & 26 North Division St.

Grand Rapids, Mich.

COLD STORAGE

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

GRAND RAPIDS COLD STORAGE CO.

GRAND RAPIDS, MICH.

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.

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

abled people to follow the market up higher than in former years. There has been no increase in consumption, because production has been curtailed through this same prosperity. During the past year New York's receipts of butter were 20,000 packages lighter than in 1898, and the receipts at Chicago fell off 50,000 packages. It is probable that receipts at other points were short in proportion.

Of course this appears strange in face of the fact that prices in New York have averaged 2 cents higher and in Chicago 3 cents higher for the year 1899 than for the year preceding, and during the latter part of the year values showed an increase of 5 cents, or about 20 per cent. The matter of producing butter is not the question of a day or a week. It is the question of years. During 1896, 1897 and 1898, values of butter were very low; in fact, they at many times were below cost of production. Farmers held on only because other farm products were equally low in price or short in yield. But when live stock and grains went upward, the farmer found more lucrative, attractive and less arduous fields for his labor, and abandoned the cow by thousands. He had no way of knowing that the year 1899 would bring forth fabulous prices, and was not prepared to produce milk when those prices came. He was like the foolish virgins; there was no oil in his lamp when the bridegroom came.

Statistics show that the dairy business, so far as cows are concerned, has not progressed the past ten years. In 1890, with our 62,622,250 population, we had 15,952,883 milch cows, or about 264 cows to every thousand population. In 1900 we have no more cows with our gain of at least 10,000,000 population, so that to-day we have not more than 228 cows for every 1,000 population, instead of 264, as ten years ago. In fact, in actual numbers we have to-day more than a half million less cows than we had in 1894, when the records showed 16,504,000 against 15,998,000 in 1899. And the high prices of beef the past year have tempted the sale of more milch cows than have been sold for slaughter in many years past.

We have heard a great deal during the past few years about an export trade for our butter in England and the Orient. We have sent considerable butter abroad the past three or four years. It has gone almost wholly to England, the great butter consuming country. Secretary of Agriculture Wilson has spent a great deal of time in an effort to develop the foreign market. In 1894 our exports to England were valued at \$125,947; in 1895, \$271,776; in 1896, \$617,525; in 1897, \$633,549, while in 1898 they fell to \$285,309, as a result of higher prices in this country brought about by a decrease of production. The statistics for the past year's exports have not yet been published, but during the months of August and September there was a phenomenal demand for our butter from England, which took all our surplus and more than we were able to spare and supply our domestic trade at the former level of prices. A scorching drouth all through England and Europe, which lately spread to the Western hemisphere, was responsible for the demand from England, in whose regular producing counties the make of butter was tremendously reduced.

It is a very doubtful question as to whether the United States will be a regular exporter of butter to any great extent. The large exporters of butter to-

day as a rule are those countries with small population and many cows; great producers and small consumers. Denmark, for instance, with its 2,000,000 people, sends England \$37,000,000 worth of butter. The people of Denmark ship their butter and eat oleomargarine, consumption of that substitute aggregating for its 2,000,000 people almost a third of the amount consumed in America by our 75,000,000 of population. Canada is a natural dairy country, a heavy producer and light consumer, as are Ireland and Australia. The secret of their success is the fact that they are always producing more than they can consume, consequently always have a supply for their trade. Steadiness of supply is a necessity in the English market, and something we can hardly expect to attain. Our population requires too near our entire production to enable us to have a steady supply for export. For instance, in 1897, the heaviest export business for years was done; yet the exports amounted to not more than 1 per cent. of our production. A shrinkage of 1 per cent. in production or an increase of 1 per cent. in consumption at home wipes out our surplus. Therefore we are but an irregular shipper abroad and never get an opportunity to get the advantage secured by those who are regular patrons of the Englishmen.

Our export trade with other countries than England amounts to little. There is some trade with the tropical countries and the Orient. One Boston firm quite well known to the trade, Simpson, McIntyre & Co. by name, are about the only people who do an extensive business with the tropics. Their butter is all tinned and is said to give excellent satisfaction. In fact, it has been my personal experience that it stands up better in flavor after being opened than the Danish tinned butter, and I have eaten both in South America.

But why should we spend our time looking for markets abroad when our own markets are being wrested from us by the greatest fraud of the century? It is my opinion that if as much time and money had been spent by the Agriculture Department in showing up the fraudulent methods by which pure butter is being crowded out at home as have been devoted to an effort to get a market established abroad for our surplus, the industry would be far better off. There is five times as much oleomargarine sold as butter every year in this country as we export butter. We have simply been yielding our own markets to the fraud and meekly looking for some place else to sell at a reduced price.

T. C. H. Wegforth.

Every Piece Inspected

In our harness department no piece of leather can get into a harness without being inspected. If there is any doubt about its quality it is thrown out and only the good part is used in some other kind of work. In this way we are perfectly sure that our make of harness is all right in every particular. We sell it with this understanding. The price will suit you, also.

Brown & Sehler
Grand Rapids, Mich.

Geo. N. Huff & Co.,

WHOLESALE DEALERS IN

Butter, Eggs, Poultry, Game, Dressed Meats, Etc.

COOLERS AND COLD STORAGE ATTACHED.

Consignments Solicited.

74 East Congress St., Detroit, Mich.

WE BUY FOR CASH

Eggs and Butter

IN ANY QUANTITY.

Hermann C. Naumann & Co.,

353 Russell St., Opp. Eastern Vegetable Market, Detroit, Mich. Phones 1793.

WANTED

We are always in the market for Fresh

BUTTER AND EGGS

36 Market Street.

R. HIRT, JR., Detroit, Mich.

WANTED---

Potatoes, Onions, Apples, Cabbage, Beans, Honey, Eggs, etc. If you have any to offer name your price, quality and quantity, f. o. b. or delivered.

G. A. SCHANZ & CO.

WHOLESALE PRODUCE

58 W. Woodbridge St. and 22 Market St., Eastern Market, Detroit, Mich.

References: Ward L. Andrus & Co. and City Savings Bank, Detroit.

D. O. WILEY & CO.

DETROIT, MICH.

COMMISSION MERCHANTS

ESTABLISHED 1868.

BUTTER, EGGS, FRUIT, PRODUCE

References, Dun or Bradstreet.

Consignments Solicited.

Please Mention Tradesman.

WE PAY CASH

F. O. B. your station for EGGS and all grades of BUTTER. It will pay you to write or wire us before you sell.

HARRIS & FRUTCHEY, DETROIT, MICH.

ALL GROCERS

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

THE LEROUX CIDER & VINEGAR CO.,

Toledo, Ohio.



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

Around the State

Movements of Merchants.

Bristol—Sutton & Holcomb are erecting a new store building.

Lansing—The Lansing Awning & Tent Co. has sold out to John Oram.

Port Huron—Wm. Simpson has opened a grocery store on Erie street.

Williamston—James N. Leasia succeeds Leasia & Piper in the drug business.

Monroe—Henry Hermann succeeds Duval & Hermann in the meat business.

South Haven—Cording & Merson have engaged in the grocery business at this place.

Ionia—W. K. Wilson has sold his grocery stock to Wallace Haight and David Jepson.

Dice—Edward J. Geddes has sold his dry goods and grocery stock to George Russell.

Tecumseh—J. A. Maus and Fred Waring have opened a furniture store at this place.

Homer—Harmon & Allen announce that they will shortly retire from the dry goods business.

Grand Ledge—Spencer & Hall have purchased the boot and shoe stock of George L. Coryell.

Allenville—J. D. Erskine has added lines of crockery, glassware and tinware to his general stock.

Clarksville—R. H. Goodfellow has purchased the drug and wall paper stock of R. C. French.

Elkton—Aldrich Bros. succeed Albert J. Aldrich and David E. Winer in the hardware business.

Sault Ste. Marie—Gowan & Pickford are now located in their new hardware store and are ready for business.

Coldwater—H. C. Simons & Co. is the name of the new firm which succeeds H. C. Simons in the jewelry business.

Reed City—J. W. Patterson has bought the grocery stock of Johnson & Gingrich and will continue the business at the same location.

Caro—L. A. Phelps has sold his grocery stock at this place and removed to Canton, Ohio, where he will engage in the cold storage business.

Petoskey—Ramshaw & Doherty have opened a new grocery store. Both gentlemen were formerly engaged in the grocery business at Cheboygan.

Owosso—W. H. Bell has closed out his stock of groceries and crockery and expects to go to Detroit to open a furniture and house furnishing store.

South Haven—A. G. Harrison, who recently disposed of his grocery stock to Cook & Son, has engaged in the wholesale butter, egg and fruit business.

Detroit—Frederick J. Todd and D. W. H. Moreland have opened a drug store on Woodward avenue under the style of the Central Drug Store Co.

Boyne Falls—Herman Mazidsohn, general dealer at Elkton, has opened a branch store at this place under the management of Abraham Assersohn.

Paw Paw—The Thompson Furniture Co. is the name of the new firm which has put in a stock of furniture and undertaking goods in the O'Dell building.

Alpena—The firm of Owens & Fritz has been dissolved by mutual consent, Mr. Owens continuing the undertaking business across the river. Mr. Fritz will retain the Second Street store and will continue the undertaking, picture frame and art business.

Newberry—F. B. Stade has closed out his business at this place and removed to Mass City, where he will engage in the dry goods and clothing business.

Manton—J. M. and P. F. Wolfe, formerly of Fife Lake, have purchased the jewelry stock of W. G. Crawford and will continue the business at the same location.

Charlotte—V. C. Roblin has purchased the interest of Albert Murray in the shoe firm of V. C. Roblin & Co., and will continue the business under the same firm name.

Charlotte—J. W. Bower, of this place, and Arthur Bailey, of Belding, have organized a company, with a capital stock of \$2,500, to be known as the Charlotte Baking Co.

Charlotte—Mr. Watson, of the dry goods firm of Watson & Newman, has sold his interest in the business to his partner and will engage in the dry goods business at Charlevoix.

Manistique—The First National Bank has been organized with a capital stock of \$35,000. It will succeed to the business of the Citizens' Bank, which was started about six months ago.

Petoskey—Two grocers of this city enjoy the honor of having horseless carriages—Ad. Fochtman & Son, who have a mule on their delivery wagon, and I. Goldstick, who utilizes a push cart in the delivery of goods.

Saginaw—Vern J. Wolcott, of Albion, has leased the store building at 412 Court street, and will occupy it with a stock of dry goods, doing business under the style of the Wolcott Dry Goods Co.

Detroit—The Berkey Cash Jewelry Co. has been organized with a capital of \$5,000, of which 50 per cent. is paid in. Charles A. Berkey holds 350 shares, E. P. Goulding 100, and Merton E. Rowley 50.

Eaton Rapids—Hartson & Vaughan, who have been in the furniture and undertaking business, have dissolved partnership. J. J. Vaughan will continue the business with his brother, D. G. Vaughan, and the firm will be known as Vaughan Bros.

Ann Arbor—F. L. Wilber, of Charlotte, has purchased an interest in the Goodspeed shoe stock here and will have charge of the business. Mr. Wilber was for eight years a boot and shoe merchant in Ypsilanti.

Otsego—Frank McCall, of this place, and Bert McCall, of Hickory Corners, have purchased the grocery stock of Herbert McCall and will continue the business at the same location under the style of McCall & McCall.

Adrian—H. W. Glover, of Ypsilanti, who was the principal owner of the stock of the Cash Dry Goods Co., of this city, has turned the stock over to F. H. Goadly, representing H. B. Claflin & Co., of New York.

Traverse City—J. W. Slater has just completed a new store building at Elk Rapids, 26x100 feet in dimensions, two stories high, which he will occupy with his branch undertaking business and house furnishing goods stock.

Fennville—R. S. Shiffert, dealer in general merchandise, and W. E. Shiffert, dealer in dry goods and groceries, have consolidated their stock and will continue business at the R. S. Shiffert location under the style of R. S. Shiffert & Son.

Ypsilanti—The Sullivan-Cook Co. has been organized with a capital stock of \$7,500 to engage in the clothing and men's furnishing goods business. The

stockholders are Henry S. Platt, Arthur S. Sullivan and George A. Cook, each of whom owns 250 shares of stock.

Detroit—Customers of Pardridge & Walsh, dry goods dealers, will hereafter only have to pay 12½ cents for a shilling's worth of goods, the firm having adopted an aluminum half-cent, good for trade in their store, to be used in making change. Pardridge & Walsh are first to adopt the scheme in Detroit, although it has been in use successfully in other cities for some time.

Ishpeming—The Finnish Co-operative Store is now a reality, having purchased the grocery stock of Kangas & Co. for \$3,000. Jacob Kaminen, late with Braastad & Co., is book-keeper for the new Co-op and F. Lassenius, late with Hendrickson & Skoglund, will manage it. The meat market conducted by Oscar Forsberg has been purchased and will be incorporated in the store, Mr. Forsberg continuing in charge of the business.

Manufacturing Matters.

Paris—A. M. Sanford has purchased the Nye sawmill and moved it three miles south of Careyville.

Bay City—The mill property of the South End Salt & Lumber Co. has been sold to A. F. Bartlett & Co., of Saginaw, the consideration being \$10,000.

Coldwater—J. D. Payne and E. H. Williams, cigar manufacturers, have formed a copartnership and will continue the business under the style of Payne & Williams.

Detroit—Articles of association have been filed by the Jarrait Paint & Enamel Co. Capital stock, \$7,500, of which \$2,700 is paid in. Stockholders, John B. Jarrait, Joseph Belanger and Harvey F. Belanger.

Allegan—The Allegan Wheel Co. has purchased the building formerly occupied by John M. Heath as a foundry and machine shop, together with all of the patterns, tools and machinery. Brown & Danner have purchased an interest in the company. Mr. Danner will assume personal charge of the business.

Port Huron—James R. Burgess, a Port Huron inventor who has perfected a new idea in cook stoves, is attempting to organize a company of local capitalists to place the stove on the market. The members of the Port Huron Merchants & Manufacturers' Association have interested themselves in the matter and will aid in its promotion. John G. O'Neill has agreed to take \$5,000 of it.

Cheboygan—The horse collar factory is at last an assured thing. A stock company, with a capital of \$4,000, has been organized. The incorporators are J. M. Nichols, Egbert A. Smith, Geo. E. Frost, Dr. S. A. St. Amour, P. L. Lapres and O. M. Clark. The company is looking for a suitable location and expects to begin manufacturing next month. Mr. Nichols is confident that in less than a year the company will furnish employment to fifty men.

Caro—The Peninsular Sugar Refining Co. has brought suit against James Speyer, Ferdinand Herman and Martin Erdman, bankers of New York City, to recover \$300,000 on a bond which, it is claimed, was forfeited. The complainant alleges that at Detroit on January 31, 1899, it was agreed between the plaintiff and the Wernicke Co., of Germany, that the latter should construct and equip for the Peninsular Sugar Refining Co., for \$400,000, a beet sugar factory for the manufacture of white granulated sugar ready for consumption and that the factory could be doubled to the

capacity of 1,000 tons of beets per day at a minimum cost. To complete the contract the Wernicke Co. furnished, it is claimed, the bond of the defendant bankers in the penal sum of \$300,000. The complaint further says that the plaintiff corporation, in accordance with the agreement, paid \$300,000, and that the remaining \$100,000 was to be paid by first mortgage bonds as soon as the factory should have been in operation thirty days and should have produced standard granulated sugar at an average cost of three cents a pound. This contract, it is claimed, was not carried out, and it is claimed that the Wernicke Co. is liable for damages to the amount of \$450,000. The penalty on the alleged forfeited bond is therefore sued for.

Should Be Held Down to a Cash Basis.

Some time ago the attention of the Tradesman was called to the questionable methods of the Union Fruit & Grain Co., of Detroit. Upon investigation it was learned that there is a gang of fellows operating under different firm names in different parts of Detroit and working into each other's hands. The Union Fruit & Grain Co., run by Samuel Tucker; the Tucker Produce Co., also run by Tucker; the Manhattan Fruit and Grain Co., run by a Mr. Crawford; the Crawford Fruit and Produce Co., also run by Crawford, and the Wolverine Fruit and Produce Co., run by Crawford's son. Jas. Boyce is supposed to work for Crawford. Investigation discloses the fact that Wick Hathaway is a fictitious name and that such a man does not exist.

Bush Bros., 47 Woodbridge street, Detroit, are sending out circular letters to the trade, offering to pay 11½c for eggs on track and return cases free. The Detroit market does not justify any dealer in paying such prices. The firm is not rated by R. G. Dun & Co.

The Tradesman feels called upon to warn its readers to beware of R. J. Jones, of Norfolk, Va., who is ordering goods of all kinds—from cigars to ashes—from Michigan merchants and shippers. He is a rank fraud and is now the defendant in several suits which may result in landing him behind the prison bars.

Frank B. Hancock, who purports to be a commission merchant at Casky, Kentucky, is also ordering goods indiscriminately from Michigan and Indiana dealers and has thus far failed to establish a reputation for prompt payment. He should be treated with due caution, pending further investigation on the part of the Tradesman.

Meeting a Cordial Reception.

The Cappon & Bertsch Leather Co. has fitted up three floors for the reception of its saddlery hardware stock and will immediately enter upon the work of fitting up a fourth floor for the same purpose. Manager Otis announces his intention of carrying a full line of saddlery goods, from A to Z, which he will sell at prices which will command the attention and patronage of the trade. The reception accorded the new department has been hearty beyond expectation, giving grounds for the belief that this departure will prove to be one of the most popular moves ever made by the company.

D. Harris, butter and egg dealer, Delray: Like your paper. Good market reports.

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

Grand Rapids Gossip

Milo Bolender, whose drug stock at Hubbardston was recently destroyed by fire, has resumed business. The new stock was furnished by the Hazeltine & Perkins Drug Co., the order being placed before the fire was entirely extinguished.

Edward Fitzgerald has resigned the position of manager of the Michigan Barrel Co. to accept the management of Mitchell Bros.' extensive lumber business, which has its headquarters at Cadillac. The resignation took effect May 1 and Mr. Fitzgerald entered upon the duties of his new position May 7. He will continue to reside in Grand Rapids, making Cadillac his headquarters and making frequent trips over the territory in which the firm is operating.

It is reported that the management of the Royal Furniture Co. will shortly pass into new hands, a controlling interest having been purchased by Alexander W. Hompe, Robert W. Irwin and Ralph Tietzort. Mr. Hompe is already Vice-President of the corporation and has been identified with the business for several years. Mr. Irwin has been superintendent of the Grand Rapids School Furniture Works for several years and will relinquish that position to take the office management of the Royal. Mr. Tietzort has been on the road for the Royal for several years and will continue in that capacity.

John Smyth, local representative for Fleischman & Co., was stricken with paralysis while transacting business with the storekeeper of the Peninsular Club Monday morning and is still in a precarious condition, although Dr. Fuller is hopeful of his ultimate recovery. The attack is confined to the right side, but it is so severe that speech is impossible. Ludwig Winternitz was summoned from the deathbed of a relative to take temporary charge of the office and will remain here until there is a change for the better. He is in excellent health as the result of a trip through Mexico and a more recent "bridle tour."

The Produce Market.

Apples—Baldwins and Ben Davis command \$4.25@4.50 per bbl.

Asparagus—65c per doz. bunches.

Bagas—35c per bu.

Bananas—The banana market is firm but unchanged. It is reported from Cuba that heavy shipments of bananas will be made from the Island to this country in June. This, in conjunction with the arrivals expected from Jamaica at that time, may oversupply the market and break the backbone of the present ruling high prices.

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

Butter—Factory creamery is stronger and higher, owing to scarcity in the Eastern markets, and local dealers meet no difficulty in getting 10c. Dairy grades are also higher and in better demand, owing to the fact that many dealers have discontinued handling butterine. Fancy grass butter in crocks commands 15c, while choice stock fetches 14c and roll is weak and sluggish at 13c.

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.

Cocoanuts—\$3.25 per sack of 100.

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

Dressed Calves—Fancy, 7½@8c; common, 6@7c per lb.

Eggs—Storage packers pay 10½c and

return cases free. Local handlers pay 10½c for small shipments and 11c for large shipments on track, cases returned at owner's expense. In some cases, where the stock is especially fine, slightly higher prices are paid.

Green Stuff—Grand Rapids forcing lettuce, 11@12c. Onions, 10c per doz. Parsley, 30c per doz. Pieplant, 5c per lb. Radishes, 20c per doz. or \$1 per bu. 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 firmer on all grades, especially for fancy 300s, which are about 15c per box higher. The fruit now arriving is in good condition and there is an active demand.

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

Maple Syrup—Selling at 80@90c per gal., as to quantity and quality.

Oranges—California navels, \$3@4 per box.

Parsnips—\$1.75 per 3 bu. bbl.

Pineapples—Jamaica command \$1.75 per doz.

Potatoes—Local dealers hold old at 35c and new at \$2.25 per bu.

Poultry—The market is strong and receipts are not sufficient to meet the consumptive requirements of the market.

For live poultry local dealers pay as follows: Broilers weighing 1¼ to 2 lbs. command 25c per lb. Squabs, \$1.75@2 per doz. Pigeons, 50@60c. Chickens, 8@9c. Fowls, 7@8c. Ducks, 9c for young. Turkeys, 10c for hens and capons and 9c for gobblers. For dressed poultry: 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.

Seeds—Mammoth clover, re-cleaned, \$5@5.25; medium clover, good to choice, \$4.75@5.25; Alsike clover, \$6.50@7; Alfalfa clover, \$6.50@7.25; crimson clover, \$4@4.50; timothy, prime to choice, \$1.20@1.40; field peas, white, 75@90c; red top, prime to choice, 60c@81; red top, clean from chaff, \$1.50@1.75; orchard grass, \$1.10@1.30; blue grass, \$1@1.40.

Strawberries—Tennessee stock is coming in freely, but about two days out of three the receipts are streaked, due to the unfavorable weather which has prevailed for some time in the South. The ruling price at this writing for fair stock is \$3 per crate of 24 quarts.

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

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

Turnips—\$1.25 per bbl. and scarce at that.

Wax Beans—\$3.50 per bu. box.

Hides, Pelts, Tallow and Wool.

The hide market again shows a weakness in light stock. Packers' values are lower and are expected to decline still more, as buyers are holding off. There is no accumulation of consequence, while the supply is ample. Country receipts are small and the light stock shows a greater decline than heavies.

Wool pelts are draggy at lower prices, while shearlings meet a ready sale at good prices.

Tallow is quiet, with a demand for all offerings at slightly lower values. There is no accumulation of stocks.

Wool is weak and last year's prices are likely to prevail, which are much lower than anticipated. The London sales now in progress, which were expected to open at a decline, have created a waiting market on this side.

With a short supply throughout the world the offerings at the sale are the largest ever known. English and American mills are running to the fullest capacity, with only sufficient wool for immediate wants. The present large offerings make a weak market, for the present at least.

Wm. T. Hess.

The Grocery Market.

Sugars—Raw sugars have advanced 1-16c during the past week, but on Monday declined 1-2c, making the present price 4 7-16c for 96 deg. test centrifugals, with the market weak and but little business being done. There are nineteen ships in the Cape Horn fleet which is now loading at Hawaii and which will bring part of the 1900 crop of sugar to the United States. Owing to the stamping out of the plague in Honolulu, the boats can now get clean bills of health. The fleet will carry about 62,800 tons of sugar. The refined market is unchanged with fair demand. Owing to the strength of raws an advance in all grades of refined has been looked for, but since the decline on raws Monday no advance in refined is expected. It is understood that negotiations to bring about an agreement among the refiners will continue and it is believed the same will ultimately be successful, as refiners are anxious to do a profitable summer business.

Canned Goods—The market for all varieties of canned goods remains practically unchanged. There is no demand and no movement, although holders continue firm in their views, and, with the exception of tomatoes, refuse to make concessions, even if it would bring business. There is some interest in future California fruits at prices to be named later, which will, it is said, range from 10@20c higher than last year's opening. The packing season of 1900, in Baltimore, will open about May 10 with pineapples, followed by peas and strawberries around the last week in May or first of June, and from that time on the other articles in the list will follow in rapid succession, with small fruits, early string beans, lima beans, etc., up to the latter part of July, when the tomato packing season begins, followed quickly by and winding up with peaches, peas, corn, etc., lasting until October or November. The jobbers all over the country are beginning to take more interest in future goods of all kinds, but up to this date the buying for forward delivery has been extremely light, except pineapples, the sales of which are beyond the packers' expectations. In view of the fact that there is a shortage in Cuba, compared with ordinary years, the demand for futures is heavy and opening prices are likely to be the lowest of the season. The spot tomato market shows weakness, although there has been no recent reduction in prices. Futures are still untouched, although buyers are said to have asked for concessions in some instances and to have received them. California canners are working on peas and report a good enquiry at previous prices. There has been a reduction on old stock for the purpose of attracting trade to close out everything on hand before the new season opens. The present holdings are very small. Prices on new pack will come late this season. Corn sells fairly well at previous prices. Stocks are very low indeed and round lots are difficult to obtain. The salmon situation is very strong. The pack of 1899 in first hands is entirely exhausted, although it was the largest ever made on the Coast. One of the factors in this exhaustion is the large purchase made by the United States and British governments, both of which now make canned salmon a leading article in their military commissary supplies. This active market has increased prices on the rivers, where 6@7c have been paid to fishermen by the canners and cold storage companies,

against 5c and less last year. The run on the Sacramento River is next to nothing. The catch of the canneries is said to be fully 20 per cent. below the corresponding time in 1899. From the Columbia River there is not much encouragement, for the Chinook salmon average small. None of the canneries pack full time on account of not being able to get the fish. This looks bad, for the season is early, owing to warm weather. On Puget Sound canners continue to make preparations for a large pack if the fish run. No advance in sardines is looked for in the near future. Jobbers have large stocks, bought at low prices, and they wish to close these out before they take on any more, consequently the demand is very light.

Dried Fruits—Dried fruit is little wanted by any one and trade is confined to the smallest possible quantities. There are no indications of improvement at present, owing to the warm weather and the competition of fresh fruits, which are coming forward more freely and which practically shut out sales of dried fruits during the summer months. Trade is probably no duller than usual at this season, but what happened last year is only a memory now and the present unsatisfactory trade seems to be the worst ever known. Opinions as to the damage to the crops in California by frost are conflicting. While some estimate the damage as serious, others contend that the frost helped thin out a superfluous amount of buds. From the present outlook, the summer crop will be fully as large, if not larger than last year. Prunes and raisins are selling fairly well at unchanged prices. The same applies to peaches. Apricots sell very slowly indeed on account of their scarcity and extremely high price. Currants are in good demand at unchanged prices. There is a decline in the demand for figs, but as some stocks still remain the tendency is in buyers' favor. Late Smyrna advices speak favorably of the new crop. In other lines there is practically no business and trade is limited to such orders as are required for the actual requirements of every day business.

Rice—The rice market is very firm. The demand continues active for the low grade of domestic, which are held at extreme prices. Supplies of this grade are very light. Holders express a decided confidence in the future market. The large movement from Burmah to the famine stricken districts of India still continues and no abatement thereof is probable until the incoming of the new crop in July.

Tea—The tea market is slightly higher on some grades. The demand is good, especially for the lower grades.

Molasses—Offerings of molasses are light, due to small stocks in first hands, holders showing no anxiety to press sales, with the statistical position ruling in their favor. Prices are very firm, with a strong upward tendency.

Nuts—The market for such California almonds as are left is somewhat firmer, although the movement is rather quiet. Shelled almonds of all sorts are in small supply, and, with higher cables from abroad, the advancing tendency of the market is still prominent. California walnuts are about exhausted and what are held go out rather slowly. Present indications are for a moderate crop. The walnut districts have had copious rains in the past few days, which will help the crop materially, especially the quality. Naples walnuts are in stronger demand and prices are higher. Grenoble are neglected and prices are lower, with only moderate stocks.

The Buffalo Market

Accurate Index of the Principal Staples Handled.

Beans—Trade is getting down to light proportions, but with no fresh receipts. Sellers are inclined to hold on to the price when small lots are wanted. It is possible, however, that considerable shading could be effected to clean up a round lot. Marrows, \$2.05@2.25; mediums, \$1.95@2.10; pea, \$1.95@2.15; outside prices for fancy. Pea are taken in preference to other varieties. Kidney quoted at \$2.20@2.35 per bushel.

Butter—Market has gradually gained strength, but it was hard work to touch the 20c mark on Saturday, although 10½c was easily obtained for the best extras. Quality is steadily improving with considerable show of grass, and the best class of buyers are finding no fault with present prices. Lower grades of creamery, however, are quiet, the trade preferring dairies, which are coming in quite freely and of excellent quality. Crock butter sells on arrival when fancy. Rolls are out of market. The opinion is that the market will hold firm at possibly higher prices on first-class goods for a week or two at least. Creamery extras quoted at 10½@20c; firsts, 18@18½c; fair to good, 16@17c; dairy fancy, 18c; good to choice, 16@17c; poor butter, all kinds, 10@12c.

Cheese—Lower; demand slightly better than last week, but still too high; buyers claim to expect a fairly good business. Fancy small full cream colored, 11@11½c; good to choice, 10½@11c; skims, 5@7c. White cheese sells slow in this market except when really fancy, and usually about ½@1c below colored.

Eggs—We have had a drooping market for a week past and Saturday quite a good business was done at 12c and buyers claimed quality of stock was all that could be desired. Still 12½c was nearer the market price, with selected occasionally reaching 13c. Receipts have been light and the consumptive demand is only fair. Higher prices are predicted to-day and 12½@13c is bottom to-day.

Dressed Poultry—The few lots reaching this market are not of desirable quality and it is difficult to quote the market. Choice to fancy, well iced stock, would command strong prices. Turkeys quoted at 12@13c; chickens, 11@13c; fowl, 10@12c; broilers, 18@22c per lb. Ducks nominal.

Live Poultry—Quite a good supply of chickens and fowl reached the market this week and the feeling was not as firm as for several weeks past. Quality was at fault, fowls being too heavy. Still everything cleaned up to-day. The few turkeys brought 11½@12c; chickens, 11@12c; mixed fowl and chickens, 11c; fowl, 10½@11½c; ducks, 75c@1.15 per pair.

Apples—Stock remaining here is composed of Baldwins and Russets and is nearly all in the hands of holders, who have a market for them as soon as they are ready to accept bids. Baldwins and Russets, fancy, \$4@4.50; No. 2, \$2.75@3.25.

Strawberries—Carloads were received in this market from North Carolina on Friday and Saturday and while there was an active demand, the supply was sufficient to go around at present prices. Fancy quarts sold at 18c; choice, 15@16c; common to fair, 11@12c.

Oranges—Active demand and market firm. Navels, \$3@3.50.

Lemons—Choice to extra, \$2.85@3.50. Pineapples—Heavy supply; demand fair. No. 1, \$1.4@1.6; small and medium, \$8@12 per 100.

Bananas—Firm at \$1.50@2.75 per bunch.

Potatoes—Receipts were liberal and with few offerings from Michigan and throughout this State and only a light local trade. Prices are lower. Strictly fancy stock, however, is scarce and we believe a wider range will be made between that class and the present mixed stock. The pressure to sell is at its height just now, but as soon as these offerings are cleaned up a reaction is expected. Fancy white stock on track,

43@44c; fancy red, 40@42c; fair to good, all kinds, 35@38c. Store prices 2@3c above track.

New Potatoes—Receipts are light, but at \$5@7 per bbl. for fair to good potatoes there is little prospect of a rushing business in this market. New Orleans are expected in a few weeks and quoted at \$4.50@6 per bbl.

Onions—Market firmer for sound yellow or red and demand good at 70@80c; anything showing sprout must sell at low prices, say from 35@50c per bushel. White onions dull at 40@75c. New Orleans new onions, \$4.50@5 per bbl. Havana and Bermuda, \$1.40@1.50 per crate. Green onions, 5@7c per doz. bunches. Onion sets, \$2.50@3.50 per bushel. Garlic, 6@7c per lb.

Celery—Only offerings are Florida and New Orleans. Extra fancy sells at \$1.25@1.50; choice to fancy, 65@75c; fair to good, 20@40c per doz.

Asparagus—The range of prices has been so wide that it is useless to quote Southern. Northern grass fancy sold at \$2@2.50 per doz. for large bunches; Illinois cases, \$1.25@1.50 per case; small and medium, 50c@1 per doz. bunches.

Beans—New green, good supply; fair demand. Wax, \$2@2.75; green, \$1.25@2 per bu. box.

Cabbage—Home grown scarce and bring \$2.50@4 per bbl. Southern sold at \$3.50@4.25 per crate.

Carrots—Old 20@25c per bushel.

Cucumbers—No. 1 sell at \$1.25@1.35; No. 2, 75c@1.

Lettuce—Heavy receipts, but demand was active. Only a few lots are carried over. Fancy heads, 50@60c per doz.; basket lots, 20@40c.

Pieplant—Market liberally supplied with Southern boxes, containing 40 to 45 lbs., and these sell at \$1@1.25. Long fancy plant sold at 40@50c per doz.

Radishes—Receipts light; good demand and market firm. Bushel boxes long sold at 50@75c; round fancy, per doz. bunches, 18@25c.

Tomatoes—Fancy Florida, \$4.50@5 per carrier.

Peas—No really fancy offered. Best here sold at \$1@1.25 per box.

Spinach—Plenty of coarse seedy stuff. Fancy scarce and brought \$1.50@2 per bbl.

Watercress—Fancy fresh in good demand at 20@25c per doz. small bunches.

Mushrooms—Liberal supply offered at 35@50c per lb.

Popcorn—Firm at 2¼@2½c per lb.

Maple Syrup and Sugar—Light receipts; active demand for fancy syrup at 80@85c per gallon and 9@10c for light sugar; dark, 6@8c per lb.

Honey—A few lots of white sold at 16@18c per lb.

Dried Fruits—Dull. Evaporated apples, 5@7c outside for fancy in boxes; barrels, 4½@5½c.

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.

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.

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.

Can we do your business?

Write us.

BUFFALO COLD STORAGE CO.
Buffalo, N. Y.

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.

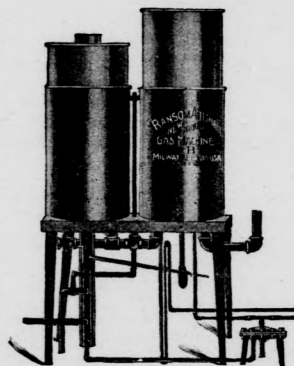
Adams & Hart, Michigan Sales Agents,
Grand Rapids, Mich.

Bryan Show Cases

Always please. Write for handsome new catalogue.

Bryan Show Case Works,
Bryan, Ohio.

The Ransom Automatic Gas Machine



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

Ransom Gas Machine Co.,
372 and 374 E. Water St.,
Milwaukee, Wis.

GOTHAM GOSSIP.

News From the Metropolis—Index To the Market.

Special Correspondence.

New York, May 5.—The coffee market has taken a turn for the worse and prices are down. Very little interest is displayed, either for spots or futures, and jobbers are not disposed to take large supplies in the present state of affairs. The decrease in the world's visible supply, it was thought, would be very considerable; but the reverse is the case and, as a result, holders have been inclined to make some concession. The spot market closes rather dull and No. 7 can not be safely quoted at above 7 3/4c. The stock in store and afloat is not far from as great as last year, being 1,020,483 bags now, against 1,201,752 bags then. In the mild grades neither buyer nor seller appears to be much interested and the situation is devoid of interest. Good Cucuta is worth 9 3/4 @ 10c.

No staple article has had a more wearisome week than tea. There is no change in prices, neither is there any demand, and the situation is almost as dull as six months ago. Offerings at the auctions have been so large that the street market has been unfavorably affected.

With increased strength in the market for raw sugars there is an improved feeling for raws and, while quotations are practically the same, the feeling is that there may soon be an advance. Some very fair orders for future delivery have been placed and jobbers generally take more interest in the situation.

Prices of rice, especially for the lower grades, are firm and in fact for all grades there is a feeling of greater confidence. Some fair-sized lots have changed hands at prices which give no indication of weakness and the undertone of the market is satisfactory to sellers.

With the exception of pepper and cloves the spice market is flat enough. Of the former, supplies are not large and the market is very firm. Sellers seem to be determined to obtain full rates and Singapore black is generally held at 12 3/4c; Zanzibar cloves, 9 @ 9 1/4c; Amboyna, 11 1/2 @ 12 1/2c.

While molasses prices are steady, there is a falling off in the demand, as is natural at the approach of summer, and orders coming to hand are for small lots to repair broken assortments. Good Centrifugal, 20 @ 28c; prime, 30 @ 37c; open kettle, 44 @ 55c. Syrups are firm and for the low grades exporters are quite liberal purchasers, taking about all they can pick up. Prime to fancy sugar goods, 21 @ 28c.

Canned goods packing will commence in some sections by May 15, and operations have been going on for a week on the Pacific coast. Interest in futures this year has not existed. The buyers have been utterly indifferent ever since the first of January and prices now will mostly be for spot goods. There are so many conflicting parties packing salmon that the situation in that article will grow more and more interesting. Corn, peas and tomatoes are selling rather in buyers' favor and, taking the whole

market together, it can be called easier. New York standard corn, 75 @ 80c; Maine, 80 @ 95c, as to brand and quality.

The dried fruit market generally is very quiet and orders coming to hand are for small lots. Large sized prunes are more sought for than anything else and for these there is a better feeling, although prices have shown no advance. Future prices will depend on the success of the combine. Crops of prunes are reported fine on the Pacific coast.

Lemons are steady and prices are slightly higher, Sicily fruit ranging from \$3 @ 3.75 per box. There is a continued good demand for California oranges, navels selling from \$3 @ 4.50 per box, and seedlings, \$2.00 @ 3.35. Bananas still "rule the roost" and are quotable from \$1.70 @ 1.95 per bunch for firsts, with demand active. The supply is light, receipts from Jan. 1 to date being 676,350 bunches, against 1,244,430 bunches during the same time last year.

Beans of all kinds are quite firm and prices are well sustained. Choice marrow, \$2.12 1/2 @ 2.15; medium, \$2.15; pea, \$2.25; red kidney, \$2.05 @ 2.07 1/2.

Moderate supplies of butter have given strength to the market and the outlook just now is for a continuance of at least present quotations for several days. Extra Western creamery, 20c; thirds to firsts, 16 @ 10 1/2c; imitation creamery, 14 @ 17c, the latter for fancy stock. Factory, 14 @ 15c.

The cheese market is in fair condition for new and hardly as firm for old, which holders are disposed to shade in order to work off stocks now on hand. Large full cream new cheese is worth 10 1/2c for colored and 10 3/4c for white. Fancy stock of old full cream is worth 12 @ 12 1/2c.

Quality counts for a good deal in eggs just now and the supply of desirable stock is not overabundant. Select Western stock, storage pack, is held at about 13c for best goods; regular pack, 12 @ 12 1/2c.

Frog Crop Promises To Be Large.

Washington, D. C., May 5.—Forty species of frogs are known in the world, according to the frog man of the Smithsonian Institution, who has given the matter laborious and industrious attention and whose authority is the highest obtainable.

As this is the frog season it is interesting to know that the crop promises to be an unusually large one and that the market price will not be exorbitant. Less than a quarter of a century ago only a few people ate frogs, but now almost everybody eats them, and they have become a regular and much sought for market article of food.

The Government's frog man will not acknowledge that Canada produces finer frogs than does our own country, but contends that in the marshes along the Potomac, the swamps of Louisiana, and the marshes and swamps of Pennsylvania and New York are to be found some of the finest and largest frogs. It is confessed, however, that our Canadian neighbors understand the art of prepar-

ing frog legs for market in a manner superior to ourselves and that this has brought the frogs of Canada into popular favor. The Canadians simply have the best of us in thoroughly understanding the art of skinning and preparing for market, while our frogs are superior both in size and flavor.

It is the belief of those who have given the matter consideration and study that frog farming is sure to become one of the most profitable of all our small industries, and already quite a large number are engaged in raising the "jumpers" for market.

Of the forty known species the largest is the gigantic "bellow," found in the swamps of Louisiana. This frog grows to four pounds weight and is one of the choicest for table use. Next to the "bellow" come the Potomac and New York frogs, both large and of superior flavor. It is, however, true that there is scarcely a state in the union in which good table frogs can not be found in abundance.

It is claimed that the "pickings" on the body of a frog is just as good as the meat on the legs, but it is said that in the days before the deluge frogs grew to such immense size that the legs furnished sufficient meat to satisfy all demands without eating any other portion, and hence the custom has been kept up.

Whose Boots Do They Black?

Frederick Douglass, in his lecture on John Brown, used to tell the following story, which well illustrates Lincoln's ready wit and firm belief in the equality of man:

The President was blacking his boots one day, when a number of foreign diplomats were unexpectedly ushered in. One of them, seeing Lincoln's occupation, said rather sneeringly: "Mr. President, in the countries we represent our chief executives do not black their own boots." "Is that so?" said Lincoln, looking up with apparent surprise and interest, "whose boots do they black?"

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.,

34 W. Congress St., Detroit, Mich.

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.

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.

Cadillac

Fine Cut and Plug
THE BEST.

Ask for it.

MADE BY THE NEW SCOTTEN TOBACCO CO. (Independent Factory)

AGAINST THE TRUST. See quotations in Price Current.

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.

ESTABLISHED THIRTY YEARS

GEROE
HOW ARE YOU?

We sell, buy and handle all Foreign and Domestic Fruits and Vegetables. We offer, this week, 2000 Boxes of Lemons from \$2.70 to \$3.70, 300 Barrels of good medium Pineapples at 8c per pine and 1000 Boxes of Budded and Navel Oranges. We are headquarters on all new Fruits and Vegetables. Largest mail order house in our line in Ohio. We can place ten cars of White Potatoes at a price. Clean Gilt Edge Dairy Butter is wanted.

WRITE US. BE FRIENDLY.

A. A. GEROE & SON, TOLEDO, OHIO

THREE TELEPHONES AND POSTAL WIRE IN OFFICE

WHOLESALE FRUITS AND PRODUCE



Devoted to the Best Interests of Business Men

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

TRADESMAN COMPANY

One Dollar a Year, Payable in Advance.

Advertising Rates on Application.

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - MAY 9, 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 May 2, 1900, and saw the edition mailed in the usual manner. And further deponent saith not.

Sworn and subscribed before me, a notary public in and for said county, this fifth day of May, 1900.

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

THE PARIS EXPOSITION.

In spectacular splendor the Frenchman rules the world. The love of novelty, the intense determination to have only the best, with an inborn faculty to turn only the best to the greatest telling advantage, are qualities readily conceded to him and the World's Fair Exposition in the finest capital in the world furnishes an occasion for the display of his talent.

But he will be taken somewhat at a disadvantage this year. In spite of a great deal of enthusiasm it must be admitted that expositions are, on the whole, tiresome. There is such a thing as having too much of them and having them too often. The glories of the White City have not yet sufficiently faded from the memory of men for them to have much interest in what can not be greatly excelled so soon. There will be great attractions, but with them will be too many reminders of the "has beens" and these, to those who see them now for the first time, will have no novelty to recommend them. The splendid bridge which this year newly spans the Seine will be a beauty in architecture, therefore a joy forever; but the Eiffel Tower is a kept-over wonder and will on that account detract from what is new. The Trocadero is fine, "but," long known in pictures, "who now wants to look at that old thing?" Like the Dewey Arch these have had their day and, that day past, it is doubtful policy to try to preserve them longer.

It is not going too far to say that the United States will be the most thronged department at the Exposition. It is gratifying to state that this country stands next to France in the number of exhibits, something to the number of seven thousand having been sent already. In 1889, the American exhibit was not all that could be desired. The one place that was always full but never crowded was that given up to electricity

and the, at that time, defective phonograph. Then, however, the Marble City on the shore of Lake Michigan had not risen "like an exhalation" to the astonishment of the world. We were then only a people industrious and inoffensive and rather inclined to self-talk. We were a continent of screaming eagles and Rocky Mountains and Lake Superiors—at least we said so. We made filled cheese and put up canned beef and sent to Germany diseased pork and dried apples. We pretended to be "some" in inventing machines for doing all kinds of impossible work and the phonograph was only an amusing instance of what we couldn't do.

All that is changed now. The phonograph talks. The nation talked at the Great Exposition and the world heard what it had to say. Since then our guns have been talking, and they have so pounded American ideas into the stupid heads that up to that time never had had any that now they are ready to believe anything that is said to be done by that wonderful Fighting Republic. Whatever is American will be marvelous in their eyes now. The raw material and the manufactured product will not be passed unseen, while the machine that has done the work will be the greatest wonder of all. The Exposition will be written down in history as French. It will be that only in name. It will be in fact an Exposition of Education, with the United States as schoolmistress and the benches crowded with the peoples of the nations who have come to learn. It is the Great Nation towards the sunset that is teaching them now, and they will learn. They will see and hear and feel and understand, and when home again they will say to the crowds who stand with eager ears, "The one-half of the greatness of the United States was not told us, for that country exceedeth the fame we have heard of it."

It will, indeed, be a never-forgotten object lesson and the expansion of trade to this country resulting from it will add interest to the attractive trade story whose opening chapter is so full of promise.

It is not generally known that a great deal of the paper money that is constantly circulating about gets frequent washings in the same way as the housewife or maid goes at the dirty clothes on a Monday morning. In some banks there is a regular washday every month, usually at the beginning, when a clerk may be seen bent over a tub and rubbing real money up and down a washboard. The dirty greenbacks that have been saved up for a month are soaped and rubbed just like handkerchiefs and socks, and are run through a wringer before being put out to dry. The paper currency may be handled somewhat roughly, as it does not tear, because there is in it a great deal of silk and linen. After the notes have been passed through the wringer they are hung on a line stretched in the bank clerk's department. Said one clerk the other day: "I wash about a hundred notes every month, and when I'm done you can hardly tell them from new money. The washing strengthens as well as cleans the notes."

The woman whose labors begin at dawn and last all day, and sometimes all night in caring for a sick child, has no recourse by striking for an eight-hour law; but the strong man who wants to gain two hours more time for sitting in a beer saloon is all right.

COMMERCIAL SHORT CUTS.

The United States is a nation of haste. The "Hurry now!" which early becomes the torment of American childhood is dinged into it until it is a part of the child's very being. "Don't let the grass grow under your feet" is the maxim of youth, and manhood adopts it as the talisman of life. The child learns to cut "cross lots" to the schoolhouse. The fields are traced with short cuts to the village and over these time-saving footpaths are hurrying the young, the middle aged and the old "just as fast as the Lord will let them."

There used to be a loitering place in the lanes of learning when the little child began to learn his abc's, but the drudgery of letter-learning is done away with. The child learns his letters now without knowing it. He learns by doing. It is a principle of pedagogy that he must proceed from the whole to a part. The word is the whole. It is learned and written as such, and so not only is much time saved, but the child sooner gets into the first reader.

It is not to be inferred that the short cut is always to be ignored. Useless work, be it physical or mental, should be left undone. A straight line is the shortest distance between two points and wise is he who takes it—sometimes. The wisdom lies in knowing when. There is too much of the short cut in commercial lines. It is hurry and cut from the cradle to the grave. The baby is forced to walk too soon and goes through life bowlegged. He shuns the alphabet, never learns to spell. He hurries into the second reader before he finishes the primer. He studies the multiplication table by a new method and never learns it, and to the end of his days nine times eight is fifty-six (!) until he has repeated the ninth table to eight. He is allowed to drop grammar because it is not practical, and there he saves time. He reaches fractions before he is ready for them. He finds them nonsense and of no earthly use, runs away from school to get rid of them and soon goes "into business." He begins on "the lowest round of the ladder," not on the ground be it understood, and works his way up. Friends boost him and after two long years of hardship and struggle if he is not made a junior partner in the firm it is either because he is not appreciated or because there is somebody in the establishment "down on him."

Needless to dwell on the foolishness of this. Experience since the beginning of time has been repeating the truism, "There is no royal road to learning." More and more is it daily proven that commercial ignorance is the inevitable forerunner of commercial disaster. More than a halting knowledge of the multiplication table is demanded to manage a business amounting to millions and this underlying fact is continually asserting itself in the rapidly increasing foreign trade of the country. Our business men are constantly finding themselves hampered by the lack of well-trained agents. The short-cut policy of the country has made a dearth of these needed men. Business offices are crowded with applicants for the vacant positions not one of whom knows a foreign language, not even the correct use of his own, and if the places are filled at all by Americans they must be filled by men whose education has been in accordance with the short-cut policy.

Not long ago an American commercial traveler found himself in a North German province where he was to place a

large order; but he could find no one who could speak English. While ordering dinner in the sign language a young German came to his assistance who to the traveler's delight spoke English like an educated native, through whom he was able to transact his business. A little questioning brought out the fact that the linguist had spent four years in London for his English, four years in Paris for French and three years in Rome for Italian, in order to "prepare himself for business," so that he had a thoroughly practical knowledge of three languages besides his own.

Such is the work that other countries demand of the men who cater to their export trade, and the commercial traveler would have learned, had he cared to ask, that there is nothing unusual in a clerk's speaking fluently and correctly three languages and that three is by no means the limit. A similar experience occurred in Paris: A middle aged German answered in the purest English the questions put to him and when asked where he had learned his English replied, "It was in London. I was there four years to learn the language." Another case in point is that of a man in charge of a department in the Agricultural building at the World's Fair. He was master of seven different languages, and stated that they were all necessary in the conduct of his business. There are no short cuts in such schooling.

One thing is certain: If advantage is to be taken of the commercial opportunities presented by our expanding foreign trade there must be a change in the training of the American agent if he is to do the work. The short cut is not in education the straightest line nor the best one. The boy must be trained early and long for his commercial career. Hard work without flinching and no shirking from early childhood must be the unchanging law. Not five years but fifteen, and more if necessary, is the time for preparing for business, without a single short cut during all these apprentice-serving years. The American merchant is holding his own fairly well on the field of trade without these men; with them he would exclaim with the old King of Epirus: "If I had such soldiers I should be master of the world!" It is to be hoped that enterprising America some day will have an army of just such men.

An important discovery has just been made by an Italian officer, Colonel Cornara, from which it would appear that water has a very high explosive power. Water, if subjected to great compression and then decomposed by means of an electric current into its elements, oxygen and hydrogen, explodes with tremendous force in the process. Colonel Cornara succeeded by this means in producing in water an explosive force fifty-five times greater than that of ordinary gunpowder, and twenty-eight times greater than that of dynamite. This new explosive, to which he has given the name of cosmos, entails no danger upon the person using it. A company has been formed at St. Marcel, close to Turin, for the manufacture of explosive water cartridges, which, if the experiments are to be trusted, will play an important part in war and commerce.

In New England the abandoned farms are being planted with nut trees, and the worked-out ground is found to furnish enough nourishment for the walnut, butternut and chestnut to flourish abundantly.

A SAD CASE.

The Ameer at Cabul, the capital of Afghanistan, is in a quandary. Leagues to the south of his little kingdom stretches the vast territory of British India; to the east lie the vaster possessions of the Chinese Empire and to the north, vastest of all, are the Siberian steppes of the Russian Bear. He knows, weak as his country is and little as it is, that it stands between two of the strongest powers on earth, but he knows, too, how valuable his friendship is for both and how necessary for his own existence it is that he remain the neutralest of the neutral. From the top-most rail of diplomacy he sees the momentous moves that are made upon the political chessboard and he has learned how helpless he is to take part in the game or even to suggest by word or sign an idea concerning it.

It is this utter neutrality which occasions the distress of the Ameer. He has had a most wholesome respect for the determined power between him and the Indian Ocean. The paw, heavy and black, of the beast on the north is working its claws towards Herat and now that the lion has its fangs in the flesh of the South African Boer and can not be drawn from its prey the Mahommedan pawn, with a pawn's indifference, is rather inclined just now to be reconciled to be put where it can threaten the English queen.

The cause of this growing indifference is what draws the attention of the civilized world to this nabob. His country is threatened upon every side by the aggressive spirit of Twentieth Century progress. Already across the dreary wastes of northern desolation is heard the heavy foot of the engine as it treads whistling its mighty way through ice and snow. There are wires girdling the continent, the elevated footpath hung upon the air for the lightning-sandalled feet of the modern news carrier. Behind them are pressing those innovations which have cursed Europe, made America a terror and are pressing hard against the barriers of his southern border. The claws of the bear already emit electric sparks. Too near have come the rumbling Siberian trains and if his powerful ally, the government of India, does not stop pressing upon him and protect him from these coming evils, he will feel no longer under obligations to remain neutral and must lend his influence to the power which promises most. In a word the Ameer finds the edge of the L rail he has been sitting on so long too sharp for comfort and appeals with something of a threat to England to help him or she will wish she had.

Uncomfortable as the position of the Ameer is, there is every indication that it will not improve. He and his country may continue to declare that they can never consent to the construction of railroads and telegraphs in Afghanistan, but the railroad and the telegraph will notwithstanding go in. The iron horses of civilization will course over those deserts. Down from the forest-girded mountains they will drag the treasures of the woods and along the winding river courses of the fertile valley they will with panting breath pull the freighted car. The conscious wires will throb there with the intelligence of the earth and the Ameer, even if he be not long-lived, will find his markets filled with goods and their virtues extolled by fair-haired and fair-tongued strangers from, to him, the land of the sunrise. Then will come his deluge. His harem doors will open and woman-

hood unveiled will walk forth into the sunshine free and his acknowledged equal. In time a school house will surprise the Afghanistan landscape, a cross-crowned church will rise beside it, the sewing machine will fill the land with its music and the spirit that conceived and brought it forth will so infuse itself into the semi-civilized of the East that the West, clasping her hand, will so complete the circle of civilization and empire which the ages so long ago began. It is a sad condition of things for the complaining Ameer but a joyful one for the rest of mankind, and the joy is all the greater from the fact that the soon dawning century promises to see all this before its course is halfway run.

OUR CHANGED RELATIONS.

One of the most conspicuous results of the war with Spain is the changed aspect of our foreign relations. Up to the outbreak of that war the United States was practically isolated from other nations of the world. We had no common interests with them, and our interests did not conflict with theirs. As a consequence there was no ground for quarreling with any of them, and disputes were of rare occurrence.

Since the war with Spain our territorial expansion policy, as well as the great increase in our foreign trade, has made us many rivals and not a few enemies. People who formerly were indifferent to us are now covertly our enemies because of conflicting interests. We now have an interest in everything which happens in the Far East, and it is actually difficult to avoid interfering in every important international dispute which arises.

Our new position as a world power makes our old-time contention that, according to the Monroe Doctrine, no European power must intervene or acquire territory in the Western Hemisphere a much more serious matter than it formerly was. Until within a few years European powers attached no very serious importance to our Monroe Doctrine contention. Now, however, the case is different, as it is now recognized that we possess power, as well as the inclination, to enforce our demands.

It would be well to recognize the fact that the maintenance of the Monroe Doctrine is sure, eventually, to get us into trouble. European powers are casting wistful glances in the direction of Central and South America. They are secretly coveting portions of the rich continent to the south of us, and the only obstacle in their path is that which we are able to place there.

In order to maintain our pretensions with respect to the Western Hemisphere we must have a large naval force. At the present time our fleet does not compare with the fleets of the first-class naval powers except Germany, and even that power is endeavoring to make large increases to its fleet. Unless we can maintain a fleet sufficiently large to cope with any other power than England, we will some day be in danger of failing to enforce the Monroe Doctrine. Secretary of War Elihu Root sounded a note of warning a few days ago which the country would do well to heed. At the present time we have not a sufficient fleet and by no means sufficient officers and men to man even the ships we have.

Unless, therefore, we are content to risk disaster and humiliation we must prepare for trouble or promptly resign our pretensions to a practical protectorate over all of the Western Hemisphere.

A TOUCH OF THE TUDOR.

The Queen of England has been visiting her Irish subjects. For three weeks or more she was the honored guest of the kindest hearted people on the face of the earth. From the moment that her royal foot gladdened the Emerald sod until the farewell echoes of the guns faded along the shores the Saxon and the Celt stood hand to hand and heart to heart, glad that the strained relations were over and gladder to know that both had hearts and that these were beating again together. The journey from Windsor and the return was worthy of the English Queen and the people who crowded and cheered her progress. Throughout their history the British isles have seen nothing grander and nothing that so surely proclaims the love of the English people for the worthiest queen and the womanliest woman on earth. There were those who thought that the land of the shamrock would greet her with folded arms. The skies were, indeed, forbidding and the clouds dropped rain upon the royal yacht at Kingston, but the shores were packed with welcoming crowds and in smiles brighter than the sunshine which came at last the good Queen began her long ride to Dublin.

Those who have seen the beautiful street through the heart of the Irish capital can well understand how easily it was transformed into a royal road which only the real royal should travel. Not a house stood unadorned. The tri-colors of the Isles were everywhere. The shamrock, the rose and the thistle bound together looked out from among the flags, repeating the story of love and devotion which hatred and malice and all uncharitableness were insisting had been long forgotten, and when down through that municipal magnificence rode the royalty of more than a thousand years the loyalty of the generations from Egbert the Saxon found utterance in the heartfelt rejoicing which greeted that noble woman on every hand. Whatever of remissness, fancied or intended, had been hers, whatever of wrong and slight could be laid to her charge, was forgotten and throughout those miles of regal greeting aside from resounding cheers was only heard: "She comes. She's here. She's past. May heaven go with her!"

There has been some vigorous shaking of heads the world over in regard to the Queen's visit to Ireland. It was a matter of pure policy. Nobody has been deceived. The war in South Africa was what led to the visit. Troops have come to be a matter of some importance and Irishmen are wanted for the Boers to kill. It will save so many English lives. For thirty-nine years Ireland has been snubbed by the Queen. She has wanted nothing. Why should she be disturbed by the Irish rabble, as unreasonable and as turbulent as the Irish Sea? But now! So the ill will shows itself and Victoria comes and goes when the right time comes, receiving the blessings that she knows belong to her and scattering the blessings that her royal hand alone can give. Faction stands powerless in that mighty presence. Intrigue slinks from the cheering crowds to hide his hateful head. Selfishness for a moment forgets himself and rejoices with the rest; and now that all is over and the good Queen is again at home, the kingdom is at peace, harmony is abroad, rancor is dead, enmity is no more, grievances have been laid aside, the golden age in

England has again returned and "all the world wonders."

It should not. It is an old story many times repeated. The Tudors are responsible for it. "Good Queen Bess" was the joy of her subjects and one strong trait in her character was to know just when to act. Imperious, willful, a tyrant when she saw fit, she knew enough to stop when it was time and to yield at the right moment. Her father, Henry VIII., bluff and beastly, was blessed in the same way and Henry VII., the founder of the family, revealed the happy faculty of always "stopping when he got there." In modern parlance a Tudor never "slopped over." There have been times when the prejudiced mind would call it exactly that, but it is a mistake; and this good queen, this grandchild, for thirteen generations has inherited this happy trait. It is the Tudor touch and the blessings which are to follow this visit of the English Queen to Ireland, already begun, will increase as the years go on and be put down as one of the brightest and kindest episodes in her long and glorious reign.

LET US FOSTER THE NAVY.

The naval appropriation bill which was recently disposed of in the House of Representatives was for the first time in years used to further political ends. It is true that the bill went through finally in practically the shape provided by the Naval Affairs Committee, but the debate developed the fact that there were members in Congress prepared to damage the best interests of the naval service to further their own ends.

The bill as passed provides for several additional ships, including two battle-ships; but no provision is made for increasing the number of officers in the navy, although such an increase is sorely needed. Owing to the existing scarcity of officers, it is impossible to provide adequate complements for those ships in commission, and it is entirely out of the question to commission ships now ready which the Navy Department earnestly desires to utilize. Take, for instance, the cruiser Atlanta, which has been recently entirely renovated. This ship has been ready to be commissioned for some time, but it is impossible to spare officers and men sufficient to form the complement required for a ship of the Atlanta's size.

Several propositions have been presented to Congress looking to an increase in the number of officers, but all have been ignored so far. All the plans proposed call for the appointment of more cadets to the Naval Academy and the reduction of the course from six to four years. It is believed in this way a sufficient supply of officers could be secured in the course of time. While the change proposed does not hold out the least hope of an immediate relief, it at least has the merit of providing for future needs.

Whether or not the proposed increase in the number of cadets at the academy will meet the demand for more officers is a problem naval officers themselves can best solve. If all the officers required can be secured through the academy at Annapolis, well and good; but if that can not be, the Naval Affairs Committee should take other steps to meet the requirements of the situation. No consideration should for a moment be permitted to stand in the way of the true efficiency of the fleet. Officers must be had promptly, and, if they can not be got in one way, they must be secured in another.

Woman's World

Deserves to Rank as a Female Moses.

Women everywhere will read with awed delight of the stand a certain rich and courageous society woman of New York has taken against the tyrant dressmaker. The lady in question, it seems, ordered a waist of a fashionable modiste and when the garment was sent home it did not fit. The bill of indictments against it was full and complete. It hitched up in the back until it made the wearer look like a hunchback. It wouldn't fasten across the breast. It choked in the collar. It was too tight in the armholes. Three times was it sent back to the maker for alterations, with the final result that its last estate was worse than its first.

So far there is nothing uncommon about the story. It is one that every woman can duplicate times out of number out of her own experience, but the difference comes in in the sequel. The rest of us, in the end, have always meekly accepted the botched garment and paid the dressmaker for spoiling our good cloth. The rich woman refused to pay, and when sued, actually had the audacity to go into court and assert her right to get good work in exchange for good money. It is a boldness so incredible as to seem actually revolutionary. From time immemorial the dressmaker has been a law unto herself and none have dared to question her right to do as she pleased. She has been a modern She-Who-Must-Be-Obedied, who has calmly defied every rule of trade, whose customers have come as supplicants and not as orderers, and who took what they could get, when and how they could get it and knew that the only certain thing about it was that they would have to pay, pay, pay.

Is this autocratic sway to be broken at last? Is the dressmaker to be called down and forced to conform to the laws that govern other business transactions? Has she got to guarantee the quality of her goods and make them come up to the specifications and the time-limit like the grocer and the carpenter and the other tradesmen and artisans with whom we deal? The question is one of profound interest to the entire sex.

As it is now, the dealings between the average dressmaker and her patrons are carried on with all the mystery and uncertainty that hangs around a lottery shop. You take your expensive material to a modiste and deliver it over with fear and trembling, never knowing what the result is to be. It may be a miracle of art. It may be the greatest botch ever turned out by careless and incompetent workers. All that the dressmaker will commit herself to is a dark and mysterious hint that she hopes that she will have good luck with your gown. Further than commending it to fate she virtually washes her hands of all responsibility in the matter.

Perhaps luck was against you and a lop-sided garment is sent home to you that is short enough in the skirt for a ballet dancer and tight enough in the waist for a straight-jacket. You screw your courage to the sticking point and take it back to its author. The dressmaker receives you with a welcome that would make the frigid zone seem tropical and, after examining the defects, says that she thinks maybe she can fix it so you can wear it, if you will buy a few yards of chiffon and some velvet and passementerie to hide where it was

patched and pieced. She does this with an air that plainly indicates what an undeserved favor she is bestowing upon you. She never does it as your right, and the very idea of making good to you the material that she has spoiled would strike her dead. More than that, at the end of the month she sends in her bill just as serenely for ruining your dress as if she had made a howling success of it, and such is the simple and sheeplike quality of women that they pay it.

Of course, we have all known that men didn't do that way. If a man orders a suit and it doesn't fit he throws it right back upon the bungling tailor, but it never seems to have occurred to women that they could do the same way. We haven't even asked ourselves why the dressmaker should be superior to the laws that govern other branches of trade. Perhaps she isn't. Perhaps when she has ill-fitting garments thrown back upon her hands and has to pay for the cloth she ruins, she will put more faith in science and less in luck. If the New York woman can succeed in getting any recognized business basis established upon which to deal with dressmakers she will deserve to be considered a female Moses who has led her sex out of the wilderness into the promised land.

Dorothy Dix.

The Working Woman's Worst Foe.

The most deadly and dangerous enemy that the workingwoman has is not the man with whom she must compete in the working world, nor yet the rich and idle woman, who, living in luxury herself, is forever lamenting the tendency of the modern woman to earn her bread and butter outside of her home when she has neither bread nor butter inside of it. The working woman's worst foes are those of her own household—the fool women in the working ranks, who discredit woman's labor in the market by their silly and senseless demands.

A pertinent example of this is afforded by the women employes of the census office who have appointed a committee to wait on Director Merriam and demand of him: First, a refrigerator for their lunches; second, a better quality of soap; third, mirrors that will not make them look like frights; fourth, a supply of hairpins for the toilet-room; fifth, a place to heat curling tongs; sixth, a locker for wraps; seventh, the opportunity of fixing up before going to work.

The beauty of American women has long been our proudest boast, and with a view to sustaining the national reputation, a benevolent and paternal Government may see its way to granting these aids to good looks among its female servants, but what a scathing commentary it is on the earnestness and purpose of woman's work! Imagine, if you can, such a thing in the working world of men. Fancy a railroad threatened with a tie-up of its entire system because it didn't furnish scented soap to the brakemen. Picture a horny-handed delegation of mechanics filing into the President's office and gravely demanding pomade for their mustaches. Think of the crew of a merchant ship forcing the captain to give them mirrors that would present their reflections in a flattering manner.

It is this dilettante kind of working woman, who works with one eye on the clock and the other on the mirror on her desk and no eye at all on her work, who is the deadly enemy of every woman who is really trying to do good, honest

There Is Money In It



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

It pays any dealer to keep the SEYMOUR CRACKER.

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

For this class of people the SEYMOUR CRACKER is made.

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

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

National Biscuit Company

Grand Rapids, Mich.

FLEISCHMANN & CO. SPECIAL OFFER:

An Opportunity to Procure the Best Cook Book Published.



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

FLEISCHMANN & CO.,

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

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

BOUR'S COFFEES MAKE BUSINESS

work, and to elevate the work of her sex to a plane where it will be worth paying for. If she was confined to the Washington departments she wouldn't be so dangerous, but she is everywhere. Sometimes her peculiar brand of idiocy consists in believing that she is still in society at a pink tea, instead of working for wages in somebody's office or store. She gets huffy if a man keeps his hat on in her presence. She has con-

 ception fits if anybody smokes before her. She weeps if her work is criticised. She has a romantic past on which she dwells, and a vague future in which she trusts to somebody to come and rescue her from the work she never learns to do, and you are never surprised when she is superseded in her job by a freckled-faced boy with red hair who has neither a past nor a future.

Sometimes she is the woman who believes that there is some special dispensation of Providence to woman's work that makes any kind of bungling and inaccurate performance go if it only bears that cabalistic label. She can see that if a merchant hires a man clerk he is right to demand that he be on time, but she thinks it rank tyranny to dock a woman for strolling in half an hour late. She can understand why a man stenographer or confidential clerk who gave up and stayed away from work every time he felt bad or wanted to go to a picnic wouldn't be any value, but she can't see for the life of her why a woman shouldn't be permitted to knock off when she feels like it and write the letters and keep the books at any old time. In a word, she demands the impossible. She wants the salary of a working man and the privileges of an idle woman. Of course, it is always a matter of a short time until her services are dispensed with, but the wrong she has done doesn't stop with her. Just as far as she was able she has branded woman's work as utterly worthless and unreliable.

Allied with these silly women are their injudicious friends, who, with the very best intentions in the world, can do the real working woman more harm in a minute than malice can invent in a year. Their ill-directed sympathy takes the fatal form of demanding that women shall be granted unusual holidays and short hours and heaven knows what concessions until the employers are scarcely to be blamed if they grow weary of it and hire only men who don't expect anything on account of their sex, and who can do the work for which they are paid without any fuss and feathers. In several states the fool friends of the fool working woman have gotten so many laws passed guarding and cherishing the woman worker that they have cherished her almost entirely out of a job. The real working woman who has sense enough to hold down a good place is amply qualified to deal with her employer, and the well-meaning meddlers between them do her only harm.

It is against these women that the earnest working women, who are trying to raise woman's work to the plane where it will have no sex, but be only good work, offer up their most fervent prayer for deliverance. Dorothy Dix.

Paper bags can be readily and securely closed by a new fastening device which is formed by a loop of soft, pliable wire of sufficient length to extend beyond the folded and flattened mouth of the sack, being slipped over the folded mouth and twisted to wind up the loose portion.

Putting Things Away for the Summer.

The time of the year is upon us now when all womankind are going through the annual ordeal of putting the winter things away. In every house you enter there is a ghastly odor of moth balls or the spicy fragrance of camphor or cedar shavings in the air—according to the faith in which we have been reared—and clothes are being brushed and aired and folded preparatory to being packed away in chests and trunks to make room for our new spring belongings. Gone are the heavy cloths and velvets and silks; gone the wraps and furs. Enter the filmy muslin, the flower-wreathed hat, the chiffons and airy frivols of summer. The king is dead! Long live the king!

Familiar as is this yearly task, she is still something less than woman who does not find something pathetic in putting things away. Who is so happy and so fortunate as not to know that awful putting away of the things of the dead? Ah, me, the heart break when we packed away the garment whose every fold seemed to breathe with the very personality of the loved and lost, and when memory stabbed us with a thousand fond recollections of how she looked when last she wore it. Or perhaps it was a little child's clothes—the half-worn shoes, the little crumpled white frock, the tiny jacket with the pocket still bulging with a boy's treasures. How our hands trembled at their task and how the tears dropped like a bitter rain upon them!

Even with our own belongings there is a certain sentiment and suggestiveness about every garment that makes us linger over it and that gives to each associations that make them almost human. How much of good health, of high spirits, of thrilling center-rushes on the bargain counters, of charming walks with the friend with whom we delight to commune, we seem to be packing away with our tailor-made frock! What memories of dances, of whispered words of love, of the throb of a heart and the perfume of a rose we put away in the glitter and laces of every ball gown! Does not the very spirit of music—the golden aria of the diva, the passionate lilt of the tenor's love song—seem to cling to the brocade of an opera wrap like the incense about an altar? We have only to glance at it to see again

the glittering horseshoe, the dazzle of the stage and feel the tense excitement while the singer's voice held the house in the breathless pause, followed by the storm of applauding hands. All this we are putting away with the garment, with that little chill at the heart—the undefined fear that maybe never again will life be so sweet to us and so well worth living.

Sometimes this little familiar domestic duty of putting away the winter clothes seems to suggest that it would be a good idea if we could carry the process into spiritual things as well as material. What a pity that we can't pack away old ideas and worn out hobbies and unlovely grudges like we do our discarded garments and get a brand new outfit, clean and fresh and sweet, every now and then. There's the old enmity that we have been cherishing so

long. Surely, it is high time to fold that away and pack it down in the very bottom of our recollection where we won't see it every day. There's the fad that we have worn into frazzles. Why not hang it up in the lumber-room and at least adorn ourselves with a new one that is up to date? There are little slipshod ways of temper and speech that we have fallen into the way of indulging ourselves in, just as we have in an untidy wrapper, and we might well pack both of them away together to make room for something more in keeping with the freshness and loveableness of the spring. Let's pack away all of the disagreeable old things of the winter with the winter clothes and take a fresh start in life.

Cora Stowell.

Probably the real germ of a woman's hatred of old bachelors is the fact that they always call a baby "it."

The Sun Fruit Jar



NOTICE THAT LEVER.

**THE ONLY PERFECTLY
HERMETICALLY SEALED JAR**

Restricted Price Guaranteed

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

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

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

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

WE HELP YOU TO ADVERTISE

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

The Sun Fruit Jar Co.

74 Wall Street

New York City

Agents, Hall & Hadden, Grand Rapids, Mich.

Citizens Phone 2218.

18 Houseman Building.

Prices no higher than other high grade Jars

They all say

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

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

Clothing

Spring and Summer Styles in Furnishing Goods.

In looking over the various styles of spring derbies there are not any radical changes from those worn during the winter months. The crowns are made slightly lower and the brims a little more curled and closer. There are not as many of the lighter shades shown as usual, black being the predominating color. Many men, who go to the same store for years for their hats, find out exactly what style of derby is most becoming to them, and always wear the same style year after year, taking no notice of the small changes that always take place. This is not a bad idea to follow, as it is better to follow a style that one knows is becoming than to experiment with other forms that may not look nearly as well. From present indications the hat that will be worn most during the coming spring and summer, supplanting to a great extent even the ever-popular straw hat, is the light alpine. This hat looks exceedingly well with negligee attire and light colors that are always worn during the spring and furthermore is cooler than the straw hat and more comfortable. Another advantage that it has over the latter is that it is not liable to blow off, and therefore does not need any of those string attachments that look so clumsy when fastened onto the buttonhole to keep the straw from showing which way the wind blows. The most popular colors will be the various shades of light gray and pearl, with browns and tans following in the rear. There will be a good many twisted bands worn in bright colors of all descriptions, giving them a very brilliant and summery appearance.

The black alpine will be worn with dinner coats more than last year. It is about the most becoming hat that can be worn with same, as it is somewhat of a lounge hat, just as the dinner coat is somewhat of an informal lounge coat. A derby does not look well with a tuxedo, and a straw hat can only be worn for a few months. The Easter styles for silk hats are very becoming, having low crowns and brims rather narrow. To be more definite, the most becoming hats of this kind, for a man of average height and build, have a crown $5\frac{1}{2}$ inches high and a $1\frac{1}{4}$ -inch brim.

Although many dealers are introducing novelties in the neckwear line, the old favorites will predominate during the coming season. Gay colors will find much favor in ties of all kinds, care being taken that they should not be loud. One of the chief factors that determine the appearance of a tie is the care in choosing a cravat that will look well with the rest of your attire. While this is true with every visible article of wearing apparel, it is especially so in regard to neckwear, and therefore in choosing a cravat it becomes necessary to make up your mind what style and color of shirt, suit, etc., you intend to wear during the coming season. As negligee and colored shirts will be worn and light-colored suits, nearly all the ties one sees in the windows of the retailers' are either light colored or some solid color that goes well with gray or light brown; for example, red or dark blue. As is usually the case, string ties and batwings will be worn more extensively than any others. They will be worn mostly with the high turn-down collar. They will be tied rather loosely,

with a small knot, and the ends will be inclined to be pointed. The retailers are displaying a very large number of runcundas. As yet it is impossible to predict if they will be worn extensively or not. They give more scope as regards designs to the manufacturer, and while some of them are marked by a tasteful and pretty design, others are of such awful combinations that it would take a man of courage to be seen wearing them.

The four-in-hand that will meet with the most approval will be narrow, and tied in a loose knot. De Joinvilles, which are steady favorites, will not lose any of their popularity, and English squares are finding as much favor as ever. These ties are temporarily supplanting puffs and imperials of apron and blanket effects, which are used more as winter ties. Stripes will be more used in four-in-hands than is usually the case, the grounds as a rule being of some light color, with medium-sized stripes of darker shades running through, either horizontally or at a slant. A number of very pretty effects in checks of purple and black are to be noticed, while there are any number of grays in many styles and shades. Solid colors of red, dark blue and white will be worn a great deal with high turn-down collars. The newest colors are various shades of purple, lilac and cherry, which ought to look well with some of the negligee shirts that are now displayed by the retailers.

As is always the case, colored negligee shirts will be worn almost exclusively during the day. The patterns of the two above-named shirts are found to be very similar. The most correct dressers will wear shirts with plain stripes running vertically and without any figure. A neat shirt has thread-like lines of black on a plain white background. The color that predominates is lavender, with various shades of rose and pink a close second, and blue and yellow finding some admirers. The best establishments have nothing very startling to offer, the simple effects being the most favored. Of course, there are some who like to bring forth various innovations, thinking because they are new they must sell well. One of those "new" spring shirts has a body of red or pale yellow, and has stripes of contrasting colors, about one-quarter of an inch wide, on which are placed small, well-spaced stars. The only thing in this shirt's favor is that it is original, as it is not pretty, and outrages the best dictates of good taste. The most comfortable shirt, although rather expensive, is a negligee of soft silk with a pleated bosom, fastened with three pearl buttons of moderate size.

Very shiny patent leather shoes will not be worn during the spring. The dark tans will be the most favored shade, the light yellow and other very bright shades not being considered the very best form.

We'll tell you about our Fall line of "Correct Clothes"

in a week or two—and we'll give you talk that's well worth listening to. Keep your ears to the ground.

Heavenrich Bros.,
Detroit, Mich.



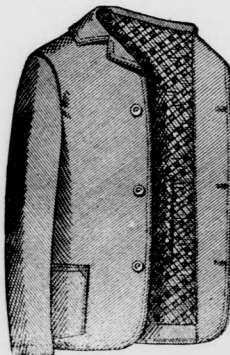
Send in your orders
NOW for

Mackintoshes

We will make lower prices than ever.

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

Duck Coats



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

The Ideal Clothing Company
Grand Rapids, Michigan.



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.

Granite

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

Office and works: West Fulton and L. S. & M. S. R. R.



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.

Dry Goods

The Dry Goods Market.

Staple Cottons—There has been no noticeable change in the situation for staple cottons this week, and business has been on a small scale only. If concessions should be made, some good sized contracts could be taken, but sellers feel too much confidence in the market to accept less than quoted prices. They will not accept a contract at even one-quarter of a cent below quotations, even although many pieces could be disposed of by so doing. The principal irregularity noticed in the market is in brown goods unticketed. Standard lines are all firm. Ducks and osnaburgs are quiet, and there is some tendency on the part of sellers here and there to give slight concessions, provided they can get a contract for a large enough quantity. Wide sheetings, cotton flannels, blankets, etc., are firm but quiet. Stocks are still small, and very little that is desirable can be found. Coarse colored cottons are behind in demand, as far as quick deliveries go, and as a consequence prices are very firm, but for distant deliveries the situation is easier, although prices remain steady.

Prints—All printed goods have been dull this week, both in the house and mail orders. Agents are pushing off their fancy calicoes, and as a consequence, prices here and there show some irregularities. This, however, is to be expected of this season, and it is gratifying to note that the irregularities are less than usual, and the stocks affected are smaller. There is a fair business coming to hand for staple lines, indigos, turkey reds, etc., and there is a chance to do business for fall at to-day's prices, fall datings, if buyers will accept business in that way.

Dress Goods—The same old stereotyped conditions prevail in the dress goods market as a week ago. The demand in the primary market is for such goods as are already in a very well sold position. The manufacturer of plain dress goods has certainly no cause for complaint as regards the business done to date, and the disposition of buyers to still further add to their purchases is a strong index of the strength of that department of the market. Fancies are dependent upon the future, the present demand being small. Fancy goods agents continue to express strong expectations regarding the outlook for fancy lines, but the good news is altogether in the prospective stage. In jobbing circles business has quieted down to a very appreciable extent during the past two or three weeks, but in view of the business that the average jobber has done in the past several weeks, this is not surprising, and should the duplicate business not develop in any considerable volume, and present orders represent their full season's business, it will still be reckoned as a very good season. Light woolsens, such as henriettas, flannels, mohairs, armures, crepes, etc., are in strong favor with the fair sex for summer wear, in the form of waists and complete costumes. It is probable that such fabrics will be a strong feature during the present spring season, and many manufacturers will be prepared to show some handsome effects therein.

Underwear—While the decreased demand and the feeling among jobbers that they have overbought have somewhat eased the situation in this respect, the fact remains that many mills are so far behind in the most popular lines

that they may have to drop some orders entirely. These mills wish that a few cancellations would come in, but such has not been the case. The jobbers know that goods that they ordered some time ago, if they sent in any orders to cancel same, would cost them a much larger sum to replace. Of course, the mills that do their own spinning are better off in this regard, but it is not all plain sailing with them either. The high price of raw material and labor and other factors as well throw almost as many stumbling blocks in their way as the mills who have to buy their yarns. It is a question whether a manufacturer of underwear will in the end derive enough benefit from operating his own yarn plant to warrant his changing from his present way of doing business by purchasing the yarn he requires. It is natural that a manufacturer who has devoted his time, energy and capital solely to the manufacture of yarns will be able to buy yarns cheaper, because he buys them in larger quantities, and will be able to manufacture better and turn out more, because he has better and larger facilities for doing so, than the manufacturer who determines to make his own yarns, and therefore builds a small plant in addition to his knitting plant, a plant just large enough for the needs of his own factory.

Hosiery—There is very little change to note in the hosiery market. There is a scarcity of staples and fancies alike, caused by the slowness of foreign deliveries. The demand for cotton hosiery is very great, and the prices of same remain firm. Matters are very quiet in regard to fall hosiery.

Carpets—The carpet trade still continues dull and the retailers feel very much disappointed. There is even less activity among the manufacturers' agents. The mills are still running on old orders and will continue to do so for some time. Some of the largest ingrain carpet manufacturers have completed their samples of goods for the fall trade and are showing them in their New York salesrooms. All the manufacturers (except those who have finished their samples) are now working on them and expect before long to have them ready to show. All the mills will have samples ready by the latter part of May, and the manufacturers' agents will be started on the road shortly after. Although the manufacturers state that there will be advances made on the goods for the fall trade, they are not willing to say how much those advances will be. Some report that they have already settled on the price for fall goods. Manufacturers of cotton ingrain claim that they would be obliged to advance their goods for the coming season fully 5¢ to 7½¢ per yard in order to reach the proportionate advance on cotton chain yarns, as compared with the first of last season, but whether the goods will be advanced that much remains to be seen. During the past month some of the ingrain manufacturers, as they had completed old business, have shut down their looms.

Smyrna Rugs—Have experienced a very active season, and manufacturers of this class of goods say that they could have sold three times as many if they had been able to produce that number.

The modern line of household refrigerators can hardly be improved upon. It suits all classes and all tastes, but, of late, the better demand seems to fall to devices which are detachable, and thus admit of practical ventilation and cleaning.

Underwear and Hosiery

For summer wear is now in good demand; better not let your stock get low as prices are almost sure to advance in the near future. We are showing the very best at prices and quality that defy competition. Write us for sample order and price list before buying elsewhere.

P. STEKETEE & SONS,

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 NEW LOT



of shirt waists just received. This lot includes some very pretty numbers in the all white which promise to be the big sellers this summer.

Prices \$4.50 to \$9.00 per dozen.

VOIGT, HERPOLSHEIMER & CO.,

WHOLESALE DRY GOODS,

GRAND RAPIDS, MICH.

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

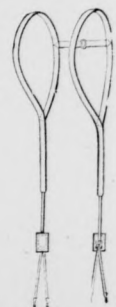
Solid Comfort

Ladies', Misses', Children's

Hose Supporters

Conceded the best in the market.

Are suspended from the shoulders.



Sell rapidly and net a good profit to the merchant. Write for catalogue and prices.

MADAME C. F. SALISBURY,
Battle Creek, Mich.

How the Book-keeper Disposed of Her Decoration Day Flowers.

Written for the Tradesman.

Phoebe Gilmore was returning from her day's work. She was employed as assistant book-keeper in the dry goods firm of Perkins & Parker and she spent her time over long columns of figures.

She was the picture of health as she mounted the stairs toward her hall-bedroom on the third floor. A year in the city had not robbed her of her pretty country color. Her broad, low forehead, firm mouth and square chin bespoke strength of character. Every movement manifested energy and decision. Still she hesitated a moment before attempting the last flight.

"Gracious, but I would give a good deal to be this minute on old Jim's back and have a canter over the fields. Why, I have sat so steadily in one position to-day, I feel as cramped and twisted as a bud just ready to burst. And the air fairly stifles me with the dust and smoke. But I'm not sorry I came. Mother and Father have done enough, dear souls, and they adopted me. Why, if I were their own child they could not have done more for me. If I only succeed and can help them pay off the mortgage on the farm I shall be so glad."

Here she reached her room. There on the table lay a large box and a letter. Both were from home. She opened the box, to discover a mass of flowers. There were lilacs and syringas and other old-fashioned blossoms which she knew so well. Every variety called up some association. She hugged them, she kissed them, and then she had to fall on her bed and have a good cry before she read the letter which said so much to her. It was hard work for them to write. Every word meant an effort, and took so much longer than for her to read:

Spring Grove May the 29th.

Dear Phoebe,

We ain't goin' to surprise you to-morrow. We have been lotting on visitin' you on decoration day all winter but Pa he had another bad spell with his heart Friday and he is still too poorish to go so far. I ain't spry myself after the spring cleanin' but I manage to get round. I have papered your room with some paper I got down to Griggs a spell ago. I s'pose you won't think it pretty any more, now you have seen so much in the city, but it is clean and whole. Pa he painted the kitchen drab and I am makin' a carpet for the south end. The Wilders are painting their house and they have made a new stoop on the north side by the pump. Jim says he is goin' down to the city and try his luck at findin' work. Mebbe you will see him before long. Sarah Green wasn't to church Sunday and they say she is goin' in a decline. It will be hard on the children but Julia is a likely girl and must be nigh onto fifteen. We have picked the lilacs for you an' send them to-day. I must leave the last page for Pa. Please excuse mistakes.

Yours truly,

Mrs. Susan Jane Gilmore.

The other ran as follows:

Dear Phoebe,

I s'pose Ma told you All the news So ile pay my Respects and git off. we have ten Hens settin' and old speckels Comes off the nest Saturday. The Cows are milkin' well this spring. The crop Of hav is fair To midlin' and will be redly to cut in a cuple of weeks. I ain't strong so I won't write no more This time. I must hitch up Jim and take the box of posies Your Ma has Picked.

Your obedient servant.

Philip S. Gilmore.

P. S.—When you comin' home?

"My, but it's good to hear from home! I felt almost lonesome when I

came up. I haven't any dead to visit to-morrow, and with all these flowers, too. But why not give some of them to the living? I am sure I should rather have flowers while I have a nose to smell them and eyes to see them than after I have been under the ground five or ten years. I'll begin by taking some downstairs this evening."

She gathered together a bunch of the lilacs and took to the dining room. Little Miss Hendricks' face brightened and it was surprising how deftly her stiff fingers arranged the flowers in a celery glass.

"Why, dear me, I have not seen so many lilacs since my lover went to war and was killed. That was before your time, but it is as fresh in my memory as though it were yesterday. He brought me a bunch of white lilacs when he came to say good bye. They are more beautiful to me than roses."

"So Miss Hendricks must have been young sometime, although now her hair is white as snow. Perhaps the sad eyes and the queer little wrinkles about her mouth have not all come by trying to make a living out of boarders."

Just then Mr. Smith and his wife came in. They were quiet, undemonstrative people who seemed to have settled down to take life as it came each day. Mr. Smith stopped still on the threshold and gave a low whistle.

"I was not expecting this, were you, Emily? I have not seen such a sight since little Annie was with us. Do you remember how she loved lilacs?"

Mrs. Smith's cheeks flushed and there were tears in her eyes, but she smiled as she said, "That was a happy time, wasn't it, Dwight? But perhaps she is happier than we have ever been. But we can be thankful for the memory of her sunshine."

The other boarders came in singly or in pairs. The last to appear was Samuel Hicks—"Old Hicks," as he was nicknamed when he was not around. He was the crank of the house. His hair was generally in wild disorder, his clothes were unbrushed and his tie—when he wore one—was always awry. He was invariably late and grumbled about everybody and everything.

Strange to say, this evening his peppery old tongue seemed to have lost its fire. He looked longingly toward the lilacs during the meal. He actually smiled and spoke about what a fine day they had been having (although everybody else remembered the thunderstorm at noon). What was more, he passed the bread twice of his own accord. He loitered near his chair while the other boarders moved toward the parlor. When he thought no one was looking he broke off a tiny spray of lilac. As he drew out his pocketbook an old-fashioned photograph dropped to the floor. It was the picture of a sweet-faced girl. His cheeks flushed and the tears started as he stooped to pick it up and then he disappeared down the long dark hall.

Z. E. Udell.

Not Worth Mentioning.

A clergyman was called upon to perform a marriage ceremony for a couple in middle life.

"Have you ever been married before?" asked the clergyman of the bridegroom.

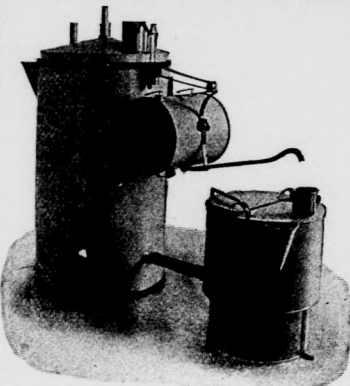
"No, sir."

"Have you?" to the bride.

"Well, yes, I have," replied the bride laconically; "but it was twenty years ago, and he was killed in an accident when we'd been married only a week, so it really ain't worth mentionin'."

Acetylene Gas

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



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

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

Alexander Furnace & Mfg Co., Lansing, Mich.

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

Yours respectfully,

A. L. ADAMS, M. D.

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

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.

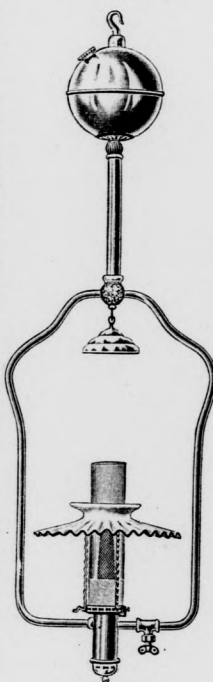
The Imperial Gas Lamp has proven its light to be the most brilliant, most steady and most satisfactory.

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

We make showcases.
We make them right.
We make prices right.

Write us when in the market.

Kalamazoo Kase & Kabinet Ko.,

Kalamazoo, Mich.

Merchants Insist That Employes Pay Their Debts.

Port Huron, May 1—At the last meeting of the Merchants and Manufacturers' Association, A. B. Carlisle, the Tunnel City Boiler Works, E. S. Moak, Charles E. Busby and C. B. Stockwell were admitted to membership.

The special committee appointed some time ago to look over the plant of George Pedler, relative to raising capital to establish him in business, reported very favorably, but on account of the class of goods and the high price of the material used in the construction of pianos and organs, the committee was unable to recommend anything which would be of material assistance to Mr. Pedler.

President E. N. Akers read a communication from W. F. Tripp, principal stockholder and purchasing agent for a stove and hoop factory now located in Detroit. Mr. Tripp submitted a very fair proposition for the members of the Association to consider, to induce him to locate here. Mr. Tripp proposes to purchase his own site and erect three large buildings. His plant will employ from thirty to fifty men and will have a monthly pay roll of \$1,000. The factory will expend from \$10,000 to \$12,000 each year. In return for locating here the company asks that the city furnish it with a bonus of \$3,000, to be paid as the city desires, either on time or any other way, and not to be paid until the buildings are erected and the plant in working order. The Secretary was instructed to communicate with Mr. Tripp and have him explain his plan a little clearer and then some action will be taken.

A resolution was adopted instructing the Secretary to have cards printed and sent to the different stores and factories with a circular, asking that the cards be placed in some conspicuous position. On the card the attention of the employes will be called to the fact that the employers are members of the Association and desire them to pay their bills.

Nottingham Curtains in America.

From the New York Commercial.

It is only fifteen years ago that the first Nottingham lace curtain was made in America. In 1885, John Willoughby, an Englishman, erected a small building at Fordham, N. Y., where he installed a lace curtain machine which he brought over from Nottingham. This machine is still in use at Tariffville, Conn. Willoughby did not have enough capital to conduct the business alone and took as his partner a Mr. Wilson, the firm becoming Wilson & Willoughby. After a few years Frank Wilkinson, of Nottingham, England, bought the plant and removed it to Tariffville, where he added a number of machines, which mill is still in active operation, although Mr. Wilkinson is dead.

Soon after the establishment of the Fordham factory another one was started and this has become one of the most promising in this country despite the many disadvantages connected with it. Not only is it difficult to secure skilled labor, but the English people work so much cheaper than they do here, and furthermore all the machinery is imported from Nottingham. Despite these great difficulties, the Americans are fast driving the English-made curtains out of this market, and only a small proportion of foreign-made curtains are now being sold in the United States.

Shoe Stretching a New Occupation For Women.

When the woman said she wanted a pair of shoes the hollow-eyed clerk did not ask, "What size, madam?" but said, instead, "New or second-hand?"

The woman hesitated, not quite grasping the significance of the question. "Why, new, of course," she said at length.

"The reason I asked," said the clerk, "was that we have several pairs of shoes of different sizes that have been worn a little, just enough to stretch them, and I didn't know but that you would like a pair that your feet would

slip right into and that you'd never have any trouble with."

The woman's interest had plainly got started by that time. "Have you any such?" she asked.

"A few pairs, as I just said," replied the clerk. "They have been worn long enough by professional shoe stretchers to take the stiffness and newness away. We are thinking of making these stretched shoes a permanent and prominent feature of our stock. Why, do you know," he continued with increased earnestness, "if I had a foot that I could expand or contract at will, according to circumstances, I could make a pile of money by just trying on shoes. Anybody who has ever endured the torment incident to stretching a new pair of shoes would be willing to pay 50 cents more a pair in order to be relieved of the discomfort of getting them set to the foot. The custom of offering stretched shoes to patrons has already been introduced into several stores in town and it certainly ought to become very popular. Judging by present indications, it will not be long until every shoe store of any pretensions will employ people with feet of the standard sizes to wear new shoes for a day or so to break them in. It will certainly be a good investment, for patrons will buy shoes oftener when the horror of setting them has been removed, and thus more money will accrue to the dealer. Shoe stretching is a calling that will not permit its followers to tread on flowery paths of ease, but the possibility of buying shoes that are comfortable from the start opens up a view of elysium for the wearer."

Drummers in No Danger of Trusts.

Arthur Gray, who publishes "The World Is Mine" for commercial travelers, is himself a commercial traveler, and knows as much about the hopes, fears and aspirations of the drummer, including his haunts and habits, as any ordinary mortal. He does not agree with the view that trusts are going to destroy the drummer, for the reason that the drummer is indestructible. He says that while great trusts may destroy each other, the man with the grip can take care of himself, even amid the wreck of matter and the crash of worlds. He fully agrees with Secretary Hoge of the Commercial Travelers' and Hotel Men's League, in one thing, namely, that the time has come for a great novel to be written around the drummer. If Kipling or Howells or Laura Jean Libby will not undertake it, he may do it himself.

Yellow Pine Industry.

From the American Lumberman.

The time when yellow pine was the basis for a contracted and impoverished industry has passed away, and now in some respects it is the leading branch of the lumber industry of the United States. It is now one that develops new ideas and new features. Particularly has it been the field for legitimate business combination—not trusts nor price combinations, but those which come about by the influence and the investment of capital of strong, forceful and far-seeing men. It is the home of the joint selling agency, where a number of mills will economize in this important and difficult branch of the business by placing their product on the market through one house, perhaps organized for the purpose.

The Sport of Millionaires.

"It must be a source of great satisfaction to you," remarked the millionaire's friend, "to be able to give these large sums to struggling institutions of learning."

"You notice," replied the millionaire, "my gifts are generally made on condition that the beneficiaries raise an equal sum within a certain time."

"Yes."

"Well, I think I get more satisfaction from seeing the managers shin around after that money than I do from anything else."

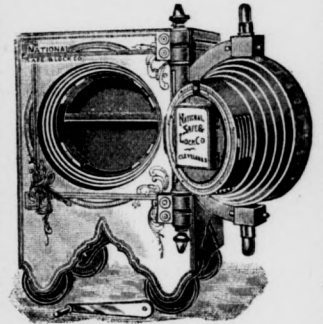
When a man's heart is hurt, his first instinct is to hide himself; a woman's first instinct is to hide the hurt.

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 1/2
Stewpans	
1/2 gal. fireproof, ball, per doz.	85
1 gal. fireproof, ball, per doz.	1 10
Jugs	
1/2 gal., per doz.	75
3/4 gal., per doz.	45
1 to 5 gal., per gal.	6 1/2
Tomato Jugs	
1/2 gal., per doz.	55
1 gal., each	6 1/2
Corks for 1/2 gal., per doz.	20
Corks for 1 gal., per doz.	30
Preserve Jars and Covers	
1/2 gal., stone cover, per doz.	75
1 gal., stone cover, per doz.	1 00
Sealing Wax	
5 lbs. in package, per lb.	2
FRUIT JARS	
Pints.	5 50
Quarts.	7 75
Half Gallons.	5 75
Covers.	2 75
Rubbers.	25
LAMP BURNERS	
No. 0 Sun.	35
No. 1 Sun.	45
No. 2 Sun.	65
No. 3 Sun.	1 00
Tubular.	45
Security, No. 1.	60
Security, No. 2.	80
Nutmeg.	50
LAMP CHIMNEYS—Seconds	
	Per box of 6 doz.
No. 0 Sun.	1 45
No. 1 Sun.	1 54
No. 2 Sun.	2 25
Common	
No. 0 Sun.	1 50
No. 1 Sun.	1 60
No. 2 Sun.	2 45
First Quality	
No. 0 Sun, crimp top, wrapped & lab.	2 10
No. 1 Sun, crimp top, wrapped & lab.	2 15
No. 2 Sun, crimp top, wrapped & lab.	3 15
XXX Flint	
No. 0 Sun, crimp top, wrapped & lab.	2 75
No. 1 Sun, crimp top, wrapped & lab.	3 75
No. 2 Sun, crimp top, wrapped & lab.	3 95
CHIMNEYS—Pearl Top	
No. 1 Sun, wrapped and labeled.	3 70
No. 2 Sun, wrapped and labeled.	4 70
No. 2 Hinge, wrapped and labeled.	4 88
No. 2 Sun, "Small Bulb," for Globe Lamps.	80
La Bastie	
No. 1 Sun, plain bulb, per doz.	90
No. 2 Sun, plain bulb, per doz.	1 15
No. 1 Crimp, per doz.	1 35
No. 2 Crimp, per doz.	1 60
Rochester	
No. 1 Lime (65c doz)	3 50
No. 2 Lime (70c doz)	4 00
No. 2 Flint (80c doz)	4 70
Electric	
No. 2 Lime (70c doz)	4 00
No. 2 Flint (80c doz)	4 40
OIL CANS	
1 gal. tin cans with spout, per doz.	1 40
1 gal. galv. iron with spout, per doz.	1 75
2 gal. galv. iron with spout, per doz.	3 00
3 gal. galv. iron with spout, per doz.	3 75
5 gal. galv. iron with spout, per doz.	4 85
3 gal. galv. iron with faucet, per doz.	4 25
5 gal. galv. iron with faucet, per doz.	5 50
5 gal. Tilting cans.	7 25
5 gal. galv. iron Nacefas.	9 00
Pump Cans	
5 gal. Rapid steady stream.	8 50
5 gal. Eureka, non-overflow.	10 50
3 gal. Home Rule.	9 95
5 gal. Home Rule.	11 28
5 gal. Pirate King.	9 50
LANTERNS	
No. 0 Tubular, 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. 5 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., bulls 5 doz. each, per bbl.	2 00
No. 0 Tub., bull's eye, cases 1 doz. each	1 25

The National Safe & Lock Co.



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

Can Not be opened by the jarring process.

Absolute Proof against the introduction of Liquid or Dry explosives.

Locking Action the quickest of any safe.

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

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

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

Estimates furnished on all kinds of safe and vault work.

Office and Salesroom,

129 Jefferson Ave.,
Detroit, Mich.

W. M. HULL, Manager.

How to Advance

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



5 Cent Cigar

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

The Bradley Cigar Co.

Manufacturers of the

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

Greenville, Michigan

Butter and Eggs

Observations by a Gotham Egg Man.

A large egg receiver asked me into his store one day last week to look at some eggs which he had received from the Middle West. The stock was of very good quality and would have been quite desirable had it been properly packed; but how any one in his sober senses could have used such fillers was a mystery unsolved. They were made of strawboard, but the stuff hardly deserved the name—weak, flimsy, rotten, not fit to pack wooden eggs in. I asked my friend how much he supposed the shipper saved by buying those fillers. He said he didn't know but if the chap got them for nothing he had a dear bargain. And I could readily see that it was no exaggeration. Taking off the covers and top packing the contents of the case were seen to have settled, the fillers being so weak as to offer no adequate support for the weight of the eggs, and the breakage was something serious. This lot of eggs if properly packed and in perfect order would have sold at \$3.75 per case; as it was it brought \$3 per case owing to the loss in breakage—rather a dear price to pay for the privilege of saving a few cents in the first place.

* * *

I took some trouble to enquire in other places as to the use of these miserable fillers and found that a number of receivers were complaining about them. They should be abandoned entirely. If a packer gets a lot of these flimsy things when he orders a good article he should send them back to the maker or dealer forthwith; if he buys them knowingly with the idea of saving in cost he makes a great mistake, for he is pretty certain to lose more than he saves.

* * *

My attention has also been recently called to a very undesirable style of egg case in use by some of the Illinois shippers. I did not recognize the wood but it looked as if it might be some variety of maple. It had a red color and these cases were very rough and uncouth looking—decidedly unattractive. The white wood case has come to be identified with first-class Western goods and odd looking cases, especially when made of rough, splintery lumber, make a bad impression upon buyers and retard selling.

* * *

Desiring to get some information as to the practicability of establishing weight standards for the different grades of eggs as fixed by trade rules, I asked the egg inspector of New York Mercantile Exchange, John Borland, how he handled the eggs when inspecting. He informed me that when inspecting a carload of eggs all the eggs in twenty cases were taken out and examined carefully. As fast as the eggs are taken from one case they are repacked in another. "Then," I remarked, "it would be a perfectly simple matter to weigh each empty case and the fillers and packing, weigh again when filled and record the net weight of the twenty cases." "Yes," he replied, "that would add very little to the work of inspection." "Don't you think," I suggested, "that this would give a much more practical method of judging of size than any other?" "I certainly do," said Mr. Borland, "and it would be much better than leaving the judgment as to size merely to the eye of the inspector."

In regard to the weight specifications which might properly be made for the different grades the matter would of course require considerable investigation by the egg committee, but it should be comparatively easy to arrive at satisfactory requirements. Such investigation as I have been able to make (not very extensive) would indicate that for average good lots of Western new laid eggs the net weight per 30 dozen ranges from about 41 to 42 lbs. In selected goods which are graded according to size as well as cleanness it reaches 45 lbs. quite frequently and sometimes a shade more. If the spirit of our present rule for "extras" was carried out and the stock made free from "all small" eggs the weight per 30 dozen ought to come pretty close up to 48 lbs.; but it is very rare that packers grade as close as this. If it should ever be decided to make a trial of the weight system for grading eggs it would of course have to be considered that refrigerator eggs lose weight and that goods which went into storage 45 lbs. to case in April might weigh only 41@43 lbs. when taken out late in the year; a different scale might be necessary for "refrigerator" and for "fresh gathered" goods. It would seem that the weight system ought to work well in the fall, when any serious mixture of shrunken country holdings by reducing the net weight would, as it should, throw the stock off grade.—N. Y. Produce Review.

Yellow Meated Poultry.

From the American Cultivator.

The public demand for yellow-meated and yellow-legged poultry just compels one to heed the fancies and whims of the consumers. It is difficult to say why certain market demands for farm products arise, but it is sufficient for the producer to meet the demand. Yellow-meated birds are no better in flavor or tenderness than the white-meated ones, but it is difficult to convince city consumers of that. The idea has gained ground that ideal poultry should have both yellow legs and yellow meat. Display fowls on the same stand at once for sale, and the yellow-meated birds would sell for the highest quotations, while the white-meated chickens would drag and be finally knocked down at a discount. Knowing this, it is a waste of time to raise birds for market that do not have both yellow legs and yellow meat. Fortunately two of our best breeds meet this requirement, and in addition to furnishing the right kind of meat, they are good layers and setters. Both the Plymouth Rocks and the Wyandottes have the necessary requisites for good meat poultry, and they are also such good layers that they are all-round profitable birds.

These two breeds are hardy enough to suit almost any climate and situation in this country, and with a fair amount of care they will yield good returns.

A Talented Hen.

From the Boston Herald.

They have a wonderful hen down in Rhode Island. At least they are telling wonderful tales of her achievements, among which may be mentioned that of laying a dozen eggs a day. Her fame has spread abroad, and her coop is now being watched by distinguished students of the miraculous. But here is where the trouble comes in. She is a modest hen, and apparently not a seeker after notoriety. She is willing to lay twelve eggs a day for the enrichment of the old lady who has given her a parlor bedroom, but she refuses to gratify the curious people who come to see her perform the feat. So she is now resting for a time in order to show that a watched hen never lays.

Some people excuse stealing on the plea that they wished to anticipate the other party to the steal.

BUTTER WANTED

Roll or packing stock. Write for prices. Cash f. o. b. car lots or small shipments. We are the largest packers of Imitations or Ladles in Michigan.

H. N. RANDALL, TEKONSHA, 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.

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.

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.

ESTABLISHED 1886.

References.

New York, 874 Washington st.

Brooklyn, 225 Market avenue.

State Savings Bank, Ionia.

Dun's or Bradstreet's Agencies.

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.

Proper Style of Packing Butter—Trying Season to Buttermakers.

In company with a large buyer on this market I went into one of the butter stores last week and while the jobber was purchasing a number of lots that had just come in we talked over the matter of qualities, style of packing, etc. Finally I left him with the salesman to settle the question of price, and I walked across the store to examine a shipment of butter that had before attracted my attention. It was one of the well-known Western creameries, but the buttermaker evidently had some erroneous ideas of packing. I remarked to the porter that the tubs were not paper lined, and he assured me that I was wrong. But there was not a scrap of paper to be seen and I persisted that he was mistaken in the lot, that there were no linings in those tubs. "Look here, and I'll strip a tub," he added, and in a half minute the butter had been turned out. To my surprise the paper was on the sides, but instead of putting it on in the right way the lining was folded over in the bottom of the tub at least three inches, and the upper edge of the paper did not come within a half inch of the top of the tub. It was a most peculiar method of using the linings and instead of having anything to commend it, the whole style is condemned by everyone familiar with good packing. For the benefit of the buttermaker, and possibly some others, I wish to say that as there is a bottom circle of paper in the tub the side linings do not need to fold over much on the bottom; they should be so placed in the tubs as to reach about half an inch above the top of the tub. When the butter is packed nicely and the top evened off smoothly, the paper should be folded over the top of the butter, and then a cloth circle should be placed neatly on top of this. Such packing, if well done, is strictly up-to-date and is appreciated by buyers and sellers alike.

I was conversing with a well-known Reade street butter merchant on Monday about inconsistencies of some merchants and buttermakers, especially the latter. He referred to a make of goods he had in for three consecutive weeks, but which he had difficulty in selling until last week and then he did not get top price as the goods were poor. He made his returns for the three lots and this week got a letter from the Secretary of the creamery refusing to accept the check in settlement in full for the goods. He wrote that the butter came in here on a 20c market and the merchant was not instructed to hold the goods, but was supposed to sell them day of arrival at top market price at least. The merchant told me that at the time this butter arrived, in fact, for three weeks, the market weakened considerably, declining to 18c. There was no demand for the butter at the time and he couldn't sell when the goods arrived to as good advantage for the creamery as he did later—last week—as he finally found a purchaser who needed just that kind of butter and was willing to pay more, probably than any one else for it. "The idea seems to prevail in some creamery sections, or at least in the minds of some creamery men, that if their good don't sell promptly on arrival at highest price quoted, or at a premium over this quotation, then the house receiving the goods should make up the difference between the price received for the goods and the top price quoted, notwithstanding the fact that their butter is not up in quality; and in the case just referred

to the creamery never has made fancy butter with any degree of regularity. Certainly we can't afford to put up any loss, although there may occasionally be a case where such a thing is done."

This is the season of year generally trying on buttermakers as it is between hay and grass. Warm weather the cows are turned out, and in a good many sections are fed "any old thing" that happens to be left over from previous season. Cows thus fed do not, of course, produce as good milk as when fed a first-class balanced ration, and it is in handling this poor milk that the patience of buttermakers is tried. I was speaking of this matter to a Warren street dealer the other day and he said his firm was in receipt of a letter from one of their buttermaker friends in which he spoke of the difficulty he was experiencing in securing a supply of milk fit for fancy buttermaking. He said that the feed supply was low on many farms and dairymen were not inclined to purchase much feed as prices were high; they prefer to feed their dairy cows most anything they may have left over, whether it is fit for milk production or not. "But it won't be long now," remarked the merchant as I was leaving him, "when the cows will have good, green grass to feed on, and then our buttermaker friends should be able to regain their equilibrium."—N. Y. Produce Review.

Extremes to Be Avoided.

"We ought to be very careful in our choice of a clergyman."
"Have you had any trouble?"
"Yes; if we get an energetic man he works us to death; and if we get one without energy we have to work ourselves to death."

**=Butter and Eggs=
=Wanted=**

We are in the market for large quantities of fresh eggs and all grades of dairy butter. Highest market price paid on track shipping point. Get your money out of your low grade butter and write us for prices.

STROUP & SICKELS,

38 So. Division St.,
Grand Rapids, Mich.
Both phones.



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

YOUR CUSTOMER

Can't help but see the difference between ordinary butter salt and

DIAMOND CRYSTAL BUTTER SALT

Anybody can see the difference. Intelligent dairymen will not use ordinary salts after

"The Salt That's All Salt"

is once introduced. If you think a pleased customer is a good advertisement; if you think it really pays to keep what the best buyers want; if you desire to be known as a first-class grocer, we shall expect to hear from you.

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

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, Truck Baskets.

Send for catalogue.

BALLOU BASKET WORKS, Belding, Mich.

Star Green Cigar



Gosh, It's Good!

H. Van Tongeren, Maker,
Holland, Mich.

For Sale by All Jobbers.

SALTED PEANUTS

NEW PROCESS

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



CRYSTAL NUTS

THE IDEAL FOOD

Made from nuts, fruits and grains carefully combined, thoroughly cooked, ready to be served at once. Samples of the above sent free on application.

Lambert Nut Food Company,
Battle Creek, Mich.

Hardware

Piratic Nature of Department Store Competition.

A great deal has been said and written upon the piratic nature of department stores and catalogue houses. I am in hearty accord with most of these views. Results, however, have demonstrated that the public has little interest in issues whose sole argument appears to be prompted by motives of self-interest and we have possibly been directing our efforts against the symptoms of a public disease while we should have applied the knife to the canker gnawing at the heart of our republic. If the propositions I am about to establish are true, which I believe they are and will stand the test of every thinking man's moral convictions, then the responsibility of the evil does not rest alone with the men who are taking undue advantage of circumstances, but a considerable amount of it may be charged to the public blindness and indifference which unwisely creates or tolerates conditions under which either individuals or classes may take improper opportunities to so great an extent as to effect a decaying condition of the moral forces cementing our body politic, and its remedy will call for a more efficient degree of patriotism than that of firing bombs on Fourth of July and occasionally cheering the mention of great men's names.

Here are six propositions upon which I base my views against department store systems:

1. The ruinous influence their underselling process has upon quality of manufacture, as demonstrated during the past ten years in goods which are now but a semblance or shadow of their former quality.
 2. The improper advantage they take, under lax laws, to ruin and drive out of market lines of goods by selling them as "baits" for less than cost of manufacture, until their commercial value is ruined and their manufacture must practically be discontinued.
 3. The discouraging influence such actions have upon the higher ambition of mechanical minds to excel destroys an essence to which we must concede considerable importance as a factor in attaining our present commercial standard.
 4. Their method of wrecking the small merchant's business by continually harassing him in unloading upon the market goods at less than cost and preying upon the ignorance of society to balance these losses through inferior qualities and corresponding advance of prices in other goods.
 5. Their tendency towards changing the opportunities and privileges of independent support into a system of underpaid labor, a condition whose natural result enforces celibacy and encourages the accompanying crime of infanticide, thus establishing like conditions under which France is known to be fast falling into decay.
 6. Their influence in establishing a standard of wages which from force of circumstances must be followed by all kindred lines of retail trade, inadequate to respectfully support the woman whose labor is her only support, and too often calls for virtue to be thrown into the scale to balance accounts.
- I have the highest regard for any woman who has the courage to honestly make her own living whenever circumstances oblige it, and accord to her

every honorable right to enter upon whatever calling her tastes and talents are suited for, whether it be a profession, a clerkship or a trade. If a railroad company has a switchman at some important crossing who is incapable or too dissipated to fill his position properly, and his wife or daughter can and will fill the place with greater safety to the public and more satisfactory to the company, let her take the place, and as long as the act is without injury to the many it is of little importance to the public which one earns the bread for the family.

But if her four daughters determine to enter the same calling and, from the sufficiency of living at home, peddle their labor to the company at less than it is worth, and are hired by the company to supplant the four young men who should become husbands and heads of families, the scale established through the influence of an unwise act which has reduced the wages of the position to less than the requirements of decent family support, even if the four men could again get these places, puts marriage out of the question, and demonstrates two social evils effected by the act; the one of influence wielded in the wage scale upon all the employees, and the other the enforcement of celibacy and its accompanying evils. The wag might ask, Why don't the four young men combine, marry the four girls and control the market? and in the ordinary commercial sense this has its weight. But marriage, we must admit, is not entirely based upon commercial methods. First, the proper affinities to such end might be lacking. Second, the question involves a condition of assurances from the society of which they are a component part that another four equally as rash women will not immediately apply for and be placed in the position and leave the four couples to live on "love by the wayside." So that the society assurance implied by the question rather assists us in establishing its importance as a political issue. I hope this is sufficiently plain to demonstrate the injuries inconsistency of labor produces for itself, by which no one profits but the rich, and from which, sooner or later, society at large will reap the moral effects.

Advocates of these institutions assert that the conditions of female labor in these establishments are largely due to girls of the reasonably well to do classes offering their services for whatever they can get as a little side money. This, however, would not mitigate nor excuse the evil influence of the act upon our social fabric, but, if true, simply adds enormity to the deed. Another theory is often advocated, that the "demands of society inducing women to dress beyond their means is largely responsible for these conditions." If this be true, and in a measure it may be so, yet taken as a whole I dispute the inference or conclusions to be deducted from such an allegation, and whatever the extent of her implication in the bringing about of these conditions, I am here to say, the spirit of American woman, which has ennobled her sex with deeds of patriotism and charity—by responding to the call of distress, whether from battlefield or nursery, from home or prison, from palace or slum, from midst the dangers of a Klondike or the fever-infested Indies, and by her untiring missionary work proved so prime a factor in breaking the shackles of slavery for an unfortunate race, and under all circumstances has proven herself above any fear or

limitation when the interests of humanity demanded it—is a spirit above the guilt of intentional crime from which even the lowest creatures might suffer. And if she has given moral aid and financial support by her patronage to so great an evil as the various phases of these conditions imply, then she has done it through her ignorance of facts, for which you and I are responsible.

The great warfare the American woman has conducted, even under the most blighting ridicule of man, in fighting the evils of intemperance, and by her persistent devotion and social influence has done more to abate the evil than all the laws man's mind could devise, will not knowingly abet an eco-



THE BPS PAINT

AN HONEST PRODUCT.

The PATTERSON-SARGENT CO.,

Cleveland, Chicago, New York.

H. M. Reynolds & Son,

Manufacturers of

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

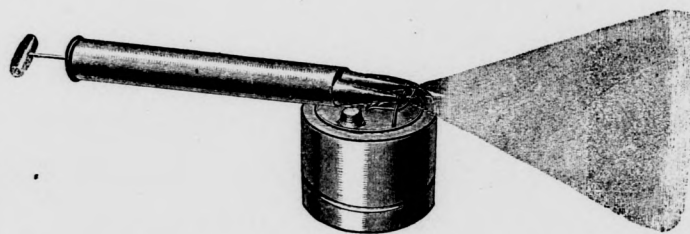
Grand Rapids, Mich.

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

ESTABLISHED 1868

Detroit, Mich.
Foot 1st St.

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.



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.

conomic evil which destroys woman's hope of a home for man's lack of means to support a family, and reduces her to a wage scale which too often enforces a crime against her soul, fills the streets with young men without hope or a chance of useful occupation, and feeds the very flames against which she is directing her moral energy.

If woman must enter commercial pursuits, let her do so under the moral law she owes her fellow beings, and let the survival of the fittest govern the situation. Let her see to it that she gets what her labor is worth, and let the public assist her by establishing social and political conditions or circumstances that will enforce it. Let society discountenance women of well to do circumstances peddling their labor for less than men should have for the same services, and avoid establishing an unbalanced condition of labor from this source. Then patronize houses who pay a living wage scale, although they may not offer the "bargains" made possible by a commercial system which involves the hope of home and family, too often jeopardizes the soul, and is fostering an unwise and unjust heritage on our progeny. A great deal more might be said upon this moral phase, but I will pass it with the volumes contained in this sentiment:

Less \$3 women; more \$15 men.

Less millionaire merchants; more happy homes.

Less demagogism, more politics from whose influences men and women will learn a higher appreciation of American patriotism. Z. T. Miller.

Meeting the Competition of the Catalogue House.

As hardware dealers, we have not only the catalogue houses, department stores, steel range peddlers, etc., and last, but not the least, also our local competitor to compete with. Some of you may wonder what disposition I may make to overcome some of this competition. I go at it in this way, in regard to catalogue houses, etc.: In the first place, I have on file all the leading catalogues and price lists which are issued, up to date, and keep posted on their prices.

To meet this class of competition I always keep a little of the Cheap John ware on hand, which I virtually sell at cost price. However, I always show them the better class of goods first, and if they hesitate on the price I reason with them and endeavor to show them the folly of buying the cheaper class of articles, and I most always meet with success. One very essential point which we must not overlook is this, that we must also keep a close check on those who purchase through these various mediums. Your own drayman is the best man I know of to keep you posted on these shipments. We will suppose that here comes one of those fellows now; I shake his hand, say "how do you do," etc., with all due respect and courtesy. This possibly is something he did not expect and if he is not one of those chilly icemen we read about, I have by this kind of a reception made half the sale. He undoubtedly was astonished and expected a good brown roast, but I fooled him. Do you realize my gain? Now he starts to buy. I give him prices. He says he can buy this and that cheaper, but will not let on where it is. So I question him a little closer and then I will tell him these prices are from such and such a place, get out my catalogue, which is the same as his, and

here I give him another surprise party. He will wonder with astonishment where I got it from and will begin to size me up. We will now start to talk business. I will say to him that if he will give me the same price on the same class of goods as the catalogue quotes, with freight added, that that is enough profit for me and I will be pleased to meet any legitimate quotations he may have to offer. Sometimes I surprise them by going them one better, if in my judgment he is a man who is appreciative and whom I can not get at in any other way. Have patience, try this two or three times and you will succeed. Never deceive him and do always as you agree to do and you have not only gained a customer, enriched your purse, but have also made a lifelong friend.

I will now proceed to give you a taste of how I get along with my local competitors at home, and I am a firm believer that some of its principles are correct and that the same should be followed more closely by merchants generally as a rule at home. You have nothing to lose, but everything to gain. On the subject of local competition there is no question but what you will all agree with me. That is a subject we do not care to read very loud when our competitors are sitting within a stone's throw of us. Who will read this for me? Look out, here she goes. In the first place, I can congratulate myself upon the fact that I have only gentlemen as competitors to deal with; men who are business men in every sense of the word; men who have not gone into trade to seek health, but who invested money in the hardware business to make money. It undoubtedly may seem strange to you that my competitors and myself are on speaking terms; that we smoke and eat—but do not drink together—or that our families will visit one another and that they, too, will eat and drink—but will not smoke together.

When I forget myself and try to get a little gay, they will call my hand and meet my prices. Then I stop. I have learned one thing, and that is this: That I can not sell all the hardware there is to be sold in our city, either by getting foxy in cutting prices or by making unkind remarks and insinuations against them. It does not take long to find out that your competitors have as much money, brains and friends as you or that they will hesitate to meet competition; understanding one another thoroughly on these particular points, I will be frank enough to admit, is making me money, as also for my competitors, as I am informed on very reliable authority that they are discounting all of their bills right along. Whether this is the proper feeling that should exist between local competitors, I will not say, but will leave the solution of this question to my readers.

H. F. Strehlow.

Wrestling Scripture.

"Maria," said Mr. Smart, "whenever I go to the club I always think of the verse, 'Where the wicked cease from troubling and the weary are at rest.' I alter one word and feel perfectly happy."

"Which word do you change?" asked Mrs. Smart.

"I say: 'Now, I am' where the women cease from troubling and the weary are at rest."

"John Smart," said his wife severely, "you should change a word in the last part of that. It should be: 'Where the women cease from troubling and the wicked are at rest!'"

Hardware Price Current

Augurs and Bits

Snell's..... 50
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

	1/4 in.	5-16 in.	3/8 in.	1/2 in.
Com.....	8 c.	7 c.	6 c.	6 c.
BB.....	9	7 1/2	6 1/2	6 1/2
BBB.....	9 1/2	8 1/2	7 1/2	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 Slicks..... 65

Elbows

Com. 4 piece, 6 in., per doz..... net 65
Corrugated, per doz..... 1 25
Adjustable..... 40&10

Expansive Bits

Clark's small, \$18; large, \$26..... 30&10
Ives' 1, \$18; 2, \$24; 3, \$30..... 25

Files—New List

New American..... 70&10
Nicholson's..... 70
Heller's Horse Rasps..... 60&10

Galvanized Iron

Nos. 16 to 20; 22 and 24; 25 and 26; 27, List 12 13 14 15 16..... 28
Discount, 65 10..... 17

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

Au Sable..... dis 40&10
Putnam..... dis 5

House Furnishing Goods

Stamped Tinware, new list..... 70
Japanned Tinware..... 20&10

Iron

Bar Iron..... 3 c rates
Light Band..... 3 1/2 c rates

Knobs—New List

Door, mineral, jap. trimmings..... 85
Door, porcelain, jap. trimmings..... 1 00

Lanterns

Regular 0 Tubular, Doz..... 5 25
Warren, Galvanized 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
Casters, Bed and Plate..... 50&10&10
Dampers, American..... 50

Molasses Gates

Stebbins' Pattern..... 60&10
Enterprise, self-measuring..... 30

Pans

Fry, Acme..... 60&10&10
Common, polished..... 70&5

Patent Planished Iron

"A" Wood's patent planished, Nos. 24 to 27..... 10 75
"B" Wood's patent planished, Nos. 25 to 27..... 9 75

Broken packages 1/4c per pound extra.

Planes

Ohio Tool Co.'s, fancy..... 50
Sciota Bench..... 60
Sandusky Tool Co.'s, fancy..... 50
Bench, first quality..... 50

Nails

Advance over base, on both Steel and Wire

Steel nails, base..... 2 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.....

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, 1/4 inch and larger..... 11 1/2
Manilla..... 17

Sand Paper

List acct. 19, '86..... dis 50

Sash Weights

Solid Eyes, per ton..... 25 00

Sheet Iron

	com. smooth.	com.
Nos. 10 to 14.....	\$3 20	\$3 00
Nos. 15 to 17.....	3 20	3 00
Nos. 18 to 21.....	3 30	3 20
Nos. 22 to 24.....	3 40	3 30
Nos. 25 to 26.....	3 50	3 40
No. 27.....	3 60	3 50

All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.

Shells—Loaded

Loaded with Black Powder..... dis 40
Loaded with Nitro Powder..... dis 40&10

Shot

Drop..... 1 60
B B and Buck..... 1 85

Shovels and Spades

First Grade, Doz..... 8 60
Second Grade, Doz..... 8 10

Solder

1/2 @ 1/4..... 20

The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.

Squares

Steel and Iron..... 65

Tin—Melyn Grade

10x14 IC, Charcoal..... \$ 8 50
14x20 IC, Charcoal..... 8 50
20x14 IX, Charcoal..... 9 75

Each additional X on this grade, \$1.25.

Tin—Allaway Grade

10x14 IC, Charcoal..... 7 00
14x20 IC, Charcoal..... 7 00
10x14 IX, Charcoal..... 8 50
14x20 IX, Charcoal..... 8 50

Each additional X on this grade, \$1.50

Boiler Size Tin Plate

14x56 IX, for No. 8 Boilers, } per pound.. 10
14x56 IX, for No. 9 Boilers, }

Traps

Steel, Game..... 75
Oneida Community, Newhouse's..... 40&10
Oneida Community, Hawley & Norton's..... 65&16

Mouse, choker, per doz..... 15

Mouse, delusion, per doz..... 1 25

Wire

Bright Market..... 60
Annealed Market..... 60
Coppered Market..... 50&10
Tinned Market..... 50&10

Coppered Spring Steel..... 40
Barbed Fence, Galvanized..... 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, Nickleled..... 30
Coe's Genuine..... 30
Coe's Patent Agricultural, JWrought..... 70&10

THE ROCKER WASHER



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

ROCKER WASHER CO.,
Ft. Wayne, Ind.

Shoes and Leather

Scheme to Cope With the Dreaded Department Store.

There's one thing I like about the business men of Lasterville, in the shoe trade or in other lines: No matter how much they are rivals in ordinary business times, they are always ready to stand together to fight trouble.

When the Central Syndicate Co., which established a store in Upperville, and has since been paralyzing trade for the special-line people, began to feel around for a foothold in Lasterville, you can bet that there was mounting in hot haste. It was the topic in every store, and the general feeling was that nothing could be done to keep the big department store away, and that just as certain as the store opened in Lasterville, just so certain would business be ruined for a large proportion of the regular dealers.

All sorts of schemes were talked of, but they all seemed so silly and futile, and like the party who tried to sweep the sea back with a broom, that no plan could be decided upon which would render the new competition powerless.

Things were blue among the dealers for a time now I tell you.

I thought that even my mammoth intellect would fail on a scheme and old man Laster gave it up from the start. But then, old Mr. Laster has a pretty good sock lining, as you might call it, saved up, and if business all went to the dogs he would still be able to get his three square meals a day and be able to drive his two steppers out after supper for an hour up and down the River road.

The old man saw that I was horribly worried, and one evening he says to me: "Fitem," he says, "you ought to be able to get up some plan to fight this thing, although I'm blessed if I can. Go home and dream over it, and get up some scheme to knock the enterprise out before it comes. You can never do it after the store is opened."

"But what can I think of?" I asked. "Everybody making a big cut-price sale now, or after they get started, would only temporarily harass them at the start; they would know we could not keep it up—and, of course, we couldn't."

"Yes, that's so," the old man said, "but there is one thing to take into consideration, the merchants are all interested, no matter what they sell. Remember that. I presume that you and all of the rest of the dealers have been craving sympathy from everybody, but in thinking of plans to stop the thing have only thought of how it would affect their own particular trade. Isn't that so?"

I was obliged to admit that I supposed it was.

"Well, now, go home and dream like a good, broad-minded boy and I'll bet you'll think of something."

Of course, with such a pat on the back as that I simply had to think of some scheme, and just when I was ready to go to sleep an idea came over me like a flash and I actually got out of bed and wrote a lot of things down so that I wouldn't forget them.

I presume that there are not more than a hundred towns in America where the defense could be put up as we are going to put it up here, but that is our good fortune. Our store is now located in the Laster block, owned by old man Laster and his wife. The other tenants

of the block and of the big opera house block adjoining include some of the leading business places in town. Draper & Co., the leading dry goods dealers here, have the big double corner store in the opera house block, we are next with our boot and shoe store, then comes the biggest clothing store we have, Cotes Bros. Beyond them is the Lasterville pharmacy, a first-class drug store, keeping a full line of novelties, and the last in our block, on the corner, is a big double store used by Lemon & Coffee's big grocery establishment, which also has a meat market attached. Back of the dry goods store on the side street is Files & Things' hardware store, the largest in the place, with a toy store next, and Dresser's Furniture Emporium has the rest of the Laster block on the other side street. In the second stories are a swell barbershop, a millinery establishment, a photographer, a tailoring establishment and the only decent restaurant in the village. You see that the business places I have mentioned occupy exactly one-half of the square, and we have the finest location in town.

The only thing that is remarkable about all of this is that not a trade is duplicated in the two blocks.

Well, I presume that you see my scheme by this time, but for fear you don't I'll tell you. The idea I evolved was to form a co-operative business association among all of these merchants and connect them all into one big co-operative institution. My first hair-brained thought was to combine them all into a stock company, but I saw immediately that this would be simply bringing, in another form, into the town the thing we were trying to avoid, and besides, the different business calibers are too diverse.

I unfolded the scheme to Laster and he was tickled to death, and then, one by one, we explained it to the other dealers. It took them some time to grasp the idea, in several instances, but they were all so scared that they were bound to take an interest in it, and as a result before the end of the first day the landlords had been consulted, and they, being somewhat scared themselves readily assumed the expense of making alterations, and before night carpenters and masons were at work cutting arches between the stores all through the two blocks. Big iron fireproof doors, which close automatically in case of fire and which are closed and double-locked each night, are put in the fire wall openings, but during business hours a customer who enters any one of the stores can visit all of the others without going out of doors. Then the second story establishments have been connected with the inside stores in the same way, so that the whole fourteen establishments are easily accessible, or rather "are to be," for the thing hasn't been formally sprung yet.

It took a whole lot of discussion before the best plan was decided upon, but we decided eventually that the best idea was to run each establishment separately so far as ownership, buying and selling were concerned, but to help each other in every way possible, and to advertise as though the whole fourteen businesses were combined and operated as one establishment. Each business was assessed on a satisfactory basis for the advertising expense, and I was chosen to act as advertising manager. The second day after our plan was formed I had half of a page in our little daily and a quarter of a page in each of the weeklies, announcing the great business combination, and it attracted immense attention. We haven't had a formal opening yet, but expect to close for two days soon, and then open up with a band of music and throw the inside doors open simultaneously.

Of course, there will be all sorts of obstacles to overcome, but thus far we haven't encountered any that worry us at all.—I. Fitem in Boots and Shoes Weekly.



"Gold Seal" Rubbers

Pure
Para
Rubber

Goodyear Rubber Co.

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

W. W. WALLIS, Manager.

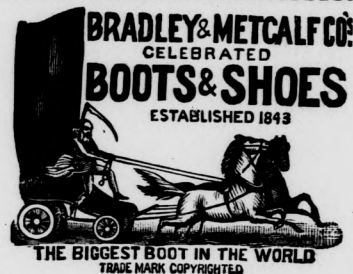
Send for Catalogue.

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

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.

Where the Shoe Pinched.

Miss Martynia Martin was a sufferer from corns. She was also afflicted with a bunion. Not for worlds, however, would she have acknowledged the fact of her infirmities, for she was possessed of any amount of pride, and corns and bunions were the natural woes of the rude and vulgar.

Mr. Hawkins, proprietor of the village store, prided himself upon being able to supply all the wants of his customers, from tea, tacks and nutmegs to nux vomica, boots and bicycles.

He had just succumbed to the wiles of the insinuating Mr. Babcock, traveling salesman for a boot and shoe house in the city, and handed him an order with a sigh, saying:

"I don't want any footgear any more than a dog wants two tails. I've any amount on hand yet, but seein' it's you, why, I s'pose, of course, etc."—when Miss Martynia appeared upon the scene.

Mr. Hawkins, bachelor, had long been cherishing the hope that Miss Martynia Martin, spinster—who had waited long and patiently for him to say so—would some day become convinced of the desirability of becoming the mistress of his heart and belongings. It would be so convenient. When he was obliged to be away on matters of business, it would be handy to have someone around who could keep one eye on the shop while the other was occupied with the housekeeping department in the rear.

Miss Martynia had given no sign as yet that she was willing to respond to his strong, if unuttered, desires. Indeed, he was so extremely retiring and modest in his demeanor, that he had never so much as even dared to hint of them with what is vulgarly termed a "sheep's-eye."

"What can I do for you this morning, Miss Martin?" he asked with deferential alacrity, while the drummer drummed with his fingers on the bench placed for the convenience and comfort of customers along the outside of the counter.

"I came to see if you had anything in the way of a pair of shoes that will fit me," answered the lady with a coquettish simper. "Something soft and comfortable, please."

"Oh, yes. To be sure. I think so. Certainly. Perhaps," responded Mr. Hawkins with incoherent eagerness and blushing amiability, as he dived into the gloomy recesses of the store, where he rummaged restlessly for a space.

Miss Martynia sat in severe and patient propriety at the other end of the bench. Mr. Babcock surveyed her out of the corner of his near eye, while he continued his tattoo.

"What size did you say?" asked Mr. Hawkins, emerging out of chaos, with anxiety plainly printed upon his glowing countenance.

"Four and a half," was the laconic reply.

Mr. Hawkins retreated into the depths, reappearing presently with several pairs of shoes, and an empty nail-keg. The latter he turned bottom end upward and, seating himself upon it before the lady prepared to try on the boots.

With a blush and simper, Miss Martynia modestly divested her right foot of its covering and submitted to the operation. But Mr. Hawkins' efforts were not to be crowned with success. Not one could he prevail upon to slip on to his lady-love's fairy foot. He tugged, and strained, and struggled.

Miss Martin would not hear of trying a larger size. Four and a half was her size, and that was all there was to it. She did not propose to wear a No. 5. The idea!

"Allow me, madam," said Mr. Babcock, gallantly rising to the occasion. Gracefully he seated himself upon the keg, which the nervous and crestfallen Mr. Hawkins had vacated in his despair. After a deal of careful manipulation he managed to get the boot on. Her face was crimson with pain, which she endured with Spartan-like determination for a few moments. Then she succumbed.

"I guess it's a little tight," she remarked, with compressed lips.

"I'm awfully sorry," said Mr. Hawkins, falteringly, "but I'm afraid I can't do any better," glancing resentfully at the traveling man, who, with a tender air, was asking:

"Where do you feel it most, madam?" leaning toward her in an engaging manner.

As she indicated the great toe joint, where the knobby protuberance proclaimed the presence of the unsightly bunion, the nail-keg gave way beneath him, and his two hundred pounds avoirdupois came down with a crash. She screamed. He looked up with a comically astonished expression, then he roared.

"I can't go any further than the floor, that's one comfort," he said, and picked himself up with astonishing agility, considering his size.

"I will have the goods shipped immediately," he said, turning to Mr. Hawkins. "There will likely be something in the lot to fit the lady. I will be around this way before long, again, and will enquire about it," and as his horse was in waiting, he took himself off.

Mr. Hawkins, devoured by jealousy, read volumes of amorous meaning in that gentleman's innocent remark, and the elegance of his departing bow filled his soul with despairing envy. What might not happen when the fascinating drummer came back? Commercial travelers were notorious lady-killers. It would never do to risk it.

Miss Martynia was gazing pensively after the retreating figure and, nerved by his fears, Mr. Hawkins then and there summoned up courage to lay himself and merchandise at the feet of the cause of all this mental turmoil.

His charmer, wondering what had brought him to the point at last, graciously consented to receive the offering, and made him happy with the suggestive remark:

"Those boxes of shoes want a good sorting over. You can't make head nor tail of them as they are. They're in a terrible jumble."

He realized that she had indeed taken him into her care and keeping—boots, shoes and the rest of the merchandise, to have and to hold until the end of the chapter.—Nancy Nettleton.

Only Asked for the Hand.

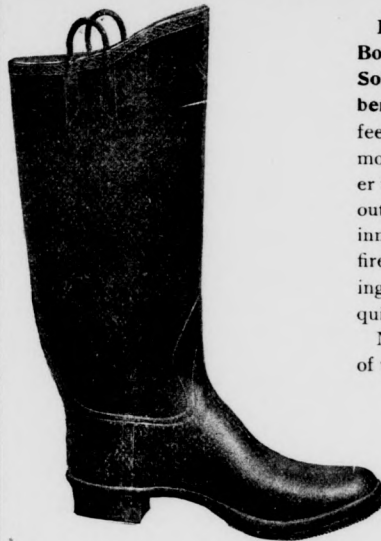
Old Crusty—You ask for my daughter? Why, young man, at your present salary you could not even dress her.

Suitor—Oh, yes, sir; I could keep her in gloves.

Old Crusty—Gloves! Do you mean to insinuate that my daughter would only wear gloves?

Suitor—Pardon me, sir; I asked only for her hand.

A woman's greatest weakness is that she thinks she can make a man believe anything, when he is only pretending to believe.



Have you ever sold the "Vulcan" Rubber Boots with Vulcanized Leather Inner Soles, manufactured by Woonsocket Rubber Co.? They do not sweat or draw the feet. They are lighter, easier to the feet, more durable, do not crack, will wear longer than any Rubber Boots made. A new outer sole is easily fastened to the leather inner sole after the first is worn out. For firemen it is a safeguard against nails entering the bottom of the feet at fires—is more quickly put on and holds its shape better.

Mark the prediction: The Rubber Boot of the future is the "Vulcan." No argument about this whatever.

Men's Vulcan Dull Finish Short Boot, made in "Wool," "Fusion" and "Rubber" linings, widths F and W.

Order a case and give them a trial.

A. H. Krum & Co.

Western Agents,

161-163 Jefferson Ave., Detroit, Michigan

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.



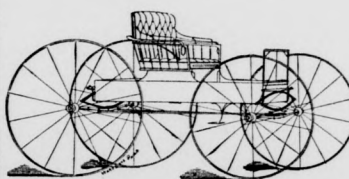
Red Cross Protections

17 Inches High

Before negotiating for your Lumberman's Overs for the coming season do not fail to first investigate the merits of our RED CROSS PROTECTIONS. The rubber is the Goodyear Glove Brand Duck (will not snag.) Roll sole, best oil grain and attached to this is a warm lined waterproof duck, making the best footwear ever offered to the public. Write for prices.

Hirth, Krause & Co.,

Grand Rapids, Mich.



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.

The Meat Market

Some Specimens of Good Advertising for Butchers.

There's No Short Cut

to perfection. Only by buying

MEAT

which we know is of excellent quality and by supplying it in good condition and full weight we can hope to give satisfaction to our customers.

As our business is dependent upon the approval of our patrons, we take no risks. Everything we offer is of the prime quality.

GEORGE H. DEINZER,
64 Dennis Street.

I consider the above one of the most cleverly worded butcher advertisements ever composed. It seems to hit the nail on the head. Reading it over hastily one would discover no especial merit in it, but the more it is studied—like Shakespeare's tragedies—the better it becomes. Mr. Deinzer's advertisement is worthy of a place in your scrap book.

The next advertisement is that of Charles Paulus. I think he has permitted the printer to use too much space in the head, and not enough to bring out the fact that meat is the article under discussion. Besides, advertisements should be truthful. Even when making a misstatement that can do no one harm, an advertisement loses its force. He says: "Just got your neighbor taking our meats." I'm quite certain Mr. Paulus has got no neighbor of mine to take his meat, because he has never tried. Even if he had, that would not influence me. If I read that Mr. Paulus sold the best quality and sold it cheaper than anyone else, and read something to convince me of it, I should give him my trade, and would not care a continental if he had "got my neighbor" or not. His careless, "might as well try us," would have no effect on me, either. I should want a reason for trying him. I advise Mr. Paulus to prepare new copy for his space.

Just Got Your Neighbor

taking our

MEATS

Now we want you.
Might as well try us.
Meats the best. Service the best.
Prices right.

CHARLES PAULUS,
52 Hiram Street.

One of the most enterprising butchers at Union, N. Y., is S. Skillman. I reproduce his advertisement exactly as it appears in his local paper, except that I have had a border put around it. Right here I wish to advise that when placing an advertisement always give orders that it shall have a border. It improves the appearance of the advertisement greatly, and makes it stand out prominently among others that have no borders. But to get back to Mr. Skillman. If I were he I would devote some space to naming what he means by "everything else." I confess that I do not know. If he sells other things besides meat, and wishes to call atten-

tion to them in his meat advertisement, he can not do it successfully by using the general term of "everything else." Then he says:

We Can Please You!

IN MEATS

as well as in everything else. Quality best, service best, delivery prompt. We quote pure home-made sausage. Here, too, you'll find the best Beef, State and Western Pork, Veal, Lamb and Poultry at lowest market prices.

S. SKILLMAN.

"We quote pure home-made sausage." The proper place for the quotations are in the advertisement.—Jonathan Price in Butchers' Advocate.

Best Method of Smoking Hams and Bacon.

The smokehouses in some large cities throughout Great Britain where hams and bacon are dealt with in considerable quantities are generally built of fire-bricks in the form of arches or kilns, each of which is capable of holding upwards of five tons of bacon. After being well washed and dusted over with pea meal, the hams and bacon are suspended from the iron crossbars which are built across the kilns at a convenient height. The fires are generally made of oak chips, over which is thrown a considerable quantity of sawdust, for the purpose of creating a dense smoke, which is so essential for giving the rich brown color which is so much desired; the kilns are then closed and the bacon is allowed to remain therein from two to four days according to depth of color required.

The smokehouses used in this country are constructed in a different manner altogether and are considered far superior for the purpose, the bacon and hams being hung in an upper room, while the fire is either on the ground floor or in the cellar. The smoke, having to ascend some distance before reaching the smokeroom, is condensed and purified from its impurities by passing through a grating formed of fine wire gauze. The fires are made from different kinds of wood, oak or beech being considered the best, with the addition of a few sticks of juniper, which greatly improves the flavor. The meat requires a longer time to smoke, owing to the smoke being somewhat cooled, but has a far superior flavor to that of Great Britain. A useful size of smokehouse for doing in small quantities is 3 yards long by 2 broad, and about 7 feet in height, with 4 or 5 cross-bars from which the bacon is suspended; the roof should be made in such a manner as to prevent the smoke from escaping, with a small chimney at one end fitted with damper, so that it can be opened or closed, as desired. The floor should be of firebrick and the door must be so fitted as to prevent the escape of smoke. The flitches should always be hung with the shoulders downward. After the articles have been placed in position, lay underneath a layer of dry straw, next a quantity of shavings, then a good layer of sawdust (oak wood sawdust is the best if it can be had) and cover the whole of these with a thick layer of wet straw; this will cause the fire to smoulder for a considerable time, and also cause it to emit a deal of smoke without burning away too rapidly. A few handfuls of juniper berries scattered on the above will greatly improve the flavor of the smoked articles.

Might Have Known It.

An austere-looking lady walked into a furrier's the other day and said to the salesman:

"I would like a muff."

"What fur?"

"To keep my hands warm, you idiot!" exclaimed the lady.

=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.

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.

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.

TREES AND EGGS.

Their Relation Described by a Commission Merchant.
Written for the Tradesman.

"Did you come down Grove street this morning?" asked the newsdealer, as the commission man dropped in for his morning paper.

The commission man nodded.

"What's new on Grove street?" he asked.

"Oh, there's another job for the fool-killer there. Some farmer has bought the corner place at the foot of the hill."

"Well?"

"Well, the farmer probably thinks he is clearing up a new farm. At any rate, he is cutting down the row of oaks that gave the street its name."

"Too bad."

"It's a strange thing to me that a man from the country always wants to chop down shade trees. Why, our ancestors knew the value of the trees before they understood the use of fire. I thought sure you would see what was going on when you came down."

"To tell the truth," said the commission man, "I was thinking about the egg market and didn't see a thing all the way down town."

"What's the matter with the egg market?"

"Oh, everything is the matter with the egg market. Did you find out what that fool up on Grove street is cutting the trees for?"

"He thinks they breed insects and rot the shingles on his house."

"I didn't know but he wanted the trees for wood."

"That may be the true reason, after all. I know a man that bought a cottage out at the lake last summer—a cool, shady, breezy place at the top of the hill—and cut all the shade trees into firewood. Great nice oaks a hundred years old! Think of it! Such a man ought to be tied to a stake in the middle of the African desert and broiled alive. What with the electric light and telephone wires, the trees have had times enough without every fool farmer that moves into town going at them with an ax and a cross-cut saw."

"That chap must have a beauty of a summer resort now. His cottage probably is like a hencoop in the middle of a base ball field. I hope it will be hot enough this summer to bake what few brains he has left."

The commission man sat down to glance over the headlines of his paper and the newsdealer went on:

"It makes me swearing mad," he said, "to see the way people treat shade trees and vines. A man out my way is pulling down a fine grape arbor because some boys went there one night last year and stole a few bunches and made a noise. Why, if I had that arbor on my place I wouldn't take a hundred dollars for it."

"I've planted maples and elms in front of my house every spring for ten years, and I haven't got much shade yet, all on account of the fool population. Every idiot of a schoolboy that comes along swings around them and chases cats up into the tops and cuts into them with his knife to see if the sap is running, and every delivery wagon runs over them. A cat will run three miles to get into my trees anyway; and the dogs come from all over the country to howl at the cats."

"I reckon," said the commission man, "that you got out of bed left foot first this morning."

"I guess that's it," said the news-

dealer. "We'll call it that, at any rate. The girl in the next house began playing rag-time music at daylight and I got up pretty early, just in time to see a man trimming up lawn trees until the tops looked like a tuft of hair on a pig's tail. The city tree-trimmer is headed for my street and if he hacks away at my trees as he is doing at others I'll blow the top of his head off. The mayor is an old fool or he would discharge him. He went at some shade trees up on Cleveland street the other day and the lady of the house dosed him with boiling water."

"I presume," said the commission man, "that you just get out and hump yourself on arbor day?"

"You bet I do," was the reply. "A man who won't plant trees would steal a dog from a blind beggar. Why, in a certain number of years, I don't remember just how many now, the human race will die out because there won't be any trees to purify the air for us."

"Do you think that will be much of a loss?" asked the commission man.

"To tell the truth, I don't think it will," was the savage reply.

"There are a few egg dealers that we might spare right now," said the commission man. "They never would be missed."

"For instance?"

"For instance, the fellows that quote prices above the market—prices they can not pay and meet their own obligations."

"That helps the farmers," said the newsdealer, "our tree-cutting farmers."

"Oh, yes, it helps the farmers! They ship their eggs and wait for their pay. Some of them have been waiting since last spring. They will wait forever. In the meantime, the eggs are drawn away from this section and our customers howl because we can't send them on Tuesday eggs deposited on Monday."

"Well," said the newsdealer, "I'm glad you came in this morning. I thought I was the only kicker on earth."

"You'll kick harder than ever when you pay forty cents a dozen for eggs," was the reply. "And you'll blame the commission men, too."

"Why don't folks eat eggs in season and get along without them at other times?" demanded the newsdealer. "This packing and canning and drying gives me a pain. Why, the hairy men who first inhabited the earth could give us points on living. When they ran down a deer they devoured what they wanted and left the remainder for the next comer."

"There wasn't any commission man in those days to go nosing around, packing away what was left and making a profit on it. No, sir. And when an ape with a forehead like a corn-fed porker and arms that hung down to his knees found a tree that was big enough for ten he didn't charge rent to the fathers of large families because he got there first."

"We'll have the world made over," said the commission man, with a smile, "and let you boss the job."

"There would be a lot of things left out," said the newsdealer. "The instinct of accumulation would be abolished, for one thing. Even our dogs bury bones now, just to keep them away from the hungry cur that comes dashing down the street with a teakettle tied to his tail. And farmers spoil our streets by robbing them of shade and bees are thrown out of employment by men who manufacture honey. I saw in the paper the other day that forty thousand—"

The newsdealer hesitated and the commission man made for the door.

"Wait," yelled the former, "I've got a lot of suggestions to make yet about this new world you're going to let me set up."

But the customer was gone and the newsdealer sat down in a chair and laughed until his sides shook.

Alfred B. Tozer.

Northrop, Robertson & Carrier,

Manufacturing Pharmacists,

Spice Millers,

Wholesale Drug and Grocer Specialties

Manufacturers of

Queen Flake Baking Powder and

Northrop's Flavoring Extracts.

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

Flaked

... PEAS, BEANS and RICE ...

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

Lauhoff Bros.' Flaking Mills,

35 Chene St., Detroit, Mich.

Wheat
Meat

A delicious, crisp and pleasant health food.

Golden
Nectar

Absolutely the finest flavor of any Food Coffee on the market

If your jobber does not handle order sample case of

KALAMAZOO PURE FOOD CO., Kalamazoo, Mich.

The Worker's
Lunch

Build it on a biscuit basis—a **Uneeda** basis. Use any kind of a relish, but one kind of a foundation—**Uneeda Biscuit**. They possess as dainty a flavor as is ever found in the best bread.

Uneeda
Biscuit

have started the thoughtful housewife crackerwards. In **Uneeda Biscuit** she finds food novelty without loss of nutritive value; a complete, satisfying, health giving food that is always ready, always fresh, always dainty. These are the reasons why **Uneeda Biscuit** make the ideal lunch for the business man or the mechanic—for everybody. Order one of the new 5 cent air tight packages.

Clerks' Corner.

An Employer's Courtesy Saves Clerk From Temptation.
Written for the Tradesman.

"Well, 'Constant dropping wears a stone' and I'm going to try it. Brinsmade's eternally harping upon the idea and there may be something in it. I suppose I ought to be made up differently, but I have seen so much of the cussed side of the man behind the counter that I do anything like this half-heartedly, and I guess the trouble begins right there. Why, Mary, you know what both of us tried to do for Jim Ferris. Your knowing his folks away off in the East somewhere and their asking us to keep an eye out for the fellow made us both think that we should win our entrance into Paradise by adopting him. Well, we won't go over all that, only when Jim Ferris chucked down into the rut that carried him plump to perdition, I got it fixed in my mind that that should be the last time that I'd waste any more good intentions and the worry that backs them upon any more Jim Ferris this side of the kingdom. I got enough of it and so did you, and it so eternally soured me on the whole detestable pack that I've given 'em a wide berth ever since. Once in a while, when Brinsmade walks into me I feel kind o' sorry and think I'm carrying the thing too far and then the face of that—that reprobate comes up to me and I get to swearing and that ends it."

"Well, now, precious, don't waste any more valuable time in coming straight to the point. You need it in your business. Who is the fellow this time—that gnarly, freckled-faced, chuckle-headed, forlorn-looking piece of seven by nine intelligence that looks after the shirts and the neckties?"

"Now, see here, Mary, you don't want to talk like that. He doesn't happen to be the man I have in mind; but even if he were what's the use in letting your prejudices run away with your good sense. Young Wilkins can't help his looks and I'm going to tell you right here that six months is going to change that fellow so that you won't know him. That's just like a woman. I—"

"Never mind the rest, precious. I know it all by heart and will put it down to your credit. Who is the fine young gentleman this time who is to have a chance to get a boost up the commercial ladder at least two good rounds by your earnest efforts?"

"I don't know whether you have seen him. He's at the counter at the right of the main entrance going in. Rather tall, with an oval face, blondish and a rather earnest moustache of the same color; blue eyes and hair parted in the middle; broad shoulders and shapely; a coat that was made for him and fits him; and a necktie that he dotes on—the only weak thing about him that I can see."

"If you'd said dark hair and brown eyes I should have thought you meant Ferris. Are his eyes close together and his finger joints bunched? What's he been doing to start you off? The way you spoke of his broad shoulders hints of a bit of muscle-using. Has he been straightening anybody out?"

Griswold laughed and pushed his chair back from the breakfast table.

"What a woman you are, Mary! There was a sort of a scrap at the store last night. This man Stanford somehow struck Penrose as a kind of a 'Mary Jane' and it seems that for the week

the new man has been here Penrose has been calling him 'Sissy' on the quiet and the way the fellow has been fondling his necktie has helped to carry out that idea. Penrose thought that the others were with him and when they were going after their coats and hats last night Stanford got in Penrose's way. 'Get out o' my way, Sissy!' says Penrose and, I guess, gave the other fellow a sort of a shove. Stanford turned around and saw that Penrose meant it and the next minute Penrose was flat on the floor, with Stanford with fists ready if they should be called for. Without a word Penrose got up and walked off. Then Stanford without a word went out too, after he'd straightened his necktie!"

"Good for him. Do you want him to come to dinner to-night? Your favorite pudding is good enough for that fellow, and I shall make the ice cream myself. Now, don't let's jump all over this boy at once and conclude to adopt him under a week at least. Let's find out who his great-grandfather was. I'm convinced that his ancestors on both sides came over in the Mayflower. You'd better stop on your way down town and get tickets for the play. We'll do what we can to show the boy we are on his side and then if that Penrose undertakes to pay him off for his knock-down the boy will be encouraged to go ahead and polish him off."

When Griswold was going around to Stanford's counter he saw a rather flashily-dressed woman leaving it and Stanford reading a note which he had evidently just received. Something about the female stamped her as one who had been seen talking to Penrose and Griswold made up his mind that he would watch developments. The boy slipped the paper into his pocket and looked at the retreating woman with a good deal of astonishment showing itself in his staring eyes. The woman on reaching the door turned and gave the fellow a glance with an expression on her face which was enough to condemn her. The rest of the morning saw Stanford frequently reading the note and Griswold watching him. By noon that gentleman had reached conclusions and as Stanford was on his way for his hat to go for his luncheon the manager intercepted him.

"Get your hat and come with me to luncheon, Stanford, I've something I want to say to you," and the two left the store together.

Seated at the table, Griswold began: "What part of the East do you hail from, Stanford?"

"Baltimore."

"Any related to the Calverts?"

There was a swift glance into Griswold's face and a reluctant, "Well, yes. My mother was a Calvert. How did you come to think of that?"

"Oh, I'm not a stranger to Baltimore and I thought I saw resemblances. That's a pretty good family to belong to."

"Well, we think so."

"It's always been a hobby with me that a man with a name to be proud of has one of the strongest reasons to keep straight that he can possibly have. A fellow without any ancestry has a chance but no inducement except on general principles of decency to hold his head up and insist on being clean clear through, but with the other fellow it's different. There's his father and then his grandfather and one or two behind him all straight for some four generations and with that to brace him up you

don't find that fellow roped in by any good-for-nothing adventuress who takes a fancy to him. I'm ready to bet my last dollar on that fellow no matter what the temptation is. Somehow he isn't quite ready to break off the family chain of integrity and when both sides of the house are made up of the same kind of material the result is doubly sure. Isn't that so?"

"That's the way we all look at it and I think it's about right. A boy away from home, though, in a big town like this is strongly tempted sometimes. I've been here long enough to know that. You see—"

"You needn't try to tell me anything about it. In the first place he gets lonesome. That's as far as I'm going now, for I took this chance to ask you to come home to dinner with me to-night, thinking you in just that condition. My wife told me to be sure to make the invitation strong, for she had made up her mind to have you come and she is going to hold me responsible. I want you to say that you'll come and then I'll tell you the rest."

"Why, I thank you a thousand times but it so happens that I'm about the same as booked for this evening," and in saying this Stanford made a move for his pocket as if not quite certain about the hour, which the note would set right. "If I could be excused by nine o'clock I could come."

"At nine o'clock, Mr. Stanford, you will be seated between my wife and me at the theater in one of the best seats in the dress-circle. That's all there is to that. There are some engagements it is better to break than to keep. This one with me I urge you to make and keep. That one in your pocket is the other sort. You are not the Calvert to become

the missing link, if I know myself; and if you have any more invitations from that sort of humanity who compromised you this morning, you'd better settle back on the family dignity and—well, look at her as your grandfather would have! Have a cigar."

"Thank you, Mr. Griswold. I accept all three: the cigar, the invitation to dinner and the advice. They came just in time. I'll ring your front doorbell promptly at quarter to seven."

There was a small party of three sat down to dinner that evening at 7 o'clock. They had a fine dinner, with English plum pudding and some royal ice cream for dessert. They went to the theater and enjoyed one of the prettiest comedies that Shakespeare has blessed the world with. They went home afterwards and had one of the daintiest suppers that an interested woman can get up. Then the men of the party, late as it was, had some cigars and Griswold showed the young man his room. After the good-nights were exchanged and Griswold turned to go, Stanford, with a great deal of unnecessary earnestness, exclaimed: "Mr. Griswold, I want to thank you for what you have done for myself—and for my grandfathers as far back as I have any! Again, goodnight."

"Brinsmade," remarked Griswold the next time he saw him, "that dinner business of yours works pretty well—sometimes."

Richard Malcolm Strong.

The custom of women in Japan at marriage giving their teeth an everlasting coating of blacking is practiced now by only a small percentage, but there are still seen in the cities hundreds of women hideous with black ivory and dentists' showcases contain sets of black teeth.

Grand Rapids

Bark and

Lumber

Company

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

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

419-421 Michigan
Trust Building,
Grand Rapids.

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

WORLD'S BEST

S.C.W.

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

PELOUZE SCALE & MFG CO.

Scales

CHICAGO
CATALOGUE
MANUFACTURERS OF
HOUSEHOLD
COUNTER
MARKET
CANDY
POSTAL
SCALES
SPRINGFIELD, ILL.



Commercial Travelers

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

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

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

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

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

Gripsack Brigade.

* Lieut. John Lane, formerly on the road for Corl, Knott & Co., has engaged to take up road work July 1 for the Cappon & Bertsch Leather Co. He will spend May and June in the store posting up on the saddlery hardware line.

Thos. R. Petrie, who has transferred his allegiance from the Simmons Hardware Co. (St. Louis) to Foster, Stevens & Co., has moved his family from Kalamazoo to Traverse City, which city he will make his headquarters hereafter.

Guy McDonald, who has had charge of J. F. Muffley's shoe store at Dowagiac until recently, has engaged to travel for the Herold-Bertsch Shoe Co., covering the trade of Northern Indiana. Mr. McDonald will reside at Ft. Wayne and make that city his headquarters.

D. C. Clapp, traveling representative for the Michigan Furniture Co., of Ann Arbor, shot himself May 4 in the office of the Hotel Hattell at Goshen. He had bought the revolver in Goshen, walked into the hotel and sent a bullet through his brain. No cause is assigned. He was 51 years of age. The remains were taken to Owosso for interment.

Greenville Daily Call: Wm. B. Burris has sold his interest in the Bradley Cigar Co. to L. W. Hyde and H. F. Sigler. Mr. Burris has not yet decided where he will go into business, but this much we know, that wherever he goes he will be as much respected and liked as he is here. He is an enterprising, active and a business method young man and we are sorry he feels it his duty to locate elsewhere.

Gradual Growth of Grand Rapids Council, No. 131.

Grand Rapids, May 6—There is a principle or faculty natural to nearly all successful traveling salesmen and which others soon recognize and acquire before they become successful: To suppress themselves and emphasize others, while keeping their light from under a bushel and letting it shine with all the wisdom and goodness there are in it, for the enlightenment and advancement of all with whom they come in contact, suppressing every indication of egotism or self-conceit and at the same time, embracing every opportunity to emphasize the virtues of their fellow associates, remembering the man is most popular who makes the most people think themselves of most consequence and, with no intention of flattering, well knowing that flattery is not popular under the name of flattery, but, when properly used, it clears from thorns many a weary pathway and strews it instead with flowers. Of just such gifted salesmen the U. C. T. Council, No. 131, of this city, is composed. We have no big I's and little you's in our council. They are all big you's—the I's don't count. We look at each other through the telescope of brotherly love, with the small end pointing towards ourselves and the large end towards our brother members, magnifying their many virtues in our own hearts. The results are harmony, peace and prosperity, supported by the strong

pillars of unity, charity and temperance.

We added further luster to our Council Saturday evening by initiating three of Grand Rapids popular salesmen—W. S. Burns, Frank E. Rogers and Chas. W. Jones. Burns was especially honored with the much-appreciated (by the lookers on) honorary degree of Impresario; and just before the "Royal Bumper" was led forcibly away, I heard Burns faintly murmur:

Oh, zephyrs, blow more lightly.
Don't caress me quite so tightly (Bang!)
Gee whiz, boys, stars shine brightly!
Pick me up, but handle me lightly.

Chas. P. Irish, of this city, and Herbert Griffith, of Traverse City, have also been enrolled with us since our April meeting.

J. B. McInnis, chairman of the Committee on Arrangements for the entertainment of the Grand Council May 18 and 19, gave us an exhaustive report of the progress made by the various subcommittees, and if all arrangements are carried out successfully—and they will be, weather permitting—our visitors will leave us feeling that there is no place like the Furniture City for a hearty welcome and right royal good time. We are going to give the boys the key to the city, but we will keep them so busy that they won't carry away anything but a full stomach, light heart, our royal good will and a feeling of reluctance to leave us. W. R. Compton.

The Boys Behind the Counter.

Eaton Rapids—Bert Green, who has been clerking for A. W. Annis for some time, has secured a position with the Knapp Grocery Co.

Flint—John Farer, formerly with Crampton & Litchfield, has taken a position with Stephen M. Hegel, druggist at Goodrich.

South Haven—John Ghent, who for the past two years has been employed in Chas. Hill's drug store, has taken the position of registered pharmacist in Mrs. J. J. Fabey's drug store in Benton Harbor.

Dowagiac—W. L. Brennehan, formerly with Gilmore Brothers, of Kalamazoo, is the new salesman at the White Front to succeed Henry J. Bruen.

Charlotte—Arthur Roblin, clerk in the shoe store of Albert Murray, and Fred. Murray, clerk in the shoe store of V. C. Roblin & Co., have exchanged positions.

Dowagiac—Guy McDonald has resigned the management of the J. F. Muffley shoe store to take the position of Indiana traveling representative for the Herold-Bertsch Shoe Co., of Grand Rapids.

Dearth of Genuine Mocha Coffee.

Wm. E. Curtis in Chicago Record.

C. H. Conrad, of Chicago, denies my statement in a recent letter that there is no genuine Mocha coffee in this market, and asks a correction. There has always been a certain quantity of genuine Mocha coffee imported into the United States, but of late years, since the trees were destroyed by the plague, it has been so small that it does not appear in the reports of the Bureau of Statistics. An enquiry at the Custom Bureau discloses the fact that the imports of coffee from Turkey and Asia during the last year amounted to 3,676,567 pounds, out of a total importation of 831,827,063 pounds. The supply of Mocha coffee is so small that it is not sold in the general market and is not quoted in the ordinary price lists. It is handled only by a few houses for the gratification of epicures.

A man has nerve when he announces himself as a candidate for any office subject to the action of any party that will nominate him.

The Admiral was great at Manila when the occasion offered. He was also foolish, later on, when he had a chance to be.

POLITICAL CORRUPTION IN CITIES.

Honesty in the administration of municipal affairs is the most important element in the politics of any city. The public official who steals money out of the people's treasury is usually regarded as the worst sort of man possible in public affairs; but there are many far worse. He is only a thief and his peculations are sure to be found out and brought to an end.

But the public official who uses his position and the power intrusted to him to make corrupt bargains with private parties to barter away the rights and property of the people for his personal gain and advancement is not so easily found out. He may carry on his corrupt operations until they become of enormous extent, involving many persons and vast interests and endangering public order and the prosperity of the city itself. Such a man becomes a public enemy, a foe to the preservation of society and an underminer of public and private honesty and morals.

Whenever and wherever the knowledge of corruption in public places is spread through the business community, personal honesty and integrity will be weakened just as surely as slow poison saps the vitality of the human body. Let the impression go abroad that political influence will obtain business advantages, and the first impulse aroused is a determination to "hustle" for the favors. A favor granted is an obligation created. A business advantage obtained from a politician calls for a campaign contribution, and the next favor is too often a cash transaction.

The people of Grand Rapids are by no means unacquainted with that sort of official corruption, as the result of the criminal methods pursued in obtaining the present street railway franchise some years ago and the questionable methods by which other concessions have since been obtained at the hands of the Common Council.

Bird S. Coler, the Comptroller of the City of New York and one of its foremost public men in the esteem and affection of the people—an affection won by his vigorous and successful efforts to block and prevent the consummation of corrupt and rascally schemes against the people whose servant he is—in an article in the May Munsey says:

The modern political corruption is far more dangerous than that of thirty years ago. The old way led to exposure and disgrace, the new leads to wealth and political power. Where men can be corrupt in public business and yet keep within the letter of the law the rewards of honesty become mere ashes of young hopes compared with the gains of political plundering.

The City of New York is robbed to an extent difficult to estimate, robbed in a legalized way and often by men who would resent any question as to their personal honesty, all because corruption in politics has been tolerated too long. This fact is bad enough, but its evil results are spreading through every channel of trade and slowly but surely undermining business integrity and independence.

It is no answer to this assertion to say that the charge is general or vague. There are few men in the city engaged in large business or financial enterprises who have not had evidence of its truth. Not long ago I asked an officer of one of the largest financial corporations in the city to assist me in a certain public matter. He apologized for his refusal with this explanation: "I know you are right, but I must protect the interests of my company and can not afford to antagonize certain political interests. If I did, we should be annoyed and oppressed in a variety of ways."

Mr. Coler well remarks that whenever

such methods can be adopted with impunity the poison of corruption in politics has begun to spread through the community, public spirit has been weakened, and business honor is imperiled. If the officers of all the great financial and business corporations in most of the large cities should compare notes in confidence, there is little doubt that many a one could tell a story of political blackmail, oppression or annoyance. Some there are, perhaps, who could tell, if they would, of valuable favors obtained through the medium of political influence, but some day they will realize that the debts incurred in that way may become a burden greater than they can bear.

Business men who engage in dishonest transactions with public officials may excuse themselves on the ground that they did not create the condition which inures to their benefit. As a matter of fact, they are wholly responsible in so far as they create temptations that are too strong for the weak man in public life to resist. It is difficult to find any excuse for the man who knowingly buys goods from a thief because they are cheaper than the price in the open market of honesty and publicity.

Blacklisting Held to Be Legal in Canada.

A case of much interest to retail grocers was tried in Hamilton, Ont., recently. At the assizes there William Harper, a street car conductor, brought suit against the Hamilton Retail Grocers' Association for libel. The evidence brought out that Mr. Harper had run up bad accounts with several grocers. He owed Mrs. Murphy, a member of the Association, \$7.58, and was sent a notice to the effect that if his account with Mrs. Murphy was not settled in ten days his name would be reported to each member of the Association. As he did not pay up, his name was printed, with others, on a circular with the following heading: "Hamilton Retail Grocers' Association. The following names, having been dealt with through the collection department, are found to be unworthy of credit, and cash dealings are advised." The plaintiff told the court that the list was shown him by a grocer, and he also saw it on a street car. He said it had been difficult at times for him to keep all accounts paid up. After being out three hours, the jury delivered a verdict for the defense.

Joint Meeting of Committees at Lansing.

Ann Arbor, May 8—The Michigan Board of Pharmacy will hold a special meeting at Lansing May 22. The object of this meeting is to meet with the Legislative Committee of the State Pharmaceutical Association in order to discuss or recommend important changes to be made in the pharmacy law of this State. I will undertake to furnish you with the particulars of the meeting as soon as possible, giving you the changes recommended as well as other points that may come before the meeting.

A. C. Schumacher, Sec'y.

The enthusiastic ovations to Admiral Dewey by thousands of school children might suggest to him the propriety of curbing his presidential aspirations for yet a few years. Not all of these school children are girls.

An old fellow like Uncle Sam who has had just claims pending against him for nearly a hundred years ought not to talk too saucily to Turkey.

A man who says he is driven to drink looks at himself as a donkey or an ox that may be so driven.

If men could always borrow, few of them would buy umbrellas to lay up for a rainy day.

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.

Plans Proposed for the Prevention of Price Cutting.

As the young man with increasing years looks forward hopefully to the future, picturing to himself victories yet to be achieved, so he of declining years may be pardoned for indulging in retrospective musings. As the youth rarely attains the heights he has aimed to reach, even so the elder, as he casts a look backward upon life's ashes and withered leaves, not infrequently extracts comfort and satisfaction from the thought of difficulties surmounted and even slight measures of success.

As Aeneas, in relating to Dido the story of the defense and sacking of Troy, added force to his story by telling how he was a part of it, so I would modestly claim some part in the efforts that have been made during the past quarter of a century or more to place the business side of pharmacy on a better and more remunerative basis. Have we yet gained the hoped for meed of success? Assuredly, no. To many it would seem as if we had lost, instead of gained, ground. Yet this is not true, since all our efforts have not gone for nothing. We have laid a foundation that our successors may some day build upon. We have made history; perhaps a history of errors, whereby it may be that those who succeed us, yea, perhaps those who have already taken our places, may bring about better things. As the pendulum swings over the same arc from one extreme to the other, never stopping unless time itself ceases to be recorded, let us try if we can discover at which point of the arc we are now located.

Many years ago I succeeded in business to almost the counterpart in personal appearance of the apothecary described by Shakespeare—he who is so often quoted at us on festive occasions, although seldom by us. Like Taddeo Saggi's bridge, celebrated by Longfellow, he was "old, so old." He could remember almost the dawn of pharmacy in our country. He told me of the first appearance in our midst of the strictly proprietary medicines. It was, if I mistake not, an English pill, and was sold in bar rooms, taverns and in general stores. True, pharmacies, strictly such, were not so common as now, but those that did exist stuck closely to their own trade and would have none of the nostrums. Proprietaries increased slowly but surely in number. As drug stores also increased in number they gradually added proprietaries to their stock in trade, and thus laid the foundation for trouble for their descendants. Once more the pendulum seems to be swinging back to its starting point, with the sale of certain proprietary medicines being urged in bar rooms and general stores. As it reaches the perpendicular may it not bring us once more the boon of prosperity? Let us hope so at least.

As the operations of the cutter were felt first in the East, particularly around Boston, whence the evil spread West and South, so the first efforts to withstand the engulfing tide were made there. So far as I know, Essex county, Mass., is entitled to the credit of making the first organized effort in the way of a county association and price list, in 1879. Local associations soon sprang into existence in Salem, Lynn, Haverhill, Lawrence and elsewhere. The State association followed as a natural sequence, and the National Retail Druggists' Association (the forerunner of the N. A. R. D.) was founded shortly after. Each had their brief day, albeit some lived for a number of years, and went their way, all save the State association, which was not based solely on trade lines. With these various organizations came many attempts to secure full prices on patents. The first one of national moment was that styled the Campion plan, whereby the manufacturer and jobber were to refuse to supply those who would not sign a contract to sell all proprietary goods at full marked prices. It was a good plan—an ideal plan, I might say—on paper, and it will work sometime in the future when trade is based on honesty and the golden rule, instead of selfishness and over-reaching—in the millennium. The reason it met disaster was dollars to doughnuts as between the manufacturer, the jobber and the retailer, although representatives of the several classes shouted to the other "Tu quoque." Some were more ready to preach than to practice. After a few months of battling for life this epitaph was duly inscribed upon its tombstone: "If I was so soon to be done for, What was I so soon begun for?" Following its demise appeals were made year after year to the manufacturers and jobbers to extend the protection afforded the retailers. These appeals were made to the twin national associations. Did our appeals avail aught? Let history answer.

It was a case on the part of manufacturers and jobbers of "Codlin's your friend, not Short!" There is no doubt they fully intended to help the retailer, sometime, provided they were not allowed to forget it, but some plan that would be suitable in heaven must be found to be applied on this sinful earth.

Then came the guild, with its semi-boycott reversed, that of giving all your trade to the jobber who helped you (or did not get caught in doing otherwise). "Vere is dot barty now?" Perhaps it made a "touch down." I do not know. The Interstate League was its successor and gave promise of being a winner, but—During the past two years another attempt is being made by the National Association of Retail Druggists along some different lines, the mistakes of the past being avoided. The executive committee of the latest national organization seems to be working with greater unanimity of action and is avoiding the greatest fault of all past work—being disunion and lack of harmony. God grant to the N. A. R. D. the highest meed of success all over our land; it has proved successful already in many places, wherever the local forces have been able to eliminate the cutter, although the baleful influence of the one man power has proved too great as yet in too many others.—J. W. Colcord in American Druggist.

It isn't the noise of the powder that penetrates but the force.

To Secure the Trade in Spices and Flavoring Extracts.

How to secure the family trade in spices, flavoring extracts, etc., is a question which ought to interest every retail druggist throughout the land. Spices which are used for family purposes are also used to a great extent in many of our pharmaceutical preparations; therefore it is our duty to know the good kind from the adulterated article; it should be part of our learning. We, as pharmacists, should be able to tell our patrons where spices come from, and in fact all about them. We must know also what adulterants are used in preparing spices for the regular trade—the grocery trade. At present the grocer sells the most spices because he sells them cheap; with him it is not quality, but quantity, that draws the trade. To offset this buy your spices from a reputable firm. Always be careful to specify "the best." When you obtain your goods make a thorough examination of them, try them for yourself on your own table, and make other tests, such as you may find quoted in your books or in the pharmaceutical journals. If they stand all these tests and prove to be the Simon pure article, then place them on sale at your pharmacy. Go through this same course with each lot you receive. It may seem a lot of trouble to you at first, but the returns you obtain from the sale of the goods will amply repay you. Try also and obtain some adulterated goods; a very small lot will be sufficient; put these in wide-mouthed bottles, label them exactly what they are, so you will be able to show them to your patrons, and explain the difference between your goods and cheap goods. Don't tell a good story in order to try and make a sale; at all times be truthful in your statements, and have the facts at hand to prove your assertions. Mention the fact that a number of states have stringent laws regarding the sale of adulterated food products, that tradesmen are prosecuted whenever caught selling inferior goods.

As to flavoring extracts, I would advise you to buy the best quality of vanilla beans, oil of lemon, and other essential oils and drugs which are used in preparing the extracts. Prepare the extracts or essences with as much care as you exercise in compounding prescriptions. When they are ready for use see that they are nice and clear. Use a clean panel bottle to put them up in; use a neat label and finish off with a nice cork top. Give a few samples to some of your patrons who know a good thing when they try it. You will be surprised at the results. Also mention it in your monthly or quarterly circular; state the fact that all spices and flavoring extracts are sold under a guarantee that they are the best that can be obtained, and that all spices are thoroughly tested by you before being placed on sale at your pharmacy.

This course will increase your sales of pure cream of tartar, sodium bicarbonate, and many other substances that are used by the housewife for preparing our eatables.

G. H. J. Andreas.

The Drug Market.

Opium—Has declined. The prospect for a crop of 6,000 cases, which will be an average one, weakens prices, which were advanced on account of reported damage.

Morphine—Is unchanged.

Quinine—At the Amsterdam auction last Tuesday prices were a trifle higher for bark, but manufacturers of quinine have as yet made no change.

Acetanilid—It is reported that the manufacturers are getting together and that prices will be higher.

Carbolic Acid—Is unchanged and steady.

Cocoa Butter—Is scarce and has advanced.

Glycerine—Crude is scarce and higher, although C. P. is as yet unchanged. Higher prices are looked for.

Naphthalene Balls—Higher, on account of scarcity.

Pennyroyal—Is very firm and will be higher when the demand sets in, as stocks are limited.

Linseed Oil—Has advanced 1c per gallon.

A really good woman is never able to decide which is dearer to her—her husband's love or her own reputation.

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.

A Better Line of Wall Paper

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

Heystek & Canfield Co.,

Grand Rapids, Mich.



The Michigan Wall Paper Jobbers.

WHOLESALE PRICE CURRENT.

Advanced—		Declined—		Acidum		Ammonia		Aniline		Bacca		Balsamum		Cortex		Extractum		Ferru		Flora		Folia		Gummi		Herba		Magnesia		Oleum		Syrup		Tinctures		Potassium		Radix		Semen		Spiritus		Sponges		Unguentum		Vitellina		Wool		Yucca		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zingiber		Zing	
------------------	--	------------------	--	---------------	--	----------------	--	----------------	--	--------------	--	-----------------	--	---------------	--	------------------	--	--------------	--	--------------	--	--------------	--	--------------	--	--------------	--	-----------------	--	--------------	--	--------------	--	------------------	--	------------------	--	--------------	--	--------------	--	-----------------	--	----------------	--	------------------	--	------------------	--	-------------	--	--------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-----------------	--	-------------	--

GROCERY PRICE CURRENT.

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

ALABASTINE White in drums 9 Colors in drums 10 White in packages 10 Colors in packages 11 Less 40 per cent discount.	Mackerel Mustard, 1 lb. 1 75 Mustard, 2 lb. 2 80 Soused, 1 lb. 1 75 Soused, 2 lb. 2 80 Tomato, 1 lb. 1 75 Tomato, 2 lb. 2 80	CIGARS The Bradley Cigar Co.'s Brands Advance \$35 00 Bradley 35 00 Clear Havana Puffs. 55 00 "W. H. B." 22 00 "W. B. B." 55 00 H. & P. Drug Co.'s brands. Fortune Teller 35 00 Our Manager 35 00 Quintette 35 00 G. J. Johnson Cigar Co.'s brand.	CONDENSED MILK 4 doz in case. Gail Borden Eagle 6 75 Crown 6 25 Daisy 5 75 Champion 4 50 Magnolia 4 25 Challenge 4 00 Dime 3 35	Pearl Barley Common 2 50 Chester 2 50 Empire 3 00	FLY PAPER Perrigo's Lightning, gro. 2 50 Petrolatum, per doz. 75
AXLE GREASE doz. gross Aurora 55 6 00 Castor Oil 60 7 00 Diamond 50 4 25 Frazer's 75 9 00 IXL Golden, tin boxes 75 9 00	Mushrooms Hotels 18 @ 25 Buttons 22 @ 25 Oysters Cove, 1 lb. 95 Cove, 2 lb. 1 70 Peaches Pie 1 65 @ 1 85 Yellow 1 65 @ 1 85 Pears Standard 70 Fancy 80 Peas Marrowfat 1 00 Early June 1 00 Early June Sifted 1 60 Pineapple Grated 1 25 @ 2 75 Sliced 1 35 @ 2 75 Pumpkin Fair 65 Good 75 Fancy 85 Raspberries Standard 90 Salmon Red Alaska 1 35 Pink Alaska 95 Sardines Domestic, 1/2 s. @ 4 Domestic, Mustard @ 8 French @ 22 Strawberries Standard 85 Fancy 1 25 Succotash Fair 90 Good 1 00 Fancy 1 20 Tomatoes Fair 80 Good 80 Fancy 85 Gallons 2 35	Coupon Books 50 books, any denom. 1 50 100 books, any denom. 2 50 500 books, any denom. 11 50 1,000 books, any denom. 20 00 Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customer receives specially printed cover without extra charge. Coupon Pass Books Can be made to represent any denomination from \$10 down. 50 books 1 50 100 books 2 50 500 books 11 50 1,000 books 20 00 Credit Checks 500, any one denom. 2 00 1,000, any one denom. 3 00 2,000, any one denom. 5 00 Steel punch 75 CREAM TARTAR 5 and 10 lb. wooden boxes 30 Bulk in sacks 29 DRIED FRUITS—Domestic Apples Sundried @ 6 1/4 Evaporated, 50 lb. boxes 7 @ 7 1/2 California Fruits Apricots @ 15 Blackberries Nectarines Peaches 10 @ 11 Pears Pitted Cherries 7 1/2 Prunelles Raspberries California Prunes 100-120 25 lb. boxes @ 4 90-100 25 lb. boxes @ 4 1/2 80-90 25 lb. boxes @ 5 70-80 25 lb. boxes @ 5 1/2 60-70 25 lb. boxes @ 6 50-60 25 lb. boxes @ 7 1/2 40-50 25 lb. boxes @ 8 30-40 25 lb. boxes @ 8 1/2 1/4 cent less in 50 lb. cases Raisins London Layers 2 Crown 1 75 London Layers 3 Crown 2 00 Cluster 4 Crown 2 25 Loose Muscatels 2 Crown 7 1/4 Loose Muscatels 3 Crown 8 1/4 Loose Muscatels 4 Crown 8 1/4 L. M., Seeded, choice 10 L. M., Seeded, fancy 10 1/2 DRIED FRUITS—Foreign Citron Leghorn 11 Corsican 12 Currants Patras, cases 6 1/4 Cleaned, bulk 6 1/4 Cleaned, packages 7 1/4 Citron American 19 lb. bx. 13 Lemon American 10 lb. bx. 10 1/2 Orange American 10 lb. bx. 10 1/2 Raisins Sultana 1 Crown 15 Sultana 2 Crown 15 Sultana 3 Crown 17 Sultana 4 Crown 17 Sultana 5 Crown 17 Sultana 6 Crown 17 Sultana package 17 FAIRINACEOUS GOODS Beans Dried Lima 5 1/4 Medium Hard Picked 2 15 @ 2 25 Brown Holland Cereals Cream of Cereal 90 Grain-O, small 1 35 Grain-O, large 2 25 Grape Nuts 1 35 Postum Cereal, small 1 35 Postum Cereal, large 2 25 Farina 24 1 lb. packages 1 25 Bulk, per 100 lbs. 3 00 Haskell's Wheat Flakes 36 2 lb. packages 3 00 Hominy Barrels 2 50 Flake, 90 lb. drums 1 00 Laufflores, 3 doz pkg case 2 35 Rice Flakes, 3 doz pkg case 2 35 Flaked Peas, 3 doz pkg case 2 35 Flaked Beans, 3 doz pkg case 2 35 St. Charles St., Detroit, Mich. Maccaroni and Vermicelli Domestic, 10 lb. box 60 Imported, 25 lb. box 2 50	Grits Walsh-DeRoo Co.'s Brand.  24 2 lb. packages 1 80 100 lb. kegs 2 70 200 lb. barrels 5 10 Peas Green, Wisconsin, bu 1 30 Green, Scotch, bu 1 35 Split, bu 3 Rolled Oats Rolled, 48 lb. bbl. 3 65 Steel Cut, 1/2 bbls 1 80 Monarch, bbl. 3 30 Monarch, 1/2 bbl 1 80 Monarch, 90 lb. sacks 1 60 Quaker, cases 3 20 Huron, cases 2 00 Sago German 4 East India 3 1/2 Salut Breakfast Food F. A. McKenzie, Quincy, Mich. 36 two pound packages 3 60 18 two pound packages 1 85 Tapioca Flake 5 Pearl 5 Pearl, 24 1 lb. packages 6 1/4 Wheat Cracked, bulk 3 1/4 24 2 lb. packages 2 50 FLAVORING EXTRACTS DeBoe's Vanilla D. C. 2 oz. 4 oz. Lemon D. C. 10 1 80 Lemon D. C. 70 1 35 Vanilla Tonka 75 1 45 FOOTE & JENKS' JAXON Highest Grade Extracts Vanilla 1 oz full m 1 20 1 oz full m 80 2 oz full m 2 10 2 oz full m 1 25 No. 3 fan'y 3 15 No. 3 fan'y 1 75 COLEMAN'S HIGH FOOTE & JENKS CLASS EXTRACTS Vanilla 2 oz. panel 1 20 2 oz. panel 1 75 3 oz. taper 2 00 4 oz. taper 1 50  Jennings' D. C. Vanilla 2 oz. 2 oz. C. Lemon 2 oz. 1 20 2 oz. 75 3 oz. 1 50 3 oz. 1 00 4 oz. 2 00 4 oz. 1 40 6 oz. 3 00 6 oz. 2 40 No. 8, 4 oz. 2 00 No. 8, 2 oz. 2 00 No. 10, 6 oz. 2 00 No. 10, 4 oz. 2 00 No. 2 T. 1 25 No. 2 T. 1 25 No. 3 T. 2 00 No. 3 T. 1 25 No. 4 T. 2 40 No. 4 T. 1 50 Northrop Brand Lem. Van. 2 oz. Taper Panel 75 1 30 3 oz. Oval 75 1 20 2 oz. Taper Panel 1 35 2 00 4 oz. Taper Panel 1 60 2 25 Perrigo's Van. Lem. doz. doz. XXX, 2 oz. obert 1 25 75 XXX, 4 oz. taper 2 25 1 25 XX, 2 oz. obert 1 75 No. 2, 2 oz. obert 1 75 XXX D. D pchr, 6 oz 2 25 XXX D. D pchr, 4 oz 1 75 K. P. dither, 6 oz. 2 25	HERBS Sage 15 Hops 15 INDIGO Madras, 5 lb. boxes 55 S. F., 2, 3 and 5 lb. boxes 50 JELLY V. C. Brand. 15 lb. pails 35 30 lb. pails 62 Pure apple, per doz. 85 LICORICE Pure 30 Calabria 25 Stelly 14 Root 10 LYE Condensed, 2 doz. 1 20 Condensed, 4 doz. 2 25 MATCHES Diamond Match Co.'s brands. No. 9 sulphur 1 65 Anchor Parlor 1 50 No. 2 Home 1 30 Export Parlor 4 00 Wolverine 1 50 MOLASSES New Orleans Black 11 Fair 14 Good 20 Fancy 24 Open Kettle 25 @ 35 Half-barrels 2 extra MUSTARD Horse Radish, 1 doz. 1 75 Horse Radish, 2 doz. 3 50 Bayle's Celery, 1 doz. 1 75 PICKLES Medium Barrels, 1,200 count 5 90 Half bbls, 600 count 3 45 Small Barrels, 2,400 count 6 90 Half bbls, 1,200 count 3 95 PIPES Clay, No. 216 1 70 Clay, T. D., full count 65 Cob, No. 3 85 POTASH 48 cans in case. Babbitt's 4 00 Penna Salt Co.'s 3 00 RICE Domestic Carolina head 6 1/4 Carolina No. 1 5 Carolina No. 2 4 Broken 3 1/2 Imported. Japan, No. 1 5 1/2 @ 6 Japan, No. 2 4 1/2 @ 5 Java, fancy head 5 @ 5 1/2 Java, No. 1 5 @ 5 Table @ SALERATUS Packed 60 lbs. in box. Church's Arm and Hammer 3 15 Deland's 3 00 Dwight's Cow 3 15 Emblem 2 10 L. P. 3 00 Sodio 3 15 Wyandotte, 100 1/2 s. 3 00 SALT Diamond Crystal Table, cases, 24 3 lb. boxes 1 40 Table, barrels, 100 3 lb. bags 2 85 Table, barrels, 40 7 lb. bags 2 50 Butter, barrels, 280 lb. bulk 2 50 Butter, barrels, 20 14 lb. bags 2 60 Butter, sacks, 28 lbs. 27 Butter, sacks, 56 lbs. 62 Common Grades 100 3 lb. sacks 2 15 60 5 lb. sacks 2 05 20 10 lb. sacks 1 95 56 lb. sacks 40 1 95 28 lb. sacks 22 Warsaw 56 lb. dairy in drill bags 30 56 lb. dairy in drill bags 15 Ashton 56 lb. dairy in linen sacks 60 Higgins 56 lb. dairy in linen sacks 60 Solar Rock 56 lb. sacks 25 Common Granulated Fine 1 00 Medium Fine 1 05	

SALT FISH

Cod	
Georges cured.....	@ 5
Georges genuine.....	@ 5 1/2
Georges selected.....	@ 5 1/4
Strips or bricks.....	@ 5 1/2
Pillock.....	@ 3 1/2
Halibut	
Strips.....	14
Chunks.....	15
Herring	
Holland white hoops, bbl.	11 00
Holland white hoops, bbl.	6 00
Holland white hoop, keg.	75
Holland white hoop mch.	85
Norwegian.....	
Round 100 lbs.	3 60
Round 40 lbs.	1 75
Scaled.....	16 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.	
No. 1 40 lbs.	
No. 1 10 lbs.	
No. 1 8 lbs.	

Whitefish

No. 1 No. 2 Fam	
100 lbs.	8 00 7 25
40 lbs.	3 60 3 30
10 lbs.	1 00 88
8 lbs.	84 73

SAUERKRAUT

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

SEEDS

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

SNUFF

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

SOAP

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

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

American Family, wrp'd.....	3 70
Dome.....	2 40
Cabinet.....	2 40
Savon.....	2 40
White Russian.....	2 40
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
Kirkline.....	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

Allspice.....	12
Cassia, China in mats.....	12
Cassia, Batavia, in bund.....	25
Cassia, Saigon, broken.....	38
Cassia, Saigon, in rolls.....	56
Cloves, Amboyna.....	15
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.....	15 1/2
Pepper, shot.....	16 1/2
Pure Ground in Bulk	
Allspice.....	16
Cassia, Batavia.....	28
Cassia, Saigon.....	48
Cloves, Zanzibar.....	17
Ginger, African.....	15
Ginger, Cochlin.....	18
Ginger, Jamaica.....	25
Mace.....	65
Mustard.....	65
Pepper, Singapore, black.....	18
Pepper, Singapore, white.....	18
Pepper, Cayenne.....	20
Sage.....	20

STARCH



Kingsford's Corn

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

Kingsford's Silver Gloss

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

Common Corn

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

Common Gloss

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 35
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 70
No. 5, Empire A.....	4 70
No. 6.....	4 65
No. 7.....	4 60
No. 8.....	4 55
No. 9.....	4 50
No. 10.....	4 45
No. 11.....	4 40
No. 12.....	4 35
No. 13.....	4 35
No. 14.....	4 35
No. 15.....	4 35
No. 16.....	4 35

SYRUPS

Corn	
Barrels.....	17
Half bbls.....	19
1 doz. 1 gallon cans.....	3 15
1 doz. 1/2 gallon cans.....	3 85
2 doz. 1/2 gallon cans.....	92

Pure Cane

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

TABLE SAUCES

LEA & PERRIN'S SAUCE

The Original and Genuine	
Worcestershire.....	

TOBACCO

Scotten Tobacco Co.'s Brands.	
Sweet Chunk plug.....	24
Cadillac fine cut.....	57
Sweet Loma fine cut.....	38

VINEGAR

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

WASHING POWDER

Rub-No-More

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

WICKING

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

WOODENWARE

Baskets

Bushels.....	1 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 1/2 cotton mop heads.....	1 25

Pails

2-hoop Standard.....	1 50
3-hoop Standard.....	1 70
2-wire, Cable.....	1 40
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.....	4 25
16-inch, Dowell, No. 3.....	5 25
No. 1 Fibre.....	9 45
No. 2 Fibre.....	7 05
No. 3 Fibre.....	7 30

Wash Boards

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

Wood Bowls

11 in. Butte.....	75
13 in. Butte.....	1 00
15 in. Butte.....	1 25
17 in. Butte.....	1 50
19 in. Butte.....	2 00
Assorted 13-15-17.....	1 75
Assorted 15-17-19.....	2 50

YEAST CASE

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

PROVISIONS

Barreled Pork

Mess.....	\$11 00
Back.....	\$11 75
Calf back.....	\$11 50
Short cut.....	\$11 25
Pig.....	\$11 50
Bean.....	\$12 00
Family.....	\$13 75

Dry Salt Meats

Beef.....	4 1/2
Breasts.....	4 1/2
Extra shorts.....	7 1/2

Smoked Meats

Hams, 12 lb. average.....	@ 10 1/2
Hams, 14 lb. average.....	@ 10 1/2
Hams, 16 lb. average.....	@ 10 1/2
Hams, 20 lb. average.....	@ 10 1/2
Ham dried beef.....	@ 10 1/2
Shoulders (N. Y. cut).....	@ 7 1/2
Boneless hams.....	@ 9 1/2
Rolls.....	@ 10 1/2
Picnic Rolled Hams.....	@ 10 1/2
Berlin Hams.....	@ 9 1/2
Mince Hams.....	@ 9 1/2

Lards-In Tierces

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

Sausages

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

Beef

Extra Mess.....	10 75
Boneless.....	11 50
Rump.....	11 00

Pigs Feet

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

Tripe

Kits, 15 lbs.....	75
1/2 bbls., 40 lbs.....	1 25
1/4 bbls., 80 lbs.....	2 25

Casings

Pork.....	20
Beef rounds.....	20
Beef middles.....	20
Sheep.....	50

Butterine

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

Canned Meats

Corned beef, 2 lb.....	2 70
Corned beef, 14 lb.....	19 50
Roast beef, 2 lb.....	55
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

Wheat

Winter Wheat Flour

Local Brands

Patents.....	4 10
Second Patent.....	3 10
Straight.....	3 10
Clear.....	3 10
Crabapple.....	3 10
Backwheel.....	3 10
Rye.....	3 25
Subject to usual cash discount.	
Flour in bbls., 50 per bbl. additional.	
Rail-Barnhart-Pittman's Brand	
Diamond 1st.....	2 40
Diamond 2nd.....	2 40
Diamond 3rd.....	2 4

Getting the People

Cursory Review of Some Recent Advertising.

H. M. Koffman & Son, of Kawkawlin, write as follows:

We enclose one of our advertising bills, which kindly look over and criticize. We have always taken great interest in reading your columns and find it helps us wonderfully. We issue bills similar to this eight times per annum, but begin to feel that it is too often. Please give your opinion.

The circular submitted by my correspondents is not especially well printed and the display could be improved upon, but the great objection to it is that the matter is not interesting—it contains almost nothing but prices, without any introductory remarks, making it rather dull. My advice to Messrs. Koffman & Son is to endeavor to put a little "snap" into the advertising, in order to make it more readable. Eight times a year is not often enough to issue a circular. Even if a circular is issued once a month, without any other advertising intervening, it gives the opportunity to the public of forgetting the store—and to be forgotten is almost as fatal as to go out of business. If it is not advisable to issue a large circular every week, I should advise the use of three smaller circulars, followed by one larger one. The constant pounding away at a series of names is bound to produce the desired effect in time, and not such a very long time at that. The prices quoted in the circular seem to be low enough, but the fact that the reading matter is not interesting will undoubtedly affect the pulling power of the advertising. "More advertising and more ginger" is my prescription for this case.

W. I. Benedict, of Belding, encloses a circular and two advertisements, all of which are worthy of high praise. They are bright, interesting and, at the

Spray Your Fruit Trees

The apple orchards of Western New York surprise one by their number, size and the care taken of them. As a result the trees will be loaded to the breaking point with perfect apples. The farmers there cultivate the ground between the trees and spray with Bordeaux Mixture. In some villages a carload of sulphate of copper is sold them for that purpose. It pays them—it will pay you. The trees will as easily bear good apples as some that are stung and almost spoiled. It's money in your pocket to spray 3 or 4 times with Bordeaux Mixture made after this formula: 6 lbs. sulphate of copper, 4 lbs. lime and 8 ounces Paris green to 50 gallons of water.

A few price hints: Paris green 12c, in 5 lb. lots 17c. Sulphate of copper, 20 lb. lots at 75c—in 50 lb. lots at 7c. London purple, 20c pound. We'll tell you more about it if you'll call.

W. I. BENEDICT, Druggist.

HE SAID!

Last Saturday a customer asked for a bottle of Busy Bee Toothache Drops. As we handed it to him he said "several years ago when there was a dentist up stairs I wanted a tooth pulled but he was not in his office. I put a little of Busy Bee Toothache Drops on some cotton and pushed it into the tooth—it has never ached or bothered me since." 10c bottle.

What it Cures.

A cough following "Grippe" often is not helped by the old proprietary cough cures and expectorants—because these patents nearly all contain opiates or narcotics in some form, which dry up the secretions and make the trouble worse instead of better. Busy Bee Cough Honey relieves the air passage of all unhealthy secretions and heals any throat irritation. 10c size holds 15 doses, 60 doses in the 25c size.

W. I. BENEDICT, Druggist.

same time, have an air of candor about them which adds greatly to their effect. I reproduce the advertisements and hope that they will be of benefit to some others of my readers and also to demonstrate that good advertising is only a matter of telling the truth and telling it in an interesting and attractive fashion.

Harmon & Pennington, of Charlotte, send in a large advertisement for criticism, which is reproduced herewith. So far as the wording is concerned, I have no objection to make, but the display is not well balanced; in other words, the heavy display lines are so

An Entire Transformation Scene

Our store has undergone a wonderful change—fresh paint, new ceiling, new side walls, new fittings, everything being arranged just as it should be to properly house and display our incoming purchases of NEW SPRING FOOTWEAR. Each day brings a new greeting of what is best and dependable in shoes, bearing our guarantee backed by the maker. To make room for these new goods we have inaugurated and invite you to share in a

CLEAN SWEEP SALE

of the balance of the Goodspeed stock, beginning on next Saturday morning, April 28, continuing two weeks. We might add right here that the quantities are small and prices quoted mean quick work.

All \$4 and \$3.50 Shoes, \$3.

All \$3 Shoes, \$2.25.

All \$2.50 Shoes, \$2.

All \$2 Shoes, \$1.50.

These and many other bargains can be had in both ladies' and gentlemen's shoes. We want you to inspect the genuineness of this CLEAN SWEEP SALE; we want you to inspect the attractiveness of our NEW SPRING STOCK. We sell only the best and at lowest prices. CALL AND SEE.

HARMON & PENNINGTON

close that one kills the effect of the other. If the heading had been made heavier and the lines in which the prices are quoted had been made lighter or in smaller type the effect would have been much better. An inch of white space all around the advertisement would have served to relieve the apparently overcrowded condition of the advertisement. These criticisms may seem far-fetched, but, if I could show you the advertisement reconstructed as I have suggested, you would admit that the point was well taken.

Charles H. Coy, manager of the Coy Mercantile Co., of Alden, writes as follows:

I mail you under another "cover" copy of advertisement for this week. Kindly point out the weak points. Put the "hooks" into it, for we are anxious to improve our advertising. Some merchants say that it does not pay to advertise in small towns. We find it pays and pays well, provided we change frequently, advertise seasonable goods and throw life into the advertisements. We find also that it pays to use cuts. They are like red neckties—sure to be noticed.

The advertisement in question is handicapped by being set up in several styles of ugly and antiquated type, and yet it is, in the main, a good advertisement.

Say, Mister?

Let us get right down to business and brass tacks and figure with you on shoes. Shoes that will stand hard wear and lots of banging. We know and you know that a shoe to stand up in this sandy country has got to be built just right, of good, honest, durable leather. The fellow who had swallowed the fifteen cents did it to have a (change.) Perhaps you have been disappointed in the wearing qualities of your shoes. If so, swallow your disappointment and change on to our lines; we know we will please you. (Prices)

The Coy Mercantile Co.,
Alden, Mich.

tisement. I must, however, enter a serious protest against the attempted joke in the introductory paragraph. It is a good plan in advertising not to say anything funny unless you are quite sure it is very funny and then only when its connection with the article advertised is clear and unmistakable. This supposedly humorous paragraph is rather deep for the average intellect and its relation to shoes is decidedly obscure. Otherwise, the advertisement is thoroughly good and deserves a great deal of credit. W. S. Hamburger.

Don't Trade "Sight Unseen"



Make your customer pay full value for what he gets. You are entitled to a JUST PROFIT and the only reason you don't get it—you are trading "sight unseen;" your old-fashioned scales will beat you every time, for you can't stand to give down weight; it means loss on every weighing, and a total loss of all the capital you have invested in business. The Money Weight System will insure you a profit. Our scales are sold on easy monthly payments.

The Computing Scale Company,
Dayton, Ohio.

PAY NO PROFIT.

Advertising Signs Which Clutter Up the Store.

The time has come when the retail grocer ought to weigh every move he makes in the scale of this question: "Does it pay me a living profit?"

If a given move doesn't pay him a living profit, he oughtn't to make the move.

This looks radical at first glance. A lot of people will say that there is another factor besides profit: "Will this do me credit as a business man and be a good advertisement for my business?" I admit that that is unquestionably present, but, after all, the profit is the stronger thing, because it goes right down to the bottom of things. A man may be doing a whole lot of things that are a credit to him as a business man, but if he doesn't make a profit he'll very soon not be a business man.

Now we'll draw this little sermon right down to the question of the retail grocer displaying the manufacturers' signs in his store. That's the text this morning, brethren, and we'll see what we will make of it.

I see a whole lot of manufacturers beginning to squirm a little. Never fear, gentlemen; if you are doing the square thing by the retailer, this little talk of mine can only do you good.

You go into any grocery store, no matter where it is, and you'll find the walls plastered and the posts covered with signs. "Quaker Oats, the World's Breakfast;" "Friends' Oats Nature's Breakfast;" and a whole lot of other stuff just like it. Why, I was in a country store the other day where a grocer refused to post a public-sale bill in his store because "there wasn't room." And there wasn't, either; the walls were covered with advertising signs and the sale bill had to go.

All these signs advertise specialties that the grocer sells, but all of them don't advertise specialties that he wants to sell.

And there you have the root of the whole matter. The grocer should help the goods that help him. He should post the signs that advertise the goods that pay him a profit, and he should throw out those that don't.

A good many manufacturers have gotten extremely arrogant about this sign business, and the retailer has educated them to be.

A few weeks ago I was standing in a retail grocery store about twenty miles from Philadelphia, when a salesman, with a big grip, came in. The grocer was busy, and while waiting for him, what did his salesmanship do but reach in his bag, pull out a tin sign, and tack it up.

Wouldn't that jar you?

For all I know, it was a good sign to have there. The goods that it advertised may have been profitable goods. It is the nerve of the salesman in putting it up without as much as "by your leave" that riles me.

In a way, a grocer's walls and posts are an advertising medium, just like a newspaper. The grocer has as much right to charge for space in his medium as a newspaper publisher has to charge for space in his. I know a grocer in the suburbs of Philadelphia who will allow a manufacturer to paint a sign on his outside wall, but only for a consideration. Altogether, he makes about \$50 a year out of his walls. I know another grocer on Market street who rents out the space on his roof to some other peo-

ple. He says the rent from those signs nearly pays his rent.

If I were a grocer, I should judge every sign by the profit paid by the goods it represents, and by that alone. Some manufacturers will argue this way:

"Why, my dear sir, our goods are so well known and so good that it's a credit to your store to keep them."

"Hosh! Will 'credit to the store' pay rent?"

Others will say: "Why, these signs we're giving you are the most beautiful creations that were ever made. They cost us 10 cents apiece!"

Hosh again! Pretty signs do lighten up the store, but a good profit lightens it up more. No matter if the goods are well known and standard or the signs are pretty, if there isn't a good profit in 'em, their signs should not have a place on my walls.

The other day a grocer was running down a brand of baking powder to me. He couldn't say enough against it—didn't pay any profit, its manufacturers didn't have any use for the retail grocer, and so on.

I glanced around and there was a sign advertising this same powder on his wall. He was trying to cut its throat with one hand and pushing it with the other—using his mouth to damn it and his walls to advertise it.

There are plenty of goods that pay the grocer a profit, and the manufacturers of a lot of them get out just as pretty signs as anybody. Those are the sort of signs the grocer ought to save his walls for—the kind that help him to sell the goods he wants to sell because they pay him a profit.

In this day it's got to be a clear case of "you tickle me, I'll tickle you."—Stroller in Grocery World.

Glover's Unbreakable Mantles

are the best, but we carry a complete line of Gas and Gasoline Mantles (of all makes) and Chimneys, Shades, Burners, Mica Goods, etc. Keep in line and use Glover's Unbreakable Mantle.

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

**MOSELEY & SHELBY,
SUGAR BROKERS,**

We work direct and can interest you.
Wire or write us for prices.

**GRAND RAPIDS, MICH.
25 TOWER BLOCK.**

Established 1780.

Walter Baker & Co. LTD.

Dorchester, Mass.
The Oldest and
Largest Manufacturers of



**PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES**
on this Continent.

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

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

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

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

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

Walter Baker & Co. Ltd.
Dorchester, Mass.

ALABASTINE

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

ADDS instantly proper ALABASTINE for walls and ceilings, because it is pure, clean, durable. Put up in dry powdered form, in two-pound packages, with full directions.

ALL kalsomines are cheap, temporary preparations made from whitening, chalks, dyes, etc., and stick on the walls with disgusting animal glue. ALABASTINE is not a kalsomine.

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

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

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

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

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

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

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

F. J. Sokup

Manufacturer of

**Galvanized
Iron
Skylight
and
Cornice
Work**

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

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

Bell and Citizens Phones 261.

YUSEA MANTLES.

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

It gives 100 candle power, is made of a little coarser mesh and is more durable. Sells for 50 cents.

Will outwear three ordinary mantles and gives more light.

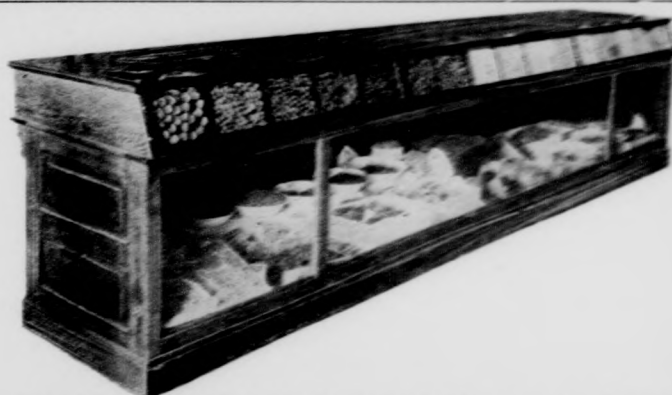
GRAND RAPIDS GAS LIGHT CO.,
Grand Rapids, Mich.



**You
Can't
Afford**

to buy other vinegar at even price with Silver Brand. It pleases customers, more than complies with the Food Laws, and you have the satisfaction of knowing that you are handling honest goods.

GENESEE FRUIT CO., Makers, Lansing, Mich.



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

McGRAFT LUMBER CO., Muskegon, Michigan

HIGH WATER MARK.

Loans and Discounts Larger Than Ever Before.

The bank statements just rendered, showing the condition April 26, are very satisfactory. The loans and discounts for all the banks, including the trust companies, are \$11,155,485.59 and this establishes a new high water mark. The national banks carry \$7,741,782.32 of this amount, the savings banks \$3,051,032.06 and the trust companies \$362,670.31. The best previous record of the national banks shown in the February statement did not reach the present level by \$400,000, and the savings banks have \$220,000 more than ever before. As compared with April 5 one year ago the national banks have in round figures \$750,000 more loans and discounts and the savings banks have \$675,000 more. The increase in two years is about \$1,800,000.

In stocks, bonds and mortgage accounts the national banks carry \$337,661.66, the savings banks \$2,320,875.59 and the trust companies \$454,260.84. This is not far different from the February statement, but as compared with a year ago, shows a falling off in the national banks of \$170,000, and in the savings banks of \$80,000. The banks are finding more profitable investment for their funds than in low interest securities.

Since the February statement the Old National has increased its government bond holdings from \$50,000 to \$207,000, the latter including premiums. These bonds will be used as the basis for additional circulation, the order for which has already gone in. The National City has "written off" its premium on bonds as an asset and the holdings now appear at par.

The national banks are carrying \$1,034,889.73 in outside banks, the savings banks \$609,796.04 and the trust companies \$284,585.70. These are slightly smaller balances than usual, but not enough to be noticeable.

The cash items in the national banks aggregate \$670,335.15, in the savings banks \$339,928.67 and in the trust companies \$26,030.08. These are about the average amounts.

The surplus accounts in the national banks show \$609,634.86, an increase of \$53,086.27 since February 13. The savings banks have \$206,234.17, an increase of \$24,225.52 since February 13. The average net earnings in the ten weeks on the capital stock of the banks is 2.66 per cent. As compared with April 5, 1899, the national banks have increased their surplus by \$54,244 and the savings banks \$48,597. All but one of the banks show substantial increase in the surplus account, with the Kent leading with an increase of \$35,000 within the year. One of the national banks shows a decrease of \$30,000.

The total commercial deposit is \$3,980,728.71, which shows a decrease of \$10,000 since the February statement and about \$20,000 less than a year ago.

The certificates and savings aggregate \$7,794,631.54, which is \$40,000 more than in February and \$845,000 more than a year ago. In the year the national bank certificates have run up nearly \$300,000 and the savings banks savings and certificates have increased nearly \$650,000.

The bank deposits aggregate \$1,163,536.83, which is somewhat below the average for the last two years. The banks tributary to this market and which deposit here have use for a large

amount of money at home, which explains the slight slump.

The total deposits, including the trust companies, is \$13,957,584.54. The national and state banks, aggregating \$13,134,569.06, show a decrease of about \$3,000 as compared with February 13, but compared with a year ago the increase is \$891,448, and with two years ago, \$2,000,000.

Three of the banks show rediscounts or bills payable to a total of \$261,220. Seven years ago, when nearly every bank had rediscounts, it was due to the heavy shrinkage in deposits, but now it is on account of the brisk home demand for money. The Old National alone has \$174,300 in rediscounts, but as soon as its new circulation is issued this will be taken up.

The Old National Bank will occupy the offices of the Peninsular Trust Company while the rebuilding of its banking house is in progress.

Harvey J. Hollister recalls that it was just fifty years ago last Saturday that he arrived in Grand Rapids. The town then did not much resemble the city of today.

The bank clearings Monday reached \$479,332.91, which is very near if not the high water mark. The heavy clearance was due to the transfer of the city money from the Kent Savings Bank to the Grand Rapids National. Last Saturday Cashier Verdier, of the Kent, executed a certified check for \$241,000, the amount to be transferred, and sent it with his compliments to the Grand Rapids National. This quarter of a million dollar bit of paper went through the clearing house Monday, and the balances to be settled on all the business of the day reached \$242,766.54. The Kent settled its adverse balance with Detroit and Chicago exchange and checks on the local banks where it carries deposits. The clearing house settled with the Grand Rapids National with New York, Chicago and Detroit exchange and \$40,000 in gold and currency. This \$40,000 represented practically all the real money handled in the big transfer, the remaining \$200,000 being passed in the book-keeping.

Secretary George E. Hardy, of the Michigan Trust Company, has gone to Denver, and while there will attend the annual meeting of the Denver Gas Co., in which Grand Rapids capital is interested to the amount of \$300,000 or \$400,000—par value.

The Grain Market.

Wheat has ruled very steady in the spring wheat markets, the visible showing a decrease of 2,647,000 bushels, which ordinarily would be a very strong argument for an advance. However, the exceptionally fine growing weather held it down. In the winter wheat markets wheat has gained in price, owing to the scarcity of that kind. For the present we see nothing to either depress or elevate prices, so the market is in a waiting mood.

Corn has declined, contrary to all expectations. The visible showed a decrease of 4,750,000 bushels. Stocks are low and farmers are not selling. Exports have been large and still prices have sagged about 1c per bushel. Unless there is more offered prices will be better.

Oats have been very steady, the demand absorbing all offerings. The visible made a decrease of 900,000 bushels. Should this decrease continue a

few weeks it would run the visible down to a very low point, as there are only 7,891,000 bushels in sight.

Rye has sold off 1c per bushel. About 55c is all that choice rye is worth at present.

Beans remain very quiet at \$2.08 in carlots.

Flour has ruled strong, in sympathy with winter wheat. Prices will probably go up a little, in accordance with wheat. Mill feed has been reduced 50c per ton for both bran and middlings.

Receipts of grain have been rather small, being 34 cars of wheat, 4 cars of corn, 16 cars of oats, 1 car of flour, 1 car of straw and 5 cars of potatoes.

Millers are paying 68c.

C. G. A. Voigt.

The Typewriter Good For the Eyes.

Oculists say that the typewriter is a boon for the eyes, the machine straining them less than the pen both in the writing and the reading. It is said that a person can typewrite for eight hours consecutively with little or no fatigue.

Some men are unreasonable enough to want to marry an angel and expect to possess a wife who can cook. They forget that the fires and cooking are not in heaven.

Business Wants

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

BUSINESS CHANCES.

FOR SALE—OR EXCHANGE FOR STOCK of Groceries—Forty acre farm one-half mile from railroad; all clear; good house and barn; good peach, plum and apple orchards, all bearing. Fruit crop this year will average \$1,000. Address No. 337, care Michigan Tradesman. 337

FOR RENT—DOUBLE STORE, EITHER whole or half of it, 40x65; plate glass front; modern fixtures; electric lights; sewer connection; water; centrally located, with postoffice in same block. Address Box 32, Vicksburg, Mich. 336

WANTED—HARDWARE STOCK, \$1,500 TO \$2,000, in town of 1,500 to 2,500 inhabitants; doing good business. Address No. 344, care Michigan Tradesman. 344

WANTED—SEVERAL FIRST-CLASS salesmen for Ohio, Indiana, Illinois and Michigan to sell the largest and strongest lines of rubbers on the road. Salary or commission. Write for particulars, giving references. The L. A. Dudley Rubber Co., Battle Creek, Mich. 346

FOR SALE—CHEAP—DRUGGIST'S PRE-scription case, good size; good as new; two sets scales. Address E. E. Day & Co., Wayland, Mich. 343

FOR SALE—CHOICE STOCK OF GROCER-ies in manufacturing town of 5,000, surrounded by best farming country out of doors; Southern Michigan; best location; finest store; modern fixtures; largest trade; all cash; a money-maker; sales \$40,000; no trades; a rare chance for one who means business. Address Lock Box 53, Niles, Mich. 345

FOR SALE—WHOLE OR HALF INTEREST in dry goods and clothing store; country town; no trades. Address No. 342, care Michigan Tradesman. 342

PHARMACIST WISHES SITUATION IN live town. Best references. Address No. 341, care Michigan Tradesman. 341

FOR SALE—DRUG STORE; BEST STOCK and location in city; \$6,000 year trade; low rents; population 5,000; sickness cause for selling; will not trade. Murray Waltman, Dunkirk, Ind. 340

FOR SALE—FORTY-THREE ROOM HOTEL, fully furnished and enjoying large patronage. House cleared \$1,500 during 1899 and twice as much can be made. Address Wm. J. Lewis, Proprietor Lewis House, Boyne City, Mich. 338

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—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

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—STOCK OF GROCERIES IN good town; doing good business. Reason for selling, other business. Address No. 339, care Michigan Tradesman. 339

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

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 handsomest village of 1,200 in State; good reason for selling; price, \$1,000. Shaftmaster & 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—\$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

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

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

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

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

WANTED—I WANT TO EXCHANGE SOME very desirable Grand Rapids city property for a well-located stock of hardware. W. H. Gilbert, 67 Pearl St., Grand Rapids. 265

PARTIES HAVING STOCKS OF GOODS OF any kind, farm or city property or manufacturing plants, that they wish to sell or exchange, write us for our free 24-page catalogue of real estate and business chances. The Derby & Choate Real Estate Co., Lansing, Mich. 359

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.

WANTED—THOROUGHLY EXPERIENCED grocery salesman to travel south and east of Grand Rapids for an old-established grocery house. One acquainted with that territory preferred. Good salary to a hustler. None other need apply. Address No. 347, care Michigan Tradesman. 347

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 P. O., Mich. 324

WANTED—SITUATION BY REGISTERED druggist. Address No. 274, care Michigan Tradesman. 274

MICA AXLE GREASE

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

ILLUMINATING AND LUBRICATING OILS

**WATER WHITE HEADLIGHT OIL IS THE
STANDARD THE WORLD OVER**

HIGHEST PRICE PAID FOR EMPTY OILBARREL AND GASOLINE BARRELS

STANDARD OIL CO.

MERCANTILE ASSOCIATIONS

Michigan Retail Grocers' Association
President, C. E. WALKER, Bay City; Vice-President, J. H. HOPKINS, Ypsilanti; Secretary, E. A. STOWE, Grand Rapids; Treasurer, J. P. TATMAN, Clare.

Grand Rapids Retail Grocers' Association
President, FRANK J. DYK; Secretary, HOMER KLAIP; Treasurer, J. GEORGE LEHMAN

Detroit Retail Grocers' Protective Association
President, WM. BLESSED; Secretaries, N. L. KOENIG and F. H. COZZENS; Treasurer, C. H. FRINK.

Kalamazoo Retail Grocers' Association
President, W. H. JOHNSON; Secretary, CHAS. HYMAN.

Bay Cities Retail Grocers' Association
President, C. E. WALKER; Secretary, E. C. LITTLE.

Muskegon Retail Grocers' Association
President, H. B. SMITH; Secretary, D. A. BOELKINS; Treasurer, J. W. CASKADON.

Jackson Retail Grocers' Association
President, J. FRANK HELMER; Secretary, W. H. PORTER; Treasurer, L. FELTON.

Adrian Retail Grocers' Association
President, A. C. CLARK; Secretary, E. F. CLEVELAND; Treasurer, WM. C. KOERN.

Saginaw Retail Merchants' Association
President, M. W. TANNER; Secretary, E. H. McPHERSON; Treasurer, E. A. HORE.

Traverse City Business Men's Association
President, THOS. T. BATES; Secretary, M. E. HOLLY; Treasurer, C. A. HAMMOND.

Owosso Business Men's Association
President, A. D. WHIFFLE; Secretary, G. T. CAMPBELL; Treasurer, W. E. COLLINS.

Pt. Haron Merchants' and Manufacturers' Association
President, CHAS. WELLMAN; Secretary, J. T. PERCIVAL.

Alpena Business Men's Association
President, F. W. GILCHRIST; Secretary, C. L. FARBRIDGE.

St. Johns Business Men's Association
President, THOS. BROMLEY; Secretary, FRANK A. PERCY; Treasurer, CLARK A. PUTT.

Perry Business Men's Association
President, H. W. WALLACE; Secretary, T. E. HEDDLE.

Grand Haven Retail Merchants' Association
President, F. D. VOS; Secretary, J. W. VERHOEKS.

Yale Business Men's Association
President, CHAS. ROUNDS; Secretary, FRANK PUTNEY.

Grand Rapids Retail Meat Dealers' Association
President, L. M. WILSON; Secretary, PHILIP HILBER; Treasurer, S. J. HUFFORD.

Travelers' Time Tables.

Pere Marquette Railroad

Chicago Trains.

Lv. G. Rapids, 7:10am 12:00pm 4:30pm 7:50pm
Ar. Chicago, 1:30pm 5:00pm 10:50pm 7:00am
Lv. Chicago, 7:15am 12:00pm 5:00pm 7:50pm
Ar. G. Rapids, 1:35pm 5:05pm 10:55pm 7:25am

Traverse City and Petoskey.

Lv. G. Rapids, 7:30am 4:00pm
Ar. Trav. City, 12:40pm 9:10pm
Ar. Charlevoix, 3:15pm 10:25pm
Ar. Petoskey, 3:40pm 10:50pm

Trains arrive from north at 2:40pm, and at 10:30pm.

Detroit Trains.

Lv. Grand Rapids, 7:10am 12:00pm 5:30pm
Ar. Detroit, 11:40am 6:00pm 10:00pm
Lv. Detroit, 8:00am 3:30pm 6:00pm
Ar. Grand Rapids, 1:30pm 5:10pm 10:40pm

Saginaw Trains.

Lv. Grand Rapids, 7:00am 5:30pm
Ar. Saginaw, 11:30am 10:10pm
Lv. Saginaw, 7:00am 5:30pm
Ar. Grand Rapids, 11:30am 10:10pm

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.

GRAND Rapids & Indiana Railway

December 17, 1899.

Northern Division.		Going	From
		North	South
Trav. City, Petoskey, Mack.	7:10am	7:30am	7:50pm
Trav. City, Petoskey, Mack.	11:40am	12:00pm	12:10pm
Cadillac Accommodation	5:25pm	10:10am	10:20pm
Petoskey & Mackinaw City	7:10am	11:00pm	6:30am

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

Southern Division		Going	From
		South	North
Kalamazoo, Ft. Wayne, Chm.	7:10am	7:30am	7:50pm
Kalamazoo and Ft. Wayne.	11:40am	12:00pm	12:10pm
Kalamazoo, Ft. Wayne, Chm.	5:25pm	10:10am	10:20pm
Kalamazoo and Vicksburg.	7:10am	11:00pm	6:30am

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

Chicago Trains.

Lv. Grand Rapids, 7:10am 12:00pm 4:30pm 7:50pm
Ar. Chicago, 1:30pm 5:00pm 10:50pm 7:00am

FROM CHICAGO

Lv. Chicago, 7:15am 12:00pm 5:00pm 7:50pm
Ar. Grand Rapids, 1:35pm 5:05pm 10:55pm 7:25am

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

Muskegon Trains.

Lv. Grand Rapids, 7:10am 12:00pm 4:30pm 7:50pm
Ar. Muskegon, 1:30pm 5:00pm 10:50pm 7:00am

Sunday train leaves Grand Rapids 7:10am; arrives Muskegon at 10:40am. Returning leaves Muskegon 5:30pm; arrives Grand Rapids 6:30pm.

GOING EAST.

Lv. Muskegon, 7:10am 12:00pm 4:30pm 7:50pm
Ar. Grand Rapids, 1:30pm 5:00pm 10:50pm 7:00am

*Except Sunday. *Daily.

C. L. LOCKWOOD,

Gen'l Pass'r and Ticket Agent.
W. C. BLAKE,
Ticket Agent Union Station.

MANISTEE & Northwestern Ry.

Best route to Manistee.

Via C. & W. M. Railway.

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

FURNITURE BY MAIL

MAGAZINE PRICES OUTDONE

\$18.50

FREIGHT
PRE-PAID.



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

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

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

Write for our complete Office Furniture Catalogue.

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

HOUSE
HOLD
FUR-
NITURE

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

WE PREPAY FREIGHT

FURNITURE BY MAIL

MAGAZINE PRICES OUTDONE

There's
Satis-
faction

in having our chair in your home.

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

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



Arm Chair or
Rocker No. 1001.

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

Sent to you freight prepaid on approval for

\$24.75

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

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

HOUSE
HOLD
FUR-
NITURE

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

WE PREPAY FREIGHT

For Sale Cheap

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

E. A. Stowe,
Blodgett Building,
Grand Rapids.

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



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

Michigan Fire and Marine Insurance Co.

Organized 1881.

Detroit, Michigan.

Cash Capital, \$400,000. Net Surplus, \$200,000.
Cash Assets, \$600,000.

D. WHITNEY, JR., Pres.
D. M. FERRY, Vice Pres.
F. H. WHITNEY, Secretary.
M. W. O'BRIEN, Treas.
E. J. BOOTH, Asst. Sec'y.

DIRECTORS.

D. Whitney, Jr., D. M. Ferry, F. J. Heckler, M. W. O'Brien, Hoyt Post, Christian Mack, Allan Sheldon, Simon J. Murphy, Wm. L. Smith, A. H. Wilkinson, James Edgar, H. Kirke White, H. P. Baldwin, Hugo Scherer, F. A. Schulte, Wm. V. Bruce, James McMillan, F. E. Driggs, Henry Hayden, Collins E. Hubbard, James D. Standish, Theodore D. Buhl, M. R. Miles, Alex. Chapoton, Jr., Geo. H. Barbone, S. G. Gaskie, Chas. Stinchfield, Francis F. Palms, Wm. C. Yawkey, David C. Whitney, Dr. J. B. Book, Eugene Harbeck, Chas. F. Pettier, Richard P. Joy, Chas. C. Jenkins.

Chrysanthemum Assortment

Embossed pattern, made of porcelain, fine spray flower decoration and gold lines. All large sizes.
Extra fine bargains for your 10, 15 and 25 cent counters.



Big Values. Nice Goods. Sell on Sight

Contents of our Chrysanthemum Assortment.

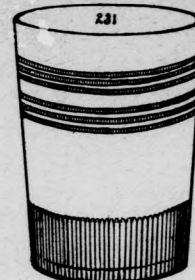
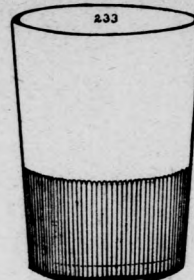
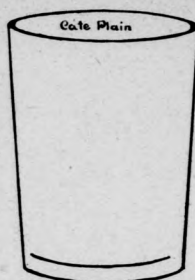
- | | |
|--------------------------|---------------------------|
| 1/3 doz. Cable Jugs, 36s | 2 doz. Large Handled Teas |
| 1/3 doz. 7 inch Nappies | 1 doz. Fancy Handled Teas |
| 1/3 doz. 8 inch Dishes | 2 doz 7 inch Plates |
| 1 doz. 5 inch Nappies | 3 doz. 6 inch Plates |
| 1 doz. 30s Bowls | 1 doz 5 inch Plates |

12 dozen pieces for **\$10.20 NET** No charge for package.

We have many more such bargains and solicit your correspondence.

THE DAUDT GLASS & CROCKERY COMPANY,

236 Summit Street and
230, 232, 234 and 236 Water Street,
TOLEDO, OHIO



Choice of above 1/3 pint Tumblers

19c per dozen

Shipped from Cleveland with a charge of 35c for each barrel. Packed 22 to 25 dozen in barrel. This offer is good for one week. Orders accepted for shipment any time during May.

Terms 60 days or 2 per cent. discount 10 days.

Mail Order Department

KINNEY & LEVAN, Cleveland, Ohio

Importers and Jobbers

China, Glassware, Lamp Goods, House Furnishing Goods.

HEMLOCK BARK

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



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



Tanglefoot Sealed Sticky Fly Paper

Catches the Germ as well as the Fly.

Sanitary. Used the world over. Good profit to sellers.
Order from Jobbers.

The Grand Rapids Paper Box Co.
Manufacture

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

GRAND RAPIDS PAPER BOX CO., Grand Rapids, Mich

AMERICAN JEWELRY CO.

99 per cent.

of your customers wear jewelry of some kind. Why don't you get in line to supply them? We are the only people in Western Michigan that make a study of selecting the latest things in jewelry that people want. You can handle our goods with a very small outlay, make handsome profits, get the reputation for being progressive and add lots of new customers.

Write us—we'll instruct our travelers to call on you.

AMERICAN JEWELRY COMPANY,

GRAND RAPIDS, MICHIGAN.

Now Is the Time

to buy your stock of

Screen Doors and Window Screens

and we are the people that can supply you at the lowest prices.
Common Doors, any size, 4 inch stile, 3/4 inch thick, 1/2 dozen in crate, per dozen..... \$ 7.95
Fancy Doors, any size, made of select pine, finished in natural wood, 4 inch stile, 6 inch bottom rail, 3/4 inch thick, 1/2 dozen in crate, per dozen..... \$11.90

"Wolverine" Adjustable Window Screens, adjusted by long metal clips which guide the frame. Put up 1 dozen in crate:

Number	High	Closed	Open	1 Dozen
40	16	20	34 1/2	\$1.70
41	18	20	34 1/2	1.95
42	20	20	34 1/2	2.55

Our New Catalogue No. 154, comprising our entire line, will be mailed in a few days.

H. LEONARD & SONS, Grand Rapids.

