

MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$1 PER YEAR

Volume XVII.

GRAND RAPIDS, WEDNESDAY, MAY 16, 1900.

Number 869

The Ellsmere Pattern

Original Crate Assortment



New, Popular Priced, High Grade and Attractive

Manufactured by Alfred Meakin. This in itself is a guarantee for the claim of *superior goods*. Study our crate list. It contains no undesirable articles; quantities are proportioned to sell out evenly, without leaving remnants on your shelves. If our description doesn't satisfy you write us for samples. You can make no mistake in putting *the Ellsmere into your stock*.

See our general line of *1900 novelties* shown by *our travelers*. They always have catchy, up-to-date, *profit-earning* specialties that are worth your attention and consideration.

30 sets Teas, handled	per set, \$	70	\$21 00
4 sets Coffees, handled	per set,	82 1/2	3 30
1 doz Plates, 8 inch	per doz	1 31	1 31
13 doz Plates, 7 inch	per doz	1 54	14 82
5 doz Plates, 6 inch	per doz	96	4 80
7 doz Plates, 5 inch	per doz	79	5 52
1 doz Plates, 7 inch, Coupe Soup	per doz	1 54	1 54
6 doz Fruit Saucers, 4 inch	per doz	53	3 18
5 doz Individual Butters	per doz	35	1 40
1 doz Oyster Bowls, 30s	per doz	1 40	1 40
1/2 doz Sugars	per doz	4 20	1 40
1/2 doz Creams	per doz	2 10	70
1/4 doz Spoon Holders	per doz	2 80	70
1-6 doz Bread Plates	per doz	2 10	35
1/2 doz Bowls, 30s	per doz	1 40	70
1 doz Oatmeals	per doz	1 05	1 05
1-6 doz Dishes, 8 inch	per doz	1 75	29
1/2 doz Dishes, 10 inch	per doz	3 15	1 05
1/2 doz Dishes, 12 inch	per doz	5 25	1 75
1-6 doz Dishes, 14 inch	per doz	7 35	1 23
1 doz Bakers, 3 inch	per doz	1 23	1 23
1/2 doz Bakers, 7 inch	per doz	2 10	1 05
1/2 doz Bakers, 8 inch	per doz	3 15	1 57
1/2 doz Scallops, 7 inch	per doz	2 10	32
1/2 doz Scallops, 8 inch	per doz	3 15	1 37
1/2 doz Sauce Boats	per doz	2 40	90
1/2 doz Covered Dishes, 8 inch	per doz	8 40	2 40
1-6 doz Casseroles, 8 inch	per doz	9 45	1 54
1/2 doz Covered Butters, 5 inch	per doz	6 30	2 10
1/2 doz Pickles	per doz	2 10	70
1-6 doz Jugs, 12s	per doz	4 20	70
1-6 doz Jugs, 24s	per doz	2 45	41
1/2 doz Jugs, 30s	per doz	2 10	33
1/2 doz Jugs, 36s	per doz	1 75	38

Less 10 per cent. \$86 38
 8 32
 \$78 06
 2 50
 \$75 56

Always Save 10 per cent.
 by buying in
 Original Assortments

We Sell to
 Dealers Only



42-44 Lake Street,
 Chicago.

We're Spending Lots of Money

TO ADVERTISE

Royal
 Tiger
 10 cents

Tigerettes
 5 cents



A
 Smoker's
 Smoke

The man that carries these brands of cigars in stock is going to be a participant in the results.

Are you in it? If not you'd better not waste any time or your competitor is going to get the trade that you should have.

Phelps, Brace & Co., Detroit, Mich.

F. E. BUSHMAN, Manager.

Largest Cigar Dealers in the Middle West.

It's a constant scratch and dig

Trying to make ends meet when you are burning the candle at both ends. Don't you know that it is necessary to get the profit before you can count it? Of course your books won't balance; there is nothing to make them balance; you have given away your profit. Have you the Money Weight System on your counter? If not, *why haven't you?*

Our scales are sold on easy monthly payments.

The Computing Scale Company,
Dayton, Ohio



MICA AXLE GREASE

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

ILLUMINATING AND
LUBRICATING OILS

**WATER WHITE HEADLIGHT OIL IS THE
STANDARD THE WORLD OVER**

HIGHEST PRICE PAID FOR EMPTY CARBON AND GASOLINE BARRELS

STANDARD OIL CO.

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

"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.

MICHIGAN TRADESMAN

Volume XVII.

GRAND RAPIDS, WEDNESDAY, MAY 16, 1900.

Number 869

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.
 Widdcomb 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 trade an 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.

Commercial Credit
 Private Credit Advice
 Collections and Commercial Litigation
 GRAND RAPIDS, MICHIGAN

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 line complete and still a nice line spring and summer suits.
KOLB & SON, Wholesale Clothing Manufacturers, Rochester, N. Y. Only strictly all wool Kersey \$5.50 Overcoat in market. See Kolb's original and improved out frock coat, no other house has it.
 Meet our Michigan representative, William Connor, at Sweet's Hotel, Grand Rapids, May 25 to 29 inclusive. Customers' expenses allowed. Or write Box 346, Marshall, Mich., and he will call upon you. If you don't see what you want no harm done.

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. Partnership Relations.
 4. Around the State.
 5. Grand Rapids Gossip. The Produce Market.
 6. The Buffalo Market.
 7. Danger of Consolidation of Interests.
 8. Editorial.
 9. Editorial.
 10. Clerks' Corner.
 11. Crockery and Glassware Quotations.
 12. Dry Goods.
 13. Clothing.
 14. Catalogue Competition.
 15. Back to the Farm.
 16. Shoes and Leather.
 17. Timely Topic for Shoe Dealers.
 18. Hardware.
 19. Hardware Price Current.
 20. Woman's World.
 22. Fruits and Produce.
 23. Gotham Gossip.
 24. The Meat Market.
 25. Commercial Travelers.
 26. Drugs and Chemicals.
 27. Drug Price Current.
 28. Grocery Price Current.
 29. Grocery Price Current.
 30. Getting the People.
 31. Away From Home.
 32. The Fire Waste.

THE OTHER EXTREME.

After that bit of brag the other day about a billion dollar country and the stupendous ideas which this stupendous country was created to carry out, the proposition was brought forward to resume the coinage of the half cent. From all corners of the country were heard only expressions of contempt. They have not yet ceased. All deplore that size of mind and that quality of brain which can come down to this infinitesimal. "What in the world do we want of the half cent!" exclaims California. "For years our smallest coin has been the nickel, and even that is an intolerable nuisance." "Half cent, is it!" screams Denver in a fit of derisive laughter. "Don't tell us we are coming to that." Chicago, too busy for words, with a gesture of impatience keeps on with her business. "Anything to keep peace in the family," says indifferent New York with a sneer; and even with Boston, to whom the half cent is known to be traditionally dear, there is a feeling that, while "the nearer the bone the sweeter the meat" is true enough, there is such a thing even in New England as getting too confoundedly "near."

Aside from the contempt of the small which the constant contemplation of the large has engendered, a theory has crept out into the world that a country's character is shown pretty plainly by its coin unit, and that the people will, big minded or little minded, be as the unit coin which the nation has adopted. The pound sterling is the Englishman expressed in his unit of value. He can take good care of the pence—there is no doubt about that—but the nature of what he owns and of what he buys and sells is expressed in pounds. The German is just as honest and just as sturdy—sometimes a little more so—but the pound means too much. He and his ancestors have lived so long in narrow limits that a smaller coin answers their purpose and Germany estimates her wealth by the mark, a coin a trifle less than twenty-four cents in value. France,

for a similar reason, perhaps, has reached the same conclusion and finds a coin still smaller to meet best her daily commercial transactions. She pins her faith to the franc and the American who pays a hundred francs for his souvenir of the Queen City of the world finds himself despising a people and a nation who give a name to a value five times more than it really is; and his admiration is not increased to know that the franc, a pitiful 20 cents, for trade purposes is divided into a hundred centimes. And yet it was the centime that paid the immense war debt after the defeat at Sedan!

It may well be doubted that the half cent will be again coined. The cent is small enough. With the dollar as our unit of monetary account, the spirit of the American people hardly wants the half a hundredth of it coined in copper. It may be a silly affectation, it has been called an ostentatious spirit of prodigality to look down upon it; but after all it is too insignificant and the spirit that craves the half cent should journey to the land of small things and small prices, and above all to the souls that are best represented by the small coin. It may be bombast, but a billion dollar country is not best represented at home or abroad by a coin worth half a cent.

PNEUMATIC MAIL SERVICE.

One of the modern improvements in the dispatch of the mails is the pneumatic tube for the swift conveying of postal matter.

The pneumatic tube is by no means new, but it has been heretofore applied to shooting, as it were, small packages from place to place. The principle upon which this appliance is operated is to exhaust the air in front of a conveyor, or car, which moves through the tube, and let in the air behind it. A pressure of about 14 pounds to the square inch is thus applied behind the car, which moves swiftly to its destination.

Pneumatic tubes are in operation in New York, Philadelphia and Boston. The service is used to convey the mails to and from the postoffice and the railway stations. In place of loading the mail in wagons and hauling it through the streets, it is put in the conveyors or cars of the pneumatic tube, and shot into the postoffice or the railway depots. The movement is almost instantaneous, while it is proof against robbery on the way and dispenses entirely with wagons.

The operation of this apparatus is entirely satisfactory in the cities where it is used, and there is now a bill before Congress to install it in the cities of Chicago, St. Louis and New Orleans.

There is plenty of room at the top—in politics—for those who want to tumble from a high position.

A cash register can keep accounts all right; but anybody can fool it with a lead nickel.

The average actress can paint better than she can draw.

A NEIGHBORLY INTEREST.

In spite of the oft-repeated assertion that we are not our brother's keeper, much less our neighbor's, there is and always will be something more than curiosity as to what is going on in our neighbor's back yard. We may or may not be acquainted with him, we may or may not have the least desire to suggest, however remotely, an idea in regard to any change going on there, but when back yards join humanity will show itself. No fact is more distinctly understood by the owners of such property than that Canada is not expected to have the United States in mind when she makes her garden, and such a thought in respect to Canada on the part of the United States, when engaged in the same domestic industry, would result in pronounced expression of incivilities over the garden wall. When, then, our Northern neighbor announces that on and after July 1 of the present year all imports from the United Kingdom and certain other parts of the empire will enjoy a tariff rebate of one-third per cent.—only two-thirds as much as imports from the United States and the rest of the trading world—our Uncle Samuel, with a "Now let's see!" and a thoughtful rubbing of the chin, goes into the house without a glance at his growing vegetables. He knows that Great Britain's percentage of Canada's imports has been steadily decreasing, while that of this country amounts to double that of England, and there is a wonder how this condition will be affected by this remarkable rebate. As an offset the call for machinery and engineering materials from the United States is increasing across the Northern border and it may be safely concluded that the acknowledged superiority of these will prevent any decrease in the number or amount of orders, so that, all things considered, Uncle Samuel can calmly go on with his breakfast and expect to find the usual letters with the usual contents when he gets down to the office.

The fact is these neighbors who pretend not to care a rap for each other's welfare or existence do care. We are on the same side of the sea. Our political ideas and proclivities do not rest on the same basis and both are heartily glad of it, or think they are. If the one gains an advantage over the other in trade it is a matter to chuckle over and to wonder how the other fellow likes it. There would be open violence if either should undertake to change the boundary line set up between their possessions and each would exact to the last portion of an inch what he believes to belong to him; but they are neighbors after all. Blood is thicker than water. Of the same speech and the same sterling stock, they are near to each other in heart and no misfortune can come upon one without affecting the other, a state of affairs not likely to be disturbed even commercially when, in Canada's endeavor to better herself, the United States sees only her own material advancement.

At a speechmaking banquet everything is toasted but the bread.

PARTNERSHIP RELATIONS.

Circumstances Under Which They Are Mutually Satisfactory. Written for the Tradesman.

Notwithstanding the growth, and in many instances the superiority of limited or special partnership, corporations and trusts, the good old-fashioned partnership will continue to be used in the commercial world for many years to come, because it is generally thought that this form of conducting a business enterprise has the advantage of being easily understood. At its inception only the pleasing side of a prospective venture being presented, the possibility of the partnership venture proving disastrous is rarely contemplated at the beginning.

While the law of partnership is fairly well settled through numerous decisions of courts of last resort, both in England and the United States, the conclusions reached have been arrived at after all harm is done that could be possibly worked out, money lost, hard feeling engendered, and lives wrecked—all of which could have been avoided if some good, common-sense person had advised the beginners in the first place, lending them a helping hand and a few kind words of good advice as the business progressed.

History is constantly repeating itself in the commercial as well as in the material world; experience in one case will generally cover many others. At the inception of a business partnership it is usually considered the proper thing to go to an attorney and have some sort of an agreement drawn up. At least one, if not more, of the partners does not fully understand in what manner his interest will be eventually affected by his signing it in the form presented. This agreement of partnership is laid away and often not referred to for years, only to be produced at time when it had better be left undisturbed; for having lain so long dormant, the conditions have been several times changed and in many cases have not been complied with, and it now becomes the instrument of oppression to the weaker side, and is sometimes, by a progress of legal ambiguity, completely distorted from its original meaning. These agreements generally contemplate the division of profits, only ignoring the fact that most business enterprises result disastrously in the commercial world.

Every well-drawn partnership agreement should provide for the termination of the business, as well as its inception, and particularly contain a provision that a yearly balance sheet should be made showing in every detail the assets, consisting of good book accounts, inventory, plant, cash, and any other resources which a prudent man would consider of value. The balance sheet should also show the liabilities, consisting of the obligations of the firm, open accounts owing, bills payable, contingent liabilities, that is, bills receivable discounted (not yet matured), also sales, expenses, partners' contributions and withdrawals. The sheet should also contain a statement to the effect that neither the partnership nor the individual members thereof are liable, directly or indirectly, in any way or manner other than therein shown. This balance sheet should be signed by each partner, individually, and each partner should be furnished with a copy. It requires no legal or technical knowledge to prepare a balance sheet on the lines suggested, and unless some member of the firm or the book-keeper can do

so the sooner the firm goes into liquidation the better for all concerned.

For a commercial partnership to be ultimately successful the members of the firm should be of different temperaments and dispositions. A continuing successful partnership may be likened to a six-horse stage coach, with one partner sitting on the box urging the horses forward at a breakneck speed, regardless of everything but "to get there" and the other partner hanging on to the rear brakes, doing all he can to keep the coach from overturning, shouting to the driver not to drive so rapidly.

Unfortunately, most men are so constituted that if they can not be the driver they will not condescend to put down the brakes; but when a man is met with who recognizes that he is adapted to put on brakes instead of driving a coach and six, he should be by all means retained in the combination, even although he may be deemed slow and non-progressive. His reputation for being a safe man to tie to will stand his firm in good stead in a financial panic or tight money market.

A partnership is likely to be successful when it is composed of a man who is of the whole-souled kind, believing all men to be honest, selling his goods at better prices than his competitors, with supreme faith in his friends, and a buyer who knows his business from end to end, calm and cool in his judgments, never flustered, with no great faith in to-morrow, reading the signs of the times correctly to his own advantage, slow to decide, but tenacious of his opinion after having made up his mind. If with these two characters is associated a good office man to look after the credits and collections—one of those suspicious sort of people who dislike to trust at all, while deploring the extension of the credit system, admitting frankly that no business can be done without trusting to the good faith of some one, well knowing that no profit is made where nothing is risked, watching the maturity of collections with a superstitious regard for set days and times, ever ready and able to secure a shabby account, knowing when to compromise and how to successfully litigate, always calculating the ratio of expenses to sales and fully appreciating the difference between profits earned and profits realized, saying little, but thinking much, and having that redeeming quality of always having the money in the bank to meet maturing obligations—the partnership is pretty sure to result successfully for all concerned. A. S. Montross.

Careful Advertising.

If we want a newsboy, we whistle for him; but when we approach a lady in a drawing room, it is done with our most a deferential bow. Your advertising should be equally discriminating. If you have a cheap article for cheap people and are advertising in a cheap paper, you can go at them in a free and easy and familiar way. If you're too nice and well-bred in your methods, you'll miss fire. On the other hand, if you are trying to reach cultured people through a well-bred and dignified publication, do not go at them in a hello-there, slap-em-on-the-back way, but approach them with dignity and decorum.—Spatula.

Financial Difficulties.

"Pa, what is financial difficulty?"
"Well, it is having so much money you don't know what to do with it; or having so little money that you can't do a thing."

Some Experiences in the Giving of Premiums.

Every merchant who has given premiums has had experiences that he is not anxious to repeat—some of them he does not want to tell about. I have known of some that for peace of mind it would be better to forget. Oblivion would be a blessing in some experiences. The retailer gets his share of experiences that try the metal of the man; but he that gives premiums multiplies his sorrows. Give a customer to understand you favor him above others, and his expectancy of favors becomes aggressive, or even obnoxious. Grant a favor and you are under suspicion ever after. He that governeth himself and treateth all with justice is greater than he that taketh a trade and gains contentions that ultimately lose the customer.

A certain merchant, doing a cash and credit business, to meet competition commenced giving bronze checks to influence cash trade. Fair minded credit customers did not expect checks on their trade, and some commenced paying cash. The omnipresent one, ever looking for something for nothing, wanted checks to the amount of account when paid. Thinking to please and solidify her interest in the store, the merchant gave the checks. A few days after the customer came in with \$25 value in checks and demanded her check. She had begged some ten dollars of checks of her neighbors in order to secure the required amount. Of the account she paid, amounting to about fifteen dollars, but five had been traded since the premium plan was started, the other ten dollars was a standing account. She got her check. The merchant discounted her trade 20 per cent. instead of 4 as the system was planned on.

The same lady was committee to buy a church carpet. She secured a donation from the merchant of two dollars, bought the carpet at a 10 per cent. reduction from retail price, "because it was for the church," and demanded premium checks to the amount of the carpet. The merchant—well, he is still doing business, and the lady got her checks.

The checks carried by this merchant were given with \$25, \$30, and \$40 trades, costing \$1, 1.12½ and \$1.25, respectively. A customer one day traded \$45. As she was from a nearby town and had usually traded with a competitor, prices were shaded a little where it was possible. After the bill was paid and receipted for she asked for a gift of two of the \$25 checks. The merchant gently hinted at the beauty of the \$40 clock. She "had no use for two more clocks," but thought she was entitled to them. She took two clocks home with her.

When that merchant ceased giving clocks as premiums, one house in that town had two in each room. The children probably will all be clock tinkers. Crayon pictures possess a fascination for many people. I know of families that have a crayon of every member of the family and are now securing tickets enough to get the grandparents, uncles, aunts and cousins on each side of the family. This is not so bad, as the merchant sells the frame and usually makes enough on it to pay for the picture.

There are drawbacks even here. As motley a collection as ever was gathered in a rogues' gallery adorns an upstairs room in one store I know of. There is a likeness of a son of Erin, taken twenty-five years ago. The hair and whiskers must have been fiery red, the latter consisting of just a scraggy fringe around

the throat, while the face is shaven clean. Freckles, of course, were thick on such a face, and the complexion transparent white and heated red. Large jaws and teeth and full thick lips that closed the mouth of magnificent proportions marked the typical Irishman. He was just over when this was taken to send back across the water. Twenty-five years had marked great changes in appearance and features. After his death this photograph (the only one he had ever sat for) was brought in to be enlarged. Because it did not look like him when the auburn hair had changed to snow in hair and whiskers, the family would not accept it and so it lies among the curios.

The throwing of a photo on the board enlarged, as is done for crayoning, magnifies defects. There is one in this collection of a girl not overly right at best. In the enlarged it is really idiotic. It was never expected to give satisfaction, and lies as a dust collector among the rest. A number of pictures among the collection must have been made by beginners. No one can see a familiar feature among them.

There are several that are really good crayons, but the parties ordering them have never been ready to pay for the frame and so they lie. Others kicked outright, saying the frame as well as picture was to be given gratis.

The genuine deadbeats that every merchant is acquainted with are ready to work their game on the premium giver.

One man with an account too large to name was given checks on money paid on account. Some Saturdays he would trade three or four dollars and leave a five dollar bill, the balance over the trade to be credited on the old account. Premium checks to the amount of five dollars were given to him. He wanted a clock so bad one day, but there were but twenty-one or twenty-two dollars in checks. He had them at home sure for he had counted them, and must have dropped them. He would look them up and bring them in. He was doing fairly well on paying an old account and so the clock was given him. The checks never showed up and in some way he got in debt more than ever and stopped trading altogether. Another of this type secured a half dozen chairs but never paid a cent on the old account. Another of the same kind ran up quite a bill, which to this day has not been paid. During the time this account was growing the merchant gave him premiums that cost in the neighborhood of ten dollars. The account left unpaid is nearly twice the cost of the premiums.

These examples could be multiplied ad infinitum. They are but a few that have come under my observation and have done much to mold my thoughts to the expressions given in last week's article.—F. H. Hendryx in Topeka Merchants Journal.

Systematize the Work.

Plan out everything as much as possible, your routine work, we mean, that is the same day after day. Do your manufacturing between customers. Learn to wait on customers rapidly. We heard a physician remark, recently, about a clerk who was alone during a rush, "He is the most active clerk I ever saw, everybody waited on carefully, not one neglected, but not a minute's time lost." We hope his employer appreciated him.—Spatula.

A sign outside a Philadelphia restaurant reads: "Pigs' feet. Walk in."



Royal Baking Powder

ABSOLUTELY PURE

Royal is the baking powder of highest character and reputation, the favorite among housekeepers. The cheapest to consumers, the most profitable for dealers to handle.

Those grocers who are most successful in business—who have the greatest trade, highest reputation, the largest bank accounts—are those who sell the highest quality, purest, best known articles.

It is a discredit to a grocer to sell impure, adulterated and unwholesome goods; nor is the sale of such goods, even though the profits on a single lot may be larger, as profitable in the long run as the sale of pure, wholesome, high-class articles at a less percentage.

Trade is won and held by the sale of the best, the highest grade, the most reliable goods.

Around the State

Movements of Merchants.

Detroit—Anthony Beste has sold his grocery stock to Pollion Bros.

Winn—Bert M. Adams succeeds Adams & Son in general trade.

Lapeer—B. C. Green has purchased the meat market of Edward Miller.

Kalamazoo—Albert H. Dodge, undertaker, has removed to Paw Paw.

Ionia—Wm. Jacobs has purchased the meat market of Wm. F. Marquette.

Albion—Hill & Allen have purchased the boot and shoe stock of F. G. Friend.

Michigamme—Frank L. Brown has engaged in the hardware business at this place.

Alpena—Daniel Duchean has purchased the meat market of James J. McGuire.

Fenton—E. P. Curtis has purchased the drug and grocery stock of John W. Davis.

Central Lake—H. E. Hutton, meat dealer, has sold out to Cummings & Moelker.

Dansville—Wm. F. Shehan has purchased the implement stock of Frank E. Clickner.

Hillman—Adams & Truax have purchased the general stock of Frank T. Stanlake.

Adrian—Otto Kaumeier has opened a grocery store at the corner of Broad and Hunt streets.

Deckerville—Wm. Wooley succeeds Duffie & Wooley in the drug and jewelry business.

Sparta—McLeod & Hallack, meat dealers, have dissolved partnership, Mr. McLeod succeeding.

Bronson—Wm. Blass has sold his dry goods and grocery stock to James N. Fisk and Horatio Parker.

Ionia—W. H. Harsey has leased the store recently occupied by Simpson & Peer, and will occupy same about July 1.

Rogers City—D. Sutfin and M. A. Randall have formed a copartnership and engaged in the hardware business.

Sparta—M. Haas has leased his meat market to Wm. Bodell and Geo. Haines and will devote his attention to outside work.

Jackson—McLaughlin, Ward & Co. succeed the M. & J. McLaughlin Co. in the elevator, grain, wool and bean business.

Grove—Ray Sprague has purchased the general merchandise stock of D. P. Sprague and will continue the business at the same location.

Port Huron—Canham & Son is the name of the new firm which succeeds Wm. Canham in the wholesale fruit and canned goods business.

Ann Arbor—Homer Cady has purchased the grocery stock of George and Bert Johnson and will continue the business at the same location.

Belding—E. H. Potter has purchased the grocery stock of H. A. Smith and will conduct a meat market in connection with the grocery business.

Ishpeming—John Salo and Frank Backa, furniture dealers, have dissolved partnership. Mr. Backa will continue the business in his own name.

Bad Axe—The harness store of Harvey Paton, of Bad Axe, was closed May 15 on writs of attachment, taken out by local creditors. Liabilities, \$800; assets, \$600.

Albion—A. F. Andrews, proprietor of the New York racket store, has purchased the variety stock of Hollen & Kendrick, and will conduct business at both places.

Homer—C. T. Collins has moved to Toledo, where he has entered the merchandise commission firm of F. D. Green & Co. Mr. Green was formerly of this place.

Clare—H. W. Pierce, of the grocery firm of Pierce & McKinnon, has sold his interest to J. B. Brown. The firm will hereafter be known as Brown & McKinnon.

Eaton Rapids—H. Kositchek & Bro. will close out their dry goods stock here at once and move to Lansing to engage in the same business. Their clothing store will remain.

Big Rapids—Fifteen thousand dollars of additional stock has been subscribed to the Parlor Furnace Co. and the plant will be enlarged by erecting buildings on the east side of the river.

Ypsilanti—The Sullivan-Cook Co. has been organized with a capital stock of \$7,000 to engage in the clothing business. The incorporators are H. S. Platt, A. D. Sullivan and G. A. Cook.

Nashville—Sanford J. Truman has sold his dry goods stock to Thomas Welsh, of Gaines, and Frank Walsler, of Saginaw, who will continue the business under the style of Welsh & Walsler.

Lake City—B. Winter and L. Steffe have purchased the grocery stock of D. D. Walton, who will devote his entire attention to the sale of a patent axe owned by him and Leroy White.

St. Louis—Whittaker & Buck have sold their grocery and bazaar stock to George K. Thornton & Co., of Marion, who will put in a new stock of goods as soon as the old stock is disposed of.

Kalamazoo—A. F. Woodham, W. C. Oldfield and C. W. Oakley have embarked in the coal and wood business under the style of the A. F. Woodham Coal Co. The capital stock is \$6,000.

Northville—T. G. Richardson, for twenty-seven years the leading dry goods and clothing merchant here, is closing out his mercantile business and quits the retail trade in order to give his entire attention to his condensed milk factory.

Ironwood—The Marshall-Wells Hardware Co., of Duluth, has purchased the shelf and mining hardware stock of the F. H. Lesselyong Hardware Co. Portions of the stock will be sold to other dealers on the range and the remainder removed to Duluth.

St. Joseph—It is stated that Aug. Loeffler will shortly establish a department store at this place, having recently purchased the large stone building and lot at the corner of State and Broad streets, to which he will add a three-story brick store building.

Lowell—Prof. J. B. Nicholson, for the past year superintendent of the Lowell schools, has declined a reappointment at an advance to \$1,000 salary, and has bought the dry goods stock of A. Levitt. Three of Mr. Nicholson's predecessors have settled in Lowell as business men.

St. Joseph—Melsheimer & Shear is the style of a new men's furnishing and dry goods firm recently established at this place. John Melsheimer formerly had charge of the clothing department of Shepard & Benning, and Theodore Shear was connected with a large department store in Chicago.

Detroit—Thomas B. Mellon, who began life as an office boy in the Scotten Tobacco Co. and rose to be credit manager of the plant, has accepted an offer of the office of Secretary and Treasurer of the Banner Tobacco Co. His system of credit books is considered by accountants to be the finest in the country.

Kalamazoo—F. P. D'Arcy will soon remove his jewelry stock from its present location at 112 West Main street across the street to the building formerly occupied by the Chicago dry goods house, which has been remodeled with steel ceiling and plate glass front.

Grand Ledge—H. R. Sharp & Co. have purchased the furniture stock of W. H. Joy & Co. and will continue the business at the old stand. Mr. Sharp formerly resided in Laingsburg. His son-in-law, who is the company of the concern, will remove here from Saginaw and take charge of the undertaking department.

Detroit—Duncan M. McNaughton and John Walker, who conducted the produce, egg and butter business at 54 and 56 Woodbridge street and at 24 Market street and 484 Elizabeth street under the style of McNaughton, Walker & Co., have dissolved partnership. Mr. Walker will continue the business under the style of the Walker Egg and Produce Co.

Negaunee—Finnish residents of Negaunee are endeavoring to establish a co-operative store here. The project has been discussed for some time, but lately it has taken definite form. A meeting of those interested was held Sunday, at which a general committee to undertake the direction of the work looking to the establishment of the store was named. The committee has a member in each ward in the city.

Houghton—This city is to have a new mercantile establishment in the shape of a copper country branch of the I. E. Swift Co. of Ishpeming, the leading wholesale and jobbing hardware house of the iron country and one of the largest in this part of the State. This company has long been represented in the copper country by H. F. Nickerson, with headquarters in Houghton, and in the past a number of efforts have been made to induce it to establish a branch for this great mining territory and at last success has been attained. J. M. Hayden will be placed in charge of the business.

Manufacturing Matters.

Detroit—John Stevenson succeeds the Barnes Novelty Co. in the manufacture of novelties.

Hawks—Hayes & Tackbury, saw and planing mill operators, have sold out to the Elowski Co.

Lake Odessa—The Verity Manufacturing Co.'s new plant will start this week with a full force of men, and orders to run the factory at its full capacity for a year.

Constantine—The Constantine Lumber Co. has recently been organized at this place by W. M. Davis, Mary C. Davis, both of Constantine, J. Mortenson, of Oak Park, and A. F. Davis, of Fayette.

Saginaw—Walter McKnight, who has been identified with the Bartlett Illuminating Co. for the past two years, has severed his connection with that institution and purchased a half interest in the Electric Supply Co.

Detroit—The Thomas E. Lynch Co. has been organized with a capital stock of \$5,000 to engage in the manufacture of clothing. The incorporators are B. P. Brodie, C. W. Baird, F. Towel, H. S. Starkie and T. E. Lynch.

Detroit—The American Specialty Co. has been incorporated with \$10,000 capital to manufacture dental specialties. The stockholders are Matthew M. Kerr, 450 shares; Mattie Woodbridge Metcalf, 545 shares; Charles H. Metcalf, five shares.

Adrian—The Adrian Brick & Tile Machine Co. has been organized with a capital stock of \$35,000 to engage in the foundry and machine business. The stockholders are W. J. Cocker, E. C. Sword, A. Bennett and E. L. Luther.

Climax—J. W. Wilson, who occupied the position of head miller for the Eagle Milling Co., of Kalamazoo, for twelve years, has purchased the flouring mill at this place of the Hutchinson Manufacturing Co., of Jackson, and will operate it to its full capacity.

Detroit—The Columbia Novelty Co. has been incorporated for the manufacture of electrical cigar lighters. The capital is \$500, of which 16 per cent. is paid in. Chas. A. Bernhardt holds 220 shares, Samuel Medbury 220 shares and Jonathan Palmer, Jr., 60.

Northville—The American Shaile Cloth factory expects to be able to start up its business here about June 15. The factory is a large one and, besides the manufacture of shaile cloth, it will also make linoleum. When in full running order the factory is expected to give employment to a number of men.

Detroit—The Seamless Steel Tube Co. is the style of a new enterprise at this place organized for the purpose of the manufacture of metallic tubes. The incorporators are J. McMillan, W. Thornburgh, T. W. Simpson, all of Detroit, and W. C. McMillan, of Grosse Pointe. The capital stock is \$100,000.

Plainwell—A stock company has been organized here to utilize the plant of the Merrill Milling Co., which has lain idle for about a year. The power will be used for electric lights for the town and to run a factory for the manufacture of shirt waists, skirts and shirts. It is expected that this will bring at least fifty new families to Plainwell.

Kalamazoo—Circuit Court Commissioner Hollander has sold at mortgage sale the plant, franchise and entire system of piping of the Kalamazoo Heat, Light & Power Co. to Robert B. Crane for \$38,000. It is thought that Mr. Crane represents Chicago capitalists. When interviewed on the subject he stated that he had bought the plant for himself, but had not decided as yet what to do with it.

Bell Telephone Co. Runs Against a Snag.

Port Huron, May 15—At the last meeting of the Merchants and Manufacturers' Association Wm. B. Robeson, M. E. Sovereign, Walter Armitage and E. F. Law were admitted to membership.

It was decided to have cards printed and posted in the business places of members calling attention to the fact that the absence of all complaints regarding the non-payment of accounts by employes would meet the approval of employers.

It was expected that Chas. F. Bielman, traffic manager of the White Star line of steamers, would be present and address the Association, but he failed to put in an appearance. It was decided to invite him to be present at the next meeting.

The statement was made that the Michigan Telephone Co. had men canvassing the town trying to induce merchants and business men to subscribe for long distance telephones at \$48 a year, or double the present price paid, the company guaranteeing to give better service. Considerable debate followed and finally a resolution was adopted requesting members not to make contracts until the matter was further investigated. Most of those present seemed to think that the present service was good enough.

The question of a hall for meeting purposes was discussed, but no action was taken. The next meeting will be held in Woodman hall.

J. T. Percival, Sec'y.

Grand Rapids Gossip

A. J. Watkins, meat and produce dealer at 45 South Division street, has taken a partner in the person of John M. Currie.

Smith & Lacure have engaged in the grocery business at Rapid City. The stock was furnished by the Ball-Barnhart-Putman Co.

John Hulst has sold his quarter interest in the firm of Leppink & Co., coal dealers at 127 Grandville avenue, to his partner, Henry Leppink, who will continue the business under the style of H. Leppink.

Wm. Buwolda has embarked in general trade at Sun, purchasing his groceries of the Ball-Barnhart-Putman Co., the hardware of the Clark-Rutka-Weaver Co. and the dry goods of P. Steketee & Sons.

Gaius W. Perkins, formerly President of the Grand Rapids School Furniture Co., has resigned the position of President of the American School Furniture Co., being succeeded by T. M. Boyd. Mr. Perkins found the duties of the office too exacting for his strength and insisted on retiring at the annual meeting in March, but, at the urgent request of the directors, he consented to accept a re-election, conditional on his retiring in the course of a couple of months. Mr. Perkins is expected home for a visit with old friends the latter part of the week.

The Produce Market.

Asparagus—40@50c per doz. bunches.
Bananas—The market for bananas is as strong as ever, with a very active demand. Neither California oranges nor a heavy supply of strawberries can encroach upon a moderate supply of bananas. Arrivals continue light and stocks work off readily. The quality of the Port Limon fruit this year has been exceptionally good, thus helping maintain full prices.

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

Butter—Factory creamery has declined to 17@18c. Dairy grades are coming in freely, fetching 14c for choice lots and 15c for fancy. The receipts of packing stock are heavy, but are being moved East to avoid accumulations. Indications point to a lower level for all grades of butter unless the demand increases, which is not likely to be the case until the resort trade begins.

Cabbage—Southern stock is in active demand at \$6@6.50 per crate.

California Fruits—Grape fruit, \$5 per box; California cherries, \$2.50 per box. Coconuts—\$3.25 per sack of 100.

Cranberries—Cape Cod, \$3.50 per box. Cucumbers—70@80c per doz. for Cincinnati.

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

Eggs—Certain Detroit dealers have had the call this week, in consequence of their sending out quotations, offering to pay 11½c on track and return cases free. There is nothing in the condition of the Detroit market to justify such prices and some one is likely to get the hot end of the poker. W. R. Brice & Co. have discontinued operations at this market, thoroughly disgusted with the turn things have taken, and local dealers have been practically out of the field for a week, because they could not see their way clear to pay over 10½c and get a new dollar for the old one. Telephonic communication with the buyers in the surrounding towns this morning leads to the conclusion that Western Michigan buyers will not pay over 10½c and that the price is quite likely to recede to 10c before the end of another week.

Green Peas—\$1.75 per crate.

Green Stuff—Grand Rapids forcing lettuce, 12@13c. Onions, 10c per doz.

for evergreen and 15c for silverskin. Parsley, 30c per doz. Pieplant, 4c per lb. Radishes, 15c per doz. Spinach, 50c per bu.

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

Lemons—The supplies of lemons continue so light and the shipments from Sicily so small that a stronger market is very likely, particularly if the present warm weather continues. Steamers from Sicily are leaving at long intervals with small cargoes, while last year at the same time of the season the quantity of the fruit afloat was almost double.

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@3.75 per box.

Pineapples—Havanas command \$1.50 @1.75 per doz. Jamaicas fetch \$1.75@2 per doz.

Potatoes—\$1.75 for new and 35c for old.

Poultry—The market is absolutely bare of stock, local dealers being compelled to rely on Chicago for their supplies. Prices are largely nominal. 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, 50c. Chickens, 80@9c. Fowls, 70@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—Millet, 80c for common and 85c for German; Hungarian, 65c; 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—Getting plentiful and cheap. Ohio and Illinois stock is arriving in carlots, finding an active consumptive and shipping demand at \$1.50 @2 per crate of 24 quarts.

String Beans—\$1.75 per crate.

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

Wax Beans—\$2.25 per bu. box.

It has been calculated that American travelers abroad this year will spend over \$5,000,000 in tips alone. Most of them will do it grudgingly, because, of all the petty blackmail of our advanced civilization, these gratuities are the meanest and most provoking. At the same time if one is traveling and wishes to get along comfortably he must deal out the tidbits on every hand. If you should want to know the depth of human misery simply decline to give any fee at all while taking a trip across the Atlantic ocean. Then you may envy Jonah in his solitude within the whale's interior. On the other side, of course, if you do not pay the tips, you will simply be asked for them just as you would for your street car fare. It is pretty hard, but there is no escape from it.

John D. Rockefeller said in an address before a New York Bible class the other evening: "The pursuit of riches is not a wrong thing. On the contrary, gold is one of the mightiest agents for the doing of good, and although there are bad rich men just as there are bad poor ones, I believe that most wealthy persons look upon their money as a sacred trust which they hold for the good of their fellows."

On a tombstone in an old New England churchyard there is an epitaph which never fails to bring a smile to the face of the reader: "To the memory of Ann Sophia and Julia Hattie, his two wives, this stone is erected by their grateful widower, James B. Rollins. They made home pleasant."

The Grocery Market.

Sugars—The raw sugar market remains unchanged, with 96 test centrifugals still quoted at 47-16c. Only limited offerings are placed on the market, although refiners show a good enquiry and seem ready to absorb large quantities at full quoted prices. The demand for refined is light, with but few small sales reported. List prices are unchanged. General indications do not point to a decline in prices, but the trade in general seem to be looking for a reduction.

Canned Goods—While practically unchanged from previously reported conditions, the canned goods market is no worse. There are more or less pronounced indications of possible improvement in some varieties. The fact that the bulk of what goods are left is controlled by second hands is sufficient explanation of the apparent indifference of the trade. The first pineapples of the season are expected to arrive from the Bahamas during the coming week, and that will mark the opening of the packing season in Baltimore this year. The sales of new pineapples have been larger than was anticipated, considering the extremely small sales of all other kinds of goods for future delivery. The latest news about the crop of pineapples is encouraging, as far as the quality goes, but there seems to be a difference of opinion as to the size of the crop. The increased facilities for the handling and the quick distribution of pineapples, by express and fast freight, it is believed, will prevent a glut of the fruit at any time, should the crop be larger than is anticipated, thus preventing low prices for canning purposes. Outside of pineapples, there is very little demand for any kind of goods for future delivery, packers and jobbers alike being willing to await further developments. In spot goods the demand during the past week has been somewhat better for tomatoes, corn, string beans, peas, peaches and small fruits, and prices are easier on all of them, excepting tomatoes. As the packing season draws nigh, the packers are disposed to meet the buyers' views as to prices whenever there are any actual orders in sight. There is considerable increase noted in the demand for standard tomatoes. It is reported from Baltimore that the packing of peas will commence this week. Recent advices from the Columbia River say that the run of fish during the past few days has been exceptionally good for the season, and the fish appear to be general throughout the River, and not in pockets, as is the rule with the early runs. Until the last few days the run has been very poor, but it was expected that with the change in the moon and higher tides it would increase. The tides are increasing now, but the sea lions are interfering considerably with the fishing. It is stated that opening prices on salmon will be made within a few days, but as this year's prospective pack is nearly or quite all sold, subject to opening prices, it is difficult to see how trade will be materially benefited, even by that eagerly awaited announcement. While the sardine canning season opened May 1, it is reported that very few of the syndicate factories will open much before August. It is generally known that little or no work has been done during the winter in their many plants, which cannot now be put in readiness at short notice for packing sardines, and it would be no great surprise if the annual opening is delayed

for a few weeks. The demand is very light and prices remain unchanged.

Dried Fruits—There has been considerable improvement in the dried fruit market, taking the week as a whole. Buying has not been in large lots, but there have been sales enough to make up a fair aggregate. All varieties are held firmer, partly because of the improvement in demand and partly because of the bulk of supplies being in cold storage. For such lots as are left outside the demand has been better, although there has been no quotable advance in prices. Phenomenally heavy rains in California, especially on the Southern coast, have done some damage to the fruit crops, but, on the whole, proved beneficial, as the trees were too heavily budded and needed thinning out. Prunes have been marked by enlarged activity and some large sales have been made. Everything left is held firmer, but dealers have not yet advanced prices. On the coast there is a firmer feeling, but no quotable advance has been made. Advices from Oregon state that the Italian prune crop in that State has been badly damaged, owing to the protracted cold weather. Raisins are very quiet and almost no sales at all are made. There is a trifle larger demand for peaches and apricots, chiefly from small distributors who are short of stocks for their customers. Prices are unchanged, but generally held firm. Advices from Smyrna state that the weather continues favorable for the success of the fig crop and it is expected that about 65,000 charges, each charge equivalent to four cwt., will be harvested. If the weather remains favorable the quality of the figs promises to be very good. It is impossible to say anything about prices, but, judging from prospects, it is believed they will be reasonable. The evaporated apple market remains practically the same, with fair demand. Most of the sales are, however, in small lots for immediate use. Stocks are getting well cleaned up and the greater part, if not all, will be exhausted by the time the new crop is ready for the market. In other lines there is no change, but conditions show some improvement, as compared with previous weeks.

Rice—On account of the recent heavy demand for low grade domestic rice, stocks are very light and extremely high prices are asked; consequently sales of these grades are limited. Most of the sales now made are for the better grades, prices of which are firmly held, it being indicated that a further advance is expected. Most of the mills in the South are closed and the few remaining will be very soon.

Tea—There is a generally improved demand for tea, prices ruling steady and unchanged. Lower grades of teas receive the attention of buyers, while the higher descriptions are more or less neglected. Most sales are for small lots to meet immediate requirements.

Molasses and Syrups—The statistical position of molasses continues strong, with no accumulation of supplies, causing a firm market. It is reported that stocks of low-price molasses throughout the country are practically exhausted. Corn syrup is very firm and prices show an advance of one cent per gallon.

A line of serviceable scales at moderate price is what every retailer wants. That standard scales at a moderate price can be produced in this age of trying to suit every demand goes without revolutionizing the scale industry.

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

The Buffalo Market

Accurate Index of the Principal Staples Handled.

Beans—Pea beans are scarce and in good demand at \$1.95@2.20 for fair to fancy; marrows, quiet at \$2.10@2.30; mediums, \$1.95@2.15; white kidney, dull, \$2.25@2.35, and yellow eye, \$2@2.25 per bushel. Outlook firm.

Butter—Demand was active at the advance last week, but buyers apparently supplied their wants and toward the closing and at the opening this week trade was decidedly slack, due it is thought to high prices. Receipts are only fair of creamery and it is evident buyers here are not anxious to increase stocks until full grass can be obtained. Dairy butter, when fancy, sells readily, but there is little fancy arriving and demand seems confined to that quality. We are looking for a break. Creamery Western and State, extra, 20½c; firsts, 19@20; fair to good, 17@18c; dairy extra, 18½@19c; fair to good, 16@17c; crock butter, 17@18c.

Cheese—Easier, good supply and only light demand. Full cream fancy small, 10½@11c; good to choice, 9½@10c; poor and common, 4@7c.

Dressed Poultry—This market would take quite a liberal amount of young fowl at 12@15c, and broilers at 20@25c, but all heavy fowl and coarse stuff are neglected. No demand for turkeys. Old fowl, 11@12c.

Live Poultry—Active and firm, everything sold quickly, particularly broilers of 1½@1¾ lbs. weight. Chickens, 11@12c; fowl, 10@11c; broilers, 22@25c per lb. No enquiry for turkeys. Light ducks sold at 35@40c.

Eggs—Light receipts, but demand is limited and 13c for fancy fresh is outside, most business at 12½@12¾c.

Strawberries—Receipts were from 3 to 5 cars each day last week, but with an active demand from surrounding cities the market was kept cleaned up on the basis of 10c for fancy, good to choice, 8@9c; common to fair, 6@7c per quart.

Apples—Only a few russets left, and these will be cleaned up this week at \$3.50@4, leaving a bare market.

Oranges—Other fruits are attracting more attention and the market is only steady at \$3@3.50 for good to fancy navels.

Lemons—Quiet, but firm. Extra, \$3.50@3.75; messina, \$2.85@3.25 per box.

Potatoes—Heavy receipts of common to good and the market is off again, sales being made on track at 40@42c for fancy white and 36@38c for red. Fair to good stock, 30@35c; fancy stock is not coming forward as liberally as expected, but there is plenty of fairly good stock and more sprouted stuff than sellers care to handle. On the whole, the market is sick just at present and it will take a good cleaning up to create any firmness.

New Potatoes—Scarce; Bermudas, \$7@9 per bbl; Southern, quoted at \$5@7 per bbl., but none offered.

Onions—Native onions are scarce and \$1 per bushel is being paid for sound stock. Southern onions are wanted and would command \$1@1.25 per bbl. Bermudas higher, selling at \$1.75 per crate; Havanan poor in quality.

Celery—Southern selected sold at \$1.40@1.50 and fancy \$1@1.25, with fair to good going readily at 40@75c per doz. stalks.

Asparagus—Higher on light receipts and active demand. Fancy fresh sold quickly at \$2.50@3 per doz. large bunches; medium, 75c@81; small, 50@60c.

Cabbage—Southern crates went off with a rush at \$2.75@3 for the best offerings.

Green Beans—Slow and with heavy receipts prices were lower. Yellow, per bushel box, \$1.75@2.25; green, \$1.50@2.

Lettuce—It was not until the close of the week that sufficient stock arrived to supply the market and prices continue high to-day, although the outlook is for a decline. Fancy heads sold at 60@75c per doz.; fair to good, 40@50c; leafy stuff, 60@75c per 3 doz. box.

Radishes—Light receipts of home

grown, but Baltimore is sending in a good supply of choice, which has weakened the market. Home grown, 18@22c per doz. Baltimore hampers, \$1@1.25.

Cucumbers—Slow; fair supply. Fancy, 90c@91; No. 2, 60@80c per doz. Carrots—Old higher and new in good request. Old, 35@45c per bushel; new, 40@50c per doz. bunches.

Pieplant—Home grown is coming in and Illinois boxes are not wanted. Best long sold at 30@40c per dozen, 3 or 4 stalks to the bunch.

Tomatoes—Scarce. Florida carriers, fancy, \$3.50@4.

Peas—Liberal supply and demand for some reason is very light. Bushel boxes offered at \$1@1.25 for fancy; good to choice, 50@75c.

Mushrooms—Lower on fair supply; choice to fancy, 25@30c per lb.

Watercress—Good demand for fancy fresh at 18@20c per doz. bunches.

Maple Sugar—Scarce and firm. Light, 10@11c; dark, 7@9c per lb.

Maple Syrup—Fancy full gallons, 70@80c.

Honey—Quiet but firm. White, 15@17c; dark, 9@12c per lb. Supply light. Dried Apples—Dull and weak. Best evaporated in boxes 6½c; fair to good, 5@6c; evaporated in bbls., 4½@5½c.

Country Dressed Meats—Calves higher; prime sold at \$8.50@9; good, \$7.50. No hogs offered.

Hay—Market stronger; receipts light; good demand for prime baled, \$15.50@16; No. 1, \$14@15; No. 2, \$13 per ton.

How Canned Eggs Are Prepared and Preserved.

Although the fact is not generally known, eggs are put to many other uses than as an article of food. They are used extensively in the finishing and glazing of manufactured articles such as leather goods and calico, in the manufacture of glue, the brightening of coffee after it is roasted and by bakers and confectioners in the manufacture of candies. There is much waste in the use of eggs for these purposes, because those manufacturers who use the whites of eggs have no need for the yolks. Consequently the loss. Dealers who have in mind the best interests of the trade have been experimenting recently in separating the yolk from the white and selling each separately. The plan was first tried by a Chicago baker, who attempted it for his own benefit. Last year one of the large packing firms at Chicago, began the regular business of separating and canning eggs for the trade. Last spring the Armour Packing Company of that city canned about 2,000 cases of eggs.

The process of separating and canning eggs is very simple. Canning time occurs in the spring and early summer, at the season when dealers are placing eggs in cold storage and when prices are at their lowest point. Boys break the eggs and separate the whites from the yolks. Each is placed in a different can, which is sealed as fast as filled and placed in a room, the temperature of which is about 8 degrees Fahrenheit. The substance of the egg is frozen hard and it remains in that condition until sold and used. There are three different kinds of canned eggs, one each in which the yolk and white are separated, and the third a mixture of both. The eggs are put up in one, two and four gallon cans.

An advantage of canned eggs, as a manufactured product, is the facility for handling them when shipped to a great distance. The cost of transportation and duty imposed in exporting cases of eggs to foreign countries are almost prohibitive at present, but with eggs separated, canned and packed in boxes, the cost will be materially reduced. Another process of handling eggs which the Armour Company has been experimenting with for about a year is condensing. All of the nutrition is preserved, and a case containing 30 doz. eggs may be packed in a very small space. The eggs are dried by being broken and placed on plates of glass, heated to a very high temperature, where they remain until every particle of moisture has been evaporated. The residue consists of a powder-like

composition, resembling in color the yolk of a hard-boiled egg. It is packed in air-tight cans and will keep in either hot or cold climate. Its use is especially adapted for tropical climates or on board ships which lack refrigerator service.

D. Boosing

General
Commission Merchant

SPECIALTIES

Butter Eggs
Poultry Beans

EGGS WANTED

I am paying spot cash for eggs in car lots or less. I also want dairy butter, packed in 30 and 40 and 60 pound tubs, selling from 14c to 17c, according to quality. Dressed poultry in good demand, selling from 11c to 12c. Any further information you wish write or wire me and I will answer promptly.

Correspondence solicited.

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

154 Michigan Street,
Buffalo, New York.



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

MOSELEY & SHELBY,
SUGAR BROKERS.

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

GRAND RAPIDS, MICH.
25 TOWER BLOCK.

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.

BUFFALO COLD STORAGE CO.

BUFFALO, N. Y.

Season Rate on Eggs to Jan. 1, 1901.

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

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

MACKAY & 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.

Produce

Danger of Consolidation of Interests.

The formation of an organization to fight the banana trust has attracted a good deal of attention throughout the entire country. The people have learned to love bananas and before the trust controlled all the shipping points they were cheap, good stock being obtainable at retail at 10c a dozen.

There is little doubt the trust has some knotty problems to solve within the next year. Storms have devastated the entire banana crops of Jamaica and those fields were controlled entirely by the banana trust. The new association has secured nearly all of the Honduras banana fields, a country which was overlooked by the trust or one which the trust did not care to consider. The storm and the control of these fields are going to give the new association considerable life and a very interesting fight is expected.

In commenting upon the banana condition, a well-known fruit dealer of Chicago said that the only fear was that the two associations would get together and pool their issues. In case this is done the general public will be the sufferer. There is no doubt that bananas are far too high and must come down, or the consumption will fall off. This gentleman said he had reasons to believe that within a short time the banana trust will make such overtures to the new organization that it would consent to come into the fold, and while apparently it would work as an independent organization, it would really be in the control of the trust. To avoid appearing to be under the control of the trust, the two organizations would keep up appearances, and the price of bananas would be lowered some, but not to any such basis as they were sold two years ago. He said that the new association cared no more for the general public than the trust and it would resort to means to make money and the way to do that was to put out a better class of fruit at a higher price and have no fighting among those who control the banana fields.

Outlook For New Potatoes.

St. Louis, Mo., May 14—Considerable speculation is being indulged in as to what price new potatoes will bring when the season opens up and the movement begins in earnest. As yet this is a matter for pure conjecture, it being difficult to form anything like a definite opinion. Much depends on how many old potatoes are still on hand and how closely they can be sold up in the short time yet remaining before the new crop movement gets under way. Dealers say the amount of old stock yet unsold is quite large and that, if sold at all, it must be sold quickly, as old stock sprouts easily, making it costly to handle and care for in warm weather. If held now it will soon be worthless. The stock yet remaining may go out much sooner than is now expected. If it does, it will leave the market in good shape for the incoming crop of new growth.

While it is difficult to forecast the market for new potatoes now, it being too early to do so, there is no question but that the acreage in all sections of the South is short, and that the yield will show a corresponding shortage. Cotton was high at planting time, and potatoes were also high. There was an increase in cotton planting and a decrease in potato planting. Since then floods have drowned out many fields and cut short the prospective yield. These floods came too late for the growers to retrieve their losses by replanting and most of them could not do so because of lack of seed. Under these circumstances it is difficult to foretell what prices the new crop will bring. No one has named prices as yet, and no one seems to care to do so.

Fruit Situation Favorable.

The Secretary of State thus summarizes the fruit situation in Michigan:

The information in regard to fruit is favorable on the whole. There are many reports in regard to peach and plum trees being killed, which will necessarily shorten these crops. Hard frosts have prevailed in many parts of the State and have undoubtedly damaged the more advanced fruit buds. Taking into consideration the fact that trees generally were very full of fruit buds, there is undoubtedly enough left for a good crop unless something unusual occurs, as for instance, a hard freeze late in the season.

The following table will show in percent the prospect for a crop of the various kinds of fruit at the present time:

Apples	81
Pears	81
Peaches	60
Plums	80
Cherries	87
Small fruit	82

Fattening Eastern Oysters in Washington.

South Bend, Wash., May 10—Mr. Wachsmuth expects another carload of Eastern oyster seed for his beds near Oysterville. With him the raising of Eastern oysters is no experiment, as he is the pioneer in the business on the North Pacific coast. He has had fully matured Eastern oysters to ship for two years past, and each year has increased his importation of Eastern oyster seed. He has never succeeded in propagating them here, but depends entirely upon the growth of the oysters he plants for his profits. The demand greatly exceeds the supply.

Farmers' Potato Trust in Wisconsin.

A large meeting of the representative farmers in and adjoining Oasis, Wis., was recently held to form a stock company for the purpose of buying and selling potatoes, and that shares of stock be issued and sold at \$10 each, no one person being allowed to purchase more than ten shares. Many of the farmers seem to feel that they have not received as much for their potatoes during the winter as they ought to and now propose to market their own stock.

Faith worketh patience, but patience often worketh impatience.

Detailed Statement From the Wolverine Commission Co.

Detroit, May 14—I was shown your Michigan Tradesman of May 9 containing some comments concerning the Wolverine Commission Co. Your reporter should have consulted me for information. I am doing a good, large, legitimate business and want goods on consignment from everyone possible.

I make this statement so that you will correct your error in your next publication. I am sole owner and proprietor of the above business, having purchased same in November, 1899, and, in addition to the worth of the good will of the business, have invested the following:

Six wagons, teams and harnesses, fixtures, etc.	\$1,500
Stock in cold storage, on track and other storages	2,500
Book accounts	1,000
Money in Peoples Savings Bank, Detroit	1,000
Cash in hand	400

Total \$6,400

The above is net money. I do not owe a dollar. Fred Crawford, Jr.

**= 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.

**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. State Savings Bank, Ionia. Dun or Bradstreet's Agencies. New York, 874 Washington st. Brooklyn, 225 Market avenue.

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.

ESTABLISHED THIRTY YEARS

HOW ARE YOU?

We sell, buy and handle all Foreign and Domestic Fruits and Vegetables. We offer, this week, 100 barrels of Pineapples, Thursday, at 8c per pine. Strawberries, one or two cars every day now, 24 quart cases, \$2.25@2.50. Navel Oranges, 1000 boxes, \$3.40 per box. Budded Oranges, 1200 boxes, \$2.75 per box. Lemons, 3000 boxes, \$3.25@4.00 per box. Hot House Cucumbers, Lettuce, Beans, Peas, New Potatoes, Cabbage. Everything that's new. Houlton's Early Rose Potatoes for seed. This is the Maine Rose, finest thing grown, 3 bushel sack, \$2.50.

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 16, 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 9, 1900, and saw the edition mailed in the usual manner. And further deponent saith not.

John DeBoer.

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

Henry B. Fairchild,

Notary Public in and for Kent County, Mich.

THE WORLD'S FEEDER.

"We must depend on Providence," answered a pious Rhode Island deacon when his neighbor, bewailing the failure of the crops, profanely asked what was to keep them from starving. "We must depend on Providence." "That's so, strange I didn't think on 't. Them grain men on North Main street can give us all the corn we c'n pay for, can't they?" and, relieved in mind, the tiller of the soil went home. The farmer's satisfaction with the United States surplanted the capital of Rhode Island is just now affording much comfort to the countries of Europe. Advices from England are to the effect that the grain crop of that country, if not a failure, will be less than the average and reports from France are of a similar character. These countries, as a matter of course, will depend upon America for any deficiency in their harvests and this dependence will strengthen the growing confidence of the world at large that America is its feeder and can always be depended on to any extent whatever.

The partial failure of European crops at this particular season will have a tendency to center the interests of foreign countries upon the food display at the Paris exposition. Forty-seven different exhibit spaces in the exhibition are occupied by our food products and these represent every branch of American husbandry. For the first time the Old World will have an opportunity to learn something of the resources of this country in this direction. These columns have already referred to the increased demands for Indian corn and it is safe to conclude that this, with other American products, will become more generally known and more widely called for. American wheat has already made a place for itself in popular favor on the other hemisphere. Maize is surely and not slowly proving that something bet-

ter than the black bread of the centuries can be made from Indian meal and while its increased use has been rapid during the last five years there is every reason to believe that for the next five it will be greater still.

So far the United States has made no effort to introduce this food product into Asia. The Asiatic is fixed in his prejudices and it will take no end of time and patience to secure even a hearing that there can be a substitute for the everywhere prevailing rice and rye. Its cheapness and so its abundance will be a great recommendation and when it is learned that palatable and at the same time wholesome food can be made from it, even he of the almond eye will allow his judgment to get the better of his prejudice, and his stomach will take care of the rest. With China and Japan calling upon the American farmer for his firewood for the breakfast table, coal will assume its old possession of the stove in the land of the cornfield and the Celestial will have another reason to be thankful for the coming to China of the American ship and the American food product.

An opportunity which the exposition will offer and which this country will be sure not to neglect will be furnished to show the absurdity of European restrictions on account of the pretended impurity of our meat products. American pork will be vindicated and the peoples of the earth will have a chance to see clearly how utterly groundless have been Germany's objections to an article of food, purer, sweeter, tenderer and in every way better than her own dominions can furnish. American dried apple will have a chance to assert itself; and if a good old-fashioned New England grandmother could be induced to go over there and furnish fresh from the hot fat some well-made and well-cooked fried apple pies and show the Innocents how to eat them with butter, there are not apple orchards enough in the United States to supply the German demand for our dried apple. The exposition is America's great opportunity and a knowledge of her characteristics leads to the conviction that the opportunity will not be lost to show that she is and must continue to be the feeder of the world.

There should be some safe place for depositing and keeping heroes, as the tendency is to make them presidents or monkeys, with no safety this side of death.

A land flowing with milk and honey would be much stickier, nastier and more sickly than any place a decent person would care to try to live in.

The street-car strikers of St. Louis have succeeded in throwing thousands of workmen in other lines of business out of employment.

Italy holds a great many unhappy people, from the king down. The beautiful Italian sunsets leavé darkness in their wake.

Candidates dead sure of their nomination and election need not make so much blamed noise in speech and platform-making.

It has been discovered by the Philadelphia Record that "Bread is the staff of life because everybody needs the dough."

New York's apple crop has been greatly damaged by late frosts. This is a blow that will hurt cheap champagne.

A NEEDLESS ALARM.

The Secretary of War took occasion recently to say what was already well known and generally admitted, and yet for some unaccountable reason the country from ocean to ocean is stirred up about it. Everybody knows if he knows anything that a firm stand once taken must be sustained or given up and, from the laying down of international law as it is embodied in the Monroe Doctrine, it has been expected that the nation proclaiming that bit of national determination would hold itself in readiness to back it up. It is simply saying in good straightforward English that "the American people must make up their minds either to be prepared to fight for the Monroe Doctrine or abandon it." The chief fault to find with the expression is the implication that the American people went into that thing and have been in it for these many years without having made up their mind, an idea as false as it is foolish.

That fact fixed, it is a matter of interest to know whether Secretary Root from his outlook on the heights sees disturbing signs of foul weather—in the military atmosphere. In that case there will be a looking over of the national armament, a strengthening here and an improvement there, and, with the general "snugging up," a waiting for developments. For some reason or other the idea is abroad that the nations of the earth are just aching for a chance to "jump on to" the United States. Germany has designs upon some part of South America. "What's Canada making such a fuss about her boundaries for?" What's the matter with France? What makes the South American republics so touchy? Who is trying to stir up the Turk? Nobody knows nor seems to care. There is a toss of the American head, a little firmer tread to the American foot, a glance at the shoulder to see if the chip is in position, a brief reference to a famous battle before breakfast and a firm conviction that everything is all right.

That last thought is doubtless the true one. Those who are at all acquainted with the German know that his getting between Dewey's guns and his mark was due to the fact that the German Admiral did not believe that Germany could get in anybody's way and if by chance she did he, the other man, must go around or over. Remembering that cannon balls move in straight lines, he yielded to natural law and that is all there is to that. Canada inherits a fondness for a neighbor's gold mine, but the inheritance includes a little common sense as well and she understands that discretion is the better part of valor. France doesn't know what she does want, nor anybody else. She may love America less, but she loves her quarrelsome neighbors no more and in her calmer moments she can vividly recall a certain lively hustling out of Mexico and goes back to her pleasant day dream of hurling hot shot across the channel into England. South America is a brood of half-grown republican chickens, pinfeathering and full of promise, and the Turk—"When he is best he is a little worse than a man and when he is worst he is little better than a beast"—is just the Turk.

These, however, are not enemies to fight with. That is not the republican idea nor the American idea. They want what we can furnish them. Fighting and trading have nothing in common. The existence of the one hinders, if it does not paralyze the other. The olive

branch is a much pleasanter object to contemplate than a rifle and, while it is well enough to have the latter behind the door or on its hooks over the fireplace, there is no use in all the time talking about it and telling how many have been killed with it. It is there, everybody knows it is and knows, too, what deeds have been done with it. Let it stay there, in good condition and loaded, if need be, and this point settled, let all concerned care less about asserting the Monroe Doctrine and more about living in peace with our neighbors.

GENERAL TRADE REVIEW.

The quietness and lack of panicky feeling with which undue stimulation of prices is being corrected are the most reassuring features of the business situation. That this manner of adjustment is possible in the face of so many discouraging factors continues to demonstrate the general underlying strength. Possibly the most discouraging feature of the situation is the reckless pressure of demand on the part of employes for either increased wages or shorter hours at same wages. This seems to have become a mania, and the question of whether conditions warrant such changes has little consideration. The prestige of American skill carried the pendulum of comparative prices far upward after the Spanish war, but there is a limit to which the price scale can be raised and continue business. In addition to this we have the political season to deal with; then there is the fact of the continued outflow of gold and, that which has most depressing influence on the thoughtless, the tendency to lower prices in the great staples and in stock values all around.

The week in Wall Street has continued the dullness of the preceding, with bear attacks on certain lines from day to day. Prices have yielded slowly all along the line until the average has been carried below that of the panic last December. Naturally the dullness reduces the volume of clearing house reports in the Eastern centers below last year, but these still far exceed any previous year and in all other parts of the country the vast volume of last year is eclipsed.

Authentic reports of closing any industrial works or reducing output are very few, but there is a natural hesitation in buying and placing new contracts as long as there seems a prospect of conditions more favorable to the buyer. The price of cotton and wool yield very slowly from the speculative level of the season and price changes in products are less pronounced than might be expected. Wheat and corn have both shown the effects of favorable crop reports by lower quotations and export movement continues heavy, exceeding that of last year.

In the iron centers the condition of strength in prices of rails, structural shapes and sheets continues, while other prices are still weak and yielding, with some establishments shutting down. The minor metals share in this weakness, lists meeting frequent reductions all along the line.

Death would not seem so cruel if funeral orators told the whole truth about those who get away.

In Grand Rapids a public school is regarded as a private plum for a pesky politician.

There is nothing like a sheriff for getting a move on a slow merchant.

A COMING KING.

The Great Republic almost from its inception has been the scene of the rise and fall of kings. For decades upon a royal throne Cotton exalted sat. When his kingdom waned Corn seized the scepter and now, although his power is unchallenged and undimmed, another herald announces another potentate, and soon the servile world will be paying tribute to King Coal. Powerful all of them, it remains to be seen if the last shall not surpass the others in this trinity of modern kingship and forward more than the other two have done more stupendous and far reaching influences over all mankind. If, as the portents promise, they shall be found laboring heartily and harmoniously together the prosperous world, irrespective of political lines, will soon be paying willing tribute to the triple power of Cotton, Corn and Coal.

For a number of years there has been under discussion the question of exhausting the European coal supply. Starting out with the belief that the mines were well nigh limitless, the supporters of that theory are finding their conclusions unsupported by facts; and, while there is no immediate likelihood of an early exhaustion of the coal supply, there has already commenced a careful husbandry of what coal remains, a fact which has become noticeable in the quotation of prices. In Great Britain coal has risen to \$10 a ton. In Germany all the article already mined is bought or will be soon. In Austria the coal dealer is in despair and in other parts of Europe many manufacturing establishments have been given up on account of a lack of coal. From other sources it is learned that the supply is far short of the demand in both Belgium and Russia and the inevitable conclusion is that America will come to the rescue.

There is no question of her being equal to such requirements. The distance from the surface to the center of the earth in Pennsylvania is not quite all coal, but it will require a good many years to mine what is doubtless still there. West Virginia favors the idea that she has coal deposits that will relieve any immediate famine from the Mediterranean to Nova Zembla. Ohio and Illinois are ready to help along with outputs of yearly millions of tons. The South "reckons" that single handed she can keep Europe in fuel from now to the end of time, while Iowa, Kansas, Colorado, Wyoming, with other states and territories to be heard from on the Pacific Coast, confirm the fact that Coal is king and, enthroned in the United States, will keep his seat, his scepter and his crown for all coming time.

With that question settled—and settled it is—the thinking world is wondering if it isn't time to stop this everlasting trouble of strikes among the coal miners. It believes that, with this call for coal from every part of the civilized world, there is going to be work for every miner all day without let-up from one year's end to the other. It believes that these miners should be treated like human beings and should be paid a price for their work large enough to support themselves and their families as respectable and law-abiding citizens of this country ought to be supported. It grants that some of these miners—it is possible the majority of them—are neither respectable nor law-abiding, but it insists that that class of men are not fit persons for United States citizen-

ship, and that if they are proven to be of that class the men who employ them are responsible for such a condition of things and are not longer to shirk their responsibility. It believes that wages can be fixed on for this and all unskilled labor upon which American men and women can live well and lay by something for a rainy day and save enough to prevent burial at public expense. It believes that satisfactory wages can be paid for graded skilled labor so that inducement may be offered to those who have it in them to get better pay by doing better work. It believes, in fact, that the strike, common as it is in America, is wholly un-American; that it should be removed from the rank and file of the American working army; that there are rights on both sides which both are bound to respect, and that the time is at hand when this must be done without turning the world of business upside down.

If the crowning of King Coal is the beginning of such a state of things the sooner he puts on the robes of kingship and takes up the symbol of power the better it will be for his immediate subjects and the world at large.

A NEEDLESS SCARE.

The Old World is certainly getting into a frame of mind. Yesterday her coal bin was getting empty and, while there is no possible chance of her ever being obliged to scrimp on coal, she is full of forebodings. To-day her doubts have somewhat scattered in regard to coal, but she is afraid she is going to be short on wheat. Like too many she has been figuring a little and with her results as a basis there is great danger of her going hungry. Just read this: "If the present increase of population continues at the same rate as the last thirty years the 75,000,000 of the United States will have increased to 130,000,000 and the surplus of wheat for export will be no longer available."

With no desire to shorten that beautiful line of figures representing the increase of population in this country, and more than ever convinced that "figures won't lie," there is a corollary to the main proposition which a mind alarmed by its demonstration would be apt to lose sight of. It reads something like this: The 75,000,000 raised a certain amount of surplus wheat. One million will raise one seventy-fifth of that and 130,000,000 will raise 130 times that; so that the surplus wheat will still be produced, only there will be more of it, and Europe will still go on with her regular meals.

This needless alarm, amusing as it is to an American, is easily explained: With their limited and densely populated territory an increase of 55,000,000 population would mean more than we with our millions of unoccupied acres begging to be cultivated can understand. The earth is just so large and no larger and where land is limited, with too many mouths to feed already, there is but one result—hunger. They have been facing this condition for years and have been trying to meet it in only one way—by making two blades grow where one grew before. The whole continent shows this. Not a square foot of earth lies fallow and if care and culture can increase the crops, be it but a little, there is more meat in the pot. This makes every inch of ground a treasure and, to a man, they keep that inch at its best. In Holland they beat back the sea and so add to their acreage. In Germany and in England the

country is a vast garden, with the soil enriched to the utmost and coaxing to yield its best. In Switzerland the fertility of the valleys is forced high up the mountain sides, it being no uncommon sight to see men bending under baskets of earth which they are carrying up to make the rugged soil productive. The Rhine after entering the highlands is bordered by mountains terraced with earth, carried up in baskets, from base almost to summit. It is a necessity with them and the vineclad hills, as they follow the windings of that beautiful river, show at the vintage the results of such unstinted care. The people feel, however, that they have reached a point beyond which they can not go and, believing that their condition is the rest of the world's, the future to them is a season of starving-time.

That time will not come. The 55,000,000 of increased population will be Americans, every one of them determined to take care of himself. The big Northwest will increase her arable lands and add to her bushels of wheat by hundreds of millions. The farmers of the Mississippi Valley will plow up more prairie and increase correspondingly the harvest of corn. The stretches of land to the west will have a greater number of herds and of flocks and Europe will have all she needs, and at rates she can afford to pay. Let an emergency come and a single state of the Middle West, without doing her best, would meet it fully. Let the United States arouse herself and famine in any form would hide its head.

The fears of Europe are utterly without foundation. If she needs cotton we can give it to her. Our fields lie ready to pour into her granaries rivers of wheat and corn. Does she need coal? Mountains of it, not yet disturbed, can supply her need for all time to come. Our mills are ready to work for her; our mines are at her service and, should blight blast every green leaf in her wide domain, there would be still enough, and to spare, in America to tide her over a famine as severe as that which cursed Egypt in Joseph's time.

The following method of abating the nuisance of having circulars thrust into one's letter box is suggested by the Boston Transcript: "Take what is sent you and add liberally to it. Put the whole into an envelope and address it back to the parties who sent out the circulars. They will be notified by the postoffice authorities that unpaid matter is waiting for them at the office, and, unable to tell that it may not mean business, will forward the needed money and then will get back their circulars and pay for them, too. Enough of that sort of action would tire the circular business out and do the community a lasting benefit."

American woodenware is in great demand in England and Germany, and is now finding its way into Russia. It is also exported to the West Indies, South America, China, Australia, New Zealand, India and South Africa. The articles which find a most ready market abroad are clothespins, pails, chopping bowls, folding chairs, refrigerators, ice cream freezers, wash tubs and churns.

Wood pulp paper as military clothing is used by the Japanese troops. It is marvelously tough, and has an appearance that might well be regarded with satisfaction for summer wear. It holds stitching uncommonly well, while its warmth is undoubted.

WARNING TO AMERICA.

When, in the year 1870, through railroad travel was opened from New York to San Francisco, a distance of 3,450 miles, all the world wondered. The chief subject for astonishment was that there could be a country of such vast dimensions, so far advanced in civilization that it could be traversed for such an immense distance from ocean to ocean by a continuous line of railway.

The feat accomplished by the American people in 1870 will pale into insignificance by that which will be achieved by the Russians in 1902. It will be the continuous railway from St. Petersburg, on the waters of the Baltic Sea, to Vladivostock and Port Arthur, on the shores of the Pacific. In the May North American Review, H. Mikhailoff, a prominent Russian official connected with the great Trans-Russian Railway, gives some interesting particulars.

This Russian authority thinks that the Siberian Railway will be an important factor in the trade of the world as a means of transit between Europe and the Far East. It is true that, in this respect, it has rivals in the sea route through the Suez Canal, and the combined sea and land route through North America. Yet the Siberian Railway has on its side an advantage, which is most important in our day, that of time, quick transit being a most important consideration for travel, for the mails and for light freights that can be sent by express. Of course, the great bulk of the through freights will continue to go by sea.

On the completion of this work, Port Arthur will be connected with St. Petersburg by a railway of 5,850 English miles, with Berlin of 6,350 English miles, with Paris of 7,100 English miles and with London of 7,300 English miles. With the quick trains on the European system, these distances could be covered in from eight to ten days. But even if we take the present speed of the West Siberian trains (twenty-two versts an hour), it follows that only eighteen days are necessary for the journey from Western Europe to Port Arthur. This speed can easily be increased to twenty-five versts an hour.

The Siberian Railway—that is, the route which lies wholly in Siberia—begins at Chelyabinsk, in the Ural Mountains. There it connects with the roads in European Russia which traverse that division of the vast empire and communicate with the principal cities of the adjoining nations. The Siberian Railway will play a large part in the working out of the Russian designs upon China. In the meantime the great railway is of no great concern to the people of the United States, except as a warning to them that, while other nations are busily opening new inter-oceanic routes for purposes of commerce and military advantage, the American people ought to be bending their energies to the opening of the inter-oceanic route that mostly concerns them, namely, the ship canal through the American isthmus. It is wonderful, all things considered, that they have neglected it so long.

A young man is considered lucky if he is rich enough to have a physician order him abroad for his health.

The man who is suspicious of others always has the fear that the world will some day find him out.

The unspeakable Turk is very silent when asked to pay his American debts.

Clerks' Corner.

How a Clerk's Thoughtfulness Brightened a Life.
Written for the Tradesman.

When Jim Clifford was unpacking a consignment of goods he came upon one of the prettiest pictures that he had ever seen. It was the copy of a famous painting and represented a little child in a most artless attitude. He looked at it delightedly and set it upon a barrel where he could look at it from time to time as he worked. Pretty soon there seemed to be a resemblance in it to somebody he had seen somewhere and this impression deepened. Before the unpacking was over he found himself saying: "It looks enough like her to have been meant for her and I'm going to take it over to her the last trip out this afternoon. What a pretty thing it is."

As he worked other thoughts centering about the picture came to him—the unattractive home, the absolute want apparent everywhere, the ugly dark little kitchen and the gloomy room out of it with only one window, where the family lived, and above all the sweet face, pale and thin, silently pleading, as these little faces always do, for just a little more.

Once or twice he looked at a basket of specked apples that would be thrown away, a bunch of bananas "gone up" seemed suggestive, but with an impulsive "Aw, now!" the job in hand was completed and then other work claimed him. It was of no use, however. He clung to the picture and the picture with the thought behind it clung to him, until finally he went around to the desk where the grocer was busy with the books and asked: "What's the matter of letting Mrs. Linston over on the alley have those rotten-specked apples back there in the basket and what's left of those gone-up bananas?"

There wasn't any "matter" of it. The grocer liked the idea and told Jim he needn't feel bad about it if three or four sound apples and bananas accidentally got mixed up with the rest. "And say! Jim, you might put her in a chicken," he continued, "along with it." The woman needed 'em, there was no doubt about that. How in the dickens she managed to live he didn't know. She was doing her best anyway and if she could have her share of what some of her neighbors who thought a good deal of themselves were cheating him out of he would feel a great deal better about his loss than he did now.

With that to comfort him, the clerk started out on his last delivery for the day. While he was putting the Linston chicken and the fruit into a basket, he glanced at the picture and saw in it the wan little face and with an "I'm going to do it," he rolled the picture carefully in a brown wrapper. Then, going to a shelf piled high with chickens, he selected the best one among them and threw it into the basket with the rest.

Mrs. Linston that Saturday afternoon was having a sober time. Never strong, she could see that the little strength she had was failing. There was only little Beth besides herself to care for, but it was too great a task for her and only her pride was keeping her up. The fact was she was hungry and little Bess she knew was starving before her eyes.

Oh, yes, there was no doubt that if people only knew surely someone would help her; but she couldn't do it just now. She would feel better in the morning. All day Sunday she would

rest and on Monday bright and early she would start out and get something to do—bravely pushing aside the fact that she had been doing just that until failure with hope deferred had taken away the last bit of courage she possessed.

On his way to the back door Jim Clifford looked into the woodshed. It was empty as a beggar's can. "That's a pretty how d'ye do!" he muttered as he went on in with his basket. "Here 'tis Saturday night and not a stick or handful of coal to make a fire. I guess something'll have to be done about it."

"Here's your groceries, Mrs. Linston. I don't know what you're going to say to me, but I brought over some bananas and apples that are a little the worse for wear, thinking you might find some of 'em worth something. Here's a chicken, too, that's got mixed up with your order and it's too much bother to take it back. I'll leave basket and all on the floor here by the table. And say! Mrs. Linston, I was opening some goods a while ago and I came across this picture and it was so pretty I thought I'd give it to Beth. There, Beth, that's for you," and before there was a chance to thank him the fellow was out and off. He went straight to the grocer.

"See here, Mr. Barker, something's got to be done. That Mrs. Linston is in bad shape. She hasn't a bit of fuel and I don't believe she has a thing in the house to eat 'cept the bananas and those rotten apples, and the hen. Can't we fix her somehow for over Sunday?"

"Just. I'll put my wife on track of her and she'll come out all right."

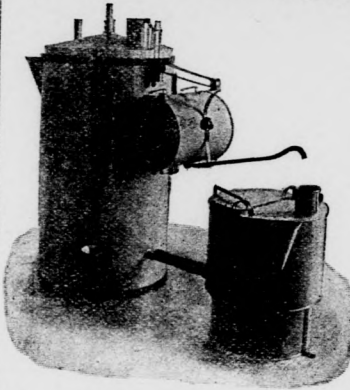
Mrs. Barker went right over. She found mother and child making the most of the bananas, Clifford having made the most of the grocer's suggestion and put in a goodly number of the best in the store. She wasted no time in preliminaries, concluding that way, under the circumstances, to be the best. If the woman was the sensible kind she looked to be there would be little false pride to overcome.

"Mrs. Linston, I have come to ask you a favor: I want you and Beth to come home with me and stay over Sunday. Clifford, Mr. Barker's clerk, is going to be at dinner to-morrow and wants to see if he can't get acquainted with the little girl. I wonder if you couldn't come right over? Mr. Barker and I have a little matter we want to talk over with you and, little as it is, it may reach over to Monday morning. You'd better not say No, because if you do Mr. Barker told me to insist. That means that you'll have to come, for he's the stubbornest man when he sets out that I ever saw."

They went. Mrs. Barker admitted that it was simply compulsion, but neither she nor her guests could help that, and the three went as soon as a little getting ready would allow, the little one insisting on taking with her the beautiful picture with which Jim had set this ball a rolling.

As Mrs. Linston had promised herself, but under how different circumstances, she rested all day Sunday. On Monday morning, however, she did not start out bright and early, that matter having been previously decided before she went to sleep Saturday night. Until something better could be done there was work enough in the store to keep Mrs. Linston from being idle; and as for Beth, there was just the kind of work she was fit for right there with Mrs. Barker. She could work for her board. She could just leave things

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.

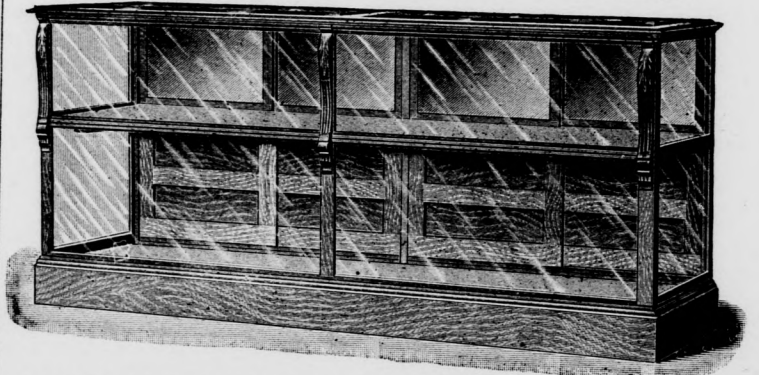
Lone, Cal., Feb. 1st, 1900.
Alexander Furnace & Mfg Co., Lansing, Mich.

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.

COMBINATION CASE



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

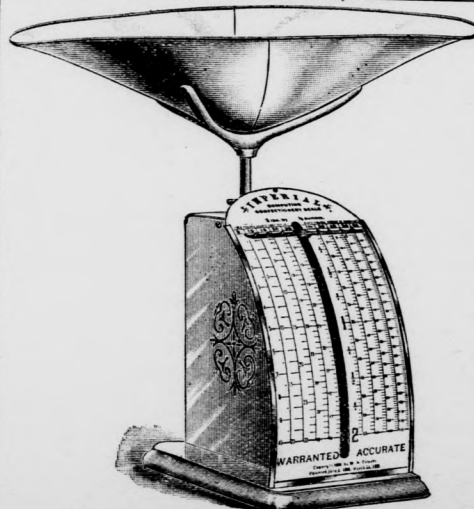
BRYAN SHOW CASE WORKS, Bryan, Ohio.

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

Write us when in the market.

Kalamazoo Case & Cabinet Co.,

Kalamazoo, Mich.



"Imperial" Computing Scale

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

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

Warranted accurate. Beautifully nickel plated.

Saves both time and money.

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

Order through your jobber.

Send for new catalogue of Confectionery, Counter, Household, Market and Postal Scales.

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

around on the carpet, to be picked up. She was to insist on asking for something to eat every three-quarters of an hour. She must see to it that some white aprons were made good and dirty as often as twice a day. The puddle in the back yard, which Mr. Barker never could find time to take care of, she must wade in and wet her feet every afternoon, and as for busy work—Mrs. Barker was an experienced primary teacher, or rather used to be—the child was to get her face and hands as dirty as they could be three times a day, and see to it that they were washed. Oh, there was no doubt but that Beth would earn her board!

So the little home in the alley was given up. Mrs. Linston, with thankful heart and hands, grateful and willing, soon found a way to support herself, and little Beth made herself so useful and necessary to her employers that they were willing to have the mother with them for the sake of the child. She grew and waxed strong in health and beauty. Her eyes grew luminous. Her cheeks, like a lily, retained the white and with them soon stole in a flush of the rose. Her hair, always fluffy gold, caught more of the sunshine than usual and dimples began to find some capital nestling places in her cheeks and chin.

One thing pleased Jim, she clung to the picture he gave her. There was no peace in the family until it had a frame and was hung over her bed where she could see it last thing at night and first thing in the morning. There was something else that pleased them all: As the days went by it was more and more in evidence that picture and baby resembled each other, and both were declared "as pretty as they could be." That is the condition of things now, and when, as it often happens, Jim and "the baby" go strolling along the streets of the village together, they who watch them like to call up the circumstances which led to such pleasant results, and wonder why it is that things don't oftener turn out that way than they do. That wonder was expressed in Jim's hearing not long ago and this was what he said:

"There isn't anything strange about it. The only wonder is that for once I followed up the thought that came to me. The rest took good care of itself. I'm not the only grocery clerk that has done such a thing—and if I had been as smart as the rest of 'em I wouldn't have got found out;" and from what I know of the majority of them I guess that's true. Richard Malcolm Strong.

New Words in the Language of Business.

Imagine a business man of a hundred years ago transported to the present time, and attempting to read down the "want" columns of a modern newspaper. The motorman, the conductor, the district manager, the telegraph operator, the telephone girl, the elevator boy, the electrician, the lineman, the typewriter, the stenographer, the engineer—would convey no idea to his mind of the requirements and duties of the situations wanted. Fancy his inability to comprehend the shipping news, the commercial items, with the hosts of new words which modern transportation has introduced, such as the steamboat, the railroad, the express train, the freight train, the grain elevator. This gentleman of the olden time, who might have been a power in his financial world, could go to school to his nine-year-old great-grandchild with advantage for an understanding of the most simple terms of commerce and trade.

Patrick's Political Ideas Graphically Expressed.

The duty of the hour, my fellow choros, the blazing duty of the hour, is the proper filling of the artless ballot box; how to vote, when, where and how often, with safety, are questions which agitate the cerebuleum of every one of us. Be watchful and beware, be anywhere in fact, so long as you remember that eternal violence is the price of liberty. I have wrestled with this election problem amid the rumbling racket of midnight and the ghostly stillness of noon-day, and now, my pneumatic cherubs, I can offer you, without bulldozing, a brace of candidates worthy of your intelligent suspicion; modest, yet brazen, backward, yet nervy, their studious grace and unknown education recommend them alike to the swell headed millionaire and the great headed plowboy, and so it is with feelings of sizzling pride, my charming boomerangs, that I offer you the names of Flaherty and Victree, two gentlemen recognized from Baffin's Bay to the Tropic of Capricornio, and from the Isthmus of Suzy to the Archipelago of Venezuela. Aye, more, from the glittering palaces of my native France to the diabolical slums of Russian Siberia, av ye plazes; that's the kind of hair-crimpers they are. Now, let me ask you, my Apollo Blevedoras, what is the record of these two unmitigated curiosities? Born young, sometime in Anno Domino, at two years they walked without crutches, extemporary as it were, and went out into the world to pick up knowledge and other things. As men they carried the political torch in the parade, and no torch shone brighter, no tar dropped warmer than did theirs. Since then their eagle flight has been upward and upward, higher they went at every flip, and higher still at every flop, until now, with their feet almost tramping in the garret of fame, all they ask of you is an intelligent boost. Will you deny their request, my hysterical boosters? Your eloquent silence sufficiently answers. Now, picture to yourselves, recherche Zulus, the ilegant times that my candidates promise you: Debts and taxes will be forever abolished as annoyances to any man; nobody will be compelled to support themselves or anybody else, and dividing your mother-in-law with a rip-saw will be no misdemeanor. The woman's suffrage question will be settled at once, and she be allowed to suffer as much as she pleases; she may also deposit herself in the ballot box with impunity, and every day with a 'y' in it will be a legal holiday, and every Chinaman must be copyrighted or die in the attempt. The glorious constitution will be kept on ice and every man will have his own alibi, and his own vox populi, so that he can enjoy that piumcum dignitude so dear to the heart of every true Republicrat, and then the grand old ship of state, bunged up, but still on parade, will bobble and wobble along in the tumultuous hurricane of the political picnic and, leaping over all obstacles, will emerge bright and kittenish into the high sea of triumph, with the people all shouting the Star Spangled Columbus, and the cannon whispering the mighty boom, all in honor of those two finished students, and very ilegant gentlemen, Flaherty and Victree.

Dictionary Girls.

- A Sad Girl—Ella G.
- A Nice Girl—Ella Gant.
- A Rich Girl—Mary Gold.
- A Sweet Girl—Carrie Mell.
- A Nervous Girl—Hester Ical.
- A Warlike Girl—Millie Tary.
- A Musical Girl—Sarah Nade.
- A Smooth Girl—Amelia Rate.
- A Lively Girl—Annie Mation.
- A Clinging Girl—Jessie Mine.
- A Great Big Girl—Ella Phant.
- A Flower Girl—Rhoda Dendron.
- An Uncertain Girl—Eva Nescent.
- A Profound Girl—Metta Physics.
- A Muscular Girl—Calli Stenics.
- A Geometric Girl—Hettie Rodox.
- A Clear Case of Girl—E. Luci Date.
- A Disagreeable Girl—Annie Mosity.

The over-driven engine may ditch the whole train.

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.	55
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.	30
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.	5 75
Half Gallons.	7 75
Covers.	2 75
Rubbers.	25
LAMP BURNERS	
No. 0 Sun.	35
No. 1 Sun.	45
No. 2 Sun.	65
No. 3 Sun.	1 00
Tubular.	45
Security, No. 1.	60
Security, No. 2.	80
Nutmeg.	50
LAMP CHIMNEYS—Seconds	
Per box of 6 doz.	
No. 0 Sun.	1 45
No. 1 Sun.	1 54
No. 2 Sun.	2 25
Common	
No. 0 Sun.	1 50
No. 1 Sun.	1 60
No. 2 Sun.	2 45
First Quality	
No. 0 Sun, crimp top, wrapped & lab.	2 10
No. 1 Sun, crimp top, wrapped & lab.	2 15
No. 2 Sun, crimp top, wrapped & lab.	3 15
XXX Flint	
No. 0 Sun, crimp top, wrapped & lab.	2 75
No. 1 Sun, crimp top, wrapped & lab.	3 75
No. 3 Sun, crimp top, wrapped & lab.	3 95
CHIMNEYS—Pearl Top	
No. 1 Sun, wrapped and labeled.	3 70
No. 2 Sun, wrapped and labeled.	4 70
No. 2 Hinge, wrapped and labeled.	4 88
No. 2 Sun, "Small Bulb," for Globe Lamps.	80
La Bastie	
No. 1 Sun, plain bulb, per doz.	7 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. Titting cans.	7 25
5 gal. galv. iron Napefas.	9 00
Pump Cans	
5 gal. Rapid steady stream.	8 50
5 gal. Eureka, non-overflow.	10 50
3 gal. Home Rule.	9 95
5 gal. Home Rule.	11 28
5 gal. Pirate King.	9 50
LANTERNS	
No. 0 Tubular, slide lift.	5 25
No. 1 B Tubular.	7 50
No. 13 Tubular, dash.	7 50
No. 1 Tubular, glass fountain.	7 50
No. 12 Tubular, slide lamp.	14 00
No. 3 Street lamp, each.	3 75
LANTERN GLOBES	
No. 0 Tub., cases 1 doz. each, box, 10c.	45
No. 0 Tub., cases 2 doz. each, box, 15c.	45
No. 0 Tub., bbls 5 doz. each, per bbl.	2 00
No. 0 Tub., bull's eye, cases 1 doz. each	1 25

How to Advance

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

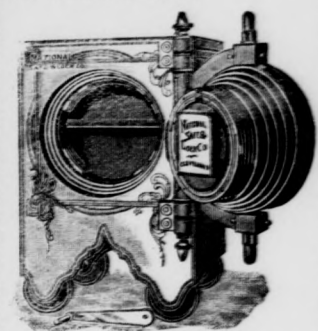


5 Cent Cigar

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

The Bradley Cigar Co.
Manufacturers of the
Hand ("W. H. B.") Made Improved
10 Center
Greenville, Michigan

The National Safe & Lock Co.



Cannon Breech Screw Door Bank Safe, with anti-concussion dead lock device.
Can Not be opened by the jarring process.
Absolute Proof against the introduction of Liquid or Dry explosives.
Locking Action the quickest of any safe.
Door and Jam perfect circular form, ground metal to metal finish and hermetically sealed fit.
Not a Single Case on Record where one of these safes has ever been burglarized.
More than twenty-five banks in Cleveland, Ohio, using these safes, and hundreds of other banks from Maine to California testify to the absolute perfection of the mechanism and security.
Estimates furnished on all kinds of safe and vault work.
Office and Salesroom,
129 Jefferson Ave.,
Detroit, Mich.
W. M. HULL, Manager.

Dry Goods

The Dry Goods Market.

Staple Cottons—Staple cottons share in the very quiet situation, spot business being small, and mail orders not very numerous. There is considerable irregularity in brown goods in many lines that are not considered among the leaders, although the latter are still strong, being so well sold up. Fine brown goods show no change, neither do ducks, brown osnaburgs nor denims, although it is considered that the latter are a little easier for the buyers for distant delivery. Coarse colored cottons, ticks, checks, plaids, stripes, etc., are in quiet demand, and although prices are firm for near-by goods, those for distant delivery are reported to be a little easier for buyers to talk about. Bleached cottons are in small request in all grades, and some irregularity is reported in certain lines.

Prints and Gingham—Seasonable prints are very quiet and the buyers are taking only small quantities to fill immediate requirements. There is no change to note in the prices of either staple or fancy goods, although reports come to hand of irregularities here and there. There are, however, much smaller stocks on hand for this season of the year than is usually the case, and less reason as a consequence for cut prices. Staples, including blues, turkey reds, etc., are steady in all directions. There is a fair amount of business reported for fall staples at ruling prices, and many of the agents are doing some business in these goods. Fall napped goods, both woven and printed, are in quiet request, but as previously reported, most of the business has been transacted by the leading lines. The fancy gingham business for the present season is practically over, and agents are starting on their dark lines.

Dress Goods—The quiet conditions continue in force in the dress goods market. The business being done by either domestic or foreign agents is extremely small. The bulk of the fall business is in hand, and the time for booking spring business is yet some time distant. The jobbers' road men are sending in little in the way of satisfactory orders and consequently a general condition of torpidity envelops the whole market. The retailer is desirous of working off stocks in hand before adding to purchases and jobbers are evidently pursuing the same course. Manufacturers, aside from those who make fancies principally, are not troubled by the existing dullness in the trade, for the reason that the amount of business in hand is sufficient to keep them well engaged for a considerable length of time. There are few plain goods mills that have not sufficient work in hand to keep them busy well into July.

Underwear—In regard to spring goods, the business accomplished by the retailers has fallen below expectations, and the demand for goods from the jobbers has been correspondingly slack. In fact, there are some local jobbers who have spot goods that they are not putting on the market at all, as they believe they will sell better another season, and are holding them over. This is a very unusual state of affairs, even although the price of light-weight underwear, it is generally conceded, will advance. There are some exceptions that prove the rule in this dullness among the retailers, chief among them being medium-grade balbriggans and ladies' ribbed under-

wear. The mills have not suffered from cancellations on account of this present depression because jobbers still expect a large re-order season, as soon as the hot weather cleans up the stocks of the retailers. But they all agree that the hot weather is a long time coming.

Hosiery—Cotton hosiery is selling well and there are still many complaints heard about late deliveries. The demand for fancies, blacks and tans, in small stripes and polka dots, is very great. With the exception of a few re-orders, the primary wool hosiery market is very dull. A large jobbing house is expecting a very large consignment of Chemnitz hosiery, in such large quantities that it will be able to sell at a very reasonable figure. These lines embrace a large number of ladies' ribbed and imitation silk hose, as well as mercerized cotton and wool hose. An unusually fine lot of ladies' lace insertion hose at \$9 are among the offerings. They are to be had in black, royal blue, purple and red.

Carpets—Manufacturers are about closing the spring business in carpets and making preparations for the opening of the fall season. Those who have not completed their samples are still working on them, and expect to have them ready to show before long. Some manufacturers will show their goods for the fall trade the week beginning May 28, when their fall business will be opened. Others are, as we have previously reported, showing their samples for fall in their New York salesrooms. The retail trade, although showing a slight improvement, is still considered dull and very backward. This, however, does not change the manufacturers' views that there will be a good business done in all grades of carpets this fall. What demand there has been recently tends towards the better class of goods. Manufacturers' agents who sell to the retail trade are waiting anxiously for the retailers to cut up goods. A few duplicate orders are reported to have been booked by some of the agents. In the West the ingrain trade has been quite active. Prices on all grades of carpets, it is thought, will be higher at the opening of the new season. It is almost an assured fact that Brussels and Wiltons will be advanced. Higher prices will probably also be asked for the other grades of carpets. Manufacturers claim (which is undoubtedly true) that any advance which may be made is compulsory, on account of the high prices prevailing for raw materials and yarn. The amount of the advance is still a matter of conjecture, as none of the manufacturers are ready yet to say how much of an advance will be made, but it is thought that 5c per yard would be a fair average, especially on the better grades.

Maybe the reason that most women talk so much and so fast is because if they didn't they might have to think.

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.



Michigan Suspenders

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

Michigan Suspenders 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.

Hats for Hot Weather

Remember that a nice line of straw hats will be necessary to have in stock, to supply your trade with in a very short time, as hot weather will soon be here. We have a nice line in the following makes:

Men's Crash Caps.
Boy's Crash Caps.
Men's Crash Hats.
Boy's Crash Hats.

Men's, Ladies', Boys' and Children's Straw Hats in all styles and shapes. Prices ranging from 45c to \$4.50 per dozen.

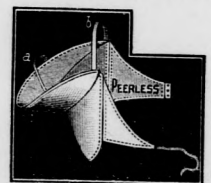
P. Steketee & Sons,
Wholesale Dry Goods, Grand Rapids, Mich.

We carry a complete stock of Untrimmed Straw Hats

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

Corl, Knott & Co.
Jobbers of Millinery
Grand Rapids, Michigan

Peerless Dress Shields



Protect the corset, as well as dress and sleeves, from perspiration. Superior to any ordinary dress shield. Save all the trouble of tacking or sewing a pair of shields in each dress. Just the thing for summer wear. An agent wanted in every town. Write for catalogue and prices to

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

Clothing

Seasonable Features of the Furnishing Goods Business.

Various causes are assigned for the unsatisfactory character of the trade in neckwear, but none seem to be satisfactory. Perhaps the suggestion that was made by one prominent retailer will cover the ground a little more thoroughly than any other, and that is, that there has been so little change in the styles of silks and the shapes of the scarfs that the consumer has not felt the same need of buying new neckwear. This naturally affects the 25, 50 and 75 cent grades more than the higher lines. In \$1, \$1.50 and \$2 grades there is said to have been a better business than usual.

The department stores carrying these high grades as well as the haberdashery report this same condition existing. There has been little real change in the shapes of scarfs for nearly two years. Modification of minor details are practically all that is seen. That, with the slight variation in the patterns of the silks, practically covers the ground. A season in which a great variety of new shapes make their appearance is sure to be a signal for heavy sales in 50 and 75 cent grades. It matters not how "freaky" these shapes may be, they are sure to have good sales for a while, and the retailer who gets an early supply of these goods, and does not risk too much in the way of big stock, will come out ahead. A large part of neckwear trade comes directly from the window displays, or the display inside the store. It is due to something in the window which strikes the fancy of a person passing, or else he is making a purchase, and sees a scarf in the show case which pleases him. If a person wants a new scarf, it is not very often that he makes a special visit to the haberdasher's to find one that is satisfactory, but he watches the windows as he passes along the street, and waits until he sees something that pleases him.

In this spring business to-day, we find that the retailers are selling more of the light grays, steels, slates, etc., and for this reason the manufacturers have been drawn on to a considerable extent to supply this rather unexpected demand. For the very warm weather, both manufacturers and retailers look forward to a good demand for rumchundas. The bordered effects have sold well, and some new styles are even now in preparation.

Nothing has usurped the position of the imperial but a small shape, and it is probable that it will be some time before anything new becomes as popular. The word "English square" seems to have become unpopular for some reason or other, possibly because it means so little to-day in the trade. Scarfs giving the same effect are made of cheaper material, and in a way that serves the purposes even better than the original form.

The retailers are beginning to get business in lightweight underwear, and among those lines which are selling well are to be found many styles of fancies. It is as yet somewhat problematical as to the extent of the popularity of these goods this year, although they promise very well. A good many of the solid colors are called for, but, of course, by far the best trade is in the various grades of balbriggans. In fact, the retailers in many cases have been unable to secure as many sets of balbriggans as they expected to need and for this reason fear a shortage for the

coming season. Fine grades are wanted as well as cheaper lines. For this reason the business is actually better than it was a year ago. It is probable that before the season is over many lines will run very short and retailers are even now getting a little anxious over the future.

Importers of hosiery are showing their fancy samples for fall delivery and perhaps the most noticeable feature of this business is the large number of handsome patterns which may be retailed profitably at 25 cents a pair. Stripes are to be as popular this season as last in two and three color effects, but there will be combinations of striped and polka-dot effects. Besides these stripes, fleur-de-lis patterns and other designs, anchors and stars, etc., will be shown, both singly and in small groups. As to stripes, both verticals and cross stripes will be wanted. There is likely to be an increase in the variety of embroidered patterns in the finer grades, but extracted patterns will be the most popular in cheaper lines, because better grades of material can be sold for these goods. Woven designs, however, are expected to lead in medium and better goods.

Develop Your Store Talent.

Correspondence Dry Goods Reporter.

I found an advantage by accident—talent which I soon put to good use. One day a man came into my store and asked for employment as a window dresser, but as he was a professional and worth more than I could afford to pay, I told him so. He said if I would let him put in a window he would be satisfied with whatever I might see fit to pay him. To this I agreed, and my boy about the store was directed to wait upon the window dresser. When the window was finished I paid the man \$3. Then he said my boy had talent that could be used to my advantage, and to the boy's, too, and he gave him pointers, upon which the boy acted, and now he can dress windows very creditably. Many merchants have in their stores talent undeveloped and unappreciated. Why do not more of our merchants let their employes use the good that is in them for their own and the storekeepers' good? Many clerks do not show out their best efforts because the "boss" never is familiar enough with the help to allow them to approach him with an idea. I think that a merchant makes a mistake who is not acquainted with the employes, and also has his employes' confidence. But don't let it stop there. When a man is doing his best we should give him encouragement by a word of praise now and then and also be honest enough to pay him more when he proves himself worth more. Many merchants do not look at this as a matter of honesty, but I do, and I also think a man who finds his efforts appreciated strives harder to be interested in his employer's business.

She Was a Mind Reader.

"Now, honestly, Maud, didn't Jack propose last evening?"
 "Why, y-e-e-es! But how did you guess?"
 "I noticed that you didn't have that worried look this morning."

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.

Correct Clothing

Commends itself to the customers—ours is just that kind. If you do not know the kind of clothing we make let us send you sample garments—or drop us a line—our salesman will call.

M. Wile & Co.
 MAKERS OF FINE CLOTHING

Fall Lines Now Ready.



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.

"Better Quality for Less Money."

A Line of Trade Bringers for All

We're showing it in our Men's and Boys' "CORRECT CLOTHES." It's a line it will pay you to get acquainted with; a line you can't afford to overlook if you're out for business. We believe we're putting larger and better values in our garments than any other manufacturer in the business. We personally watch every detail in the course of their manufacture, from the buying of the material 'til they're in the hands of the transportation company. We manufacture only assured quality cloth and findings. Our styles are constantly in touch with the best of custom tailor products; our workmanship the equal of any in the line. Employing the most improved and up-to-date methods in each and every particular of our business, with the "fancy expense" items cut off close, we give you the benefit of all in "Better Quality for Less Money." Investigate.

Men's Overcoats

In Coverts, Oxfords, Vicunas, Kerseys, in long, medium and short box styles; also close fitting Kerseys. A complete line of well-made, stylish garments at all prices ranging from \$3.75 to \$16.

Men's Suits

In Cheviots, smooth finish Cassimeres and nobby effects in rough goods, Oxfords and fine fancy Worsteds; each garment in the collection warranted the best in its class, at all prices ranging from \$3.75 to \$14.

Boys' Suits

In all grades, and Children's Vestee and Double Breasted School Suits, and three-piece Suits for older boys—a complete line made with the same care, style and finish as our Men's Suits, and all at popular prices.

Incidentally we might mention that our proximity to the Michigan trade puts us in close touch with you and makes it possible for us to fill special and mail orders promptly and properly. Our men are now out with the new line and will be pleased to call on you by appointment.

HEAVENRICH BROS., Detroit, Mich.

Chicago Office, 803 Medina Temple.

Grand Rapids Office, Morton House.

CATALOGUE COMPETITION.

Organization Suggested as a Remedy For the Retailer.

"Catalogue Houses and Their Remedy" is not a new question, and it seems to me that to write upon this subject in an intelligent way it would require time and money to probe the bottom of the good or bad results therefrom—it would necessitate one to go and inform himself of the manner in which business is transacted at these places—in what way the catalogues are transported to the consumer, and then again, what the consequences are after the catalogues reach the consumer, all of which requires time, labor and money.

The conditions are surely getting no better. You all have and are having your share of troubles and aggravations arising from the retail catalogue houses as well as the peddler's nuisance.

You know that they are a menace to the country, for the reason that they do a large cash-on-delivery business in the very locality, when you are compelled to pay your state, county and municipal taxes, when you pay your voluntary taxes for the support of organizations that tend to make your town better both morally and financially, while the catalogue friends do nothing of the kind.

They are a menace to the country for the reason that they in a measure are sapping the financial life-blood from the rural districts in building themselves up and retarding the progress of the country merchants.

They are a menace to the country at large for the reason that they retard the progress of our young and progressive people, that can not compete against these mammoth concerns on account of the cheap and child labor that they employ.

Every time a dollar goes to them from your community you are that much less able to promote the interests of the town you are trying to build up.

Every time a farmer or mechanic sends away money they do just that amount of injury to themselves by lessening the value of the real estate in their town—for where you find a live and prosperous town, you will find that farm property is at a premium. Mechanics have work at living prices. Farmers' and mechanics' sons and daughters have a chance to engage in mercantile work, there are good schools and churches, in fact, everything to promote the interests of the community, all of which would not be the case when a town is not progressive.

It is not alone the farmer and mechanic that are to blame in this growing evil. There are many that are depending on your support, in your town that are committing this error—thinking of their own selfish motives only, and not realizing the enormous support that you are contributing to the welfare of your community, while the large department stores do not contribute one cent to its welfare.

Many send away for goods thinking that they are making the profit that you would otherwise make.

You well know what a mistaken idea this is, but grant that this be true, then what need is there of the merchant? The business could be done through the retail catalogue houses, there would be no need of our large wholesale houses with their great army of salesmen and workmen, there would be no need of the great army of traveling salesmen, no need of your hotels, no need of the thousands of retail clerks now employed by you, but the business would be done un-

der the roofs of the few, making them richer, and the common people that much poorer.

I believe that the troubles of the retailer in our small towns and cities have not even begun, and it is well that we realize the grave situation as it now and will exist.

While misery loves company, you are not alone in this contest, since the catalogue friends are after every branch of business as well.

We can well ask ourselves is there no remedy for this evil? It is an easy matter to propose remedies, but to find consistent, not imaginary ones, is what is wanted.

I believe that our remedy is "organization." To organize not alone in towns and cities in our own state, but in all the states; not alone among the grocerymen, but to include all business people.

In unity there is strength, and when once an organization of all business people is effected there will be no stronger organization in the world.

Think for a moment what a vast army of retail merchants we have, and if once organized, the influence would be great.

In referring to organizing I do not mean it for a selfish or personal motive, but for the advancement of our social as well as our financial standing in all communities, and again when referring to organizing I mean that all business people join, or that each branch of business in a community be represented, for in this way the conditions can be bettered for all concerned.

In this way we can get all trades people interested in guarding the interests of their respective communities.

All governments have their rulers, and when you find a government or society that is strong and prosperous you will find them well organized.

If the business people were universally organized, with their committee composed of thorough business men, then all matters pertaining to demoralization could be better adjusted.

In an organization of this kind the grocerymen would not be alone in this fight, but the hardware men, furniture men, the milliner, the clothier, dry goods men and all business people would be ready to do battle for the good cause and the betterment of the conditions of their respective communities.

Emil L. Tiede.

Advertising on Grocery Sacks.

The Luyties Bros. Grocery Co., of St. Louis, does some advertising which fetches direct results. It approximates the number of paper sacks to be used the following week, some 20,000, ranging in size from quarter-pound to twenty-pound, and has printed thereon an advertisement calling attention to a certain grade or brand of goods in stock, on which it will make a "leader," for that week. The text of the matter is good. For example:

Golden Crown Roasted Coffee. Put up in handsome pound packages. We have had all along a demand for a really high-grade roasted coffee at a reasonable price—one that would stand the test of continued use and always be found uniform in quality. To supply this demand we have selected coffees that we know to be of the very best quality, and combining them we have produced Golden Crown Coffee at 22½ cents a pound.

Bag printing is as old as the hills, but bag advertising, with weekly changes, is something new.

A woman's different ways of loving are limited by her moods; her moods are limited by nothing.

**A
L
A
B
A
S
T
I
N
E**

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

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

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

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

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

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

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

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

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

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

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.

F. J. Sokup

Manufacturer of

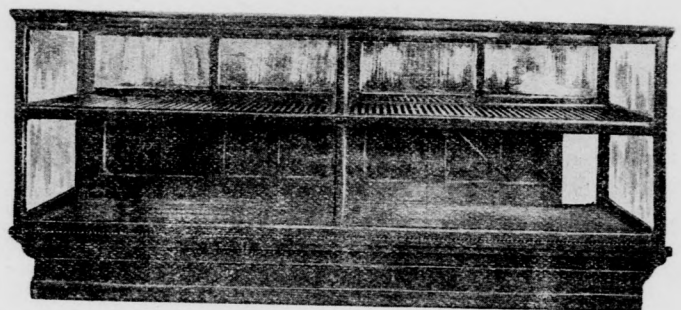
Galvanized Iron Skylight and Cornice Work

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

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

Bell and Citizens Phones 261.

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

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.

SILVER BRAND CIDER VINEGAR
GENESEE FRUIT CO.
LANSING MICH.

BACK TO THE FARM.

The Hardest Things About the Grocery Business.

Written for the Tradesman.

"Charley!"
 "Yes, sir."
 The new clerk looked a little scared, but he marched up to the desk like an old soldier going into action, while I stood at the front show case waiting for an order to be filled.
 "You positively smirked while waiting on that woman," said the grocer. "Don't do that."
 "Yes, sir."
 "And you rubbed your hands and twisted them about like you were in need of soap and water. Don't do that."
 "Yes, sir."
 "And you tried to tell that young man who bought a cigar a funny story and quarreled with him about the brand he wanted. Don't do that."
 "Yes, sir."
 "And you tried to show off in doing up that package of soap. Don't do that."
 "Yes, sir."
 "And you didn't pay proper attention to the story that woman told about her baby."
 "Yes, sir."
 "And the man who wanted liver and a bone for his dog thought he was in before the man who bought porter-house steak, so he went away mad. Always wait on people in their turn."
 "Yes, sir."
 "And when that man drove up in his carriage and called out that he wanted a five-cent soup-bone sent up, you yelled the order so every one in the store heard it."
 "Yes, sir."
 "Well, you must be careful. You've got to obliterate yourself if you want to make a good grocery clerk."
 "Say," said the new clerk, "how much am I to get a week?"
 "Oh, I thought that was all understood. Three dollars a week and your board at first."
 "And I have to work from 6 in the morning until 9 at night?"
 "Of course. I guess you can work as many hours as I do."
 "And I've got to obliterate myself?"
 "Yes, sir."
 "And I've got to learn the difference between a smile and a smirk?"
 "Of course."
 "And hold my hands in graceful attitudes?"
 "You mustn't be awkward."
 "And I've got to smile sweetly when customers call me a liar?"
 "You are not hired to pick quarrels, but to sell goods."
 "And I'm to be called up and discharged every time a kick is made, and hired back when the kicker goes out?"
 "You put it a little strongly, but you seem to have a general idea how a business establishment should be operated."
 The new clerk began taking off his overalls.
 "What are you doing?" demanded the grocer. "It is not noon yet."
 "I'm going back to the farm."
 "Discouraged already, eh?"
 "Oh, no. I'm simply up against a combination that I can't beat."
 "You'll learn the business in time."
 "Guess not. I can't think of keeping this three-dollar job away from some future president. The boy that fills this situation has got to know more than Henry Clay ever did, and have better manners than Chesterfield. He's got

to meet every three-cent customer with a brass band and kiss all the babies in the ward."
 The grocer laughed. "You'll make a coker in time," he said.
 "No, sir; I'm going back to the farm, where I can yell at the horses and throw stones at the hogs. If I catch that young duffer who sassed me about the cigars out there I'll put a head on him."
 The new clerk rolled his overalls up in an old newspaper and started away. "Your father will send you back," said the merchant.
 "If he does I'll run away," said the boy. "I ain't a-going to stay where I've got to make every cheap skate think he's the whole bunch just because he wants to buy a five-cent cigar. I can't teach manners to the inhabitants of a muddy little town that ain't on the map."
 "Well, here's your pay," said the grocer, handing out a little change.
 "I don't want it," said the boy. "I'm going to stay out there by the door and sass customers until I feel paid for what I've done here. What right have they to jump on a fellow just because they have a few pennies to spend? If I owned this store I'd set a bulldog on every woman that told a story about her baby. I'd dump the kickers into the basement and turn the hose on them."
 He started for the door again, but turned back.
 "Here comes a red-headed woman with her hands full of eggs," he said. "She's going to tell you that I picked out all the bad ones and sold them to her. If you say so, I'll break 'em down the back of her neck."
 "And get your hair pulled for your pains," smiled the grocer.
 "Well," said the boy, "there's her promising son out there. I can lick him, anyway. He brought back some butter the other night and said he didn't order wagon grease."
 The young fellow bounced out of the door and, from the commotion which presently arose in the street, I judged that he went about his task with his usual energy. When he returned, a few moments later, his nose was bleeding and his shirt hung in tatters.
 "He had a lot of town boys with him," he said, "but I blacked his eye. If you'll let me wash up I'll wait for him to come back."
 But the merchant got him out of the back door and sent him home.
 "That youngster," he said, "will make either a first-class business man or an outlaw. I hope he gave that boy a good one."
 "I have no doubt of it," I replied. "How many people who spend their lives waiting on customers, employers as well as clerks, go to bed every night feeling just as that boy now does," I added.
 "I know one employer that does," was the reply. "But, after all, it is only the cheap people who make trouble for us. We have to put up with pretty bad manners sometimes, but we get used to it."
 "And the customers have to put up with something, too," I said, "and the only trouble with the boy is that he hasn't learned to obliterate himself in the interest of prosperity."
 Alfred B. Tozer.

It is curious to note that the French color manufacturers are not credited with one new product this year, while the Dutch, Swiss and Germans are fully represented with a generous quota.

USE THE CELEBRATED
Sweet Loma
 FINE CUT TOBACCO.
 NEW SCOTTEN TOBACCO CO. (Against the Trust.)

<h2>Wheat Meat</h2> <p>A delicious, crisp and pleasant health food.</p>	<h2>Golden Nectar</h2> <p>Absolutely the finest flavor of any Food Coffee on the market</p>
<p>If your jobber does not handle order sample case of KALAMAZOO PURE FOOD CO., Kalamazoo, Mich.</p>	

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.

TIME AND SPACE

are practically annihilated by the ocean cables and land telegraph systems which now belt the circumference of Old Earth in so many different directions. "Foreign parts" are no longer foreign in the old meaning of the term. Europe, Africa, Asia, are "next door" to us. What happens there to-day we know to-morrow—if we read THE CHICAGO RECORD, whose Special Cable Correspondents are located in every important city in the world outside of the United States. **No other American newspaper ever attempted so extensive a service;** and it is supplemented by the regular foreign news service of The Associated Press. For accurate intelligence of the stirring events which are shaking the nations—of wars and rumors of wars—of the threatening dissolution of old governments and the establishment of new—of the onward sweep of the race in all parts of the world—the one medium of the most satisfactory information is the enterprising, "up-to-date" American newspaper, THE CHICAGO RECORD.

FREE A large map of the world on Mercator's Projection, about 23 1/2 x 16 inches in size, beautifully printed in colors, with a large-scale map of Europe on the reverse side, will be mailed to any address free of charge on receipt of request accompanied by two 2-cent stamps to cover postage and wrapping. The maps illustrate clearly how comprehensively the special cable service of THE CHICAGO RECORD covers the entire civilized world. Address THE CHICAGO RECORD, 181 Madison street, Chicago.

Shoes and Leather

Seasonable Hints in Making Tasteful Footwear Displays.

I was told the other day of a scheme to advertise a store. It comprehended taking some popular line of women's shoes, or men's shoes, say a \$2 shoe, that retails at \$2.75 or \$3. "Pick out the very best shoe you have at these prices," said the retailer, "and describe it in the newspapers. Dress one of your windows with it and state frankly that it is your regular \$2.75 or \$3 shoe, as the case may be, and that to draw people to your store you are going to sell it at \$1.48 or \$1.98 a pair. Let the shoe be so good that every customer who buys a pair will be astonished at the value there is in the shoe. This will bring a number of the towns people to your store. And if you sell 100 pairs at \$1.48 you lose but 52 cents on each pair, which is not bad advertising if the people are pleased with the shoes." This is certainly plausible. I would try it for luck.

* * *

You want to make your windows shine from now until the 30th of May like the proverbial "nigger's heel." If it is feasible put mirrors in your windows to help along in that direction. Don't forget to exclude the flies and the dirt as you would the Black Death. A fine background of plate glass mirrors—how it does enhance your display and how it does catch the eye of possible customers, which is a great point in itself. For what woman will not take a passing glance at her costume if she sees a handy mirror? Woman's laudable ambition is to look her best at all times and this characteristic will lead her to look into your mirror, then at your shoes; from the shoes to the price card. Next, if your price card makes the right impression, her trade may be yours. And men are but little behind women in this connection. Few men will pass a looking glass, if they have on a brand new tie or a new hat, without glancing in.

* * *

I saw a window the other day, a narrow window, too, that seemed to have its shoes away up on the second floor. The modern window should be deep, broad, and of a height sufficient not to leave too much space for dressing. I don't believe in fixtures which reach great altitudes. Goods displayed away up in the air are hardly displayed at all. It is better to keep the trim down to a plane that will admit of easy view. Keep the units well apart and leave plenty of space 'twixt fixture and glass.

* * *

I believe in putting price tickets on your shoes. Window gazers often notice a shoe in the window that interests them because of its novelty and beauty, although they may have no intention of buying it. But when they notice the price and consider it low for a shoe of so much interest to them, a new feeling arises which manifests itself in the desire to possess it. But for the price making its appeal in behalf of the article, the desire to make the purchase would never have come into being. Besides this potency of price, it has another influence, as a means of educating the people in drawing comparisons between kinds and qualities of goods and selling prices. People wholly ignorant as to the cost of goods are not in a position to make very definite calculations as to what they shall or shall not buy, and should they purchase and pay

the price asked there would remain a lingering doubt as to whether they paid more than they should have paid, and such doubt becomes the more unpleasant when they find that someone else has bought something similar at another store for less money. I believe that the time is fast approaching when price cards will be considered the visible signs of good faith with customers. When that time arrives the absence of price cards in one's window will be construed as a sign of bad faith. It will be thought that the retailer omits the price card to get as much as possible for his shoes, especially so when he meets a customer eager to buy, but ignorant of the value of the shoes. Good faith is the first strong element in all methods of advertising, and this is presented boldly in window advertising by placing in full view the price of shoes, thereby showing to all that no matter who comes the price is the same for all purchasers.

* * *

I saw a man the other day have two of his clerks—a male and a female—the former with a No. 6 foot and the latter with a No. 4 foot, put on different styles of shoes of those particular sizes. They laced them up and bent their feet in them a number of times. Then the sable bootblack daubed paste polish all over the uppers. It not only added to the nice appearance of the shoes, but it also, the retailer informed me, prevented the light from fading out the colors, especially the lighter shades. The shoes were then carefully removed from the feet and relaced, after which they were placed in the window. This plan may have its good points. It may be better than stuffing the shoes so that they resemble weiner wurst. But it is hardly equal to good shoe forms. Better give this matter a little attention before Decoration Day has come and gone.

* * *

In dressing a window for May 30 everything in it should be sub-ordinated to shoes. The impression the passer-by should receive from even a casual glance at your window should be that of shoes. All the rest is but a background for the central object—shoes. What would you think of a painter who allowed a frame placed around his work to be so attractive that the painting would be overlooked? Very foolish and very unwise, of course. So everything should be sub-ordinated to the main object—your shoes.

* * *

Remember this: If the people don't see what they are looking for in your window, in nine cases out of ten they are not going to come in and ask you if you have it. No; they are going straight on until they find displayed in some other window what they are looking for. In this way you are going to lose more sales than you can make up in one year. So spare no pains to make your window a model, for a carelessly kept window, especially just previous to Decoration Day, may be the means of stopping you from considerable trade. I know very well that numerous retailers are not so particular about this as they should be. Hence this friendly warning.—Shoe and Leather Facts.

Where the Paint Went.

"I thought you were working on Jay Krank's new house," said the house painter's friend.

"I was going to," replied the house painter, "but I had a quarrel with him, and he said he'd put the paint on himself."

"And did he do it?"

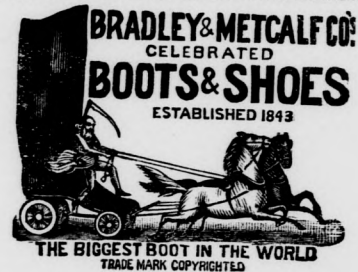
"Yes, that is where he put most of it."

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.

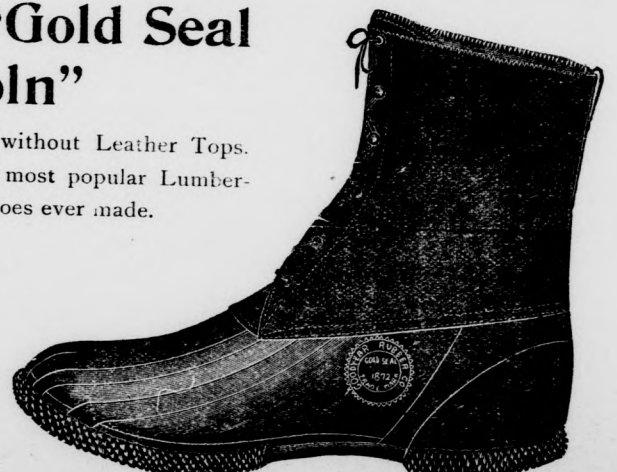
The "Gold Seal Lincoln"

With or without Leather Tops.
Best and most popular Lumbermen's Shoes ever made.

Goodyear Rubber Co.,

Milwaukee, Wis.

W. W. Wallis,
Manager.



Timely Topics For the Consideration of Shoe Dealers.

The clerks who find easy situations are those who have mastered difficult ones—clerks who have left hard places with the work undone in order to find easier ones do not succeed. The clerk who acknowledges himself beaten in a task he has chosen is not sought for to repeat the experiment. Those who have shown wisdom in selecting their work and then have accomplished it against all obstacles are always in demand. In no calling are these things truer than in the retail shoe trade.

The clerk to be successful there must not be afraid of hard work at the start. He must also not forget that the prime requisite of success is the ability to dispose of his employer's footwear. It does not matter so much in what grade of store he is employed, or just what particular class of shoes he is handling, as it does about his adaptability for the business. Every young man starting out in life must choose a line of business which he feels will be at least congenial. That's the main point.

Are you in the habit of giving discounts? Can you tell me, you who are giving discounts, why you allow a 5 per cent. discount, a 10 or a 15 per cent. off to hotels, churches, ministers, policemen, or officials of any kind whatsoever, rather than to doctors, editors, lawyers, saloon-keepers, hod carriers? If you desire to be fair and honorable with all your customers can you consistently have favorites, can you conscientiously exercise partiality in your dealings with the one class to the detriment of the other? Perhaps you can. You may think that your charitable inclination to help the clergy or religious institutions warrants it. If so well and good; if you have a good opinion of police officers, ministers and the other classes you contribute to and there is no reason why you should not. Yet I am inclined to think that the most satisfactory way of doing it, the way with which no one has a right to find fault, is to go down deep into your pocket and contribute what cash you see fit. It is better to make your business not suffer by the comparisons which people are bound to make when they know that you are selling goods to their neighbors less than to them.

Most of my readers place orders in advance for enough shoes to last them through the first rush of the season's selling, and then rely on re-orders to keep stocks up during the remainder of the season. The jobbers provide for this by carrying a complete assortment of styles, widths, sizes and not by letting their stocks run down until late in the season. In this way they are able to fill orders from my readers who size up every week or ten days. By picking certain lines and holding strictly to them, the retailer is able to sort up on just the shoes he desires and in just the sizes he wants. This method requires less than half the capital required to otherwise carry the same assortment. Also it saves the retailer from accumulating a lot of sizes which are not salable. It saves from loading up on styles which do not prove sellers. By it he does a safe business, is enabled to discount all bills, he has but little tied up in stock. And these points are appreciated by jobbers, who welcome the trade of the retailer who sends in small orders, but sends them often.

Not long ago a man in Wilmington told me that the trading stamp scheme was a nuisance—a something the competitors in Wilmington could not get rid of. I said to him: "You tell me that your competitors use these trading stamps and that you, to hold your trade, are compelled to do the same in self-defense. Have you ever tried resistance at all or have you ever attempted to stir your competitors by forming an alliance against their use?"

"Yes, but they won't stick to their promises. They will use them, anyway."

I recognize from talks with retailers in this country and Canada that it is no

easy proposition to run against, and especially is this true when you are running counter to the duplicity of all your competitors. Still, if a retailer proceeds in a systematic way he can soon convince his towns people that he has the right end of the contention and that they are really being beaten or are beating themselves by patronizing the trading stamp stores. I firmly believe that it really requires but a little hard thinking to surmount the difficulty.

I was told the other day of a man who one year spent most of his money for advertising in newspapers. He estimated that they got between \$200 and \$300 of his money that year. He didn't entirely ignore circulars, however, for he issued a few along with his newspaper advertising. "This present year," said he, "I am cutting off newspaper advertising altogether. I am going after the people just with circulars. And my business is already considerably ahead of last year. So I do not feel that discontinuing newspaper advertising has in the least subtracted from my sales. I still continue the circulars, for I believe they are the most satisfactory for retailers in small towns. I go after trade in adjoining towns with circulars, too." He further said that he had changed his plan of quoting prices either in circulars or advertisements. He used to describe articles and give the price. But competitors got to knowing too much about what he was doing. So now he makes a mere general statement.

I saw a shoe the other day in a Chestnut street window that thousands of people who passed by the store must also have seen. It was probably the best planned shoe window in Philadelphia that day. It had but one shoe in it and that one shoe was brought out to perfection by an arrangement of draping, so that anyone passing by was compelled to look in. Here is the way the window was draped:

From either side and from top and bottom, the clerk had arranged fold upon fold of lavender cloth, tacked to the window case. These folds were drawn to a common center and tacked to a pedestal which was covered with white. The general effect was to lead the eye to the pedestal in the center, upon which was placed an elegant kid shoe, with toe to the front, slightly elevated at the heel, showing inside finish and lining. The draping of lavender was brought from the window casing to the center with a sweeping, graceful curve, very pleasing to the eye. So I have no doubt that thousands of people besides myself must have seen that charming window that day.

**Single
Ones
30
Styles**

We have 30 styles of single harness alone, and as that kind of a harness is selling as well now as any other kind, you can know where to get a set that will please almost any sort of a customer. Our harness catalogue will explain all about them. If you have not one, write for it.

Brown & Sehler,
Grand Rapids,
Michigan.



It's an Old Saw

that says "Nothing Succeeds Like Success." We can say the same thing about our Leather Tops. They are a success. That's the reason they succeeded so phenomenally last season. When you consider that out of more than a thousand cases not a pair ripped, came back or caused dissatisfaction in any way—well, judge for yourself.

OUR PRICE \$2.00 PER PAIR

Herold-Bertsch Shoe Co.,
Makers of Shoes,
Grand Rapids, Mich.



**Red Cross
Protections**

17 Inches High

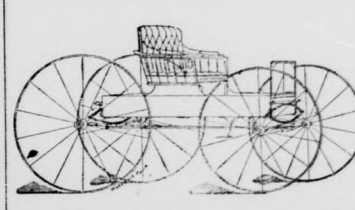
Before negotiating for your Lumberman's Overs for the coming season do not fail to first investigate the merits of our RED CROSS PROTECTIONS. The rubber is the Goodyear Glove Brand Duck (will not snag) Roll sole, best oil grain and attached to this is a warm lined waterproof duck, making the best footwear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

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



FOR SALE BY
A. H. KRUM & CO.
WHOLESALE
RUBBER FOOTWEAR EXCLUSIVELY
161 & 163 JEFFERSON AVE.
DETROIT, MICH.

Write for prices and terms to
A. H. KRUM & CO., Detroit, 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.

Hardware

Important Changes Occurring in the Stove Business.

There is a decided tendency for consolidation in all industries; this will bring about changes; the world of commerce is now actively engaged with this great problem; it is one of the important questions for the statesman, financier and laborer, in all branches, to consider and solve, as it is rapidly involving all industries and the great political parties of the land; surely, no question of equal importance has appeared upon the commercial horizon during the past few years; it embraces in its vastness the commercial and political interests of our great country, and must have its influence upon this particular industry in which we are all engaged. It is natural that many mistakes, blunders and abuses have occurred in the formation of trusts and in consolidating industries; this is to be attributed largely to a speculative influence and to the men who follow stock gambling and speculation becoming associated with legitimate industries. It is infamous to desecrate any useful, valuable industry by making a gambling house of it; these detestable traits that have inveigled themselves into legitimate channels of commerce will, in time be justly driven out. We have always known that a useful, thrifty business man who conscientiously devotes his life to the welfare of the industry in which he is engaged is never to be selected from professional gamblers; and when such men are prominently associated with any legitimate enterprise it should not be a surprise to see it totter and fall.

If, in the formation of a stove trust, the cost of the product is decreased, which could be accomplished, it would be a benefit to both this industry and the public, as any change that places the business on a more economical basis would make it more valuable in every way. Over-capitalization, unreasonably large salaries, a few controlling the stock and manipulating it for selfish greed, are some of the objectionable features in connection with trusts that appear to be difficult to avoid. A trust or a consolidation of a number of concerns that results in placing the business on a more substantial and thorough basis, properly and economically managed and conducted upon sound common sense business principles, deserves encouragement, not alone by those engaged in the business, but also by the public. Unfortunately, the objectionable features in connection with these vast commercial undertakings, some of which I have enumerated, seem to predominate, but it is hoped that time will correct all this, and they will ultimately be conducted upon more legitimate lines, and prove to be a benefit and not a menace to the general good.

It is reasonable to suppose that during the first quarter of this new century as many changes will occur in the stove industry as have occurred during the last quarter of the great century just passing. Changes are constantly occurring; we may not comprehend this at the immediate time as forcibly as we do when we review in our minds all that has occurred during the period of a few years. The changes of the future will no doubt be radically different from those in the past, but will be equally as effective and important; therefore, the future is an intricate and interesting

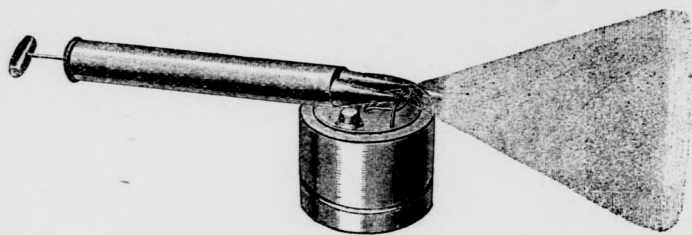
problem to all of us who try to pierce the veil with our dim vision and see those things it has not yet revealed. The marvelous changes of the past certainly demonstrate that great changes are now taking place, and will continue to do so; and those of us who will be identified with this industry during the next twenty-five years will no doubt be amazed when, at the expiration of that period, we review and comprehend the changes that have occurred. At present we can only surmise and guess at what they may be; but that decided changes will occur, there can be no doubt.

It is my humble opinion that all departments connected with both the manufacturing and commercial channels of the business will be developed to a much higher degree of usefulness and value. The mixing and melting of iron, and cupola practice, methods of molding and the science and practice of this great trade, the cleaning and milling of castings, assembling them, the detail connected with nickel-plating and other departments in the manufacture, now greatly differ in various concerns; no more so, however, than in the important branches of constructing and building patterns, and all these branches of the stove industry are of no more importance and vary to no greater extent in the detail now practiced than do the distribution and sale of the products, credits, selling prices, terms, freights, advertising, etc., and all that is involved in the commercial end of the business, and which varies so greatly in different concerns, and which time will change and develop to a greater degree of efficiency.

There is no work that stove manufacturers, and especially salesmen, can do that would be more beneficial to the stove business than to induce dealers to keep their stoves brighter, cleaner and more attractive, and to carry a larger and more extensive assortment of stoves and ranges and to keep them well blacked and the nickel clean. Every stove manufacturer and salesman should work with this in view. Dealers who keep dingy stores, poorly blacked stoves, covered with tin pans, rope, buckets and fifty other articles, are a positive injury to the stove business. They are degrading the business to the level of the junk-shop and second-hand store. When dealers in a community conduct the business in this unfortunate manner it will invariably be found that there is a poor sale for stoves in such places. The people seem to get along without buying many stoves. Dealers who keep large, attractive stores that are clean and bright, and carry a large assortment and always keep their samples beautifully blacked, invariably do a profitable business. Such dealers are elevating the character of the stove industry.

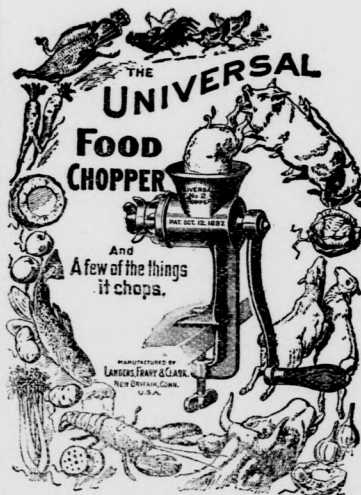
There was a time when the people of America did without stoves, and I believe they could do so now if compelled to. There are densely populated countries in Europe and other parts of the world where the stove industry is very insignificant, but few stoves being used, far less per capita than in the United States, which demonstrates that supply and demand are not governed altogether by the needs of the people, but to no small extent by the energy and efforts of the manufacturers and merchants engaged in the industry. It is my opinion that the stove business throughout the United States could be greatly increased if all dealers would conduct the

INSECT SPRAYERS



We are the manufacturers and make a full line.

WM. BRUMMELER & SONS,
MANUFRS. 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.



**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.

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.

business properly and carry an extensive variety. How often a stove salesman hears the dealer say, when he tries to induce him to buy a fine base burner, "There is no demand for base burners in this market." How frequently, after explaining the merits of a first-class base-heating, soft-coal stove to dealers in communities where soft coal is used for fuel, it is said: "We can not sell them in this market; oak stoves are about the only kind of heating stoves that are salable here." And after having entered into an enthusiastic and comprehensive description of the merits of a modern revertible flue cottage stove for wood, that will hold fire all night, and heat two or three rooms in a dwelling as perfectly as a good base-burner, he hears it said: "I do not want to buy samples of that stove; no doubt, it is all you claim it to be, but base-heating wood stoves are not sold in this market; tomale stoves are the only kinds that sell here freely. How cheap a tomale stove have you got?"

Possibly it does not occur to such a dealer that the reason why good heating stoves are not salable with him is because he does not keep them, or explain them to the people; and if he does not show them, how can he expect them to sell in his market? The energy and efforts of the manufacturer must necessarily reach the consumer through the dealer, and if he will not exhibit a good assortment in an attractive manner, the enterprise of the manufacturer is throttled, and it is impossible for the business to progress to the extent it deserves through such a medium. I can refer to a number of towns where the stove business is good—dealers are purchasing in carlots and selling a great many stoves—also to a number of other towns as large and as desirably located where the people are equally able to buy and where there are but comparatively few stoves sold. In the towns first referred to, the dealers have snap and a proper understanding of how to successfully conduct the business; in the towns last referred to they, unfortunately, have not. Therefore, it is to the interest of every manufacturer and traveling salesman to do all he can within his power to induce dealers to keep capacious, attractive stores and to carry a larger and better variety, kept in a clean, marketable condition; and if all those engaged in the business would work with this in view, the present capacity for producing them would not be sufficient to supply the requirements. Stanhope Boal.

Will Not Sell Themselves. From the American Artisan.

Stoves are not self-sellers. The day will never come when a man can drop a \$20 gold piece into a slot and get a stove. The greater the salesmanship exerted by the dealer the greater the demand for stoves that will be worked up. Dealers go on year after year selling certain styles of stoves on which there is a small profit, instead of handling more profitable lines, because they lazily assert there is no market for them in their locality. This argument has been badly punctured time after time by the invasions of the steel range peddlers. These people have gone into neighborhoods where local dealers said there was no market for steel ranges and sold anywhere from fifty to 100 of them at top-notch prices. The dealer is the manufacturer's agent, the medium through which he reaches the consumer, consequently it is to the dealer's interest to handle wide assortments and cultivate the demand for profitable constructions.

No man can love a woman long if she doesn't trust him,

Consolation That May Have Been Un- called For.

Seldom indeed does a reader of the Tradesman find occasion to question what he reads in its columns, but when in a recent number an item says, "A man trying to keep up appearances and who combs a long lock of hair carefully over a bald spot is entitled to more sympathy and more respect than the man who has gray hairs, especially if he has an abundance of them," the reader calls for an explanation.

I don't see why. In the first place, it is to be proven that the man is trying to keep up appearances. Care, circumstance, condition, have conspired to thin his locks the better to let the sunshine in. The unfortunate man finds himself susceptible to draughts and the added sunshine is not equal to them and, as a simple means of protection and the best, the long lock is encouraged and innocently spreads itself over the shining scalp. Is protecting against cold exposing one's self to the charge of keeping up appearances? Go to. Not to resort to such expediences as are handy and simple and effective would prove the man to be one of those unfortunate persons without gray matter enough to make him come in when it rains.

The word "carefully," as it is used in the item, is not overflowing with the milk of human kindness. It pictures in a single word a broken-hearted man trying to cover up the ravages of time. Is that necessarily so? Are scanty locks one of the unmistakable signs of age? How does it happen then that so many heads with not a gray hair mingled with the brown and black are seen on every hand? The baldheaded row at the theater are not all gray-heads. The plate-passing deacon with his hair parted in the middle with a part fully six inches wide is hardly 35, and not a thread of silver is seen in the locks that fringe it. And yet the item paints the man before his mirror painfully, anxiously, determinedly putting each separate long hair close to its neighbor and, when the "damned spot" has been discreetly and successfully covered, as facing the world with a challenging "Who says I have a bare spot!" It is submitted, therefore, that the bald spot does not necessarily imply advancing years.

The item, while silent in regard to the cause of the baldness, seems to suggest more than it cares to say. "Sympathy" may or may not have a world of meaning, but, centering as it does here in the loss of a little shock of hair—only a mere handful, anyway—and coupled as it is with "respect," the word seems in some vague way to make it a wonder in the reader's mind if the man at the mirror is trying to cover up anything besides that little bare place on the scalp. If he is married—but no domestic relations are stated. A silence equal to "the silence of Scripture" and as powerful settles down upon the item and the imagination has only to wonder if a close examination of the scalp would reveal a gradual loss of the needed hair or the unmistakable indications of violence. It seems to be in another form the old question, "The Lady or the Tiger?" with a mean insinuation that there are times and conditions when it does seem as if the two are one. If the "seems" here covers the case the man is certainly deserving of every commendation, and should have all the consolation that sympathy and respect can bestow.

R. M. Streeter.

Hardware Price Current

Augurs and Bits	
Snell's.....	60
Jennings genuine.....	25
Jennings' imitation.....	50
Axes	
First Quality, S. B. Bronze.....	7 00
First Quality, D. B. Bronze.....	11 50
First Quality, S. B. S. Steel.....	7 75
First Quality, D. B. Steel.....	13 00
Barrows	
Railroad.....	16 50
Garden.....	30 00
Bolts	
Stove.....	50
Carriage, new list.....	50
Plow.....	50
Buckets	
Well, plain.....	\$4 00
Butts, Cast	
Cast Loose Pin, figured.....	65
Wrought Narrow.....	60
Cartridges	
Rim Fire.....	40&10
Central Fire.....	20
Chain	
3/4 in. 5-16 in. 3/4 in. 1/2 in.	
Com.....	8 c.
BB.....	7 3/4
BBB.....	9 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 Sileks.....	65
Elbows	
Com. 4 piece, 6 in., per doz.....	net 65
Corrugated, per doz.....	1 25
Adjustable.....	40&10
Expansive Bits	
Clark's small, \$18; large, \$26.....	30&10
Ives' 1, \$18; 2, \$24; 3, \$30.....	25
Files—New List	
New American.....	70&10
Nicholson's.....	70
Heller's Horse Rasps.....	60&10
Galvanized Iron	
Nos. 16 to 20; 22 and 24; 25 and 26; 27, List 12 13 14 15 16.	28
Discount, 65 10.....	17
Gas Pipe	
Black.....	70
Galvanized new list.....	70
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	
Yerkes & Co.'s, new list.....	dis 33 3/4
Maylor & 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
Stamped Tinware.....	20&10
Iron	
Bar Iron.....	3 c rates
Light Band.....	3 3/4 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 Point.....	6 00
Levels	
Stanley Rule and Level Co.'s.....	dis 70
Mattocks	
Adze Eye.....	\$17 00. dis 60
Metals—Zinc	
600 pound casks.....	7 1/2
Per pound.....	8
Miscellaneous	
Bird Cages.....	40
Pumps, Cistern.....	70
Screws, New List.....	80
Castors, Bed and Plate.....	50&10&10
Dampers, American.....	50
Molasses Gates	
Stebbins' Pattern.....	60&10
Enterprise, self-measuring.....	30
Pans	
Fry, Acme.....	60&10&10
Common, polished.....	70&5
Patent Planished Iron	
"A" Wood's patent planished, Nos. 24 to 27.....	10 75
"B" Wood's patent planished, Nos. 25 to 27.....	9 75
Broken packages 1/2 c per pound extra.	
Planes	
Ohio Tool Co.'s, fancy.....	50
Selota 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
10 to 16 advance.....	5
8 advance.....	10
6 advance.....	20
4 advance.....	30
3 advance.....	45
2 advance.....	70
Fine 3 advance.....	70
Casing 10 advance.....	15
Casing 8 advance.....	25
Casing 6 advance.....	35
Finish 10 advance.....	25
Finish 8 advance.....	25
Finish 6 advance.....	45
Barrel 1/2 advance.....	55
Rivets	
Iron and Tinned.....	50
Copper Rivets and Burs.....	45
Roofing Plates	
14x20 IC, Charcoal, Dean.....	6 50
14x20 IX, Charcoal, Dean.....	7 50
20x28 IC, Charcoal, Dean.....	13 00
14x20 IC, Charcoal, Alloway Grade.....	5 50
14x20 IX, Charcoal, Alloway Grade.....	6 50
20x28 IC, Charcoal, Alloway Grade.....	11 00
20x28 IX, Charcoal, Alloway Grade.....	13 00
Ropes	
Sisal, 1/4 inch and larger.....	11 1/4
Manilla.....	17
Sand Paper	
List acct. 19, '96.....	dis 50
Sash Weights	
Solid Eyes, per ton.....	25 00
Sheet Iron	
com. smooth. com.	
Nos. 10 to 14.....	\$3 20 \$3 60
Nos. 15 to 17.....	3 20 3 60
Nos. 18 to 21.....	3 20 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 00
B and Buck.....	1 45
Shovels and Spades	
First Grade, Doz.....	8 00
Second Grade, Doz.....	8 10
Solder	
3/32.....	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.....	45
Tin—Melyn Grade	
10x14 IC, Charcoal.....	5 80
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, 1/2 per pound.....	10
14x56 IX, for No. 9 Boilers, 1/2 per pound.....	10
Traps	
Steel, Game.....	75
Oneida Community, Newhouse's.....	40&10
Oneida Community, Hawley & Norton's.....	65&10
Mouse, choker, per doz.....	15
Mouse, delusion, per doz.....	1 25
Wire	
Bright Market.....	60
Annealed Market.....	60
Coppered Market.....	50&10
Tinned Market.....	50&10
Coppered Spring Steel.....	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, Nickel.....	30
Coe's Genuine.....	30
Coe's Patent Agricultural, Wrought, 70&10	30

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.

Woman's World

The Tender Passion Relaxes a Man's Purse Strings.

However much of a blow it may be to romance it must be confessed that among the things that make love worth while to a girl are the perquisites. This must not be taken to indicate that the guileless debutante is overly sordid or grasping. The gifts that her adorers lay at her feet are the outward and visible proof of her belledom—the scalps she hangs at her belt and exhibits in triumph for the benefit of her less fortunate sisters, for the modern maiden reverses the process of the savage and skins her friends instead of her enemies.

Of course, there are a few highly proper young women who loudly declare that never, never under any circumstances, would they accept a present from a man, and who look askance at the gifts from Tom, Dick and Harry—the tokens of many skirmishes at arms—that deck their girl friends' rooms. This opinion, however, is not the generally accepted one, and to the average girl a girlhood without its cheerful procession of little presents—a girlhood where there were no chocolate creams and violets except what she bought herself, no silver trinketry, no souvenirs and Christmas remembrances—would be a girlhood shorn of its chief and most exciting delights. One had just as well be married, or hie them to a nunnery, and be done with it.

Nor need the girl be too severely censured for this. Men have taught it to her. There is something in the tender passion that relaxes a man's purse strings just as it does his heart strings. The two events are always coincident. The moment a man begins to take notice of a woman he begins to want to give her something. It is a premonitory and unerring symptom of love. It varies in degree and intensity with different men. Some have it lightly and get off with a few roses and an occasional box of candy. Others it deals a solar plexus blow that leaves their pocketbook as flat as if an elephant, instead of a girl, had stepped on it. But no man escapes. Even the man who, the minute he marries a girl, will haggle with her over 5 cents for car fare is smitten with a reckless desire to give her presents while he is courting her.

The man who likes to give, and the girl who enjoys being given to, make an ideal combination while it lasts; but, unfortunately, love is a fire that burns itself out sometimes, and with the cooling of the flames there occasionally comes to the former lover a moment of calm and dispassionate reflection, when he sits down and adds up the sum of the good, hard dollars that he has spent on the girl. Then, like the hero of the rag-time song, he "Wants dem presents back." One would like to be able to record that invariably the girl indignantly hustled back the begrudged gifts, but frequently she views the matter in an altogether different light. She regards the presents simply as spoils of war, to which she is legitimately entitled. "Goodness gracious!" she says, "Does that chump think that I would have been bored with him all of this time for nothing? Well, I guess not. Heaven knows I have paid for the things, anyway, by listening to his mossy old stories and laughing at his wobbly jokes. Gives presents with a string tied to them, does he? Well, I've got these, and I'd just like to see him get 'em back; that's all."

A very interesting decision in a matter of this kind has just been handed down by a judge in Georgia. In the case in point it seems that a young man visited a girl with great assiduity and regularity, and gave her numerous presents as tokens of his affection. As time waned, however, he thought less and less fondly of the girl and more and more tenderly of his presents, and finally demanded them back. She was as frugally minded as he was and declined to surrender them, whereupon he sued for them, putting in the plea that during part of the time while he was visiting her and giving her the presents he was not mentally responsible. The judge admitted the plea, and, being a second Daniel come to judgment, divided the presents. Those which the young man had given the girl while he was in his right mind, and presumably knew what he was about, she was permitted to keep. The others, which were bestowed while the lover was suffering from temporary mental aberration, she was forced to return.

The attention of young women who are cherishing presents from young men is called to this decision. The outlook is manifestly discouraging. Who can settle whether a man in love is ever sane? Isn't love itself a sweet madness? Is the man who tells a red-cheeked commonplace girl that she is an angel sufficiently rational to buy her a present she can keep? What is the mental condition of a man who tells a 200-pound athletic girl that she is his "itty duckie birdie"? Listen to the twaddle that an engaged couple talk. You shall hear saner discourse in a lunatic asylum. If the emotional insanity plea is to be admitted in love, the gloomy conviction forces itself upon one that any man can get his presents back, if he wants them.

Dorothy Dix.

The Lengthening Span of Youth.

A charming woman philosopher, who has herself reached the time of life when she can view her birthdays with the resignation that comes of having accepted the inevitable, recently declared that no woman has any business to look younger than she was, or to try to efface her wrinkles, as there was character written in every line of the face. It is safe to say that this view of the subject will be accepted by a hopeless minority of the sisterhood. Very few women care to retain historic wrinkles, no matter how interesting to the student of character they may be, and in spite of this optimistic way of looking at approaching age the sale of rejuvenators and wrinkle erasers will go steadily on. Youth means so much to a woman it is no wonder she holds to it with desperate determination as long as she can, and, perhaps, of all the blessings that the present era has brought her there are none for which she is more truly grateful than the lengthening span of youth it gives her. Our grandmothers were old women at an age at which we have only begun to live. They were thought to be done with the frivolities and vanities of life at a time when we have only learned enough to really enjoy, as it takes the educated palate of a gourmet to appreciate the finest flavor and bouquet of the wine of life, not the crass thirst of an inexperienced child.

In fiction, and on the stage, this lengthening of youth is equally apparent and the mature woman has superseded the ingenue as a heroine in the mimic world as well as the real. "Here's to the maiden of bashtu 15," sings Charles Surface. Such a lay would find

WORLD'S BEST

S.C.W.

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

The Sun Fruit Jar



NOTICE THAT LEVER.

THE ONLY PERFECTLY
HERMETICALLY SEALED JAR

Restricted Price Guaranteed

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

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

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

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

WE HELP YOU TO ADVERTISE

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

The Sun Fruit Jar Co.

74 Wall Street

New York City

Agents, Hall & Hadden, Grand Rapids, Mich.

Citizens Phone 2218.

18 Houseman Building.

Prices no higher than other high grade Jars.



The new wafer is just right
(just crisp enough, just
sweet enough, just gin-
gery enough) and the
sealed, air tight package
keeps it just right until eaten.
Ordinary ginger cakes and
cookies, sold in the usual way,
get moist and soggy in damp weather
and hard and tough in dry weather.

Uneeda Jinjer Wayfer

keeps fresh and deliciously crisp and tender. Its high quality is assured by the fact that it comes from the ovens which bake Uneeda Biscuit.

Made by NATIONAL BISCUIT COMPANY,
which owns the registered trade mark Uneeda.



little favor now, whatever it did in the days of "The School for Scandal." The maiden of bashful 15 is in the school-room, and her mother and elder sister have the floor. Bread and butter romance is too insipid for modern taste. We want something more sophisticated—the woman who is old enough to have known, seen, felt, whose emotions are sufficiently complicated to be worth analyzing. A modern Juliet instigating a tragic love at 14 would be preposterous.

At what age a woman is at her best is, of course, an impossible question to decide. It depends on the woman. Some women develop early, and are like the fresh spring flowers, most beautiful and desirable in their fresh youth. Others are of slow growth, and only reach their meridian of attractiveness when heart and brain have had time to expand and bud and blossom under the slow summer suns. It is to these women not forced into a premature development that the lengthening span of youth accorded women now means most. In other days they would have been labeled "old maids" and thrust upon the back shelves of society. Now even at 40 no one looks at them as a relic in which only an antiquarian would be interested. With the vanishing of the term old maid, the old maid herself has withdrawn into the limbo of departed spirits, and the places that knew her know her no more.

There are many reasons why women's youth should last longer than it used to. They have learned better how to care for themselves for one thing. Health, and not invalidism, is the cult now, and most women would resent being considered "delicate" as a reflection, although to our grandmothers it seems to have implied a certain gentility. For another thing, the constantly-broadening outlook that is given women keeps the mind alert and active. The starved mind of the woman who never reads or thinks is old and decrepit in its early 20's. The vigorous mind of the woman of 70 is still 70 years young. There is no age to it, and she who keeps her sympathies alive and her interest fresh may make her whole life a constantly-lengthening span of youth.

Cora Stowell.

Time For Women to Learn How to Talk.

For once the club and the reform have met. A society has been formed in New York for "Improving the Speaking Voice." It is mothered by the elect among the 400 and a crusade for vocal sweetness has been started that every one will trust will sweep the country from Maine to California, carrying reformation with it and leaving melody and harmony in its wake. It is a move in the right direction, and not only offers hope that the nasal twang may be eliminated and the shrill voice called down, but that instead of annually wasting thousands of dollars in vainly trying to teach our daughters to sing, we will judiciously invest the money in teaching them to talk. Heretofore the announcement that a girl was going to have her voice cultivated was enough to make her friends and neighbors take to the woods in self-defense. Under the beneficent regime inaugurated by the society for "Improving the Speaking Voice," it will merely convey to us the pleasing information that she is going to learn to converse without talking through her nose.

It is strange how little attention we have given to the subject when all of us are so susceptible to the charm of a

sweet voice. Nothing takes us captive sooner. Indeed, it is hardly too much to say that it isn't so much what we say, as the pleasing way we say it, that wins for us the liking and admiration of our fellow creatures. Many a public speaker, famed for his oratory, owes his reputation for wit and wisdom and eloquence entirely to his mellow voice, which invests all he says with such grace and beauty that we never stop to look below the surface and see how poor and commonplace are the ideas that are so bravely decked out and so attractively presented to us.

In a woman the charm of a sweet-speaking voice can not be overestimated. Somehow, above every other attribute, it seems the hall mark of a lady. She may be the shabbiest of the shabby as to clothes. She may live in an environment that is as bare and hard as poverty can make it, but if she speaks to us in a gentle, refined, low-toned voice it proclaims her for a gentlewoman. It is a heritage that nothing can take from her, and that is far more convincing than ancestral silver or coats of arms or any other outward possessions. On the other hand, a shrill, unmodulated voice, screaming its communications as if the whole world were hard of hearing, never fails to carry with it a suggestion of vulgarity, and prejudices us in advance against its hapless owner. Good heavens, we say, imagine having to live with a fog horn shrieking in your ears all the time! Fancy a man having to listen to his wife deliver a curtain lecture or inform him of unpleasant family details in that tone of voice! Think of having your nerves rasped when you are sick by a voice like that! A woman, however beautiful and attractive in other ways, who has a disagreeable voice should never be chosen as a home companion. She is like a peacock, safest to admire at a distance. When she opens her mouth you are sure to want to flee from her.

That the woman with the irritating voice—the voice that makes you long to contradict her no matter what she says or which side of a question she takes—is no longer an inevitable calamity is good news. The New York society holds forth the hope that she can, by cultivation, remove the cause of offense, and learn to talk agreeably as well as not, and women's clubs all over the country should take the reform up with enthusiasm. Moreover, it offers woman a new and potent weapon of conquest. What can she not do when she once understands how to use her voice? In the hey-day of her youth and power the great actress Janaushek used to give a little sketch in which she only spoke the two words, "Come here," yet in the varying emphasis and shades of meaning she gave them, she made them run the whole gamut of human emotion, from the stern command of the general to the wooing sweetness of the lover's prayer and the ineffable tenderness of a mother calling her child to her breast.

No one will feel called on to deny that our ideas of using the voice are crude enough. We hurl words at each other as a child splashes paint on a canvas, with no idea of shading or effect. Every day we express our condolence to each other on family bereavements with voices that have not one single suggestion of sympathy in them, or our congratulations in tones that are as hard as a wooden nutmeg, or deliver our commands to servants in a wishy-washy voice that has not one ring of authority in it. We are like people having an instrument of marvelous range and expression, but who have been too lazy and careless to learn how to play it. It is time for women to go to work and learn how to talk, the more especially as they do the most of the talking of the world.

Dorothy Dix.

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 100 tested recipes, information on carving, how to cook for the sick, hints on dinner giving, table etiquette, etc. It has 488 pages, is 8 1/2 x 10 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

Fruits and Produce.

Bright Side of the Commission Business.

While our line of business has its troubles, there are some silver linings to our clouds of discontent.

The commission merchant is an important factor between the producer and the consumer, one can not get along without the other. They are just as important to each other as capital is to labor.

The scope of the general commission business consists in the disposing of the endless variety of products of the field, orchard and farm, and there is no line of trade that is a greater exponent of that trite saying that "Variety is the spice of life."

The requirement that purchasers of perishable goods should settle their bills every week and that stock is quickly turned into cash is one of the pleasant features of the business, and enables the commission merchant to move a large volume of business with a comparatively small amount of capital. Of course; this does not apply to firms that do a speculative business.

The fact that there is an ever-changing base of supplies each season gives considerable opportunity for displaying generalship in the planning to obtain consignments from new producing sections. The satisfaction obtained from locating new and profitable fields is as great as the mining prospector realizes when he strikes a rich find and, like the prospector, many a commission solicitor goes on a wild goose chase, and that's no lie.

To many this business would not offer any special inducements, but to one who loves excitement there is a charm about it that makes its devotees ever cling to its shrine, once in the ranks; very few ever desert it; nearly all die in the service. There is a fascination in watching and keeping in touch with the ever-changing market that rivals in fluctuations those of famed Wall Street. No manipulation of the market is possible, being controlled entirely by the inexorable laws of supply and demand. The constant changes ever tend to keep the commission merchant on the alert. Sometimes the quick seller gets on the right side of the market, at other times the patient holder has things come his way; whichever way it goes, one side has cause for congratulation. Many of the shrewd business men within its ranks with a speculative turn of mind watch the market for opportunities to speculate and make daring ventures under circumstances which men in other lines would shrink from accepting, the successful outcome of many of these ventures being attributed solely to the keen, quick judgment exercised in sizing up the sources of supply and demand.

Commission merchants, as a rule, are a hopeful lot even when market conditions are depicted as being at their worst, because they know that the reaction is bound to come quick. This is in marked contrast to many lines of staples; in the latter case, when market gets bad, it often continues so for a great length of time.

The commission merchant can be ever so independent in the treatment of his customers when he has control of the available supplies of any perishable article that happens to be wanted. When a merchant receives a carload of perishable stuff that strikes a bare market and is quickly disposed of at very satisfac-

tory prices, who can blame him for having a feeling of jubilation come over him, as he remembers his trials in disposing of the same stuff on a heavy market? Unfortunately, these bright spots are few and far between.

John F. Fugazze.

Changes in the Butter Business.

During the past year the production of the fraudulent substitute for butter has shown an increase of nearly 50 per cent. Fifteen factories in 1899 made 83,000,000 pounds, or, figured in dairy carloads of 20,000 pounds each, over 4,000 cars. It is difficult to comprehend this quantity, and the output for the coming year promises to be even heavier, as the year 1900 opens up with conditions rather unfavorable to the production of butter. I do not hesitate to say that the butter people are facing a crisis right now. The political power of the packing interests which are back of the oleomargarine makers is something tremendous. They are fighting for the privilege of supplying the consumer with a substitute against his will, and will spend hundreds of thousands to accomplish their purpose. On the other hand, the dairymen have a tremendous political power in their ballot, which cannot be resisted if properly manipulated. It is dollars against votes, with the fight to the finish.

The butter business is in fewer hands than it was a few years ago. There has been a great change in the method of handling the business. Low prices have forced economy in bringing it from producer to consumer. Once 10 per cent. could be had as commission. Then when creameries became general, 5 per cent. was the rule. While to-day few are willing to admit they are handling business for less than 5 per cent., it is known that very few creameries of consequence pay that figure for sales at prices based upon market quotations. Few creameries are satisfied with the straight market price. They want a premium. And such desire upon the part of the shipper has induced many evils into the trade which has cost the business as a whole thousands of dollars, and to-day is costing it an enormous amount.

If asked to-day what is considered the greatest evil to the butter trade, it must be admitted that this very practice or custom of holding the market price for the highest grade down to a figure at which a second quality will sell is placing a premium upon carelessness with the producer, and can not be too severely condemned. It has kept down the quality of our butter many points during the past few years, and it is doubtful as a result of such practice whether the average quality of creamery butter is as good to-day as it was three years ago.

This practice, combined with the low prices existing in 1896, 1897 and 1898, has brought into existence an evil at the creameries which will require years to remedy. That is the custom of farmers delivering milk every other day only, instead of every day, as was the practice when the separator was first introduced. I do not believe this practice is followed in any other country in the world. The highest grade of butter can not be made from such milk, although the economy to the milk producer from such practice amounts to from one to two cents a pound on the butter, according to the amount of milk delivered.

T. C. H. Wegeforth.

Excursion to Ann Arbor Via Michigan Central.

On account of Music Festival. One fare for the round trip. Dates of sale May 16, 17, 18 and 19. Return May 21. W. C. Blake, City Ticket Agent.

WE BUY FOR CASH

Eggs and Butter

IN ANY QUANTITY.

Hermann C. Naumann & Co.,

353 Russell St., Opp. Eastern Vegetable Market, Detroit, Mi h. 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 & FRUTECHY, 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

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.

GOTHAM GOSSIP.

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

New York, May 12—The week in the coffee market has been one of ups and downs and prices have varied ¼c. At the close there is a better feeling and No. 7 Rio is worth 79-16c. Advices from abroad have governed matters here to quite an extent and the speculators have influenced the course of affairs quite as much as the law of supply and demand. Jobbers generally report rather light demand, the orders being for small lots, interior dealers seemingly taking no interest, one way or the other. In store and afloat the amount of Brazil coffee aggregates 955,815 bags, against 1,228,837 bags at the same time last year. Mild coffees are meeting with light enquiry, but quotations remain steady and Good Cutcuta is firmly held at 10c. East India sorts are unchanged, but little activity is displayed and buyers are taking only enough to last from week to week. The low grades seem to be selling with more freedom than the better sorts.

The sugar business for some reason is light and new orders have been few, with quantities ordered of the smallest amounts. More activity is likely to be manifest shortly, however, as canning begins. Quotations are firmly maintained for hard. Raw sugars have been fairly steady and importers show no special anxiety to dispose of holdings except at full figures.

Tea jobbers report a little better feeling and, in the aggregate, the amount of orders which have come to hand during the week may be said to be fairly satisfactory, although not large in any individual case. The tendency is toward a slightly higher rate, but it is hard to name any actual advance.

Prices for low grade rice tend upward and the market all round gains strength every day. There is no boom, however, and orders are very easily filled, so far as supply is concerned. Foreign grades are unchanged. Japan quotes table at 4¼@5c; prime to choice Southern, 5½@5½c.

Singapore black pepper is firmly held at 12½c in an invoice way. Other spices lack animation and the general situation contains little of interest. Jobbers report some enquiry from picklers for mixed spices and the ruling rate is about 16½c.

Molasses stocks are light and for this reason holders adhere firmly to quotations, but the demand is very quiet and only small lots are taken by any one buyer. Low grades are fairly firm. Good centrifugal, 20@28c.

Offerings of syrups are moderate and with a fairly active demand both from home dealers and exporters the situation is quite satisfactory from the refiner's standpoint. Prime to fancy sugar goods, 21@28c.

The canned goods market is dull and a long tramp will fail to find a single item worthy of note. Prices are about unchanged all around and the sales of spot goods seem to be of the smallest dimensions. Futures are attracting no attention, although just what effect the frosts will have remains to be seen. They are said to have been very severe in many parts of New York and New Jersey and the damage done to run into the hundreds of thousands. Salmon attracts little attention and both sides seem to be waiting the future course of events.

Lemons are hardly as active as previously noted, although prices seem to be about unchanged. Jobbers report a fair trade for desirable stock, but the call is not sufficiently large to lower the supply to any appreciable extent. Sicily lemons range from \$3 per box all the way to \$4.25 for fancy stock. Oranges sell well and prices are possibly higher than last week, California navels ranging from \$1@4.85 and seedlings \$3.40@3.75. Enquiry for bananas continues active and prices are firm, Port Limons selling up to \$1.05 per bunch for firsts.

With continued light receipts and continued good demand the butter market during the week has been in good

condition and best Western creamery is quotable at 20½c and possibly more for very desirable stock. Next week promises to see an enlarged supply and we may have a lower range of quotations. Thirds to firsts, Western creamery, 16½@20c; imitation creamery, 14@17c; Western factory, 14½@15½c; "renovated," 14½@18c.

The cheese market is inactive. Prices are fairly well sustained, however, and the situation favors the seller a trifle. New cheese, full cream, 10¼c; old, 12@12½c.

The egg market is inactive. Western ranges from 13@14c, although the latter is about top rate.

The bean market is generally steady. Choice marrow, \$2.12½ and the same for choice pea; choice red kidney, \$2.05.

One Source of Chicago's Egg Supply.
From the Chicago Tribune.

Green River "hen fruit" will soon begin to make its appearance in Chicago. This is an Illinois product of which Chicagoans partake without knowing what they are eating. Green River "hen fruit" is the egg of a mud hen. Mud hen is the common name of the American coot, or Virginian rail.

The month of May is the busy season of the mud hen; likewise of the individuals who make a living robbing her nest. The hens in large numbers frequent the marshes of the Green and the Illinois Rivers. They nest in swamps, on bunches of drift, and here they are easily found by the egg hunters, who find a ready market in Chicago for all of their offerings. A Green River hunter last year gathered 1,000 dozen eggs in three weeks, clearing \$60 for his labor. The price last year netted six cents a dozen.

Nearly all of the eggs are taken in Bureau county. They are coated in the same manner as the product of the barnyard fowl, and are sold to restaurant men and confectioners. It is said to be an easy matter for an egg hunter acquainted with the haunts and habits of the mud hen to take from 500 to 800 dozen eggs in a single season.

Card From the Crawford Produce Co.

Detroit, May 12—In this week's issue of the Tradesman you have published a statement about us which is an error. We never owned the Manhattan Fruit & Grain Co. A man from Cleveland, by the name of C. H. McKnight, rented office-room of us for that summer and ran that business, but he left in the fall of 1898 and the Manhattan Fruit & Grain Co. has not been in business since. F. T. Crawford and O. W. Scoble own the Crawford Produce Co.

Fred Crawford, Jr., bought out the Wolverine Commission Co. last fall, so he owns that business. James Boyce is not with the Crawford Produce Co. or the Wolverine Commission Co., but is said to be a member of Paul Fays & Co. The Crawford Produce Co. is not playing into anyone's hands, but is open for all business in this line, the same as all merchants who buy, sell to and for each other, selling for shippers, and filling orders to buyers. We want you to make above statement in full, in the next issue of your paper, in order to do justice to us and to yourselves.
F. T. Crawford.

"There's a case of goods I was a fool to order," said a grocer to a friend the other day. "What is it?" queried the friend. "Marmalade," was the reply. "I was induced to get it because one of my customers kept asking for it, but since I mailed the order she has stopped buying here." "Why not work up a demand by placarding the stuff as the staple breakfast food of the English royalty and nobility?" enquired the friend. "You try it, and see if it does not go lively."

A new English invention for boiling eggs consists of a little canister which can be placed in a pan, which is fitted with a basket to hold half a dozen eggs at a time. As soon as the eggs are properly cooked the apparatus whistles loudly and continues to whistle until taken out of the pan.

- 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

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.

The Meat Market

Some Good Advertising by an Elkhart Meat House.

The Fulton Market Co., of Elkhart, Ind., furnishes this week's series of sample advertisements. The company has two of the largest establishments in that State, was incorporated in 1867, and has for its President J. A. Biglow.

Its Secretary is A. Arisman. To one of the gentlemen named, presumably, I am indebted for an interesting letter, which contains an apology for having sent the originals of their advertisements, as they keep only one printed sample of each and these, they say, they preserve. Now comes the interesting part of the letter as follows:

We have a scrap-book in which we preserve one copy of every advertisement for future reference. This not only gives us an opportunity to refer to those that have proven good ones, but after a man keeps that sort of a book a few years he would part with most any chattel rather than it. We also keep one copy of every piece of stationery used.

There is a tip that should be valuable to every person interested in this department. I would further advise that a scrap-book also be kept for a collection of the different advertisements that appear on this page from week to week. Now for the Fulton Market Co.'s advertisements, copies of about twenty of which I have. I will reproduce five,

It's Our Treat

when we sell you Friday and Saturday, Fresh Mackerel at 15c each. It certainly is. We have plenty of White Trout, Boneless Herring, Cat, White Bass, etc.

NOW

we can offer you our choice meats, fish, oysters, etc., at the popular prices at the North End as well as the South. Branch Market, 106 N. Main St., the Fields Market.

Beef Roasts, 8c; Porterhouse, 15c; Round Steaks, 12 1/2c; Leg Mutton, 10c; our own make Pork Sausage, 10c, 3 lbs, 25c.

It will be a pleasure to call for your orders.

Fulton Market Co.

Mary's Little Lamb

and all other choice meats at both our South and North Markets. We will especially mention our high grade Veal.

Frankfurts Now at 10c.

Our Boiled Ham, Liver Sausage, Head Cheese, Bolognas, Pork Sausages and Smoked Pork Sausages all our make.

Smoked White Fish, Long Island Oysters, Oysters Bulk, Clams, Sauer Kraut, and everything good.

FULTON MARKET CO.

13 REASONS

Because we handle only the best meats.
Because we handle choice fish the year around.
Because we have what you want when you want it.

Because we handle a full line of ocean fish.

Because we have the delicacies of the season.

Because we have spring chickens (Friers).

Because we have beef tenderloin.

Because we have livers always on hand.

Because we have Butterine of the best.

Because we have the finest hams cut.

Because we have lambs always on hand.

Because we have the best equipped market in Northern Indiana, and

ABOVE ALL

Because we handle all goods in a clean and sanitary manner. Orders promptly filled.

FULTON MARKET CO.

Strangers Now

and again marvel at the extremely low prices we sell meats for. Are you taking advantage of them? For Instance: Roast beef, 8c; rib meat, 5c; round steak, 10c; pork sausage, our own make, 8c; chickens, 10c. A bargain in every line. These prices at both markets. We handle everything in our line—largest assortment in Elkhart.

Fulton Market Co.

Why Jones Left Home

was because the sausages and steaks served him did not come from Fulton Market. He well knew that Fulton Market employs a professional sausage maker who makes their celebrated Veal Frankfurts, Pork Sausage, Tongue Sausage, Blood Sausage, Ham Sausage, Fine Bologna, Head Cheese, Garlic Bologna, Pressed Corned Beef, Boiled Hams, Hamburg Steak Saturdays, 10c.

Fulton Market Co.

which will prove sufficient to illustrate that the company's advertising man is one competent to look after that branch of the market's business. The title "13 Reasons" has been happily selected. Did you ever make a study of the attractiveness of figures? You can take any combination of figures in the whole outfit, place them upside down or any other way, and they will not catch or hold one's attention nearly so quickly as the mystic 13. There is a reason for it, of course—it is associated with everything unlucky. But the enterprising concern out in Elkhart has constructed a gigantic argument showing why trade should come to it out of the supposed unlucky number of reasons. Read that advertisement over and see if you do not agree with me in that it is worth putting in your scrap-book for future reference or use. The idea of having catchy words brought out prominently is real good. Of the five advertisements here used I'll wager you have read every one by this time, and what caused you to read them is the prominent words. "It's our treat now," which is the display part of one of them, made you think something was to be given away.

I doubt whether it is a good idea to disappoint people, and that advertisement certainly was disappointing to those who had a momentary thrill at the anticipation of getting something free. However, as the owners of the Fulton Market Co. are not novices in the art of advertising, and in addition are acquainted with the temperament of the people of their city, they undoubtedly did not use anything far removed from good judgment in raising hopes and knocking them down almost in the same breath. "Strangers Now" has a Laura Jean Libbey tinge, and to carry out the idea still further I should have begun the advertisement this way:

LOVERS ONCE

in a while find time to go meat buying. If they are acquainted in the town they come to us and are not surprised at our quotations,

BUT

and then I should have gone on with the "Strangers Now" part of the advertisement as here printed. However, I can not see any opportunity to suggest improvements. For the style of advertisement they are as good as any I have ever seen—better than any I have noticed, for the style, in connection with market advertising.—Jonathan Price in Butchers' Advocate.

An Ohio man has patented an electric bicycle lamp which, instead of having a storage battery, is supplied with electricity generated by a motor attached to the bicycle.

Balloo Baskets Are Best



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

Market Baskets, Bushel Baskets, Bamboo Delivery Baskets, Split 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.

Hammond, Standish & Co.,

Detroit, Mich.

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

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

Butterine

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

"Purity" Butterine

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

THE CAPITAL CITY DAIRY CO.,

COLUMBUS, O.

=Eggs Wanted=

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

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

Coupon Books for Meat Dealers

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

Tradesman Company, Grand Rapids, Mich.

Commercial Travelers

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

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

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

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

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

AS HE OUGHT TO BE.

Pen Picture of the Ideal Commercial Traveler.

The most essential quality of the successful commercial traveler is the art of influencing others so as to interest them in his plans and purposes. Knowledge of human nature, a flowing address and easy manners are necessary to this end.

With regard to easy manners, while it is true that they are given by nature, it is also true that they can be acquired by steady and persistent effort. How often is it seen that smart, intelligent and industrious young men, who make excellent clerks in the office or warehouse, prove utter failures as commercial travelers. Others possessing, it may be, less capacity and, apparently, natural good sense get ahead of them. All the hard work of the former class and their efforts to get orders are unsuccessful. Minus orders and dreadfully disappointed, they return to headquarters woeful failures.

What is it that, possessed by some, these lack? What can be the cause that, while they fail in their plans, others who stand vastly below them in natural intelligence and acquirements apparently succeed without difficulty?

The answer is that the former class are wanting in free and easy manners, which may be said to constitute an art that requires no deep learning. It may be defined, in brief, as the art of yielding to the moods and opinions of those with whom one comes in contact, of adopting, without apparent effort, the tone of those whom one wishes to win over to one's plans, without being in the least hypocritical or assuming the part of a wily flatterer.

The commercial traveler whom nature has not endowed with an even temper, full of good humor, must keep continual guard over himself if he would acquire this art. He must have his passions strictly under control, must understand how to deny himself at the right moment, and endeavor by vigilance and self-discipline to gain the needed amount of ready adroitness.

His efforts to accomplish this will not interfere with that self-respect which we owe to ourselves, neither will they throw any discredit upon the firm that is represented. As in general life, it is especially necessary in the commercial traveler that he be not wanting in self-confidence. He who has confidence in himself will gain that of others, but if his face shows traces of ill-humor or discouragement, his cause is lost. Although the art of always showing a smiling face comes quite natural for some persons, for others it is a task, and for these a great amount of self-control and self-suppression is needed in order that they may appear amiable and cheerful even when affairs are not prospering

with them. Make every effort not to appear low-spirited, and especially avoid complaining of the dullness of business. This always produces an unfavorable impression.

I do not mean to say that the commercial traveler must not express his true opinion, should the drift of conversation demand this. In such a case he certainly may do so, but with moderation and cheerfulness, avoiding complaints and lamentations of every degree, which are manifestly useless to alter a bad state of business. To contradict the complaints of a customer moderately and with reserve will always prove an effective stimulant to conversation, and he who manages well can very soon, without difficulty, lead the discourse back to his own point.

As the commercial traveler does wisely to avoid complaining of the dullness of trade, he can not be too much on his guard against the other extreme, that of bragging. Everyone is well aware that, at present, there is great competition in all branches of business, and that it is almost impossible to get extraordinarily large orders. The commercial traveler who tries to succeed by bragging can be sure of doubly losing his cause, for an intelligent, judicious merchant, to whom he might boast of his remarkable business transactions, will not fail to make fun of him, and even if he does not despise him, will by every means attempt to get rid of him as soon as possible, because he wishes to deal only with a trustworthy man, and does not want anything to do with a windbag. Even if a merchant should be found foolish enough to believe his visitor's extravagant stories, he must feel vexed that he is unable to give orders for such large quantities of goods as the commercial traveler professes that he is accustomed to take. The complaining and boasting drummer are both apt to ruin their expectations of trade by their injudicious way of seeking it.

It is a well-known fact that an attractive appearance always produces a favorable impression. By this I do not mean great personal beauty; rather a certain pleasing and winning expression of countenance, which some persons who otherwise can make no pretensions to personal beauty possess to such an extent that it is almost impossible to resist their fascinations. This gift is undeniably one of the most precious of nature's bounties. Even uneducated and coarse natures find themselves unconsciously attracted by the amiable manner of those who possess it, and readily put confidence in them. The quality stated may not be entirely nature's gift; the eye is the mirror of the soul, therefore the purer the soul the more intensely will the eye reflect its purity. A reason is suggested here why "the gift of the gab" does not always make the successful traveler. I have had frequent opportunities to observe that in the long run not the flippant talker, but the man who the most certainly inspires confidence proves to be the best salesman.

With a vain braggart, the desire to make his words effective causes him almost to forget the purpose of his discourse. He wastes much time and may lose the confidence of the customer, and what can he do without that? A few words spoken at the right time, and of the necessary purport, are likely to go a hundred times further than idle, thoughtless gossip.

A fine figure is of great importance for a commercial traveler, especially as

so much depends with him on the impression he makes at his first entrance into a place of business, because every one is more or less influenced by a favorable appearance. We are apt to overlook many a fault in a handsome man which we should find unpardonable in a homely one, and considering also that the commercial traveler frequently has to do with women, seeking their interest to influence the husband, it can not be denied that an attractive figure is a great advantage to the man who is so fortunate as to possess it. But handsome young men are apt to be very conceited, and to waste much time and expend a great deal of money on their clothing, and are apt to appear in the stores of customers rigged up as for a ballroom. Now the average business man abhors "dudism," and a commercial traveler who supplements an attractive figure with a too-decided regard for what the tailor can do for him is apt to nullify, by his foppishness, the good impression which he would otherwise make when he calls upon his customers. A sensible man does not readily bestow his confidence upon a person whose most important interest seems to be his garments. The commercial traveler ought to choose a happy medium as regards dress. That he appear in a clean and well-made suit of clothes is all that is required of him in this respect.

Paint and Prosperity in Kansas.

Topeka, May 10.—"Kansas is painting herself up in many colors this spring," said a big paint manufacturer from the East, who was here to-day on business. "Talk about 'painting a town,' why, Kansas is painting all of them. I will venture to say that the State will use more paint this year than it has during the five previous years. Everybody is buying paint. I have been in more than forty towns in the State during the past month and they are all looking as if they were just built. The idea of 'more paint' is not confined to town people either. The farmers are buying liberally and painting everything on their farms, from their houses and barns, down to corn cribs and chicken coops. Some are even painting their fence posts. It is a sign of prosperity. People do not paint things unless they have money. It costs money to paint a farm house as well as to 'paint a town.' But what adds more to the appearance of a town, or a house, or a barn, or even a chicken coop, than a coat of paint? Nothing, unless it is two coats."

Missouri Apples at Paris.

Missouri apples that have been kept in cold storage since early last fall have been repacked and shipped in refrigerator cars to New York. There the fruit goes into the cold storage end of a steamer. It is supposed that cold storage will keep the apples until they are wanted at the Paris exposition. Missouri is cultivating European trade for its apples.

The Dum-Dum Bullet.

This bullet derives its name from Dum-Dum, India, where it was first made. Its top is of brass, and is hollow. When it strikes its victim it becomes umbrella shaped, and tears its way through the flesh, making a dangerous wound. Blood poisoning sets in within thirty minutes after the bullet strikes.

New Ground For Divorce.

A Portland man went to a lawyer a few days ago and told him he wanted a divorce. Being asked upon what grounds he expected to obtain it he said on the grounds of arson. The lawyer said that was a new reason in his practice and asked the man what he meant. He said his wife had fired him.

Wanted—Cigarmakers, bunchbreakers and rollers. Address G. J. Johnson Cigar Co., Grand Rapids, Mich.

Gripsack Brigade.

J. M. Van Zoeren, of the firm of Van Zoeren Bros., at Zeeland, has engaged to travel for the Belding Shoe Co.

Joseph S. Perkins, formerly on the road for the Western Beef Co., and more recently with the U. S. Packing Co., has engaged to travel for the Bradley Cigar Co., of Greenville, covering Western and Northern Michigan.

W. B. Burris, who recently sold his interest in the Bradley Cigar Co. to his partners, has engaged in the cigar business at Jackson under the style of the Central City Cigar Co. Mr. Burris is an energetic salesman and will give the Jackson people a lively institution.

L. Winternitz, who is temporarily in charge of the local branch of Fleischmann & Co., was called to Chicago last Friday by the death of his mother-in-law. The funeral occurred on Sunday. Mr. Winternitz returned to the city Monday and will remain here until the latter part of the week.

Eaton Rapids Journal: As a traveling salesman, Frank Bradford, son of A. L. Bradford, is a winner. In two weeks' time, driving through the country with his sample wagon, he disposed of something over \$1,850 worth of merchandise. If anyone can beat that for a youth only 18 years of age, trot him out.

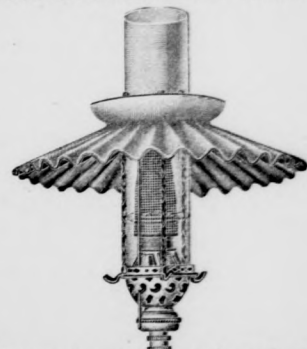
Kalamazoo Gazette-News: E. A. Rogers, of Paw Paw, has accepted a position as traveling salesman for the French Garment Co., of Kalamazoo, and will enter upon the duties of his new position about May 15. His territory will be in Illinois, Iowa and the Dakotas. Mr. Rogers has been a popular young man in Paw Paw and will be missed.

Detroit Free Press: John F. Antisdell, than whom there was probably no better known hotel man in Michigan or the Northwest, passed away at his residence, 319 Jefferson avenue, Tuesday evening, after a lingering illness. Two years ago Mr. Antisdell was taken with a severe attack of grip and from that time he had never regained his health. In January last he suffered a slight attack of heart failure and had been confined to his home since. Last Saturday he had a stroke of paralysis, and although his physicians, Drs. Inglis and Shurly, did everything in their power, it was seen that death would only be a question of hours.

Compulsory Refreshment.

"What is blanc mange, pa?"
 "Blanc mange? It is that ghastly, horrible, nervous, clammy dessert which your mother generally gets up when we have company so that I can't shirk out of eating it."

Glover's Unbreakable Mantles



Lead them all in durability, high candle power, etc. Everybody uses them. They give the best of satisfaction. We carry a complete stock of everything in this line; also Y-USE-A Mantles. Write for price sheet.

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

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.

Securing the Assistance of the Physician.

The only way possible to secure and retain the physician's support is to be a pharmacist in every sense of the word, and then to treat the physician in a common-sense sort of way. We will never secure it by keeping up "a howl" about the doctors dispensing. We must recognize the fact once and for all time that they have a legal right to dispense all the medicine they want to in their own practice. They will always dispense more or less as long as they live, the quantity depending greatly on how we treat them.

We have no legal or moral right to prescribe unless we happen to have a medical diploma, and in that case the other physicians would very likely want to patronize a druggist who is not an M. D. No sensible physician objects to our giving relief doses for headache or colic, if we have sense and knowledge enough to give the proper thing; what they have a right to object to is our attempting to treat the causes.

We should do everything possible to encourage their writing prescriptions. We should show them that we have the stock of drugs and chemicals necessary, and that we always fill their prescriptions just as they want them filled. Grant them the freedom of the store. Let them come behind the prescription case and in the laboratory if they are so inclined; occasionally invite them to, if they are diffident or have a feeling of delicacy about it. Let them see us filling their prescriptions or manufacturing our tinctures, elixirs, etc. It won't shake their confidence in us if we are what we claim to be; but instead it will be an object lesson that they will remember when handing a patient a prescription and hearing the oft-repeated query, "Where shall I take it?"

If a prescription for elixir bromide potassium (Jones) is received, it doesn't do anybody any good to fly off at a tangent, say mean things about the doctor to his patient, and so on! Consider that Jones sent a high-priced gentleman probably five hundred miles to see the doctor, especially to tell him about the preparation and to leave a good-sized sample with him. We have lived with in two blocks of his office for years and never have been there except to ask his permission to substitute in a prescription that we just received.

Is it any wonder that he specified Jones? He did not know we could make a preparation certainly equal.

Go over the National Formulary with them, and if they express a desire to try something that you don't keep made up, make up a generous sample for them. Call their attention to any of the N. F. preparations whenever the opportunity presents itself.

Keep posted on the new remedies and preparations, and have literature on them at hand in case the physicians

want to know about them. Let them get in the habit of thinking us interested in progress, and cognizant of the new discoveries and the like. They will then grow to depend on us more as aids. Don't hesitate to stock a small quantity of some new remedy that the doctors are using, and let them know it. If they want a preparation of any sort not in stock, get it.

Supply them with the medicine they dispense at a close margin. Better sell at cost than to let the supply houses furnish them. Protect the doctor from his patients, who very often have a habit of passing his prescriptions around among their friends. Druggists, too, are often consulted about different physicians or by people who think of making a change, but in such cases we must observe a position of strict neutrality, unless it is an occasion where the services of a specialist are needed.

I know that there are some who, having read this far, will be thinking that the physician owes something to the druggist. I think so, too, but it is not my business to say how the doctor ought to treat the druggist. I am only telling one side of the story, and I think if we live up to our opportunities we will gain fair treatment a good deal quicker than by yelling "dispensing doctor" every time we have a spell of the blues and think the drug business has gone to the devil.

We have no business to cut in the price of standard preparations and then try to make up the loss by overcharging on prescriptions. It is the duty of the physician to see that his patient is not paying more than a reasonable price, and an honest doctor is willing the druggist should be paid for his skill as well as his drugs.

Let us work harder to be better pharmacists, more worthy of our calling. It will be better for us, for the doctor and for the public.

I have said nothing about the patent medicine part of our business. If there is a demand created for them, so long as we do not believe they are actually harmful, we seem to be the natural distributing agents; but I can't see how a self-respecting druggist can push and recommend patents simply to make a sale. If he does he is guilty of counter-prescribing.

Let us swear off "kicking" about everything and try to do something for ourselves—what that something is depends on each one for himself. Above all let us have an epidemic of common sense that will number all the druggists in the land among its victims.

Charles G. Kline.

The Man Who Succeeds.

The man who makes a success of an important venture never waits for the crowd. He strikes out for himself. It takes nerve. It takes a great lot of grit. But the man that succeeds has both. Any one can fail. The public admires the man who has enough confidence in himself to take a chance. These chances are the main things after all. The man who tries to succeed must expect to be criticised. Nothing important was ever done but the greater number consulted previously doubted the possibility. Success is the accomplishment of that which most people think can't be done. C. V. White.

Reciprocal Benefits.

"Personal appearance is a helpful factor in business success."
 "Yes, and business success is a helpful factor in personal appearance."

One Way to Win Trade.

Wm. S. Gardiner, in an address to the Chicago West Side Drug Club, said:

The druggist who cuts his price on goods to the public which bear his own label virtually admits that he has either overcharged in the first instance or that his goods have deteriorated. Cut the goods which you control, but only under some other name than your own. Uphold your own goods and label to the highest possible notch. I have used a method which has proved to be very successful in bringing customers to my store and in introducing and selling new goods. It is as follows: I wish, we will say, to introduce and sell Dr. Smith's Prescription, which is priced at 35 cents. I have a card printed like the one I show you:

25 CENTS FOR THIS CARD.

(This line printed in red ink.)

The manufacturers of Dr. Smith's Prescription, nature's remedy for Coughs, Colds, Bronchitis, Whooping Cough and all throat and lung troubles, have arranged with

.....Druggist,

.....Street,

to give a regular 35-cent bottle of their celebrated remedy for this card and 10 cents during the month of....., 1898.

One thousand of these cards are distributed in my neighborhood, and my experience is that about 25 per cent. of them come back with the dime, so that I have covered the first cost of the medicine and the expense of printing, and I have obtained 250 customers. Of these, it is my experience that more than half will repurchase, and my books will show that the article so advertised has become staple and one of daily sale.

A Peculiar Odor.

A reader sends the Chemist and Druggist the following prescription with a sample of the mixture which he prepared from it. His customer complains that the mixture has the odor of cod liver oil and she thinks that this was due to carelessness on the dispenser's part:

Ferri tartarati, 8 grs.
 Liq. arsenicalis, 3 m.
 Aq. chlorof. ad., 4 drs.
 Mitte tales doses xij.

The correspondent had made up the mixture with different samples of tartarated-iron with the same result. Undoubtedly the mixture has a fishy or seaweed like odor, due, we imagine, to some reaction between the chloroform and the alkali of the liq. arsenicalis in presence of the metallic compound, because the odor reminds us of that which is evolved in the isonitrite test for acetanilide. We should be glad if some of our subscribers would make up a little of the mixture exactly as written above, and report their experience. It may be that some may not detect any change in odor, as only two of the pharmacists on our editorial staff agree with "Ferrum Tartaratum" about the smell.

The Drug Market.

Opium—Is quiet at unchanged prices.
 Morphine—Is unchanged.
 Quinine—Manufacturers are firm in their quotations, and the demand is small. It is claimed that the present price is about the cost of production, and for this reason an advance is looked for.

Citric Acid—As the season advances it is firmer and demand is active. An advance is looked for.

Glycerine—Crude continues to advance and the lower grades of refined are also higher. C. P. is still unchanged, but an advance is looked for.

Essential Oils—Anise is lower on account of large stocks. Bergamot is very

firm and advancing. Cassia is weak and lower. Oil pennyroyal is in small stocks and higher.

Buchu Leaves—Have declined on account of large stocks both in this country and Europe.

Powd. White Hellebore Root—Stocks are light and higher prices are looked for as soon as the demand sets in.

Linseed Oil—Is firm at the advance of 2c noted.

Quarantine on Carboic Acid.

Some of the medical journals are poking fun at the quarantine regulations recently enforced in some Southern States. A barrel of carboic acid that was shipped to an Alabama town had to be thoroughly fumigated before it was allowed to be landed, and a large load of rocks intended for building harbor defenses was fumigated.

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.

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

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

FLAVORING EXTRACTS AND DRUGGISTS' SUNDRIES

WHOLESALE PRICE CURRENT.

Advanced—
Declined—

Acidum		Ammonia		Aniline		Bacca		Balsamum		Cortex		Extractum		Flora		Folia		Gummi		Herba		Magnesia		Oleum	
Aceticum	60@ 8	Aqua, 16 deg.	4@ 6	Black	2 00@ 2 25	Cubeba	12@ 14	Copalba	50@ 55	Abies, Canadian	18	Glycyrrhiza Glabra	24@ 25	Arnica	14@ 16	Barosma	38@ 40	Acacia, 1st picked	65	Absinthium .oz. pkg	25	Calcined, Pat.	55@ 60	Absinthium	6 50@ 6 75

Seasonable

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

We solicit your orders. Quality and prices guaranteed.

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

GROCERY PRICE CURRENT.

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

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

AXLE GREASE
 Aurora doz. gross 6 00
 Castor Oil..... 7 00
 Diamond..... 4 25
 Frazer's..... 75 9 00
 IXL Golden, tin boxes 75 9 00



Mica, tin boxes..... 75 9 00
 Paragon..... 55 6 00

BAKING POWDER
Aeme
 1/4 lb. cans 3 doz..... 45
 1/2 lb. cans 3 doz..... 75
 1 lb. cans 1 doz..... 1 00
 Bulk..... 10

Aretie
 6 oz. Eng. Tumblers..... 85
 El Parity..... 55
 1/4 lb. cans per doz..... 75
 1/2 lb. cans per doz..... 1 20
 1 lb. cans per doz..... 2 00

Home
 1/4 lb. cans, 4 doz. case..... 35
 1/2 lb. cans, 4 doz. case..... 55
 1 lb. cans, 2 doz. case..... 90

JAXON
 1/4 lb. cans, 4 doz. case..... 45
 1/2 lb. cans, 4 doz. case..... 85
 1 lb. cans, 2 doz. case..... 60

ROYAL
 10c size..... 86
 1/4 lb. cans 1 30
 6 oz. cans 1 80
 1/2 lb. cans 2 40
 1 lb. cans 3 60
 3 lb. cans 12 75
 5 lb. cans 21 00

Queen Flake
 3 oz., 6 doz. case..... 2 70
 6 oz., 4 doz. case..... 3 20
 9 oz., 4 doz. case..... 4 80
 1 lb., 2 doz. case..... 4 00
 5 lb., 1 doz. case..... 9 00

BATH BRICK
 American..... 70
 English..... 80

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

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

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

CANNED GOODS
Apples
 3 lb. Standards..... 80
 Gallons, standards..... 2 05
Beans
 Baked..... 75 @ 30
 Red Kidney..... 75 @ 85
 String..... 80
 Wax..... 85
Blackberries
 Standards..... 75
Blueberries
 Standard..... 85

Cherries
 Red Standards..... 85
 White..... 1 15
Clams
 Little Neck, 1 lb..... 1 10
Corn
 Fair..... 75
 Good..... 85
 Fancy..... 95
Hominy
 Standard..... 85
Lobster
 Star, 1/2 lb..... 1 85
 Star, 1 lb..... 3 10
 Picnic Tails..... 2 25

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

Mushrooms
 Hotels..... 18 @ 20
 Buttons..... 22 @ 25
Oysters
 Cove, 1 lb..... 95
 Cove, 2 lb..... 1 70

Peaches
 Pie..... 1 65 @ 1 85
Pears
 Standard..... 70
 Fancy..... 80
Peas
 Marrowfat..... 1 00
 Early June..... 1 00
 Early June Sifted..... 1 60

Pineapple
 Grated..... 1 25 @ 2 75
 Sliced..... 1 35 @ 2 25
Pumpkin
 Fair..... 65
 Good..... 75
 Fancy..... 85

Raspberries
 Standard..... 90
Salmon
 Red Alaska..... 1 35
 Pink Alaska..... 95
Sardines
 Domestic, 1/2s..... @ 4
 Domestic, Mustard..... @ 8
 French..... 8 @ 22

Strawberries
 Standard..... 85
 Fancy..... 1 25
Succotash
 Fair..... 90
 Good..... 1 00
 Fancy..... 1 20

Tomatoes
 Fair..... 80
 Good..... 90
 Fancy..... 1 15
 Gallons..... 2 35

CATSUP
 Columbia, pints..... 2 00
 Columbia, 1/2 pints..... 1 25
CHEESE
 Aeme..... @ 10
 Amboy..... @ 10 1/2
 Carson City..... @ 10
 Elsie..... @ 10
 Emblem..... @ 10
 Gem..... @ 11
 Gold Medal..... @ 10
 Ideal..... @ 10
 Jersey..... @ 10 1/4
 Riverside..... @ 10 1/4
 Brick..... @ 12
 Edam..... @ 90
 Leiden..... @ 17
 Limburger..... @ 13
 Pineapple..... 50 @ 75
 Sap Sago..... @ 18

CHICORY
 Bulk..... 5
 Red..... 7
CHOCOLATE
 Walter Baker & Co.'s..... 23
 German Sweet..... 35
 Breakfast Cocoa..... 46
 Runkel Bros..... 21
 Vienna Sweet..... 28
 Vanilla..... 31
 Premium..... 31
 H. O. Wilbur & Sons..... 21
 Capital Sweet..... 22
 Imperial Sweet..... 25
 Nelson's Premium..... 25
 Sweet Clover, 1/4s..... 27
 Sweet Clover, 3/8s..... 27
 Premium Baking..... 35
 Double Vanilla..... 72
 Triple Vanilla..... 50

COCOA
 Webb..... 30
 Cleveland..... 41
 Jersey..... 42
 Epps..... 42
 Van Houten, 1/8s..... 12
 Van Houten, 3/8s..... 20
 Van Houten, 1/2s..... 40
 Van Houten, 1s..... 72
 Colonial, 1/8s..... 35
 Colonial, 1/4s..... 33
 Huvler..... 45
 Wilbur, 1/8s..... 41
 Wilbur, 1/4s..... 42

CIGARS
 The Bradley Cigar Co.'s Brands
 Advance..... \$35 00
 Bradley..... 35 00
 Clear Havana Puffs..... 22 00
 "W. H. B."..... 55 00
 "W. H. B."..... 55 00
 H. & P. Drug Co.'s brands.
 Fortune Teller..... 35 00
 Our Manager..... 35 00
 Quintette..... 35 00
 G. J. Johnson Cigar Co.'s brand.
 S. C. W...... 35 00
 Phelps, Brace & Co.'s Brands.
 Royal Tigers..... 55 @ 80 00
 Royal Tigarettes..... 35
 Vincente Portuondo..... 35 @ 70 00
 Ruhe Bros. Co..... 25 @ 70 00
 Hillson Co..... 35 @ 110 00
 T. J. Dunn & Co..... 35 @ 70 00
 McCoy & Co..... 35 @ 70 00
 The Collins Cigar Co..... 10 @ 35 00
 Brown Bros..... 15 @ 70 00
 Bernard Stahl Co..... 35 @ 90 00
 Banner Cigar Co..... 10 @ 35 00
 Seidenberg & Co..... 55 @ 125 00
 Fulton Cigar Co..... 10 @ 35 00
 A. B. Ballard & Co..... 35 @ 70 00
 E. M. Schwarz & Co..... 35 @ 110 00
 San Telmo..... 35 @ 70 00
 Havana Cigar Co..... 18 @ 35 00
 C. Costello & Co..... 35 @ 70 00
 LaGora-Fee Co..... 35 @ 70 00
 S. I. Davis & Co..... 35 @ 185 00
 Hene & Co..... 35 @ 90 00
 Benedict & Co..... 7.50 @ 70 00
 Hemmetter Cigar Co..... 35 @ 70 00
 G. J. Johnson Cigar Co..... 35 @ 70 00
 Maurice Sanborn..... 50 @ 175 00
 Rock & Co..... 65 @ 300 00
 Manuel Garcia..... 80 @ 375 00
 Nueva Mundo..... 85 @ 175 00
 Henry Clay..... 85 @ 350 00
 La Carolina..... 96 @ 200 00
 Standard T. & C. Co..... 35 @ 70 00
 H. Van Tongeren's Brand.
 Star Green..... 35 00

COCOA SHELLS
 20 lb. bags..... 2 1/4
 Less quantity..... 3
 Pound packages..... 4

CLOTHES LINES
 Cotton, 40 ft. per doz..... 1 00
 Cotton, 50 ft. per doz..... 1 20
 Cotton, 60 ft. per doz..... 1 40
 Cotton, 70 ft. per doz..... 1 60
 Cotton, 80 ft. per doz..... 1 80
 Jute, 60 ft. per doz..... 80
 Jute, 72 ft. per doz..... 95

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

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

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

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

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

CREAM TARTAR
 5 and 10 lb. wooden boxes..... 30
 Bulk in sacks..... 25

DRIED FRUITS—Domestic
Apples
 Sundried..... @ 6 1/2
 Evaporated, 50 lb. boxes..... 7 @ 7 1/2
California Fruits
 Apricots..... @ 15
 Blackberries..... @ 10
 Nectarines..... @ 11
 Peaches..... @ 11
 Pears..... @ 11
 Pitted Cherries..... 7 1/2
 Prunelles..... @ 7 1/2
 Raspberries..... @ 8

California Prunes
 100-120 25 lb. boxes..... @ 4
 90-100 25 lb. boxes..... @ 4 1/2
 80-90 25 lb. boxes..... @ 5
 70-80 25 lb. boxes..... @ 5 1/2
 60-70 25 lb. boxes..... @ 6
 50-60 25 lb. boxes..... @ 7 1/2
 40-50 25 lb. boxes..... @ 8
 30-40 25 lb. boxes..... @ 8
 1/2 cent less in 50 lb. cases

Raisins
 London Layers 2 Crown..... 1 75
 London Layers 3 Crown..... 2 00
 Cluster 4 Crown..... 2 25
 Loose Muscatels 2 Crown..... 7 1/4
 Loose Muscatels 3 Crown..... 8 1/4
 Loose Muscatels 4 Crown..... 8 3/4
 L. M., Seeded, choice..... 10
 L. M., Seeded, fancy..... 10 1/2
D. DRIED FRUITS—Foreign
Citron
 Leghorn..... 11
 Corsican..... 12
Currants
 Patras, cases..... 6 1/2
 Cleaned, bulk..... 6 3/4
 Cleaned, packages..... 7 3/4

Peel
 Citron American 19 lb. bx..... 13
 Lemon American 10 lb. bx..... 10 1/2
 Orange American 10 lb. bx..... 10 1/2
Raisins
 Sultana 1 Crown.....
 Sultana 2 Crown.....
 Sultana 3 Crown.....
 Sultana 4 Crown.....
 Sultana 5 Crown.....
 Sultana 6 Crown.....
 Sultana package.....

FARINACEOUS GOODS
Beans
 Dried Lima..... 5 1/2
 Medium Hand 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, 50 lb. drums..... 1 00
 Lauhoff Bros. Flaking Mills.
 Rice Flakes, 3 doz pkg case 2 85
 Flaked Peas, 3 doz pkg case 2 85
 Flaked Beans, 3 doz pkg case 2 85
 35 Chene St., Detroit, Mich.

Maccaroni and Vermicelli
 Domestic, 10 lb. box..... 60
 Imported, 25 lb. box..... 2 50
Pearl Barley
 Common..... 2 50
 Chester..... 2 50
 Empire..... 3 00

Grits
 Walsh-DeRoo Co.'s Brand.
 24 2 lb. packages..... 1 80
 100 lb. kegs..... 2 70
 300 lb. barrels..... 5 10

Peas
 Green, Wisconsin, bu..... 1 30
 Green, Scotch, bu..... 1 35
 Split, bu..... 3

Rolled Oats
 Rolled Avoca, 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
Tapioca
 Flake..... 5
 Pearl..... 5
 Pearl, 24 1 lb. packages..... 6 1/2

Wheat
 Cracked, bulk..... 3 1/2
 24 2 lb. packages..... 2 50
FLAVORING EXTRACTS
DeBoc's
 Vanilla D. C..... 2 oz. 4 oz.
 Lemon D. C..... 70 1 35
 Vanilla Tonka..... 75 1 45

FOOTE & JENKS' JAXON
 Highest Grade Extracts
 Vanilla..... 20
 Lemon..... 20
 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..... 20
 Lemon..... 20
 2 oz panel. 1 20 2 oz panel. 75
 3 oz taper. 2 00 4 oz taper. 1 50

JENNINGS' FLAVORING EXTRACTS
 D. C. Vanilla..... 20
 D. C. Lemon..... 20
 3 oz..... 1 20 2 oz..... 75
 3 oz..... 1 50 3 oz..... 1 00
 4 oz..... 2 00 4 oz..... 1 40
 No. 8..... 4 00 No. 8..... 2 40
 No. 10..... 6 00 No. 10..... 4 00
 No. 2 T..... 1 25 No. 2 T..... 80
 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 20
 2 oz. Oval..... 75 1 20
 3 oz. Taper Panel..... 1 35 2 00
 4 oz. Taper Panel..... 1 60 2 25

Perrigo's
 Van. Lem. doz.
 XXX, 2 oz. obert..... 1 25 75
 XXX, 4 oz. taper..... 1 25 1 25
 XX, 2 oz. obert..... 1 00
 No. 2, 2 oz. obert..... 75
 XXX D D ptehr, 6 oz..... 2 25
 XXX D D ptehr, 4 oz..... 1 75
 K. P. ptehr, 6 oz..... 2 25

FLY PAPER
 Perrigo's Lightning, gro..... 2 50
 Petrolatum, per doz..... 75

HERBS
 Sage..... 15
 Hops..... 15
INDIGO
 Madras, 5 lb. boxes..... 55
 S. F., 2, 3 and 6 lb. boxes..... 50

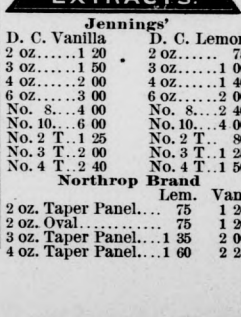
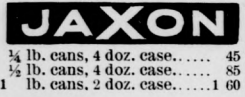
JELLY
 V. C. Brand.
 15 lb. palls..... 35
 30 lb. palls..... 62
 Pure apple, per doz..... 85
LICORICE
 Calabria..... 30
 Stelly..... 25
 Roof..... 14
LYE
 Condensed, 2 doz..... 1 20
 Condensed, 4 doz..... 2 25

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
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 48
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 1/2
 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
 Soda..... 3 15
 Wyandotte, 100 3/8s..... 3 00
SAL SODA
 Granulated, bbls..... 80
 Granulated, 100 lb. cases..... 85
 Lump, bbls..... 75
 Lump, 145 lb. kegs..... 75
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 60
 Butter, barrels, 20 14 lb. bags..... 2 60
 Butter, sacks, 28 lbs..... 27
 Butter, sacks, 56 lbs..... 27
Common Grades
 100 3 lb. sacks..... 2 15
 60 5 lb. sacks..... 2 05
 28 10 lb. sacks..... 1 95
 56 lb. sacks..... 40
 28 lb. sacks..... 22
Warsaw
 56 lb. dairy in drill bags..... 30
 28 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 1/2
Strips or bricks..... 6 @ 9
Pollock..... @ 3 1/2

Halibut.

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

Herring

Holland white hoops, bbl. 11 00
Holland white hoops 1/2 bbl. 6 00
Holland white hoop, keg. 75
Holland white hoop mechs. 85

Norwegian

Round 10 lbs. 3 60
Round 40 lbs. 1 75
Sealed 16 1/2
Bloater..... 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 2 75
40 lbs. 3 60 3 20 1 40
10 lbs. 1 00 88 43
8 lbs. 84 73 37

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
Maccabay, in jars..... 35
French Kapee, in jars..... 43

SOAP

JAXON

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

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

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

Rub-No-More

100 12 oz bars..... 3 00

SEARCH-LIGHT

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

SILVER

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

Scouring

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

SODA

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

SPICES

Whole Spices

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

Pure Ground in Bulk

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

STARCH



Kingsford's Corn

40 1-lb. packages..... 6 1/2
6 lb. packages..... 6 3/4
7 1/2

Kingsford's Silver Gloss

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


Common Corn

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

Common Gloss

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

STOVE POLISH



Enameline

No. 4, 3 doz in case, gross. 4 50
No. 6, 3 doz in case, gross. 7 20

SUGAR

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

Domino..... 5 40
Cut Leaf..... 5 55
Crushed..... 5 55
Cubes..... 5 30
Powdered..... 5 25
Coarse Powdered..... 5 25
XXX Powdered..... 5 40
Standard Granulated..... 5 15
Fine Granulated..... 5 15
Coarse Granulated..... 5 30
Extra Fine Granulated..... 5 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

YEAST CAKE

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

Crackers

The National Biscuit Co. quotes as follows:

Butter

Seymour..... 5 1/2
New York..... 5 1/2
Family..... 5 1/2
Salted..... 5 1/2
Wolverine..... 6

Soda

Soda XXX..... 6
Soda, City..... 8
Long Island Wafers..... 11
Zephyrette..... 10

Oyster

Faust..... 7
Farina..... 5 1/2
Fatima..... 6
Saltine Wafer..... 5 1/2

Sweet Goods—Boxes

Animals..... 10 1/2
Assorted Cake..... 10
Belle Rose..... 9
Bent's Water..... 15
Buttercreams..... 13
Cinnamon Bar..... 9
Coffee Cake, Iced..... 10
Coffee Cake, Java..... 10
Cocoanut Tally..... 10
Cracknels..... 15 1/2
Creams, Iced..... 8 1/2
Cream Crisp..... 9
Crystal Creams..... 9
Cubans..... 11 1/2
Currant Fruit..... 11
Frosted Honey..... 12 1/2
Frosted Cream..... 9
Ginger Gems, lg. or sm..... 8
Ginger Snaps, XXX..... 8
Gladiator..... 10
Grandma Cakes..... 9
Graham Crackers..... 8
Graham Wafers..... 10
Honey Fingers..... 12 1/2
Imperial..... 8
Jumbles, Honey..... 8
Lady Finger..... 11 1/2
Lemon Wafers..... 14
Live Lobster..... 15
Marshmallow Walnuts..... 16
Mixed Picnic..... 11 1/2
Milk Biscuit..... 7 1/2
Molasses Cake..... 8
Molasses Bar..... 8
Moss Jelly Bar..... 12 1/2
Newtown..... 8
Oatmeal Crackers..... 8
Oatmeal Wafers..... 10
Orange Crisp..... 9
Orange Gem..... 8
Penny Cake..... 8
Pilot Bread, XXX..... 7
Pretzels, hand made..... 7 1/2
Sears' Lunch..... 7 1/2
Sugar Cake..... 8
Sugar Cream, XXX..... 8
Sugar Squares..... 8
Sultanas..... 12 1/2
Tutti Frutti..... 16 1/2
Vanilla Wafers..... 14
Vienna Crimp..... 8

SYRUPS

Corn

Barrels..... 17
Half bbls..... 19
1 doz. 1 gallon cans..... 3 15
1 doz. 1 1/2 gallon cans..... 1 85
1 doz. 3/4 gallon cans..... 92

Pure Cane

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

TABLE SAUCES

LEA & PERRIN'S SAUCE

The Original and Genuine Worcestershire.

Lea & Perrin's, large..... 3 75
Lea & Perrin's, small..... 2 50
Half doz. large..... 3 75
Half doz. small..... 2 25
Salad Dressing, large..... 4 55
Salad Dressing, small..... 2 75

TOBACCO

Scotten Tobacco Co.'s Brands.

Sweet Chunk plug..... 34
Cadiac line cut..... 57
Sweet Loma fine cut..... 38

VINEGAR

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

WASHING POWDER

Rub-No-More

100 12 oz..... 3 50

WICKING

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

WOODENWARE

Baskets

Bushels..... 1 15
Bushels, wide band..... 1 25
Market..... 70
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..... 6 60

Clothes Pins

Boxes, gross boxes..... 25

Mop Sticks

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

Pails

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

Tubs

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

Wash Boards

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

Wood Bowls

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

Yeast Cake

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

Crackers

The National Biscuit Co. quotes as follows:

Butter

Seymour..... 5 1/2
New York..... 5 1/2
Family..... 5 1/2
Salted..... 5 1/2
Wolverine..... 6

Soda

Soda XXX..... 6
Soda, City..... 8
Long Island Wafers..... 11
Zephyrette..... 10

Oyster

Faust..... 7
Farina..... 5 1/2
Fatima..... 6
Saltine Wafer..... 5 1/2

Sweet Goods—Boxes

Animals..... 10 1/2
Assorted Cake..... 10
Belle Rose..... 9
Bent's Water..... 15
Buttercreams..... 13
Cinnamon Bar..... 9
Coffee Cake, Iced..... 10
Coffee Cake, Java..... 10
Cocoanut Tally..... 10
Cracknels..... 15 1/2
Creams, Iced..... 8 1/2
Cream Crisp..... 9
Crystal Creams..... 9
Cubans..... 11 1/2
Currant Fruit..... 11
Frosted Honey..... 12 1/2
Frosted Cream..... 9
Ginger Gems, lg. or sm..... 8
Ginger Snaps, XXX..... 8
Gladiator..... 10
Grandma Cakes..... 9
Graham Crackers..... 8
Graham Wafers..... 10
Honey Fingers..... 12 1/2
Imperial..... 8
Jumbles, Honey..... 8
Lady Finger..... 11 1/2
Lemon Wafers..... 14
Live Lobster..... 15
Marshmallow Walnuts..... 16
Mixed Picnic..... 11 1/2
Milk Biscuit..... 7 1/2
Molasses Cake..... 8
Molasses Bar..... 8
Moss Jelly Bar..... 12 1/2
Newtown..... 8
Oatmeal Crackers..... 8
Oatmeal Wafers..... 10
Orange Crisp..... 9
Orange Gem..... 8
Penny Cake..... 8
Pilot Bread, XXX..... 7
Pretzels, hand made..... 7 1/2
Sears' Lunch..... 7 1/2
Sugar Cake..... 8
Sugar Cream, XXX..... 8
Sugar Squares..... 8
Sultanas..... 12 1/2
Tutti Frutti..... 16 1/2
Vanilla Wafers..... 14
Vienna Crimp..... 8

Syrups

Corn

Barrels..... 17
Half bbls..... 19
1 doz. 1 gallon cans..... 3 15
1 doz. 1 1/2 gallon cans..... 1 85
1 doz. 3/4 gallon cans..... 92

Pure Cane

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

TABLE SAUCES

LEA & PERRIN'S SAUCE

The Original and Genuine Worcestershire.

Lea & Perrin's, large..... 3 75
Lea & Perrin's, small..... 2 50
Half doz. large..... 3 75
Half doz. small..... 2 25
Salad Dressing, large..... 4 55
Salad Dressing, small..... 2 75

TOBACCO

Scotten Tobacco Co.'s Brands.

Sweet Chunk plug..... 34
Cadiac line cut..... 57
Sweet Loma fine cut..... 38

Grains and Feedstuffs

Wheat

Wheat..... 68

Winter Wheat Flour

Local Brands

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

Subject to usual cash discount.

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

Ball-Barnhart-Putman's Brand

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

Worden Grocer Co.'s Brand

Quaker 1/2s..... 3 55
Quaker 3/4s..... 3 55
Quaker 1s..... 3 55

Spring Wheat Flour

Clark-Jewell-Weats Co.'s Brand

Pillsbury's Best 1/2s..... 4 15
Pillsbury's Best 3/4s..... 4 05
Pillsbury's Best 1s..... 3 95
Pillsbury's Best 1 1/4s paper..... 3 95
Pillsbury's Best 1 1/2s paper..... 3 95

Ball-Barnhart-Putman's Brand

Duluth Imperial 1/2s..... 4 00
Duluth Imperial 3/4s..... 3 90
Duluth Imperial 1s..... 3 80

Lemon & Wheeler Co.'s Brand

Wingold 1/2s..... 3 90
Wingold 3/4s..... 3 80
Wingold 1s..... 3 70

Olney & Judson's Brand

Ceresota 1/2s..... 4 10
Ceresota 3/4s..... 4 00
Ceresota 1s..... 3 90

Worden Grocer Co.'s Brand

Laurel 1/2s..... 4 00
Laurel 3/4s..... 3 90
Laurel 1s..... 3 80
Laurel 1 1/4s and 1 1/2s paper..... 3 85

Meal

Bolted..... 2 00
Granulated..... 2 20

Feed and Millstuffs

St. Car Feed, screened..... 17 00
No. 1 Corn and Oats..... 16 00
Unbolted Corn Meal..... 16 00
Winter Wheat Bran..... 15 00
Winter Wheat Middlings..... 15 50
Screenings..... 15 00

Corn

Corn, car lots..... 43
Less than car lots.....

Oats

Car lots, clipped..... 29 1/2
Car lots, unclipped..... 32
Less than car lots.....

Hay

No. 1 Timothy car lots..... 12 00
No. 1 Timothy ton lots..... 13 00

Hides and Pelts

The Cappon & Bertsch Leather Co., 100 Canal Street, quotes as follows:

Hides

Green No. 1..... @ 7
Green No. 2..... @ 6
Cured No. 1..... @ 8 1/2
Cured No. 2..... @ 7 1/2
Calfskins, green No. 1..... @ 10
Calfskins, green No. 2..... @ 8 1/2
Calfskins, cured No. 1..... @ 11
Calfskins, cured No. 2..... @ 9 1/2

Pelts

Pelts, each..... 50 @ 1 25

Tallow

No. 1..... @ 4 1/2
No. 2..... @ 3 1/2

Wool

Washed, fine..... 22 @ 24
Washed, medium..... 26 @ 28
Unwashed, fine..... 18 @ 20
Unwashed, medium..... 20 @ 22

Fish and Oysters

Fresh Fish

White fish..... @ 9
Trout..... @ 8
Black Bass..... @ 10
Halibut..... @ 17
Ciscos or Herring..... @ 4
Live Lobster..... @ 20
Boiled Lobster..... @ 22
Cod..... @ 11
Haddock..... @ 9
No. 1 Pickerel..... @ 8
Pike..... @ 7
Perch..... @ 8
Smoked White..... @ 10
Red Snapper..... @ 10
Col River Salmon..... @ 14
Mackerel..... @ 18

Oysters in Cans.

F. H. Counts..... 40
F. J. D. Selects.....
Selects.....
F. J. D. Standards.....
Anchors.....
Standards.....
Favorite.....

Shell Goods.

Clams, per 100..... 1 00
Oysters, per 100..... 1 00 @ 1 25

Fresh Meats

Beef

Carcase..... 6 1/2 @ 8
Forequarters..... 6 @ 6 1/2
Hindquarters..... 8 @ 9
Loins No. 3..... 10 @ 14
Ribs..... 10 @ 14
Rounds..... 7 1/2 @ 8
Chuck..... 6 @ 6 1/2
Plates..... 4 @ 5

Pork

Dressed..... @ 6 1/2
Loin..... @ 9
Boston Butts..... @ 7 1/2
Shoulders..... @ 7 1/2
Leaf Lard..... @ 7 1/2

Mutton

Carcase..... 7 @ 8
Spring Lambs..... 10 @ 12

Veal

Carcase..... 7 1/2 @ 9

Provisions

Barreled Pork

Mess..... @ 13 00
Back..... @ 13 50
Short cut..... @ 13 25
Pig..... @ 16 50
Bean..... @ 12 00
Family..... @ 13 75

Dry Salt Meats

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

Smoked Meats

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

Lards—In Tierces

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

Sausages

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

Beef

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

Pigs' Feet

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

Tripe

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

Casings

Pork..... 20
Beef rounds..... 3
Deviled ham, 1/2s..... 10
Beef middles..... 10
Sheep..... 60

Butterine

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

Canned Meats

Corned beef, 2 lb..... 2 70
Corned beef, 14 lb..... 19 50
Roast beef, 2 lb..... 2 70
Potted ham, 1/2s..... 55
Potted ham, 3/4s..... 1 00
Potted ham, 1s..... 55
Deviled ham, 1/2s..... 1 00
Potted tongue, 1/2s..... 55
Potted tongue, 3/4s..... 1 00

Oils

Barrels

Eocene..... @ 13
Perfection..... @ 11 1/2
XXX W. W. Mich. Hdlt..... @ 11 1/2
W. W. Michigan..... @ 11
Diamond White..... @ 10 1/2
D. S. Gas..... @ 12 1/2
Deo. Naphtha..... @ 12 1/2
Cylinder..... 29 @ 23 1/2
Engine..... 19 1/2 @ 23 1/2
Black, winter..... @ 11 1/2

Candies

Stick Candy

Standard..... bbls. pails 7 @ 7 1/2
Standard H. H..... 7 @ 7 1/2
Standard Twist..... 7 1/2 @ 8
Cut Leaf..... @ 8 1/2

Jumbo, 32 lb. cases..... @ 6 1/2
Extra H. H..... @ 8 1/2
Boston Cream..... @ 10
Beet Root..... @ 7

Mixed Candy

Grocers..... @ 6
Competition..... @ 6 1/2
Special..... @ 7
Conserve..... @ 8
Royal..... @ 8 1/2
Ribbon..... @ 8 1/2
Broken..... @ 7 1/2
Cut Leaf..... @ 8 1/2
English Rock..... @ 8 1/2
Kindergarten..... @ 8 1/2
French Cream..... @ 9
Dandy Pan..... @ 8 1/2
Hand Made Cream mixed..... @ 14
Nobby..... @ 8 1/2
Crystal Cream mix..... @ 12

Fancy—in Bulk

San Blas Goodies..... @ 11
Lozenges, plain..... @ 9
Lozenges, printed..... @ 9
Choc. Drops..... @ 11
Eclipse Chocolates..... @ 13
Choc. Montimals..... @ 13
Gum Drops..... @ 5
Moss Drops..... @ 8 1/2
Lemon Sours..... @ 9
Imperials..... @ 9 1/2
Ital. Cream Bonbons..... @ 11
35 lb. pails..... @ 11
Molasses Chews, 15 lb. pails..... @ 13
Jelly Dandy Squares..... @ 10 1/2
Iced Marshmallows..... @ 11
Golden Waffles..... @ 11

Fancy—in 5 lb. Boxes

Lemon Sours..... @ 50
Peppermint Drops..... @ 60
Chocolate Drops..... @ 65
H. M. Choc. Drops..... @ 75
Dk. No. 12..... @ 90
Gum Drops..... @ 90
Licorice Drops..... @ 75
A. B. Licorice Drops..... @ 50
Lozenges, plain..... @ 55
Lozenges, printed..... @ 55
Imperials..... @ 60
Molasses Bar..... @ 55
Cream Bar..... @ 55
Molasses Bar..... @ 55
Hand Made Creams, 80 @ 90
Cream Buttons, Pepp. and Whint..... @ 65
String Rock..... @ 60
Burnt Almonds, 1 25 @ 6

Getting the People

Cursory Review of Some Recent Advertising.

This week I have four nearly faultless advertisements to show you—good, plain-spoken, sensible announcements, every one of them. In looking them over you will notice that one feature pervades them all—there is no attempt at high-flown language—simply hard facts, plainly expressed, and carrying conviction from their very plainness.

The advertisement of the Electric Laundry has but one fault—the expression "Linen Wears." The English

Linen Wears

When we launder it. We are careful, use painstaking methods and do not eat it up with chemicals. If you would like the best work—the superior kind—a few trials will convince you that we can give you satisfaction and save you more than the difference in cost in added wear of your linen.

Electric Steam Laundry,

Torry J. Slayton, Prop.

language is so peculiarly constituted that one word often means several things—and in this case, the expression might mean that the Electric Laundry wears out linen. If the heading had been "Linen Lasts," there would have been no room left for doubt. The advertisement is well displayed, although if the heading had been set in capitals and small letters, instead of all caps, it would have been easier to read. A line of capitals is always less legible than a line of small letters.

* * *

The advertisement of S. Benda &

Boys' Clothing

All the New Spring Clothing for Boys and Young Men is in the store.

Handsome, or finer, or better fitting, or more carefully made Boys' Clothing not found elsewhere. It is not the ordinary kind but is the cream of the best manufacturers' offerings.

For Boys 7 to 16 years, we have double-breasted jacket suits with knee trousers of specially selected chevrons, cassimeres and worsteds in blue, black, fancy mixtures, stripes, checks and plaids.

At \$3.50, a strong line of double-breasted suits of beautiful patterns and colors; splendidly put together and elegantly finished.

Young Men's Suits

The style and fit of our clothes attracts these young fellows. Serges, worsteds, cassimeres and the new flannels. Broad-shouldered coats, single or double-breasted, with single or double-breasted vests and the new cut trousers—\$5 to \$12.50. Sizes 14 to 19. Suits for little fellows 3 to 9 with a real vest—\$2.50 to \$6.50.

S. Benda & Co.

Co., Traverse City is beyond criticism. It is descriptive, gives prices, talks sense, and is well-displayed. Nothing more could be desired.

* * *

The same applies to the advertisement of Alfred V. Friedrich. It is

There' No Reason Why

A boy should wear out shoes more quickly than any one else. It's all in the shoes. The boys' shoes we sell wear well. Why? Because they are made for boys to wear, made to stand hard service. Boys' satin calf shoes, new broad toes, solid soles, donagola tops—they look good and they wear good—a pair, \$1.25.

Alfred V. Friedrich,

The Popular Shoe House.

forcible and convincing in its language—says just enough, and stops at the right point—a feature which many advertisers overlook.

* * *

The advertisement of Gallup & Lewis, Jackson, is especially good, because it is interesting. The story of the fight with the manufacturing concern lends additional weight to the claims of cheapness for the sideboards

in question, and should aid materially in selling them. To use a newspaper

Carried Into Court.

We Won the Case.

Since last winter we have been fighting a large manufacturing concern to compel them to carry out a business agreement that they made with us. We bought certain articles (a large quantity of sideboards) of them for future delivery at certain prices. About the time our order was placed, away went oak lumber, glue, screws, nails, plate glass and everything that entered into the manufacture of sideboards. Such articles went sky high in price and firm refused to fill our order—couldn't afford to at any such prices. When we agree to do certain things we have to do it. When this firm accepted our order and prevented us from looking elsewhere until too late, the court said they must carry out the agreement.

Two hundred sideboards on our hands (wish it was a thousand) at from 20 to 33 1/2 per cent. cheaper than they can be bought for anywhere on earth. They are now on sale at our store, and at prices that should make them melt away like snow.

Nice solid oak goods, well made and well finished. See what you can get for \$11, \$14, \$14.50, \$16.50, \$19, \$20, \$22, \$25. Come to this great sideboard sale, even if you can only rake and scrape a dollar. We will set one aside for you and make easy arrangements for the balance. Open evenings for a short time. Come and get first pick.

Gallup & Lewis.

term, it is a good story, and should attract the attention of its readers.

* * *

My reason for showing these advertisements this week is to show that good advertising is not a matter of high-sounding phrases, but of good, hard business sense. If merchants were to put into their advertising the amount of thought and practical knowledge that they put into every other action in their business life, the percentage of good advertisements would be vastly larger. There is nothing magical about the professional advertisement writer's skill. It is simply a knowledge of human nature, the ability to write readable English, and enough business ability to know the things to advertise at certain times, and the way to interest people in them.

W. S. Hamburger.

Put Your Goods up Nicely.

Putting goods up neatly is excellent advertising. I have seen a good many tins of goods made by the National Biscuit Company and by Holmes & Cutts opened, and I do not remember a time when some comment was not made about the neatness of each package. The highly embossed wrapper around the tin, the strip inside upon which is printed: "Pull both ends of this paper to remove goods without breakage," and the printed leaflets enclosed in every package calling attention to other kinds of goods made by these companies, are all as dainty as any printing I ever saw. While the goods of these companies are a few cents more per package than the products of other biscuit and cracker-makers, I have often heard buyers remark that they had rather pay the higher prices and get the pretty packages, because they were an ornament to the pantry or picnic luncheon, and looked more stylish and inviting.—Sam E. Whitmire in Printers' Ink.

The Fastest Train to New York.

The Detroit-New York special is very popular, leaving Michigan Central station (Detroit) at 4:25 p. m. daily, reaching Buffalo at 10:10 p. m. and Grand Central station (New York) at 10 a. m. the following day, making the run in 16 hours and 35 minutes.

It is composed of a buffet, library car, New York sleepers, dining car and elegant day coach. If you ever go to New York do not miss this excellent service. All lines have connecting trains. 873

Wanted—Cigarmakers, bunchbreakers and rollers. Address G. J. Johnson Cigar Co., Grand Rapids, Mich.

A stitch in time does not mend a bubble.

=The Willard K. Bush Co.=

Lansing, Michigan

Makers of the

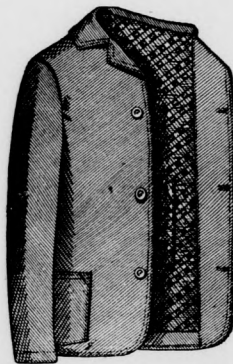
"W. K. B." BRAND OF PANTS, OVERALLS, JACKETS, SHIRTS, DUCK COATS.

Special Garments to order. Direct from factory. "Uneeda" stock of our goods to increase your business. It will be to your interest to write to us. You will always receive a prompt and courteous reply. Mail orders given prompt attention. Our mail order department is a special feature with us. Terms and discounts on application. Mention Michigan Tradesman.



50 CIGAR
SOLD BY ALL JOBBERS

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.

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.

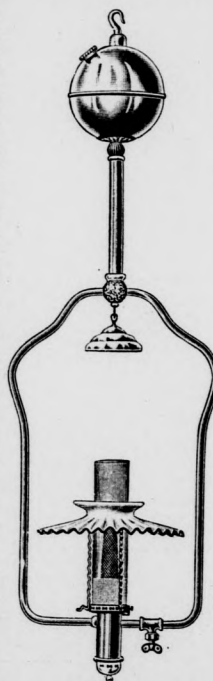
The Imperial Gas Lamp has proven its light to be the most brilliant, most steady and most satisfactory.

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

AWAY FROM HOME.

How the Merchant Can Widen His Point of View.

The man who stays close by his store week after week and never goes away will never see his business as it is. He will never see his wife and family as they are. He should get away occasionally. Look at other men's businesses. Look at other men's wives—queer thing to say in a sermon, isn't it? And then when you get back you will see your own things through other eyes.

I have said a good many wise things in the course of my life, and this is one of them. Listen to the experience of a grocer, who related it to me last week.

He had been one of the stay-at-home merchants—never thought he could get away at all. Thought his store would close up the minute his train pulled out.

Finally, he had to go on account of his health. He came to a funny place for a vacation—Philadelphia—and he spent the most of it in browsing around among the grocery stores on Chestnut and Market streets.

I've known this grocer a good while. He's a fine-souled fellow, naturally refined and fastidious. He was talking to me about his trip about a week after he had gotten back.

"There are some great grocery stores in Philadelphia," he said, "but I saw some things in them that surprised me. I went into a big retail store on Eighth street one day during business hours, and one of the clerks in the front part of the store was leaning back cleaning his finger nails with his knife! I thought you didn't see those things outside of country stores.

"But the funny part about it is that I congratulated myself, when I saw this clerk, that even in my little store I didn't have such goings on. And do you know that the first thing I saw when I got home and walked in my store was William here doing the same thing? Cleaning his finger nails with a knife in public! You see, I didn't use to notice it at all. I suppose I got sort of used to it, being home and around the store so much; but when I got home it didn't seem like the same store. There were so many things wrong. I fixed up every one and the store is in better shape now than it's ever been before.

That's what one week's vacation did for one business.

It's astonishing how accustomed we get to inefficiencies. One of the largest grocers in Chicago takes a regular yearly trip to New York, just to size up the grocery stores there. If he sees anything better than he has, he adopts it. Money's no object to him where he can improve his store. About six months ago that grocer told me that even in a year he got accustomed to things around his place that stood out like great, glaring deficiencies when he got back from his tour of inspection. He says that every April, after he comes back, there is a regular house-cleaning in his place that turns it upside down in a whole lot of ways.

Heaven pity the clerks there, if their house-cleaning is anything like that we have at our house!

Another retail grocer I know has a confidential man whom he sends away three times a year to the stores of all other grocers within a radius of fifty miles. I mean, of course, the grocers who are large enough to be considered competitors. Every night this confidential man sends the grocer a letter giving the points he has picked up in the course of the day. I saw one of these

letters not long ago and it was really wonderful. There were eight pages of it, crammed full of ideas and schemes that other grocers were using, and the grocer who got it could sit down in the midst of it all and take his pick.

This man's store is one of the most wonderful grocery stores I ever saw. It is not so large, but it is up to the minute in everything. You can't go in there without getting up against something new. It may be a new way of arranging goods, or a new specialty, or a new premium plan, or a new demonstration—always something new. I'll bet that that store does a larger and more profitable business in proportion to its capital than any other store in the United States. That seems like a big thing to say, but I'll wager the store will bear it out.

If you were to ask that grocer what he thought was the most valuable scheme or idea he had, he would tell you without the slightest hesitation that it was this practice of finding out what his competitors were doing.—Stroller in Grocery World.

Business Men No More Honest at Heart.

The business man is no more honest at heart to-day than he was a century ago. If he gets the chance, he will cheat now just as quickly as he would then. He does not get the same opportunity. There is not the same looseness in business. As business has grown in magnitude, it has grown in conservatism and constraint. An English newspaper recently made the statement that the American people are superior to the English in domestic virtue, but behind them in political and business integrity. I can not speak for politics, but the English have just as many, if not more unreliable business men than the Americans. The American business man is more venturesome; he will risk more. He gets more chances to cheat and steal than the European shopkeepers.

Fifty or seventy-five years ago, New York was about what a large country town is to-day. A man could go into a bank or business house and borrow money or buy goods on his reputation. Now he must give more substantial security. Even in our country towns business has become a great deal more tangible. The credit system is now a thorough science, made necessary on account of the tremendous volume of business done. I feel sure that the present generation is possessed of a great deal more business ability than any of its predecessors, but not a whit more honesty. Honesty is a better policy to-day than it formerly was, because there is so much more at stake, and knowledge is so much easier to get hold of. But honesty as a policy is not honesty as principle, and that is what I have in mind. I see nothing to indicate our recent improvement in this respect. But everywhere in business I see the signs multiply to protect men from the greed and dishonesty of their fellows.

John C. Eames.

Need of the Nation.

"What does this nation need?" shouted the impassioned orator. "What does this nation require, if she press proudly across the Pacific—if she stride boldly across the mighty ocean in her march of trade and freedom? I repeat, what does she need?"

"Rubber boots," suggested the grossly materialistic person in a rear seat.

Wanted—Cigarmakers, bunchbreakers and rollers. Address G. J. Johnson Cigar Co., Grand Rapids, Mich.

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.

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.

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.

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.

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.

ESTABLISHED 1868

Detroit, Mich.

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

Foot 1st St.



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.

THE FIRE WASTE.

The statistics of fire losses in the United States and Canada during the month of April just passed are now available, and there is little satisfaction to be derived by the underwriters from a contemplation of the figures. The waste by fire during April, in this country and the neighboring Dominion of Canada, reached the large total of \$25,727,000, as compared with \$9,213,000 last year and \$8,211,000 the year before last. The showing for the first four months of the present year, compared with the like periods in the two preceding seasons, indicates a large increase in the fire waste.

The excessive total of April was in a large measure due to the conflagration in Canada, which was responsible for a \$12,000,000 loss. Even omitting this item, however, the April figures are still well above those of the same month in the two preceding years, thus showing that the progressive growth seen in the months immediately preceding has been kept up, aside from a single instance of what is justly termed a conflagration.

Speaking of this matter, the New York Journal of Commerce, the authority from which the figures quoted above have been borrowed, says:

As far as the insurance companies are concerned, their remedy appears to be to raise rates; but property owners should in some way be brought to a realizing sense of the need for more care. Buildings should be more safely constructed, better guarded and vigilantly supervised. Local fire departments and water supplies should be thoroughly looked after and city authorities forced to keep them up to the proper standard. The indemnity paid to burned-out policy holders does not come from the capital of the insurance companies, or they would all soon retire. They simply collect enough out of all insurers to pay the losses of the reckless or unfortunate, and allow a margin for expenses and profit. In 1899 they collected too little to meet expenses and losses, and the present tendency is, consequently, in the line of higher rates to equal the increased hazard. The public is responsible for the risks, and the underwriters merely fit the rates to them.

It should be remarked that it is not the insurance companies that pay the losses, but the great mass of insurance premium-payers. As the losses increase, the companies will raise the premium for insurance. It is, therefore, to the interest of the insured everywhere to reduce the loss as much as possible, as light losses make light premiums. Greater care should be taken to guard against fire, both by better construction of buildings as well as by increased vigilance in safeguarding property.

The Grain Market.

Wheat has had a very narrow market, went off fully 2c, part of which was recovered, when the visible showed a decrease of 2,204,000 bushels. The world's shipments also were about 3,000,000 bushels less than last week and Argentine shipments were only about 1,500,000 bushels. It looks as if the Argentine yield had been largely overestimated. The Government crop report made a good showing, which looks to many crop experts to be way out of line. We think as long as the crop can not be estimated more correctly the Government had better stop reporting. We also think it poor policy to make known to the world how much grain we will raise, but it matters little whether the Government report shows an increase in condition of 10 or 20 points or if the fly is eating all the wheat or all is being plowed up on account of being winter killed or if

Michigan, Ohio and Indiana raise any wheat or not. So long as there is enough to supply the present demand no one cares about the future. Prices will not advance unless more trading is done. Winter wheat gets scarcer every day and more mills will have to be closed down for the want of it. The future will have to solve the problem.

Corn is in about the same condition that wheat is. While stocks are small and decreasing rapidly—2,000,000 bushels the past week—prices have dropped fully 2½c per bushel for the July option which closed to-day at 36½c, against 39c a week ago.

Oats remain steady, neither up nor down, although the conditions in all grains are in favor of the long side, so much so that horns might grow on the grizzlies and all kinds of bears. All grains seem to be neglected.

Rye is steady at about 1c advance since last week, providing any is offered. About 61c is the going price.

In beans the market is up 2c and \$2.10 is about the proper thing.

Receipts have not been very large, being 29 cars of wheat, 8 cars of corn, 6 cars of oats, 1 car of rye and 1 car of potatoes.

The mills are paying 68c for wheat.
C. G. A. Voigt.

Fruit Cannery Organize to Secure Uniformity.

South Haven, May 15—At a recent gathering of the fruit canners of Western Michigan, an association was formed for the purpose of improving the quality of canned fruits of the State by bringing all the canners to a standard pack, which will be according to a classification and schedule of grades. This classification requires cans to be packed full and prohibits slack filled cans or deception in any form. Hereafter goods sold from these factories will be guaranteed.

The organization will be known as the Western Michigan Fruit Canners' Association. C. W. Young, of Paw Paw, is President, and William McEwing, of South Haven, is Secretary and Treasurer. Wm. McEwing, Sec'y.

Manistee Meat Dealers Organize.

Manistee, May 14—The butchers of Manistee held a meeting yesterday and organized an association, adopting the constitution of the Grand Rapids Retail Meat Dealers' Association, which you were so kind as to send me. We discarded the membership fee and made the annual dues \$2, payable in advance.

The officers are as follows:
President—Ed. Kielsing.
Vice-President—S. Rothschild.
Secretary—Morris G. Waal.
Treasurer—C. A. Waal.
Roberts' rules of order govern all meetings. Morris G. Waal, Sec'y.

The Tramp's Advice.

She was standing on the front porch reading the story paper, which had just come in the mail.
"Madam," said Meandering Mike, "did I see you brush away a tear jes' now?"
"Spos'n I did," she returned. "It's no business of yours."
"I spoke in kindness, lady. You ain't treatin' yerself right to cry an' read both at once. It's a double strain on yer eyes, an' you might as well listen to my hard luck stories, an' save yer eyes exclusively fur de weeps. If you likes touchin' stories, lady, here's yer chance to have 'em brought to yer door, an' you needn't pay two dollars a year's subscription in advance, neither. It's de chance of yer life, lady, to trade off cold victuals for pathos."

Not Afraid to Ask.

"If your husband were to die, would you pray for him?"
"Of course, but at the same time I'd pray for another."

The Boys Behind the Counter.

Charlotte—Wm. Kinsman, who has been employed at Shuler's drug store for a number of years, has taken a similar position at Merritt's drug store.

Mackinac Island—Charles Whitney will attend to the wants of customers at Mulcrone Bros.' branch dry goods and clothing store during the summer season.

Petoskey—After four years' of absence, Bert Wilson, a former well-known grocer of this place, has decided that Petoskey is a good enough city to tie to as a permanent residence, and he has taken a clerkship in C. C. Hamill's grocery department.

Belding—J. H. Henderson, lately with the Clark-Jewell-Wells Co., of Grand Rapids, has taken a situation in the grocery store of Pierce Brothers.

Mackinac Island—Guy Leonhard, of St. Ignace, has taken a clerkship with J. W. Davis & Sons.

Owosso—John Brown, clerk at Goodspeed Bros.' shoe store, has resigned to accept a position in the clothing store of Osburn & Sons.

Albion—Farley Whitney has resigned his position at J. Jacobs' clothing store and gone to St. Ignace to take a position in L. Winkelman's clothing establishment.

Cadillac—Fred Heath is now employed as salesman in J. A. Smith's clothing store, and Harry Zelma succeeds Fred at Johnson & Ostensen's, the Granite block clothiers.

Manton—Orson D. Park, salesman at the Williams Bros. Co. store, has been granted a patent on a seed planter he invented. The implement is automatic and is intended for either hand or horse power.

Business Wants

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

BUSINESS CHANCES.

FOR SALE—THE ARCADE CIGAR STORE and billiard hall at Lansing. A good paying business. For particulars write T. K. Jeffreys, Lansing, Mich. 358

FOR SALE—ACETYLENE LIGHTING plant furnishing excellent white light at nominal cost; capacity, seventy-five 32 candle power burners; as good as new, at a great bargain; especially adapted for store or hotel. Address Ed. Schuster & Co., 560 12th St., Milwaukee, Wis. 357

FOR SALE—FIRST-CLASS RESTAURANT and billiard parlor in the best town in North-eastern Michigan. Address John C. Fair, Cadillac, Mich. 355

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

FOR SALE FOR CASH—NICE, CLEAN stock dry goods, notions, boots, shoes, clothing, etc., invoicing \$3,500 to \$5,000. Good established business. Annual sales about \$1,200. Best of reasons for selling. Address No. 349, care Michigan Tradesman. 349

WANTED—TO LEASE A NEW BRICK store building, next door to postoffice, best location in town; furnace heat; lighted by electricity and up to date in every way; population, 1,600. Would prefer to sell electric fixtures and would sell any part of the present stock—clothing and men's furnishing goods—as I wish to establish a department store in another city. Only one other stock of the kind in town. Address No. 348, care Michigan Tradesman. 348

FOR SALE—FLOUR AND FEED MILL, roller process; in a good location; good bargain. C. L. Paekard, Flushing, Mich. 353

FOR SALE—GOOD MEAT MARKET with all modern conveniences. Other business reason for selling. It will pay you to write at once. Address Fred Young, 813 N. Eaton St., Albion, Mich. 351

FOR SALE—CHOICE STOCK OF GROCERIES 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 moneymaker; sales \$40,000; no trades; a rare chance for one who means business. Address Lock Box 53, Niles, Mich. 345

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

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

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 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 RENT—DOUBLE STORE, EITHER whole or half of L. 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—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—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

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 handsome 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. K. Ballard, Administrator, Sparta, or M. H. Walker, Houseman Building, Grand Rapids, Mich. 322

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

FOR SALE—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 for a very desirable Grand Rapids city property for a well-located stock of hardware. W. H. Gilbert, 67 Pearl St., Grand Rapids. 265

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

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

FOR SALE, CHEAP—\$3,000 GENERAL stock and building. Address No. 240, care Michigan Tradesman. 240

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—POSITION AS BOOK-KEEPER or assistant by a young man of good reference. Address Box 116, Elkton, Mich. 356

WANTED—CIGARMAKERS, BUNCH- breakers and rollers. G. J. Johnson Cigar Co., Grand Rapids, Mich. 354

WANTED BY EXPERIENCED MAN position as clerk in general store. References furnished. Address No. 350, care Michigan Tradesman. 350

WANTED—SITUATION AS BOOK-KEEPER by married woman who is highly recommended by W. N. Ferris, Principal of the Ferris Institute. Wages secondary to permanent and progressive situation. Apply to A. G. Girshberger, Storekeeper Peninsular Club, Grand Rapids, Mich. 352

WANTED—SITUATION BY REGISTERED druggist. Address No. 274, care Michigan Tradesman. 274

Grand Rapids
Bark and
Lumber
Company

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

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

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

W. A. Phelps, President,
C. A. Phelps, Secty & Treas.

HEMLOCK BARK

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



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

MERCANTILE ASSOCIATIONS

- Michigan Retail Grocers' Association**
President, C. E. WALKER, Bay City; Vice-President, J. H. HOPKINS, Ypsilanti; Secretary, E. A. STOWE, Grand Rapids; Treasurer, J. F. TATMAN, Clare.
- Grand Rapids Retail Grocers' Association**
President, FRANK J. DYK; Secretary, HOMER KLAP; Treasurer, J. GEORGE LEHMAN
- Detroit Retail Grocers' Protective Association**
President, WM. BLESSED; Secretaries, N. L. KOENIG and F. H. COZZENS; Treasurer, C. H. FRINK.
- Kalamazoo Retail Grocers' Association**
President, W. H. JOHNSON; Secretary, CHAS. HYMAN.
- Bay Cities Retail Grocers' Association**
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. PELTON.
- Adrian Retail Grocers' Association**
President, A. C. CLARK; Secretary, E. F. CLEVELAND; Treasurer, W. M. C. KOEHN
- Saginaw Retail Merchants' Association**
President, M. W. TANNER; Secretary, E. H. McPHERSON; Treasurer, R. A. HERR.
- Traverse City Business Men's Association**
President, THOS. T. BATES; Secretary, M. B. HOLLY; Treasurer, C. A. HAMMOND.
- Owaso Business Men's Association**
President, A. D. WHIPPLE; Secretary, G. T. CAMPBELL; Treasurer, W. E. COLLINS.
- Pt. Huron Merchants' and Manufacturers' Association**
President, CHAS. WELLMAN; Secretary, J. T. PERCIVAL.
- Alpena Business Men's Association**
President, F. W. GILCHRIST; Secretary, C. L. PARTRIDGE.
- 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	12:00m	4:30pm	*11:50pm
Ar. Chicago, 1:30pm	5:00pm	10:50pm	*7:05am
Lv. Chicago, 7:15am	12:00m	5:00pm	*11:50pm
Ar. G. Rapids, 1:25pm	5:05pm	10:55pm	*8:20am

Traverse City and Potoskey.

Lv. G. Rapids, 7:30am	4:00pm
Ar. Trav City, 12:40pm	9:10pm
Ar. Charlev'x, 3:15pm	11:25pm
Ar. Potoskey, 3:45pm	11:35pm

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

Detroit Trains.

Lv. Grand Rapids, 7:10am	12:05pm	5:30pm
Ar. Detroit, 1:45am	4:05pm	10:05pm
Lv. Detroit, 8:40am	1:10pm	6:00pm
Ar. Grand Rapids, 1:30pm	5:10pm	10:45pm

Saginaw Trains.

Lv. Grand Rapids, 7:00am	5:20pm
Ar. Saginaw, 11:55am	10:15pm
Lv. Saginaw, 7:00am	4:50pm
Ar. Grand Rapids, 11:55am	9:50pm

Parlor cars on all trains to and from Detroit and Saginaw. Parlor cars on afternoon trains to and from Chicago. Pullman sleepers on night trains. Parlor car to Traverse City on morning train.

*Every day. Others week days only.
H. F. MOELLER, Acting Gen. Passgr. Agt.
Grand Rapids, Mich.

GRAND Rapids & Indiana Railway

December 17, 1899.

Northern Division.		Going North	From North
Trav. City, Potoskey, Mack.	+ 7:45am	+ 5:15pm	
Trav. City, Potoskey, Mack.	+ 2:10pm	+ 10:15pm	
Cadillac Accommodation	+ 5:25pm	+ 10:45am	
Potoskey & Mackinaw City	+ 11:00pm	+ 6:20am	
7:45am and 2:10pm trains, parlor cars; 11:00pm train, sleeping car.			
Southern Division		Going South	From South
Kalamazoo, Ft. Wayne Clin.	+ 7:10am	+ 9:45pm	
Kalamazoo and Ft. Wayne.	+ 2:00pm	+ 2:00pm	
Kalamazoo, Ft. Wayne Clin.	* 7:00pm	* 6:45am	
Kalamazoo and Vicksburg.	* 11:30pm	* 9:10am	
7:10am train has parlor car to Cincinnati, coach to Chicago; 2:00pm train has parlor car to Fort Wayne; 7:00pm train has sleeper to Cincinnati; 11:30pm train, sleeping car and coach to Chicago.			
Chicago Trains.			
TO CHICAGO.			
Lv. Grand Rapids, 7:10am	+ 2 00pm	+ 11 30pm	
Ar. Chicago, 2 30pm	8 45pm	7 00am	
FROM CHICAGO			
Lv. Chicago, 11 02pm	+ 13 02pm	+ 11 32pm	
Ar. Grand Rapids, 9 45pm	6 45am	6 45am	
Train leaving Grand Rapids 7:10am has coach; 11:30pm train has coach and sleeping car; train leaving Chicago 3:02pm has coach; 11:32pm has sleeping car for Grand Rapids.			
Muskegon Trains.			
GOING WEST.			
Lv. Grand Rapids, 7 35am	+ 11 35pm	+ 5 40pm	
Ar. Muskegon, 9 00am	2 50pm	7 00pm	
Sunday train leaves Grand Rapids 9:15am; arrives Muskegon at 10:40am. Returning leaves Muskegon 5:30pm; arrives Grand Rapids, 6:50pm.			
GOING EAST.			
Lv. Muskegon, 7 10am	+ 12 15pm	+ 4 00pm	
Ar. Grand Rapids, 9 30am	1 30pm	5 20pm	
*Except Sunday. *Daily.			
C. L. LOCKWOOD, Gen'l Pass'r and Ticket Agent. W. C. BLAKE, Ticket Agent Union Station.			

MANISTEE & Northeastern Ry.

Best route to Manistee.

Via C. & W. M. Railway.

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

FURNITURE BY MAIL

MAGAZINE PRICES OUTDONE

\$18.50

FREIGHT PREPAID.

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

WE PREPAY FREIGHT

FURNITURE BY MAIL

MAGAZINE PRICES OUTDONE

There's Satisfaction

in having our chair in your home. After you've used it for several years—given it all kinds of wear—that's the time to tell whether or not the chair is a good one. Our goods stand every test. The longer you have it the better you like it.

Arm Chair or Rocker No. 1001.

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

Sent to you freight prepaid on approval for **\$24.75**

Compare the style, the workmanship, the material and the price with any similar article. If it is not cheaper in comparison, return at our expense.

SAMPLE FURNITURE CO.
Retailers of Sample Furniture
LYON PEARL & OTTAWA STS.
GRAND RAPIDS MICH.

HOUSE HOLD FURNITURE 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.

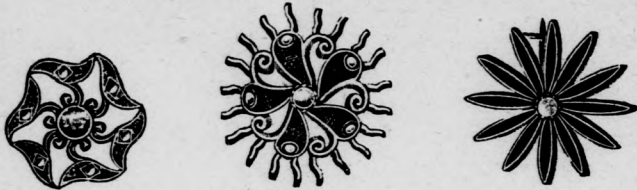
Cash Capital, \$400,000. Net Surplus, \$200,000.
Cash Assets, \$800,000.

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. Hecker, 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. Brace, James McMillan, F. E. Driggs, Henry Hayden, Collins B. Hubbard, James D. Standish, Theodore D. Buhl, M. B. Mills, Alex. Chapoton, Jr., Geo. H. Barbour, S. G. Gaspey, Chas. Stinchfield, Francis F. Palms, Wm. C. Yawkey, David C. Whitney, Dr. J. B. Book, Eugene Harbeck, Chas. F. Feltier, Richard P. Joy, Chas. C. Jenks.

Broaches



2500 75c per doz. 2000 \$2.00 per doz. 3000 \$3.00 per doz.

The most artistic designs with stone mountings and enameled in colors. Every lady wants one. We send them to you on beautiful display pads, one, two or three dozen lots, assorted styles. We have all prices. Those elegant white Rhine stones so much in demand now at \$4, \$4.50, \$6, \$7.50, \$9 per dozen in any quantity desired.

Hearts



Rolled Gold Plate or Sterling Silver. The finest styles, heavy quality, \$2 per doz. Cheaper grades, 60c, 70c, \$1, \$1.25, \$1.50.

BRACELETS, 75c to \$36 per doz.

American Jewelry Company,
Grand Rapids, Mich.

Jardinieres

Your customers will soon ask you to show them a Jardiniere for the embellishment of their porches. Below we offer you the best selected assortment of Porch Jardinieres. They are made of earthenware, well embossed in different designs and assorted in standard tinted colors. Profusely traced and stippled with gold.



Diamond Five Jardiniere Assortment

- 5- 8 inch Jardinieres assorted
- 6- 9 inch Jardinieres assorted
- 2- 9½ inch Jardinieres assorted
- 3-10 inch Jardinieres assorted

16 Jardinieres for **\$6.00 Net** No charge for pack

You Can Double Your Money on These Goods.

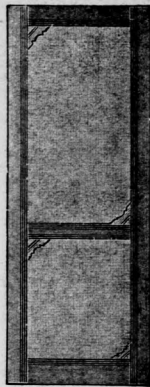
The Daudt Glass & Crockery Company

236 Summit Street and 230, 232, 234 and 236 Water Street,
Toledo, Ohio

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, ¾ inch thick, ½ 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, ¾ inch thick, ½ 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	34½	\$1.70
41	18	20	34½	1.95
42	20	20	34½	2.55

Our New Catalogue No. 154, comprising our entire line, will be mailed in a few days.

H. LEONARD & SONS, Grand Rapids.

The Grand Rapids Paper Box Co.

Manufacture

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

GRAND RAPIDS PAPER BOX CO., Grand Rapids, Mich

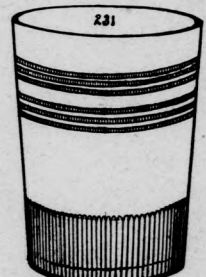
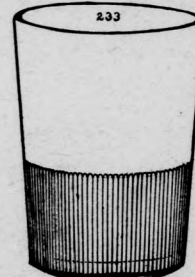
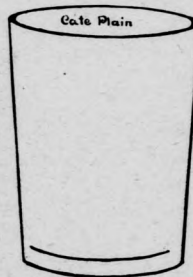


Tanglefoot Sealed Fly Paper

Catches the Germ as well as the Fly.

Sanitary. Used the world over. Good profit to sellers.

Order from Jobbers.



Choice of above ½ 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.