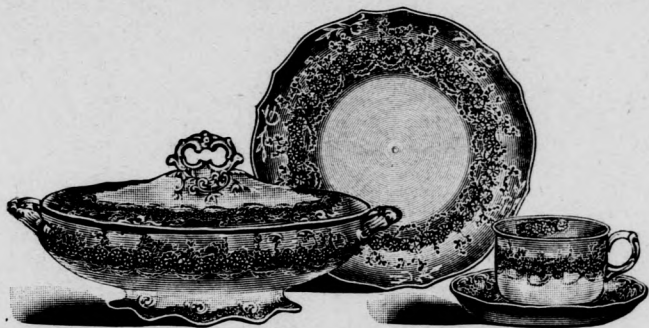


The Ellsmere Pattern



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.

Original Crate Assortment

30 sets Teas, handled.....	per set, \$ 70	\$21 00
4 sets Coffees, handled.....	per set, 82½	3 30
1 doz Plates, 8 inch.....	per doz 1 31	1 31
13 doz Plates, 7 inch.....	per doz 1 14	14 82
5 doz Plates, 6 inch.....	per doz 96	4 80
7 doz Plates, 5 inch.....	per doz 79	5 53
1 doz Plates, 7 inch, Coupe Soup.....	per doz 1 14	1 14
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 doz Sugars.....	per doz 4 20	1 40
1 doz Creams.....	per doz 2 10	70
1 doz Spoon Holders.....	per doz 2 80	70
1-6 doz Bread Plates.....	per doz 2 10	35
1 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 doz Dishes, 10 inch.....	per doz 3 15	1 05
1 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 doz Bakers, 7 inch.....	per doz 2 10	1 05
1 doz Bakers, 8 inch.....	per doz 3 15	1 57
1 doz Scallop, 7 inch.....	per doz 2 10	53
1 doz Scallop, 8 inch.....	per doz 3 15	1 57
1 doz Sauce Boats.....	per doz 2 80	93
1-6 doz Covered Dishes, 8 inch.....	per doz 8 40	2 80
1-6 doz Casseroles, 8 inch.....	per doz 9 45	1 58
1 doz Covered Butters, 5 inch.....	per doz 6 30	2 10
1 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 doz Jugs, 30s.....	per doz 2 10	53
1 doz Jugs, 36s.....	per doz 1 75	58

Less 10 per cent..... \$53 38
8 33
Crate and cartage..... \$75 05
2 50
\$77.55

Always Save 10 per cent.
by buying in
Original Assortments

We Sell to
Dealers Only

Burley & Tyrrell

42-44 Lake Street,
Chicago.

Simple a Matter of \$\$ and cts.

You do a certain amount of cigar business now,
but you can increase it by selling

ROYAL TIGER
10C

A SMOKER'S SMOKE

TIGERETTES
5C

Their quality is such that a man who now
smokes one cigar will smoke two of these;
doubles your business, don't it? That means
more than doubled profits; your running ex-
penses remain the same, while your business is
vastly increased. The moral is plain.

Phelps, Brace & Co., Detroit, Mich.

F. E. BUSHMAN, Manager.

Largest Cigar Dealers in the Middle West.



RINGS

Are always in style. But there are fashions in Rings and they change like other styles. The thing now to wear is CHASED BAND RINGS. Buy them of us. We carry a large variety to select from. Have them in Solid Gold or Gold Filled, all prices. We sell them entirely upon their merit. We give a written guarantee with our 50c and \$1 Filled Rings warranting them to wear and give satisfaction or a new ring in place. Put up 3 doz. in beautiful plush tray with patent device to hold rings in tray. Write us for samples and prices. Ask our travelers to call and show you our up-to-date line of jewelry and novelties.

American Jewelry Co. Grand Rapids, Mich.

"Sunlight"

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

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

HEMLOCK BARK

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



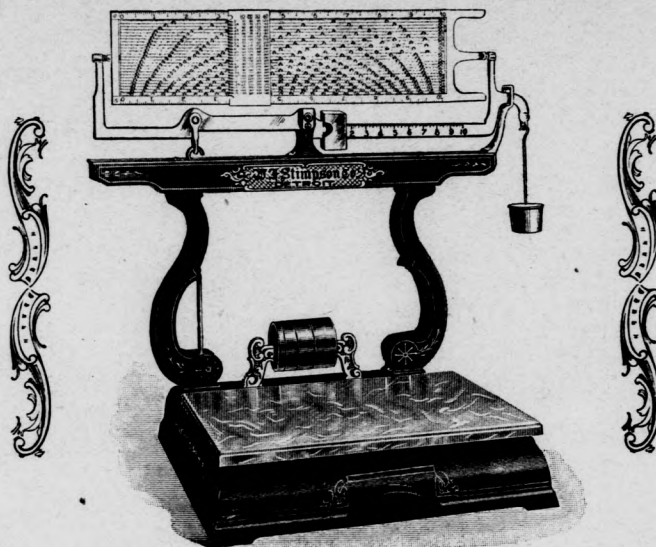
MICHIGAN BARK & LUMBER CO. 527 and 528 Widdicomb Bldg. Grand Rapids, Mich.

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

Write us when in the market.

Kalamazoo Kase & Cabinet Co.,
Kalamazoo, Mich.

Important to Scale Users



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

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

Remember our scales are sold on easy monthly payments.

W. F. STIMPSON CO., Detroit.

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

MICHIGAN TRADESMAN

Volume XVII.

GRAND RAPIDS, WEDNESDAY, MAY 23, 1900.

Number 870

THE MERCANTILE AGENCY

Established 1841.

R. G. DUN & CO.

Widdicombe Bld'g, Grand Rapids, Mich.

Books arranged with trade classification of names. Collections made everywhere. Write for particulars.

L. P. WITZLEBEN, Manager.

The sensation of the coffee trade is

A. I. C. High Grade Coffees

They succeed because the quality is right, and the plan of selling up to date. If there is not an agency in your town, write the

A. I. C. COFFEE CO.,
21-23 River St., Chicago.

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

Commercial Credit Co.
Private Credit Advice
Collections and Commercial Litigation
GRAND RAPIDS, MICH.

Ask for report before opening new account and send us the old ones for collection.

References:

State Bank of Michigan and Michigan Tradesman, Grand Rapids.
Collector and Commercial Lawyer and Preston National Bank, Detroit.

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 cut frock coat, no other house has it. Meet our Michigan representative, William Connor, at Sweet's Hotel, Grand Rapids, June 9 to 16 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. | Getting the People. |
| 3. | Gotham Gossip. |
| 4. | Around the State. |
| 5. | Grand Rapids Gossip. |
| 6. | The Buffalo Market. |
| 7. | Fruits and Produce. |
| 8. | Editorial. |
| 9. | Editorial. |
| 10. | Trouble Ahead. |
| 11. | Shoes and Leather. |
| 12. | Eggs. |
| 13. | Poultry. |
| 14. | Dry Goods. |
| 15. | Clothing. |
| 16. | Woman's World. |
| 17. | Hardware. |
| 18. | Hardware Price Current. |
| 19. | Clerks' Corner. |
| 20. | Crockery and Glassware Quotations. |
| 21. | Rules for Clerks. |
| 22. | Kicking Session. |
| 23. | The Meat Market. |
| 24. | Commercial Travelers. |
| 25. | Drugs and Chemicals. |
| 26. | Drug Price Current. |
| 27. | Grocery Price Current. |
| 28. | Grocery Price Current. |
| 29. | Free Samples. |
| 30. | Success as a Shoe Salesman. |
| 31. | A Bunch of Lilacs. |

AMERICA'S PLACE.

It is an acknowledged fact in the social world that the man who is most careful about his position is most uncertain about it. What "they" think, and above all what "they" say, is his ever-present thought. Once his position is acknowledged there is freedom of speech and action. The chin becomes elevated. He is less careful about having his hat on just exactly so. His greeting to the Four Hundred is less obsequious and there is an assertion of self quite unusual to those who have known him long and well. He has a high regard of his own opinion and he gives that opinion as if the matter needed no further discussion. He is friendly but not familiar. Those nearest and dearest in some unaccountable way are finding out that between him and them there is a gulf fixed across which there is to be no promiscuous passing and what little there is to be he will do it. Like the mountain he is afar off. He will be the same looker-out for the general interest, he will be with them in trouble, he is the same good old friend, but he prefers to keep his distance and be another instance of the solitude of greatness. At times only, and when he feels like it, will he come down from the heights, be social for a while and then go back to his delightful isolation.

There are those who are thinking, and saying, that America's place among the nations is the reverse of this. She can not be, like Milton's soul, "a star and dwell apart." She must, if dignity will allow the expression, "come off her perch" and mingle with the rest of the nations. More than that, she must become familiar with them. Like so many small girls, she and they must go about with arms around each other and have confidential times when she and they will chew each other's gum. She must be "in it" or out of it. It must be one thing or the other. The moment the doors of international life are open and she passes into that

charmed circle she becomes one of them.

It is submitted that here lies the mistake. The Republic and the life it stands for may be of the earth earthy, but it is a different kind of earth from that of which kings are made. It has given birth to another race of men. It has nourished them with food and drink that the Old World knows not of. It has strengthened them with sunshine that falls only upon the United States of America. The rain that descends upon them has brought with it qualities which only these overarching skies impart. There is an indefinable something in the gathering dew that sets its seal upon American manhood and lifts it above the earth's mass of men. The winds from the rocky heights have invigorated it and the sea waves from the oceans enfolding it have instilled well-learned lessons of strength controlled. So taught, the American ideals are higher, wider and farther reaching than those so far known and followed. They have "hitched their wagons to a star" and have nothing to do with the world's miserable "have beens."

The fact is America's place is the place she wills to take. Her entrance into the influential positions of the earth does not imply that she, too, must gird herself for a fight with the Amazons of the Eastern Hemisphere. In her right hand carrying gentle peace to silence envious tongues, she will show, as she has shown already, what is the better way. A beast can be kept in check by a display of the weapon of warfare, but it is the lack of fear behind the weapon that does the business. America has shown both; and it remains for her to decide whether she will be a brawler among brawlers or a Christian nation and above them. Even Shylock could buy, sell, walk and talk with the Gentile. Is it not possible for this country to eat, drink and pray with her sister nations without taking up the sword against them? That is America's place and it is for her to teach, what the nations of the earth have never learned, that "it is excellent to have a giant's strength, but tyrannous to use it like a giant." We shall see if this country is equal to what is expected of her.

A member of the Chicago school board wants to have the Czech language taught in all public schools where 50 per cent. of the children are of Bohemian parentage. This suggestion has roused an Irish member of the board, who advocates the teaching of the ancient Irish language on the ground that in many schools more than 50 per cent. of the children are Irish.

The First Baptist church in Dover, Pa., has converted a building heretofore used for church social affairs into a shirt factory, in which church members are given preference in employment. Five per cent. of the wages is to revert to church work in the town.

Every state has her favored sons; but the rotation in office is so slow rotating that but few are favored.

GENERAL TRADE REVIEW.

The work of readjusting prices to a sound business basis goes merrily on, and the best of it is that there is so little interference in the general activity. In some lines where contracts are still far ahead prices are held strongly, but in the majority, where increased facilities have caught up with demand, there is a steady restoration of a price level more nearly at a parity with the world's markets. The only kind of business which seems to suffer materially in volume is the purely speculative—Wall Street recorded the lowest average of prices of industrial stocks known last Thursday. Later in the week there was a slight gain, to be followed by further reaction at latest advices. That this depression is a speculative one is shown by the fact that a greater proportion of holdings are in the hands of genuine owners than has ever been known before. Not much encouragement as to an immediate increase in activity is given on account of the season in the presidential year, but at present prices genuine investors are taking some interest in many properties.

With the exception of steel rails, angles and structural forms, prices have tended to lower levels throughout the iron and steel list. The fall of nearly a third from the highest in the price of nails is already having favorable effect in increased business. Sheets and some other forms are held nominally the same, but transactions are on a lower basis. Minor metals are sharing in the readjustment. Tin has fallen from 34.25, the highest, to 28.37 and the rest of the list more in proportion.

In the textile field the change of prices is very slow, indicating that the stimulation was relatively less than in other departments. Wool has yielded a quarter of a cent and cotton slightly, and what changes have occurred in fabrics have been in the same direction. The tendency of hides and leather is still downward and manufacturers are not succeeding in holding all their advances.

At New York the decline in exchanges has been 20 per cent. and cities in New England and the Middle States show a decline from last year of \$74,500,000, or 10 per cent. in May, while at all other cities south of the Potomac and west of Pennsylvania the decline has been \$51,000,000, or nearly 7 per cent. Foreign trade also continues healthy, for while imports at New York in three weeks have been \$30,944,465, against \$30,793,414 last year, the merchandise exports from New York this month have shown a gain of 10 per cent. If continued at the same rate the exports would again exceed imports more than \$40,000,000 this month. Breadstuffs are doing their part, the outgo of wheat and flour in three weeks having been 13,196,018 bushels, against 8,980,469 last year, and of corn 11,487,149, against 8,369,398 last year. Only a slight gain in prices of both followed, wheat being now 10 per cent. lower and corn a little higher than a year ago.

Getting the People

Some Good Advertising and Some Not So Good.

M. Goldberg, of Bangor, writes as follows:

We enclose two of our advertisements and would consider it a favor if you would pass criticism upon them and point out the weak portions. We are very much interested in advertising and always read your Getting the People with interest.

One of Mr. Goldberg's advertisements is reproduced herewith and shows

...Great Furniture Sale...

Sale Saturday, April 21

The largest and most complete stock of Furniture in the county will be put on sale Saturday, April 21, at prices far below competition. We are making this sale on account of the fact that we have more goods than room, while in addition we have just received a large car load of chairs, and in order to dispose of so many goods, we must put the prices way down.

You will see by the following that our statements are true:

Bent Back Dining Chairs, made of hardwood, double stretchers all around, striped and decorated, light or antique. Our price during this sale, \$2.50 per set.

High-Back Dining Chair. Cane seat, well braced, good and durable. During this sale, \$4.50 per set.

A Solid Oak Diner. High back, embossed panels, with braces; strong and durable. During this sale, \$5.00 per set.

A Showy Chair. An exceedingly showy and handsome dining room chair. Made of select oak, fine finish, very large and with high back. If you want a very attractive chair this will surely please you. Best grade of cane. During this sale, \$8.50 per set.

Ten More Styles. We also have ten more styles of diners, ranging in price from \$2.50 up, and we will guarantee to save you money on every chair you buy here.

Rockers. We have a very large line of Rockers on hand, and we sell them at prices that are not to be competed with, but during this sale we will give you a picture—St. Cecilia—8x10, with every rocker you buy below \$2.98, and above that price, a picture and frame complete.

We will be pleased to have you come and examine our goods whether you intend purchasing or not.

M. GOLDBERG,
BANGOR, MICH.

up exceedingly well. The display is effective and the reading matter leaves nothing to be desired. The other advertisement is equally good as to wording, but the display is poor—the heading showing no less than six distinct styles of type in eight lines and four more styles of type in the remainder of the advertisement. I realize that it is a difficult matter to restrain the average compositor from making an advertisement look like the sample sheet issued by a type foundry, but by demanding proof of the advertisement before it goes to press and by insisting strongly upon the use of two—or, at the most, three—styles of type, the advertiser can make his advertisements look respectable. One fault that I notice in Mr. Goldberg's advertising is the fact that he has displayed his prices in italics. The original use of italics was for the printing of such portions of the sentence as could be passed over or left out without materially injuring the sense. Italics are less distinct than any other form of letter and, consequently, should never be used where especial prominence is desired. Black face would be much better.

* * *

W. H. Johnson & Son, of Plainwell,

Remember it takes but \$2.00

to buy a Willow Rocker with 17 inch seat and 27 inch fancy back worth \$2.50

W. H. JOHNSON & SON,
PLAINWELL, MICH.

sent in a bunch of ten advertisements for criticism and most of them are quite good. The style is distinctive, they are not overcrowded with reading matter

and their brevity gives them a strength which a far longer advertisement would not possess. Two of them are reproduced herewith and they are in every way deserving of high praise. You will notice that but two styles of type are used, that plenty of white space is left, that the headings are set up in small letters in-

A new way to fill an old want

By framing your pictures with our Banner Photo Mats. You string them on a ribbon any way you choose. They are made for Cabinet or 4 x 5 Kodak Photos, square or oval openings, assorted colors, 5c each or 50c a dozen. Others with easel backs and fancy corner at 10c, 15c and 20c.

W. H. JOHNSON & SON,
PLAINWELL, MICH.

stead of all being in capitals or capitalized, that there is very little said and that what is said is directly to the point. These are the things that go to the making of good advertising in appearance and in convincing effect.

* * *

Here is something of a novelty in the way of advertising, in the advertise-

Narrow Chest?

'Course you have. Why don't you bowl? All the world loves an athlete and bowling will develop every muscle in your body.

THE RECREATION ALLEYS
WINKLER BLOCK

are the best appointed, and there's always company.

ment of the Recreation Alleys, Manistee; the argument brought forth in favor of bowling is exactly one that will appeal to the people whom the advertisement is intended to reach and there can be no doubt of its effectiveness. The advertisement is strongly displayed and thoroughly attractive in every way.

* * *

The advertisement of the Electric Supply & Engineering Co. is good in everything except the display and the idea underlying the advertisement is

Is your name on your wheel?

FREE—To everyone having repairs on their wheels amounting to 50c or over. For the next 30 days we will put your name on your bicycle in large gilt letters, free of charge.

Electric Supply & Engineering Co.
204 Michigan Ave. East, near bridge
Headquarters for Repairing and Sundries.

especially clever. Something for nothing is what every man, in his heart of hearts, desires to get, and the plan of putting the name on a bicycle free will attract a large amount of repairing to the establishment who makes the offer. It is a clever scheme and, apart from the fact that there are too many kinds of type in the advertisement and too much signature, it is a decidedly good one.

* * *

In looking over the Allean papers I ran across a hidden name puzzle or something of that kind. Possibly my

No old paper to work off!

Don't forget what we told you last week: "That you can't get something for nothing, and you are sure to get fooled if you try it." We're showing some good things; the price is very low. It is straight. There is no catch in it. You get your money's worth and you are satisfied.

THOMPSON & GRICE.

Allean readers will understand what it means—I don't. Thompson & Grice might be selling almost anything under the sun for all the information their advertisement contains, and the heading, "No Old Paper to Work Off" only adds to the general air of mystery that pervades the advertisement. It is rather a nice looking advertisement, which makes it more of a pity that it didn't say something. W. S. Hamburger.

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.

Aluminum Money

Will Increase Your Business.



Cheap and Effective.
Send for samples and prices.

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

Fly Nets and Lap Robes

Our line of these goods stands unchallenged as the best selected assortment shown in the State.

It includes the best sellers in

Cotton Buggy Nets.

Shoe String Nets.

Leather Nets of all kinds.

Horse Sheets and Covers.

Momie Lap Robes, plain and fancy.

Embroidered Lap Robes.

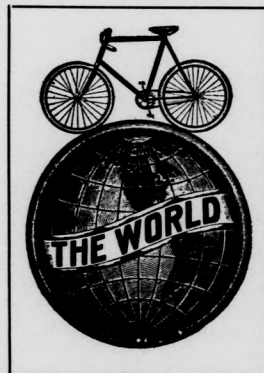
Linen and Cloth Lap Robes.

All at prices that mean business for you at a profit.

Brown & Sehler,

Grand Rapids, 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.

H. M. Reynolds & Son,

Manufacturers of

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

Grand Rapids, Mich.

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

ESTABLISHED 1868

Detroit, Mich.

Foot 1st St.

WORLD'S BEST

S.C.W.

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

GOTHAM GOSSIP.

News From the Metropolis—Index To the Market.

Special Correspondence.

New York, May 10.—Owing to stronger European advices, the coffee market during the week has gained strength and a slight advance in quotations has taken place. Jobbers are having a fair run of orders, but there is no special activity and the interior dealers are taking only small lots, waiting possibly for the new crop, which will soon be due. Offers for Rio No. 7 are generally $7\frac{1}{2}c$, but holders are not willing to dispose of stocks under $7\frac{1}{2}c$, so the situation is somewhat of a waiting one. In store and afloat the amount of coffee aggregates 962,440 bags, against 1,180,239 bags at the same time last year—figures which indicate a slight falling off for this year. Mild grades continue in steady movement and quotations are practically unchanged. Good Cucuta, $9\frac{3}{4}c$.

Sales of tea generally are of small lots to patch up broken assortments. Prices are steady and upon the whole, the outlook seems to show some improvement although it is slight and slow. Some 11,000 packages of Formosa were reported sold, on the auction basis, on Wednesday.

Refined sugars are unsettled and sales are not especially large nor demands frequent. The Howells announced that they would sell granulated at 4.95 and this brought some business, so they hope to work off an accumulation of stock. Other refiners still hold at 5c and seem to be inclined to make no concession.

Exporters of rice have been doing quite a volume of business in the low grades—from $3@3\frac{1}{2}c$ —and the market generally is in pretty good condition. Quotations, both for domestic and foreign, are firm and unchanged. Dealers show no anxiety to part with holdings and buyers gain nothing by shopping around.

Pepper is firm, but for other spices the market is dull and buyers show no interest whatever. Quotations are unchanged, with Singapore black pepper quotable at $12\frac{1}{2}c$ in an invoice way.

Molasses is unchanged. There is a fair demand for grocery grades and prices are well sustained. Syrups are firm and the tendency is toward higher rates.

The canned goods market is quiet and quotations are unsteady. Holders, it would seem, feel compelled to make concessions in order to effect sales and peas and corn have both moved for figures decidedly less than "regular." There is nothing doing in futures. The quality and quantity of peas in Maryland are said to be equal to any year on record. Baltimore reports some business doing in future peaches at "attractive figures." Salmon is very quiet and quotations are practically unchanged. Tomatoes are slightly off in price and No. 3 Jersey goods have sold on the spot at less than $7\frac{1}{2}c$. In Baltimore, futures are worth 70c. That city reports light trade.

Not an item of interest could be picked up in the dried fruit market. The demand is of a character that might be expected at this time of year when so much green fruit relegates the dried article to the rear. There is some weakness in prunes and, perhaps, a slight falling off in price. Evaporated apples are quiet and the top seems to be about 8c. Package goods of the better brands of course will fetch about 10c.

Lemons have been in better request and orders have come to hand from all parts of the country except the West. Higher quotations are looked for next week. The large quantity of California oranges has tended to make the market rather more quiet and quotations are hardy as well held as a week ago. There is so much other stuff in the market that even the delicious California orange is for the moment overshadowed. Pineapples are arriving freely and the market is well sustained. Bananas are selling well at the prices ruling of a week ago. There is to be a rival foreign line of steamers in the banana trade and possibly this will tend to hammer down rates, although the recent high prices seem to have a reason for being, owing

to the inexorable law of supply and demand.

The bean market shows some improvement, owing in part to a fair export trade. Choice marrows are worth $\$2.12\frac{1}{2}@2.15$. Other sorts are practically unchanged. Dried peas are steady and without change.

Butter quotations are unchanged. There is a fair demand and yet the supply seems ample and some stock has been placed in storage. Quotations are almost identical with those of last week and best Western creamery remains at 20c. Western factory, $13\frac{1}{2}@15\frac{1}{2}c$.

Old cheese is pretty well cleaned up and what remains brings full figures— $12@13c$ for fancy full cream. The market for new cheese is not at all animated and the quotations as given are nominal, the finest full cream fetching not over $10\frac{1}{2}c$.

There is a good demand for eggs in fresh nearby stock which is quotable at $14@14\frac{1}{2}c$. Western show scarcely any improvement and storage goods will not bring over $12\frac{1}{2}@12\frac{3}{4}c$.

The American Lumberman tells a good story of the way in which a lumber drummer escapes being crowded to the wall when traveling. He says he got tired being shoved around in cars by those who have no respect for a fellow's claim to a seat unless he is holding it down himself, consequently he carries a small sample case lettered, "Nitro Glycerine" in plain letters. Time and again smart young men and women have dragged his coat and grips from a seat, piled them up in a corner and forced him to sit on the wood box. He didn't want to get into a fight every day, and so he had his case lettered as it is. When he leaves a seat he lays the case letter side up on it, and with a single exception it has never failed to hold it. Once a near-sighted young lady sat on the case and when Mr. Deckert returned with an anxious look on his face, he said to her she was probably ignorant of what was under her when she hitched along far enough to see the letters, gave a squeal and came near jumping through the window on the other side of the car. On one occasion the people left the end of the car in which he was sitting and he had it all to himself. Passengers have appealed to the conductors and the conductors to Mr. Deckert but up to the present time the latter has succeeded in convincing the conductors that there is no law against a man carrying samples of explosives around with him. To make the deception appear still more real Mr. Deckert carries in his case a long, thin vial filled with castor oil, which in appearance closely resembles nitro glycerine. When conversation centers on his case he says "Yes, I carry it, and have never been blown up yet!" Then he opens the case and takes from it the vial of castor oil and reaches it toward those whose curiosity is aroused. He says never yet has a man taken it from him, but invariably they back away as though he was aiming a rattlesnake at them.

WE GUARANTEE

Our Vinegar to be an ABSOLUTELY PURE APPLE JUICE VINEGAR. To anyone who will analyze it and find any deleterious acids, or anything that is not produced from the apple, we will forfeit

ONE HUNDRED DOLLARS

We also guarantee it to be of full strength as required by law. We will prosecute any person found using our packages for cider or vinegar without first removing all traces of our brands therefrom.

Robinson Cider & Vinegar Co.

J. ROBINSON, Manager.

Benton Harbor, Michigan.

Well Packed Soon Sold

The package of Diamond Crystal Salt commends the goods to every thoughtful grocer. It's in attractive boxes and bags, making a good shelf show and giving perfect protection to the contents. It's cleanly to handle, easy to show, convenient to deliver.

Diamond Crystal Salt

"The Salt that's All Salt"

Is much purer, too, than any other salt. It is perfectly dry, does not cake in the shaker; does not absorb moisture readily; gives the savor of SALT and nothing but salt. Every sale of Diamond Crystal Salt assures another sale. Can we send you our salt booklet?

Diamond Crystal Salt Co., St. Clair, Mich.

TRADESMAN ITEMIZED LEDGERS

SIZE—8 1/2 x 14.
THREE COLUMNS.

2 Quires, 160 pages.....	\$2 00
3 Quires, 240 pages.....	2 50
4 Quires, 320 pages.....	3 00
5 Quires, 400 pages.....	3 50
6 Quires, 480 pages.....	4 00

INVOICE RECORD OR BILL BOOK

80 double pages, registers 2,800
invoices.....\$2 00

Tradesman Company
Grand Rapids, Mich.

STANDARD

50 CIGAR

SOLD BY ALL JOBBERS

Cadillac

Fine Cut and Plug
THE BEST.

Ask for it.

MADE BY THE NEW SCOTTEN TOBACCO CO. (Independent
Factory)
AGAINST THE TRUST. See quotations in Price Current.

Around the State

Movements of Merchants.

Marshall—F. W. Ederle has sold his cigar factory to Albert A. Holmes.

Evart—Mills Bros. have purchased the grocery stock of Orville M. Bush.

Flint—Louis Kreeger has purchased the general stock of J. G. Oppenheim.

Decatur—A. O. Duncombe has purchased the shoe stock of S. Ellis & Co.

Flint—Hugh Cook has purchased the fish and meat market of Fred Wesson & Co.

Laingsburg—Mr. Wolverton, of Gaylord, has purchased the grocery stock of S. Mells.

Homer—G. H. Kingman, of Jackson will shortly establish a furniture store at this place.

Ludington—Andrew Rasmussen has sold his grocery stock and meat market to H. Jensen.

Otsego—C. G. Devenwater, of Wayland, has engaged in the bazaar business at this place.

Athens—F. L. Critz has removed his grocery stock to Vicksburg, where he will engage in trade.

Charlotte—Robert Donovan succeeds Donovan & Packard in the furniture and undertaking business.

Newberry—Laten Bros. are erecting a two-story building which they will occupy with a general stock.

Otisville—McCormick & Laing is the name of the new firm which succeeds Otis E. Snyder in the grocery business.

Muskegon—John Medema has removed his grocery stock from 42 Myrtle street to the corner of Jackson street and Wood avenue.

Thompsonville—Geo. J. Menold, druggist, is succeeded by the firm of Menold Bros., Clarence J. Menold being the new partner.

Grass Lake—L. D. Loomis, of Chelsea, has purchased the grocery stock of Otis S. Johnson, and will continue the business at the same location.

Ionia—Amphlett, Sanderson & Co. are closing out their grocery business, and after June 1 will pay their entire attention to the wholesale stoneware trade.

Lowell—Clyde Collar, who removed his bazaar stock to Sunfield some months ago, has decided to return to this place and will occupy a store building in the Union Block.

Bay City—George S. Layerer has begun the erection of a two-story and basement brick building on the corner of Columbus and Farragut streets and will occupy the first floor with his drug stock.

Alma—A. K. McLuney and H. A. Jones, who have been conducting business here for the past few months under the style of the Alma Produce Co., have dissolved partnership, A. K. McLuney succeeding.

Traverse City—The firm of Miller & Prause, which has been conducting the fruit and stationery store formerly owned by A. A. McCoy & Son, has been dissolved. W. R. Miller will continue the business.

Stanton—M. W. Stevenson, junior member of the dry goods and clothing firm of Stevenson Bros., has purchased the interest of his partner, H. E. Stevenson, and will continue the business in his own name.

Escanaba—The exodus of the trading stamp from Escanaba has finally occurred. This advertising scheme has proved unsatisfactory wherever it has been tried and in discontinuing its use

the merchants of Escanaba have only followed the example set them by business men in all parts of the country where it has gone before.

Port Huron—B. C. Farrand, Jr., boot and shoe and musical instrument dealer, will occupy his new store in the Stewart block after the first of next month. Mr. Farrand will have as hand-somely appointed an establishment as there is in the city.

Evart—Davy & Co. have ceased to do a mercantile business at Leota, as they have sold the stock to Mr. Rhodes, the former proprietor. Eugene Boughton, who has had charge of the business at that end of the route, will again fill a position in the Evart store.

Manufacturing Matters.

Port Huron—C. H. Kaumeier and C. H. Reynolds have incorporated the Reynolds Grain Co. with a capitalization of \$20,000.

Saginaw—The Riverside Coal Co. has been organized with a capital stock of \$60,000 to engage in the mining and smelting business. The incorporators are A. Zagelmeyer, C. C. Henning, J. W. C. Pendell and G. A. Reynolds.

Detroit—The Voelkner & Reinke Manufacturing Co. has been organized for the manufacture of machinery and hardware specialties. The capital stock is \$20,000, all paid in. Henry A. Voelkner holds 950 shares, Chas. Reinke 950, Wm. Shirray 10, and Voelkner and Reinke, as trustees, 90.

Detroit—The Michigan Mica Co. has been organized for the purpose of mining mica and carrying on the business connected therewith at Dillsboro, N. C. The capital of the company is \$350,000, of which \$5,000 is paid in. L. C. Waldo and Hugh M. McCormack hold 6,900 shares each and Harlan F. Carsant holds 200 shares.

The Boys Behind the Counter.

St. Johns—A. Van Ells, of Milwaukee, who has been connected with one of the best dry goods store in that city, has taken the position of manager of the dry goods department of the Alderton Mercantile Co.

Tekonsha—A. W. Morris, of Sherwood, a former clerk in J. W. Randall's store, has resumed his old position. Eugene DeLong, with Mr. Randall for several months past, will return to his home in Alma.

Lake Odessa—Sheridan Simons is now behind the counter at Hart's drug and grocery store, taking the position vacated by Alton Nye.

Sault Ste. Marie—Joseph Flood has resigned his position in J. P. Haller's book store to enter the service of the Soo Hardware Co.

Holland—W. A. Van Syckle will fill the position of prescription clerk in C. D. Smith's new drug store.

Hastings—Chas. Clark has gone to Eaton Rapids to take the position of book-keeper for the grocery firm of Stirling, Crawford & Co.

Pigeon—Leipprandt Brothers have engaged Austin P. Hart, of Portland, to take charge of their drug department.

Smuggled tobacco confiscated by the British customs authorities was formerly burned in the huge furnace known as the queen's pipe, but for some years past this has not been done. Instead, the tobacco is sent to the criminal lunatic asylums for the benefit of the inmates.

A cut is to be made in the Cuban tariff. A great many cuts are needed in the Cuban postoffices.

Beware of I. T. Hunter & Co.

The Tradesman feels called upon to warn its readers against having any dealings on anything but a cash basis with I. T. Hunter & Co., butter and egg dealers at 210 Duane street, New York. The firm is composed of Irving T. Hunter and Harry J. Hunter. Irving T. Hunter bears a very unfavorable record, his method of dealing with shippers being severely criticised. He manages the business and those consulted in the trade are of the opinion that, on account of his connection with the firm, it is not a desirable one with which to have business transactions, as he is believed to have no responsibility whatever. When the firm of I. T. Hunter & Co. was originally formed, several months ago, Franklin J. Minck, who is also in business at this address, was a partner, but under date of April 14, 1900, advertised that he had withdrawn from the firm and had no further connection with it from that date. Hunter was formerly a member of the firm of T. B. Truesdell & Co., who filed a voluntary petition in bankruptcy Nov. 2, 1899, showing liabilities of \$8,348.16 and assets of \$15,728.86, consisting of real estate at Cold Springs, N. Y., \$9,800; household goods, \$250; machinery, etc., \$930; two judgments, \$3,536, and debts due on open account, \$1,212.86. Harry J. Hunter filed a voluntary petition in bankruptcy April 20, 1899, with liabilities of \$12,195 and assets of \$17,941, of which \$17,905 consisted of debts due on open accounts which were in dispute. Considering the character of the men composing the firm of I. T. Hunter & Co., the Tradesman has no hesitation in stating that no attention should be paid to the circular letters they are sending so industriously to Michigan and Indiana shippers and that no one who expects to get out whole should have any dealings with the firm except on a cash basis.

Bell Tactics Not Indorsed by Port Huron Merchants.

Port Huron, May 22—At the last meeting of the Merchants and Manufacturers' Association, the first matter discussed was the selection of a hall in which to hold the regular meetings of the Association. A large delegation of the Elks, who are also members of the Association, and a number of Woodmen were in attendance, for the purpose of making propositions. The Elks' hall in the Knill Block was finally accepted. It was then necessary to change the night of meeting and the by-laws were amended so that Tuesday night was inserted instead of Friday.

The most important matter up for discussion was the \$48 contracts which have been submitted to the merchants of the city by the Michigan Telephone Co. Chester Failing, local manager of the company, was present and stated that the old rates would be left as they are, but that the metallic circuit would give much better satisfaction for the reason that no trouble would be experienced from electric light and electric railway wires. Mr. Failing denied that the local exchange was at present giving poor service in order to force subscribers to take the high priced telephone scheme. He said that he had endeavored to improve the service of the telephone as much as possible.

The Association was not satisfied with the explanation and, on motion, the chairman appointed a committee of ten to investigate the matter further and the members were instructed not to sign contracts until the committee had reported. The committee is as follows: Charles Wellman, Fred J. Dixon, William Canham, H. C. Knill, Jr., Dr. Palmer, J. D. Patterson, A. A. Graves, T. A. Goulden, and W. D. Smith. Charles Wellman stated that he had received letters from gentlemen who were

in a position to know, stating that the stock of the Harrison telephone plant can be purchased, and he thought it would be well to look into the matter.

Secretary Percival was instructed to write W. J. Tripp regarding his hoop and stave factory and to again invite him before the Association.

J. T. Percival, Sec'y.

The Grain Market.

Wheat has been very strong during the last week, and has gained about all it lost the previous week. Receipts have been somewhat smaller in the Northwest, while in the winter wheat markets receipts have been better, as farmers have marketed what they had to spare. The strength in the spring wheat section is caused by the dry weather. The snowfall during the winter was very small and the rain in the spring has not been sufficient to give the ground what moisture it needed. Unless rain comes soon the spring wheat crop will not be up to its usual amount. Kansas reports the Hessian fly and chintz bug working very industriously and as deteriorating the once promising fields. Oklahoma seems to be the only State that is free from it. In our own State wheat has improved somewhat and, as stated before, about a 60 per cent.—possibly a 65 per cent.—crop will be harvested.

Corn is rather in the dumps. Prices have receded to about 36¼c for July. The growing crop will be immense, as more acreage has been planted and thus far it looks well.

In oats there is no change to report. Prices are steady and all offerings are taken. The growing crop likewise is doing very well.

No change in rye.

The same can be said of beans, \$2.10 per bu. in carlots being the ruling price.

Receipts have been better, being 63 cars of wheat, 19 cars of corn, 1 car of oats, 4 cars of rye, 3 cars of flour, 3 cars of hay and 2 cars of straw.

Millers are paying 68c for wheat.

C. G. A. Voigt.

Evart Business Men Oppose the Bell.

Evart, May 22—The Citizens Telephone Co. of Evart has been organized with a capital stock of \$25,000, of which \$5,000 is paid in. A large part of the stock has been already taken and it is desired to give Evart people a chance to subscribe before stock is offered to people living at other places, several of whom have made application for it. The company will start with a line already built to Sears and poles laid to Marion. It is proposed to build first-class copper lines from Marion to Clare, via Evart, making connections at Marion for Cadillac and north, at Evart with the Citizens Co. of Grand Rapids, and at Clare with Citizens Co. of Alma, thus making it a part of the great Citizens system of the State.

Henry Clay Frick, the Pittsburg iron magnate, who recently had a falling-out with Carnegie, has his own mushroom garden at his splendid Homewood residence, and daily gives away \$20 or \$30 worth of the delicacies. His gardener, David Fraser, is a recognized authority on the growing and treatment of mushrooms.

The Pennsylvania clergyman who won fame by claiming that the Lord had struck the town brewery by lightning in answer to his prayers has been nominated for Congress by the Prohibition party. He will now know how it feels himself.

The people who talk much have little time to think before they speak.

Grand Rapids Gossip

Charles Ousndag has opened a grocery store at 54 Hermitage street. The Ball-Barnhart-Putman Co. furnished the stock.

Henry J. Vinkemulder and Moses Dark spent Sunday and Monday in Chicago, bringing home a carload of assorted fruit and vegetables.

Pettit Bros., grocers at 391 N. Ottawa street, have opened a branch store at 1165 Wealthy avenue, purchasing their stock of the Clark-Jewell-Wells Co. Wm. Pettit will remain in charge of the Ottawa street store while Frank Pettit will assume the management of the Wealthy avenue establishment.

Fred W. Fuller, grocer at 152 North Division street, has purchased the grocery stock of M. C. Viergever, at the corner of North Union and Lyon streets, and will continue the business at the same location, giving the store his personal attention. He will continue the grocery business at his North Division street store under the management of Ernest W. Bratt.

President Kelley, of the Michigan Retail Grocers' Association, has instructed the Secretary to issue a call to the Board of Directors to meet at Grand Rapids on Thursday, June 14, to consider matters of importance which require action at this time. Particulars as to the hour and place of meeting will be decided later. The date decided upon enables the directors to take advantage of the half-fare rates which prevail on all railroads in Michigan at that time on account of the K. O. T. M. biennial review, which will be held in Grand Rapids from June 11 to 16.

Gaius W. Perkins, who recently resigned the presidency of the American School Furniture Co.—the most responsible position ever occupied by a Grand Rapids man—has returned to Grand Rapids to reside and is enjoying a well-earned rest amid the scenes of his boyhood and among lifelong friends. His residence in Gotham has brought no appreciable change in his appearance, although the responsibility of exploiting and starting the machinery of a five million dollar corporation must have taxed his strength and energy to the utmost. Mr. Perkins is in excellent spirits and his return to the city of his birth is a matter of congratulation among his many friends.

Peter Doran, in behalf of the trustee of the Booth estate at Cedar Springs, has filed a petition with the Referee in Bankruptcy, asking that the claim of Burnham, Stoepel & Co. for \$6,285, assigned by them to Geo. B. Ford, of Rochester, be disallowed, unless Burnham, Stoepel & Co., the former owners of said claim, pay over to the trustee about \$5,000 that they received in different amounts during the four months previous to the filing of the petition in bankruptcy, on the ground that said payments constituted a preference, the testimony showing that the bankrupts were insolvent upwards of a year prior to the institution of the bankruptcy proceedings. The petition will be argued before the Referee on May 28.

The Produce Market.

Asparagus—30@35c per doz. bunches. Bananas—Owing to heavy supplies, prices have declined about 25c per bunch. Prospects for next week are for light receipts and a steadier market.

Banana receipts from May 10 to 16 were 45,000 bunches, against 86,000 bunches during the corresponding time a year ago.

Beets—40@50c per doz. bunches.

Butter—Factory creamery is stronger and firmer than a week ago, fancy stock commanding 18@19c. Dairy grades are coming in freely, fetching 13c for packing stock, 14c for choice and 15c for fancy. The receipts of packing stock are heavy, but are being moved East to avoid accumulations. Indications point to a strong market from now on, owing to the lateness of the season and the active demand in the Eastern cities.

Cabbage—Mississippi stock fetches \$3@3.50 per crate.

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

Cucumbers—60c per doz. for Southern and 70c for home grown.

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

Eggs—Local dealers pay 10@10½c f. o. b. shipping point for all receipts of good eggs, returning cases at expense of owners. Those dealers who paid above this figure last week now wish they hadn't, because they can not get a new dollar for the old one. There is much wailing and gnashing of teeth among the country shippers who consigned eggs to those Detroit dealers who over-quoted the market.

Green Peas—\$1 per bu. box.

Green Stuff—Grand Rapids forcing lettuce, 10@12c. Onions, 10c per doz. for evergreen and 15c for silverskin. Parsley, 30c per doz. Pieplant, 90c for 50 lb. box. Radishes, 15c per doz. for long and 10c for round. Spinach, 35c per bu.

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

Lemons—Are in good demand and with light supplies a confident tone prevails. During the week prices have advanced 30@35c per box. The reports of heavy damage sustained by the Sicily crop of lemons and the light shipments sent from that island have a tendency to make prices of California summer lemons higher. The summer crop of California lemons is reported as doing well, with the outlook for a larger supply than last year.

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 sweets, \$3.25@3.75 per box.

Pineapples—Havanas and Jamaicas command \$1.25@1.50 per doz. Floridas fetch \$2@2.25 per doz.

Plants—Cabbage, sweet potato and tomato, 75c per box of 200. Celery, 90c per box.

Potatoes—\$1.25 for new and 35c for old.

Poultry—The market is firm. For live poultry local dealers pay as follows: Broilers weighing 1¼ to 2 lbs. command 20@23c per lb. Squabs, \$1.75@2 per doz. Pigeons, 50c. Chickens, 8@9c. Fowls, 7@8c. Ducks, 9c for young. Turkeys, 10c for hens and capons and 9c for gobblers. For dressed poultry: Chickens command 11c. Fowls fetch 10c. Ducks are taken at 11c. Geese are not wanted at any price. Turkeys are in good demand at 10c for No. 2 and 12@13c for No. 1.

Seeds—Millet, 80c for common and 85c for German; Hungarian, 65c; mammoth clover, recleaned, \$5@5.25; medium clover, good to choice, \$4.75@5.25; Alsike clover, \$6.50@7; Alfalfa clover, \$6.50@7.25; crimson clover, \$4@4.50; timothy, prime to choice, \$1.20@1.40; field peas, white, 75@90c; red top, prime to choice, 60c@1; red top, clean from chaff, \$1.50@1.75; orchard grass, \$1.10@1.30; blue grass, \$1@1.40.

Strawberries—Southern Illinois stock now has the call and Indiana berries will begin to arrive next week. Receipts are large and quality is fine, the price ranging from \$1.50@2 per 24 qt. crate. String Beans—\$1.75 per crate.

Tomatoes—Florida stock commands \$4 per 6 basket crate.

Turnips—75c per bu.

Wax Beans—\$1.75 per bu. box.

The Grocery Market.

Sugars—The raw sugar market is very strong and prices show an advance of 1-32c over a week ago. This makes the price of 96 deg. test centrifugals now 4 15-32c, with a good demand at this price. Supplies of spot sugars are practically cleaned up. The refined market is very firm, in sympathy with raws, and all grades have advanced 5 points, with prospects of a still further advance in the near future. It is generally expected that an increased business will be done, as is usual at this time of the year.

Canned Goods—The canned goods market is still very quiet, as is sometimes the case during the active packing season. The pineapple season has opened up and will be followed shortly by peas, which have not as yet been packed. Spot peas, seconds and standards, 180c pack, are about cleaned up. The sifted, extra sifted and petit pois, 180c pack, are still comparatively plentiful, but are inactive and but few sales of these grades are made. Corn is particularly quiet, the very small sales that have been made having no influence on general conditions. Spot tomatoes are pretty well cleaned up, much more so than it was expected they would be at this time. There seems to be quite a good demand for them at present and, although no large sales are made, the large amount of small orders keep the market in good condition. The chief interest in the canned goods line rests in the salmon situation. The fact that the announcement of prices is still held in abeyance by the Columbia River Packers' Association is regarded by the entire trade as signifying a further advance in price. This delay is believed to be responsible for the dullness everywhere felt throughout the trade in spot salmon. It is expected that prices will be made sometime before June 1, but just how soon can not be determined. The Association will soon have to begin filling orders and this can not be done until prices have been submitted and accepted. It is reported that the Columbia River pack has been largely oversold. With a pack larger than in 1899 the deliveries will not be over 60 per cent., while with a pack up to last year's the deliveries will not be over 50 per cent. The season on Puget Sound will open June 25, but it is not at all likely that packing will become general before July 1, unless the fish run freer than usual to the seasons up there.

Dried Fruits—The dried fruit market remains practically unchanged. Now that the weather is warmer, holders of all dried fruits appear anxious to dispose of their stocks to save cold storage charges, and there is some inclination to shade prices to close out the goods. Recent advices report that the damage caused by frost in California is not so great as anticipated. The crops everywhere are showing better results than were expected a few weeks ago and a heavy yield is now expected. Apricots appear to have suffered the most, the crop in Southern California being very much scattered and uneven. It is expected in the face of such unfavorable conditions that prices for apricots will be higher this season than last. Spot stocks are about cleaned up and prices are firm. Prunes still hold the chief interest in the dried fruit trade and a sale of seventy carloads was made last week. Many export orders have been received, which, taken together with the shortage in the berry crop, denote a good trade during the summer. All through the

trade the belief exists that an advance of at least ½c per pound will be declared before the new prunes come in, which will be about September. The differences between the packers and the Raisin Growers' Association are all adjusted, with the result that an agreement has been entered into for three years. The packers will sell and handle the crop on very much the same lines as last year. The Association, as formed, is a great deal stronger than it has ever been before, and there is no doubt that the prices made by the Association will be maintained for the entire season. The Association will name prices on both loose and seeded raisins, and they will probably be reasonable, as the members realize the importance of keeping out foreign raisins and increasing the consumption of California goods. Spot raisins are dull and inactive. Spot peaches, while a trifle easier, are not moving to any extent. Currants are going out quietly at unchanged prices.

Molasses and Syrups—There is a good demand for the medium grades of molasses at firm, unchanged prices. The lower grades are becoming very scarce and the better grades are held at extremely high prices, which checks business on this class of goods. On account of the high cost of cooperage, corn syrup in barrels has advanced 2c per gallon.

Tea—The business of the week shows a slight decline in some grades, but most dealers are inclined to think that the market will go no lower and that from now on prices will improve. The following figures are instructive as showing the rapid strides in popularity Ceylon and India teas are making in this country. During the first fourteen weeks in 1900 the imports into America were 1,050,000 pounds, against 850,000 pounds during the same time in 1899—over double the quantity, and this in the face of adverse conditions affecting the general tea trade.

Rice—The trade in general is a hand-to-mouth character, resulting in moderate sales of the better grades at previous prices. There have been such heavy purchases of the low grade domestics recently that this class of goods is now about cleaned up. Advices from the South report that contrary conditions seem to be following the new crop of rice. Superabundant rainfall, with growth of grass rank and cultivation generally retarded.

Nuts—There is a good demand for nuts of all kinds, especially for pecans, of which several carloads have been sold lately. Peanuts are moving out well at previous prices.

Cereals—There is a somewhat stronger feeling in the rolled oats market and it is the general impression that prices have finally touched bottom. They are certainly below cost of production and, with an increase in trade, prices will undoubtedly advance, as millers are loath to do business at a loss.

The American Bicycle Co. has issued an order to the manager of the Clipper factory, directing that business at the local plant be suspended and everything wound up and cleaned out by August 1. The discontinuance of operations applies to the book-keeping and office force, as well as the manufacturing and assembling departments.

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

The Buffalo Market

Accurate Index of the Principal Staples Handled.

Beans—This market is doing considerably better on the best grades of marrow, medium and pea, and as has been the case for months past, the latter variety is preferred. Yellow eye kidney and also white continue dull. Supplies are getting low of desirable beans and we may yet see an upward turn. Marrows are selling at \$2.10@2.30; medium, \$2.20; pea, 2.10@2.25; white kidney, \$2.20@2.30; yellow eye, \$2@2.25. No red kidney offered.

Butter—Buyers have been working from hand to mouth and not anxious to do much of that on high priced creamery or dairy. The general disposition was to purchase around 18c for suitable creamery and fancy dairy and at those figures considerable business was possible, but sellers could not see their way clear and held out for 20½c for Western and State extras; choice, 19c; dairy extra State and Western, 18½@19c; choice, 16@17c; common to fair, 14@15c; crocks, 16@18c. Outlook is for steady prices, as quality and receipts are daily improving.

Eggs—Lower market and weak. Trade is usually light at this season of the year for speculative purposes. There seems to be a large quantity of goods going into cold storage here. The market is weak to-day at 12½@13c for State strictly fancy. Western fancy, 12¼@12½c; good to choice, 11@12c; seconds, 10c; duck eggs, 15@16c per doz.

Dressed Poultry—Receipts were only a few lots of coarse, with a light sprinkling of young fowl, but these were sold at full last week's prices. Broilers would sell readily. No turkeys or ducks and little enquiry. Quoted: Turkeys, 12@14c; chickens and fowl mixed, 11½@12c; fowl, 10@12c; old roosters, 8@9c; broilers, 20@25c per lb.

Live Poultry—Not enough fowls arriving to supply the demand and broilers of 1½@2 lb. weight were so scarce that buyers were bidding 30c per lb. for fancy at the close of the week. The outlook is firm for fowl, but chances are that broilers will not bring above quotations. Quoted: Turkeys, 10@11½c; fowl, old, 10@11c; fowl, young, 11½@12c; mixed, 10½@11c; broilers, 25@30c; ducks, nominal.

Strawberries—Under light receipts and an active demand. The market has been strong and higher and everything cleaned up early each day. Fancy sold at 13@14c; good to choice, 11@12c; common to fair, 8@10c per quart.

Apples—The few remaining russets are held at \$3.50@4.50 per bbl.

Pineapples—Market has been flooded, but at lower prices than last week. Trade became active and a fairly good cleaning up was effected. Prospects are firmer as a better class of stock is expected. Extra, \$13@14 per 100; No. 1, \$10@12; No. 2, \$9; No. 3, \$6@8.

Oranges—Higher; light receipts and fair demand. Navels sold at \$3.25@4; seedlings, \$3@3.25; medium sweets, \$3.25@3.50 per box.

Lemons—Better demand; firmer. Extra Messina fancy, \$3.50@3.75; choice, \$2.75@3; California, \$2@2.50 per box.

Bananas—Quiet and easy. Selected, \$2.25@2.75; No. 1, \$1.75@2; No. 2, \$1.25@1.50.

Potatoes—The market is easier, but at the decline demand is more active and the outlook is for firmer prices as soon as present quality, which is only fair, cleans up. Fancy white stock is held above the market as a rule. Country offerings have grown less daily of desirable stock and nearby farmers' arrivals are all poor. No. 1 white, on track, 40@42c; No. 1 red, 36@38c; fair to good, 30@35c per bushel. On track, store lots, 2@3c higher.

New Potatoes—Receipts fair but anything desirable was held too high for the general trade. Stock mostly small and some too poor to bring cost of laying down here. New Orleans fancy, \$5@6; good to choice, \$3.50@4.50; common, \$1.50@2.50 per bbl.

Onions—Market struck \$1.25@1.50 for native yellow fancy, but before the close

of the week new Southern came in quite freely and a drop followed. To-day the market is still easier and demand not as urgent as indications point to lower prices. Native fancy, 95c@1 per bushel; New Orleans, \$3@3.50 per bbl.; Egyptian, \$1.40@1.50 per bushel; Bermuda dull at \$1.85@1.90 per crate; Havana, neglected.

Celery—Southern in liberal supply and lower; demand only fair. Fancy, 80c@1; fair too good, 25@50c per doz.

Asparagus—Heavy supply but at easier prices. Market has kept well cleaned up of fancy. Common, thin and particularly stale stuff entirely neglected. Fancy large bunches sold at \$1.25@1.50; small and medium good to choice, 25@65c per doz.

Cabbage—Receipts were not above No. 2 and some inferior small stuff which could not be sold although the demand was active for the best quality. Quoted: No. 1, per crate, \$2.50@2.75; No. 2, \$2@2.25 per crate.

Lettuce—Supply only equal to the demand and the market fairly steady. Fancy heads, 50@75c per doz.; boxes containing 3 doz. choice, 90c@1.

Cucumbers—Supply fair; good demand for fancy fresh receipts at 50@60c per doz.

String Beans—Firmer; lighter supply and good demand. Wax, per hamper, \$2.25@2.50; green, \$1.75@2.

Beets—New per doz. bunches, 50c@1.

Carrots—New per doz. bunches, 20@35c.

Pieplant—Wagon loads are coming in and selling at 10@15c per doz. bunches.

Radishes—Easier; fancy sold at 15@20c per doz. bunches; Baltimore hamper, 90c@1.

Tomatoes—Heavy receipts; quality generally common to fair. Fancy per carrier, \$3@3.25; good, \$1.50@2.50.

Peas—Quiet. Quality undesirable. Best hampers sold at 90c@1.25.

Spinach—Active and firm. Fancy, \$1.50@1.75 per bbl. and 35@40c per hamper.

Watercress—Fancy scarce, 18@20c per doz. bunches.

Mushrooms—Quiet. Offered at 20@30c per lb.

Maple Syrup—Quiet. Fancy, full gallon cans, 70@75c; short, 50@60c.

Maple Sugar—Firm. Light, 9@10c; dark, 6@8c per lb.

Honey—Quiet. Very light supply. No. 1 white, 16@17c; No. 2, 14@15c; dark, 10@12c per lb.

Dried Apples—Dull. Evaporated in boxes, fancy, 6½c; fair to good, 5@6c; sun dried, 4@5c per lb.

Calves—Scarce and firm. Fancy quoted at \$8@9 per cwt.

Straw—Scarce and firm. Oat and wheat, \$8.25@9; rye, \$9@10 per ton on track.

Hay—Receipts were a little more liberal the latter part of the week and the market not as strong. Prime baled, \$16; No. 1, \$15@15.50; No. 2, \$13@14 per ton on track.

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

A retailer recently arranged in his window an exhibition of live mice and a teeter board. A mouse running up the little board would incline it in the opposite direction, and as the lively little creatures scampered back and forth over the board it would be almost continuously teetering. The show attracted attention, and other inventive minds saw its possibilities as an advertising scheme and improved on it by replacing the teeter board by an inclined disk, which rotated rapidly when the mice ran over its surface.

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.

RUBBER STAMPS

You can do business with.

Write now to

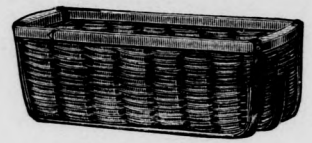
BUSINESS STAMP WORKS.

49 and 50 Tower Block, Grand Rapids, Mich.

Catalogue for the asking.

Both Phones 2255.

Balloo Baskets Are Best



Is conceded. Uncle Sam knows it and uses them by the thousand.

We make all kinds.

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

Send for catalogue.

BALLOO BASKET WORKS, Belding, Mich

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.

WANTED EGGS AND BUTTER FOR COLD STORAGE.

We want 100,000 lbs. of dairy butter either ladles or packing stock within the next few days. We are always in the market to buy fresh eggs. We pay spot cash, f. o. b. Buffalo. For further information write or wire us.

5,000 We have for sale five thousand No. 2 egg cases, practically as good as new. Write for prices.

GLEASON & LANSING,

150 MICHIGAN ST., BUFFALO, N. Y.

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

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, 1⅓-6c
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.

MACKEY & WILLIAMS,

Dealers in

BUTTER, EGGS, CHEESE, POULTRY, ETC.

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

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

REFERENCES: The City National Bank, Buffalo; Berlin Heights Banking Co., Berlin Heights, Ohio; National Shoe & Leather Bank, New York; Dun & Co. and Bradstreet Agencies.

Members of Produce Exchange. Established 1887. Long Distance Phone Seneca 1081.

Fruits and Produce.

How Washington Potatoes Can Be Marketed.

Potatoes grow large and fifty to a hill in Washington and one of the varieties turned out there is the Burbank, which attains to a size three times as large as the variety in Michigan of that name. It has not paid to ship them East on account of the high railroad tariffs, and consequently they have been a drug on the market. Hereafter, however, they are to be sliced and dried in this condition they can be sent East, and also to the islands of the Pacific. An evaporating and preserving factory has been set up at North Yakima. The potatoes are peeled raw and after slicing very thin are placed in trays and cooked by steam. This removes the water, estimated at about 80 per cent. of the tuber, and leaves the solids or nutrient in the slices. They then go through the drying process, which is on the principle of dry steam heat, the pipes passing through the evaporator near each row of trays. The evaporating apparatus in the North Yakima plant contains over one mile of pipes carrying the heat to the trays. A wire screen is kept over each tray during the drying to prevent dirt from settling upon the sliced potatoes.

Increased Demand for Evaporated Eggs.

A carload of evaporated eggs shipped by express and valued at \$14,000 left Springfield, Mo., last week for San Francisco, where it will be placed on a steamer bound for Cape Nome. The eggs were put in one pound, screw top tin cans, sixty cans in a case, and will answer any purpose in the culinary line except boiling. The moisture being taken out of them when they are prepared leaves nothing to boil.

The largest egg evaporating establishment in the world is located at Springfield and is owned and operated by Jean, Hurst & Redfern, extensive buyers of eggs and poultry. The process of evaporating is done with hot air and it takes eight hours to thoroughly "evaporate" an egg. About four dozen eggs are equal to a pound of the preparation. The Springfield factory employs seventy-five people and its capacity for consuming eggs is about 400 cases a day. The goods are shipped to all the foreign countries and in Europe especially there is a big demand, as the English government has placed the preparation on the hospital supply list. The Klondike country is a heavy user of this kind of evaporated eggs, so no matter what the price of fresh hen fruit be or

how scarce it is, the evaporated egg retains its old price and is always on hand and ready for business.

Heavy Shipments of Celery From Florida.

Sanford, Fla., May 12—Four solid refrigerator cars of celery left here tonight for various Northern cities. Since shipments began, about two weeks ago, over twenty-eight cars have been shipped. There are from 300 to 400 crates in a car. It takes from four to five tons of ice to properly cool these refrigerator cars and they are again iced at Waycross. The cars are iced here, usually the day before loading, so as to keep the temperature even.

Good returns are still being received, although the market price is a little lower. A check for \$700 was received Thursday by one grower for 300 crates. Shipments will continue for several weeks yet, as some of the large growers have not as yet cut their crops. There have been some failures and disappointments, but the result on the whole is satisfactory.

There will be a large acreage planted next year, and the experience of this season will prove of benefit. Some of the celery went to seed before it could be bleached, but many received a dollar a crate for this, which more than paid expenses. Labor is very scarce here at present.

Flax Replacing Wheat.

From the Minneapolis Times.

The continued high price of flax and the low price of wheat has resulted in a vast acreage that would ordinarily go into wheat being reserved for flax. It is now predicted that twice the acreage will be sown into flax this year that was cropped in 1899. Minnesota and North Dakota now raise 80 per cent. of the flax of the United States, and this increase will have a widespread effect.

Fall flax is now worth \$1.25 a bushel and wheat 65 cents. Farmers of this region have found that they can raise about as much flax to the acre as wheat, and that it does not seem to exhaust the land; in fact, improves it for other grains. Hundreds of farmers in the finest wheat-growing sections of the Red River Valley are putting three-fourths of their land out of wheat and into flax this spring, and the only limit the flax acreage will be the ability to buy seed.

Money in Raising Celery in Florida.

From the Marianna, Fla., Courier.

S. C. Gates, of Manatee county, on a half acre of celery raised by him this year, has already made a net profit of \$125, and still has a small shipment out that he has not heard from. Mr. Gates states that his crop was 210 crates, averaging over \$2 per crate. At this rate one acre would have been worth \$900. Last year from a part of the same piece of land the average was estimated to be about \$1,600 per acre.

Buckwheat cakes are losing favor in this country. The amount of buckwheat raised is only about one-half of what it was thirty-five years ago, notwithstanding the increase of population.

Corner in Flax Seed.

It is stated that flax seed has been cornered; that the combination is in control of the seed and oil market and that not less than \$8,000,000 in profits is in sight. Owners of mills outside the trust and dealers in the seed, paint and oil say that the American Linseed Oil Co. and the Albert Dickinson Co., of Chicago, form the alleged combination. From 90 cents five months ago flax seed has advanced to \$1.80. Linseed oil has advanced in the same period from 34 to 63 cents a gallon. The corner is so complete, it is stated that nearly every independent mill in the United States is shut down, while the trust is running only a small percentage of its capacity. The Dickinson Co. is the largest flax seed dealer in the country. The officers refuse to discuss the matter. The nominal price of flax seed is \$1.10 a bushel.

Advertisers and Advertising.

An advertiser who can cover only a small territory should cultivate home ground.

A good advertisement is a signboard that points out an easy, economical road to the advertiser's store.

The advertiser should not alone know what to avoid in advertising; he should know what to use.

People who are hardest to please are the ones who pay advertisers best when once they are pleased.

The advertisement that does nothing more than to create a good impression

may be ornamental but it is not very useful.

A joke well told does not need to be explained; neither does a good point made in the advertisement have to be elaborated upon.

First, mark out some particular duty that you wish your advertising to perform and then bend all your energy and perseverance to carry your point.

=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.

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

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.

ESTABLISHED THIRTY YEARS

3 GOOD THINGS

Car of Fine Late Navel Oranges, fine, solid keepers, \$3.50 to \$3.75 per box.

Three cars November Cut Lemons, either original pack or repacked stock, \$3.25 to \$4.50.

500 bushels Holten Early Rose Potatoes, grown at Caribou, Maine. Finest seed in the world, 75c per bushel.

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 23, 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 16, 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 nineteenth day of May, 1900.

Henry B. Fairchild,

Notary Public in and for Kent County, Mich.

A VERBAL MISTAKE.

The Tradesman is not given to the unenviable task of picking flaws in the expressions of another; but when, in glancing down the summary of trade for March, it finds that the enormous productive energy of this country "needs" an outlet in every quarter of the globe, it questions the quoted word and offers "has needed" as a fitting substitute. Beginning with 1897, the exports from the United States have been marvelous. That year they amounted to \$1,082,007,603; in 1898 to \$1,210,291,913; in 1899 to \$1,203,931,222, a quarter of this last enormous sum being the exports of manufactures.

With these unquestioned statistics to start with, the question arises, Where do all these goods go? That Canada is treating us with financial consideration the country, and especially that portion of it devoted to trade, is well aware, recent advices from good authority saying that our trade relations with the province have exceeded those with Great Britain. The northern outlet, then, exists and needs only to be enlarged.

Trade to the south of us has too often been the subject of remark in these columns to call for further comment. The whole Southern continent has already established relations with us and the daily returns strengthen the statement that United States exportation with the Southern Republics is rapidly increasing. The coming Congress at Mexico will be an incentive to existing conditions and, once the doubt is removed that Northern expansion does not mean absorption of territory, the increase of business will be at a much greater per cent. To the south, then, the country has an outlet which precludes the "needs."

To insist that this country is doing an extensive trade with Europe would be too much like proving an axiom. That part of the world is full of goods of all

sort with the legend, "Made in the United States." Is she hungry? We feed her. Is she thirsty? We give her to drink. Is she cold? Not her own New Castle now supplies her fires, but ours. Are her spindles calling for cotton? The broad acres of the South have already anticipated her wants and forthwith they are supplied. Does she need iron? At her service are our limitless mines. In a word the outlet into Europe has been taken possession of so extensively that "our enormous productive energy" is and has been pouring its mighty current into that continent until that swarming hive of industry has come to depend upon this country for bread as well as honey.

Into Asia and Africa, if anywhere, is needed the outlet for this pent up energy, the one continent stretching its mighty length westward from the Pacific to where the shoulders of the Ural mountains prevent its further progress, the other sunning itself between the Mediterranean and the Southern Ocean. Even there, however, the "needs" is lacking and, while the outlet is not yet a river, the waters are running that way. A foreign steamer—here is the outlet needed—but a few days ago cleared at the custom house for Vladivostok and Yokohama with a cargo of locomotives, bridge material and steel rails, the whole valued at \$604,976, one of the most valuable cargoes of the kind that has ever left the United States. At Vladivostok will be landed thirty-one locomotives and engines complete, valued at \$430,200. To Yokohama go the bridge material and the rails, at a cost to Japan of \$174,776; and, when it is remembered that Siberia has depended largely upon this country for much of her railroad material for her famous railway, it will be more than ever evident that the outlet is at least made from this country to Asia. These columns have already spoken of increasing trade with the Dark Continent, Australia and the adjacent islands have long been customers of the United States, Oceania has become known to us through trade relations, so that it does call for a modification of the statement in regard to that outlet, and that "has needed" should take the place of "needs" if that statement is to be considered true.

The first thing a reformer tries to do is to convince the world that all people who do not think as he does are fools or crooks.

A man with his nose to the grindstone must spend his summer in town, while his family spends his money out of town.

A big amount of pride and a small amount of courage prevents many men from getting along well in this world.

The average professional man is loaded with advice. When he can not sell it he insists upon giving it away.

It is sometimes worth while for a man's mind to wander. Doubting people can see that he has a mind.

A Chicago woman can not look a New York man in the eye; that is when he is looking at her feet.

The phonograph would have more friends if it did not tell everything that was told to it.

Astronomy is looking up on account of the coming eclipse.

BARREN SIBERIA.

When certain English writers declare that the Siberian railroad is a failure it looks much as if the wish was father to the thought. It hints that Russia had in mind, in the building of the road, simply the strengthening of the empire. On the face of it the alleged settlement of those wild wastes could be only the wilder dream of a disordered fancy. Consider Siberia, that limitless stretch of country so vast that leagues can hardly compass it. That wilderness of cold and snow, so far to the north that the grip of winter never wholly relaxes, is dotted by a Siberian population so small and so far apart that the railroad will have little or no local traffic. As a commercial venture it is therefore a failure. Follow the road as it drags its weary length from starting point to termination and in the most favorable light it can not be looked upon as an important factor in the trade of the world as a transit between Europe and the Orient, hampered as it is by the rival sea route through the Suez Canal, and the sea and land lines, also rivals, through North America. These are pretended reasons for the building of the Siberian railroad and are simply given to cover the real Russian determination of making a swift transportation of troops when the time comes for the long predetermined sweep southward to seize Constantinople.

To the Englishman, born to the belief that the distance from Liverpool to London through densely populated England is the only unit of measure, that railroad six thousand miles long from St. Petersburg to Port Arthur is many times longer than that. The English mind can not grasp it and any project having for its end the development of such an extent of country is wildly visionary. To the American, used to such distances, it is anything but that. For years that has been a part of this country's endeavor. Chicago and Denver and San Francisco had not been dreamed of a century ago. Siberia to-day is more a land of promise than the United States was then and Russia, the land of the limitless, is trying to do from the Ural Mountains to the Pacific Ocean what this country has done from the Green Mountains to the same great sea. Those same English writers are premature in calling the Russian railroad a failure. It has not yet really gone to work and if in ten years that line of road be dotted only remotely with embryo towns there will be every reason to rejoice.

If it shall prove true that little if any local traffic springs up among these Russian settlements it will be a condition of things contrary to all previous experience. Alone and unaided, with the ill-will of England to contend with, the early settlers in America grew and waxed strong. With no six thousand mile railroad they "schoonered" their way westward and the Atlantic States show what they have done. A blacksmith's shop and a grocery was the beginning of every town in America and from these civilization radiated until the land was settled. The voluntary isolation, however, did not long exist. Neighborhood exchanged goods and fellowship with neighborhood and so helped one another. Siberia will do better than that, with far earlier results, and it is the dwarfish home training which these Englishmen have received that has narrowed their eyesight and that prevents them from comprehending whatever is done on a large scale.

The Russian government, instead of turning its immigrants adrift to shift for themselves, has rendered every assistance and already along this railway line there are settlements of eight or nine thousand inhabitants. During the last fifteen years nearly 1,050,000 heads of families have settled along this road, and the number of both men and places is constantly and rapidly increasing. Are we to suppose that little or no traffic is carried on among them and that the road is not the main agent accomplishing it? The wants of the million and their families must be supplied. The surplus of products must be disposed of and therefore transported. Will there be nothing to exchange? Can the men make their own farming implements and as thrift comes and wants increase will a six thousand mile railroad refuse to cater to those increasing wants? The English claim is as foolish as it is untenable, and, whether it is a question of local traffic or whether the road is to be an important factor in the trade of the world, there can be but one sensible answer: The railroad is the modern pioneer of civilization. Similar causes produce similar results. It has peopled the western wilds; it will people the eastern and before a half of the coming century has gone, in spite of English prophecy, that line of Siberian railroad will be beaded with cities having no end of local traffic with no end of profit and will be looked upon at home and abroad as one of the most important factors in the world's trade that that same world has ever seen.

The miners at Daleton, Athens county, Ohio, are out on a strike from one of the most singular causes in the history of mining in Ohio. The mines at that place are regarded as fully up to date in all equipments, such as electricity, machines, etc., but they are still compelled to take coal from the mines with a mule. One of the animals has a driver by the name of William Giles, and they have worked many months together. It seems that A. Cunningham, owner of the mine, for some unexplained reason conceived the idea that the mule's service would be more valuable to him if he was transferred to another mine, and the order was given accordingly, but he little realized the dire results that have followed. Giles took exception to the order transferring the mule without any reference to himself. He entered an emphatic protest with the company and then appealed to his fellow-miners for aid. They did not turn a deaf ear to his pleadings, for 400 of them have laid down their picks and shovels and declare they will not dig another pound of coal until the wrong has been righted.

The social scale is no universal standard of character. A bad man with much money knows a weigh that will admit him socially among respectable people.

Some boys are always looking for a place to work instead of looking for work. Work is too hard. A place may be easy.

A business philosopher has discovered that the world's people are divided into suckers and those who are fishing for suckers.

The horseback officer in a street parade feels grand until the bill for the dinner is presented to him.

A young man who has no time to read may take time to play cards.

DANGER IN CLASS FEELING.

In the early history of this country there was no marked agrarian tendency observable in any phase of public life. The Revolutionary War had been fought to establish the political rights of the people of several colonies, irrespective of class distinctions. The truth is that the existence of a social aristocracy, based mainly upon the distinctions of birth and culture, was almost as universally recognized at that time in this country as in Great Britain. The fact does not seem to have been at all resented by the masses, and was noticed in the Federal Constitution only in the clause which forbids the Government of the United States to grant any "title of nobility." Mr. Jefferson, it is well known, rather affected the pose of a man of the people, and one might say that he was almost ostentatious in his repudiation of the pomp and circumstance of place, but Jefferson's fame and his enduring influence in the direction of the public policy of the United States cannot be in the least degree ascribed to these personal peculiarities. Alexander Hamilton's scheme to strengthen the General Government, by the development and protection of influential classes, composed of manufacturers, national bankers and the like, was strictly political in its intention, and was designed not to diminish or restrict the sphere of individual freedom, but only to add new guarantees for the security of popular rights. Hamilton's idea was that the Government would be strengthened by bringing to its support influential and able men in the world of affairs, whose own prosperity would be dependent upon the maintenance of the Union. His policy in this regard, however, was not popular. The people of this country have always cherished a deep-seated feeling of opposition to any attempt to build up classes by artificial means.

On the other hand, it is probably just to say that a great majority of the citizens of the United States have always deprecated the display of agrarian tone and tendency in public life. The disposition to attack men of wealth and influence in the business world as the natural enemies of the people is not a genuine American sentiment. It is not in harmony with the feeling of the men who followed Washington and Greene, Wayne, Putnam, Sumter and Marion through so many years of danger and suffering to establish here a condition of absolute equality for all men before the law. No other equality has ever been possible. When this great truth is forgotten, it will be an evil day for this Republic and for the cause of human progress. It is unfortunately true that wealth has been made a means of social advancement in many instances, especially of late years, in this country and in Europe. Wealth is a source of power; it is, par excellence, in this commercial age, the most abundant and formidable source of power with which men have to deal. There is not a little resemblance between certain ruthless potentates of the markets, sometimes aptly called money barons, and those predatory chieftains of the feudal age who rode forth from their old castles to strike down their enemies and carry off whatever property might have excited their cupidity. The hatred of such men by the people is natural and inevitable, and the distrust and uneasiness with which they are regarded have been greatly increased by the organization of combinations known as trusts. It is

not strange, indeed, that men, generally, should have come to look with suspicion and anxiety upon almost every kind of business corporation and nearly every form of aggregated or combined wealth. The discovery of the enormous power of these combinations, coupled with the fact that the courts have hitherto been unable to deal with them effectually, has had a startling effect upon the public mind. People are alarmed when they are compelled to recognize the possibility of the establishment of an inexorable despotism, under the color of law, and even proclaiming the protection of the Constitution itself.

While all these things are true, they are associated in the mind of the thoughtful observer with another danger, which may in its turn become the fruitful source of very serious public evils. It is only too possible that the young men of this country, constantly hearing or reading the denunciations hurled by doughty orators at the head of unscrupulous capitalists, may come to entertain a degree of prejudice against the rich as a class, and to look upon any considerable prosperity as prima facie evidence in itself of some form of robbery. There are, unfortunately, many agitators in the land who are apt to play upon this string, and the tendency of the education imparted by them is to impress the inexperienced and the unwary with the fatally false idea that the hardships of poverty should be relieved by a legislative raid upon the accumulations of the profits of the rich. It is this sort of teaching which leads to socialism, discouraging the young toiler as it does at the outset with a gloomy view of his outlook, but after all that has been said it remains true that this country was never more prosperous, as a whole, than it is to-day, and that there is no country in the world in which the young man of ability and industry can so easily make his way to competence and distinction. How many of the great capitalists of this country were rich forty years ago? Is it not a fact that the great majority of American capitalists were children of poor parents? Certainly, the wealthy are always, comparatively, a small part of the population, but when it can be shown that the greater number of those who are rich began life with very moderate means at the best, is it not evident that there are no barriers to prosperity which can prove impassable to strong and earnest men? By all means, let every oppressive form of combination be done away with as promptly and effectually as may be, but let no one suppose, because such evils do, to a certain extent, obtain, that the country must undergo a social and political revolution, a general re-organization along new lines, to save it from a condition of general ruin and despair.

The loafer is entirely unreasonable. Not satisfied with wasting his own time, he must intrude his presence and waste the time of other people.

The large, all-black hat is much in style this season, although it has a total-solar-eclipse appearance to persons who sit behind it at a concert.

Very many people who are going to Paris this summer may get no further than a \$4 per week farmhouse in Canada.

When there are striking signs of danger, the walking delegate runs.

A man looks small when he is lying to make others think he is big.

TROUBLE AHEAD.**For Manufacturers and Dealers in Alum Baking Powders.**

Following are the main provisions of the Pure Food bill introduced into the United States Senate by Mr. Foster:

Section 1. Any person, company, or corporation who shall manufacture, sell, or offer to sell, ship, or deliver for shipment any article of food, or any article or compound intended to be used in the composition or preparation of food, in which article or compound there is, as added ingredient, any chrome yellow, coal-tar dye, coloring, formaldehyde, fluoride, salicylic acid, sulphuric acid, ammonia, alum, copper salts, zinc salts, or terra alba, within the District of Columbia or the Territories of the United States, shall be guilty of a felony, and, upon conviction, fined not less than five hundred dollars nor more than two thousand dollars for the first offense, and for each subsequent offense fined not less than two thousand five hundred dollars nor more than ten thousand dollars, or be imprisoned not less than one nor more than five years, in the discretion of the court.

Sec. 2. That any person, company, or corporation who shall introduce into any state or territory or the District of Columbia, from any other state or territory or the District of Columbia, or from any foreign country, any such article, or any person who ships or delivers for shipment, to any state or territory, or to the District of Columbia, or to a foreign country, or who shall receive or deliver, or who shall sell, outside of the state in which the same was manufactured, any such article, shall be guilty of felony, and shall be, upon conviction, fined not less than five hundred dollars nor more than two thousand dollars for the first offense, and for each subsequent offense fined not less than two thousand five hundred dollars nor more than ten thousand dollars, or be imprisoned not less than one nor more than five years, in the discretion of the court.

Sec. 3. That any such article which is being transported from one state or territory or the District of Columbia to another state, territory, or the District of Columbia, or has been sold or offered for sale in the District of Columbia or the territories of the United States, or imported from a foreign country, or be intended for export to a foreign country, shall be liable to be proceeded against in any district court of the United States within the district in which the same is found, and to be seized for confiscation and destruction by a process of libel for condemnation; and all such proceedings shall be at the suit of and in the name of the United States.

Sec. 4. That the Secretary of Agriculture shall have charge of the enforcement of this act, and of the procuring and examining of samples of articles of food and articles or compounds intended to be used in the preparation of food.

Sec. 5. That if it shall appear from the examinations that the provisions of this act have been violated, the Secretary of Agriculture shall certify the facts to the District Attorney, whose duty it shall be to cause proceedings to be begun and prosecuted without delay for the fines and penalties. Any citizen or district attorney may proceed independently for any violation of this act. All fines collected shall be apportioned among the agricultural colleges of the several states.

The Senate Committee on Manufactures, to which this bill was referred, has voted to report it favorably, and an extended discussion in the Senate developed a strong sentiment favorable to its passage.

In view of the probability of the enactment of this or similar legislation, grocers who are affected by it should look carefully to their stock on hand not only, but refrain from buying any of the articles which, after the law goes into effect, will become contraband, and the sale or possession of which will make

them liable to heavy fines and penalties.

It was stated in the Senate that the Alum Baking Powder Trust was at work with a strong lobby endeavoring to prevent the passage of this law, which would prohibit the manufacture and sale of alum powders. Apparently, it is the object of the manufacturers combined in the Alum Trust to delay the passage of the law until they can unload their stock of alum powders upon the retail dealers, and leave the dealers to stand the loss of the goods and the brunt of the prosecution. Wide-awake dealers will not be caught in such a trap!—American Grocer.

How Spices Are Adulterated.

Pure spices are debased for pecuniary profit by adding to them inferior or spurious articles or by taking from them one or more of their constituent parts. The practice has grown with present day competition in spite of the very severe laws prohibiting it.

It is not at all an uncommon thing to see ground spices sold at less than half the price of the unground article, a fact which sufficiently indicates that grinding is not the only process which the spice undergoes. It means, of course, that the ground spice has been more than doubled in its bulk by the addition of some cheap substance.

Some firms go so far as to advertise adulterated goods, and evade the law by calling them compounds. Ground ginger is adulterated with meal, rice, flour, starch, cayenne pepper, and manila rope.

The true ginger-root has a very fine hair-like fiber running through it, and this is found in the ground article. Many people will not buy ginger unless they see the fiber, and bits of ground rope are made to take its place in the adulterated article.

The cayenne pepper gives the necessary pungency. Sometimes chrome yellow, a poisonous article, is used for coloring various spices.

Cloves are adulterated by an admixture of the dried and ground twigs of the trees from which the cloves are gathered; also with ground cocoanut shells and pepper dust.

Allspice is also treated in the same way. Considerable cleverness is shown in the adulteration of cinnamon and nutmeg. Stale and broken biscuits or damaged and common flour are baked in the oven, and afterwards ground up to a fine powder, and this is freely mixed with the ground cinnamon and nutmeg.

In adulterating mace, Venetian red is mixed up with this baked dust. Cayenne pepper is adulterated with meal, farina, cocoanut shells, Venetian red and salt, the whole being then ground up together.

Conductors occasionally come across queer things in the collection of tickets on the passenger trains, sometimes having passengers with tickets that have been purchased several months before, perhaps a year or two before, but it rarely occurs that the date of purchase runs back more than a few months. But on the Denver and Rio Grande passenger train No. 4 last Sunday was a man going from San Francisco to St. Louis who had a ticket, the class or form in which it had been issued having passed out of date several years ago. This ticket was about fourteen years old, but being of the unlimited class had not expired and consequently had to be honored by the conductor, as it had been all the way from the coast. The holder of the ticket was Herman Pastsch by name and he bought the ticket in San Francisco on March 8, 1886. He paid \$60 for it, he said. Conductor Childers looked at the ticket, saw that it was an unlimited one and could do nothing else but honor it.

Switzerland now has about sixty macaroni and noodle factories, which supply the whole demand of the country, although the Swiss come next to the Italians as macaroni eaters.

Shoes and Leather

Some of the Demands Made Upon the Shoe Dealer.

The retailer of shoes in these progressive times, unless he be a man of infinite patience, judicial wisdom, delicate tact, with a knowledge of human nature, and lots of foresight, has mistaken his vocation when he drifts into this business. He has, in fact, "bitten off a good deal more than he can chew." So says the veteran who has wrestled with feet and shoes for nearly half a century.

It goes without saying that he must be thoroughly familiar with leather and the art of putting it together into footwear, and that his knowledge must keep pace with the progress in materials, and with modern, progressive shoe-making.

The duties and cares of the retailer of to-day are legion and a hundredfold more diversified than those which attended the life of the old-timer among his strings and boxes of kip boots, brogans and prunella side-lace shoes in his little shop.

Our modern shoe dealer must be versatile in his accomplishments; all things to all men with varying tastes in his desire to please them; one thing to all customers in his honest representation of his wares; ever alert and watchful to see that no customer is slighted; not proffering advice except when asked for it, unless it is in case of a choice of absolute misfits. Add to these requirements the hundred little contingencies that arise in the process of sale, and which must be met successfully, and you have a rough idea of what is expected of the retailer in his relations with an exacting and fastidious lot of humanity.

It is expected, besides, that the retailer shall be a successful promoter of the manufacturer's rapidly changing products in form, toe, heel texture, material, combination of parts, color and all the rest; that he shall meet the brisk, smiling representative encouragingly, and order every new specialty that is thrust under his nose; that he must "keep up-to-date," as the commercial man puts it, in replenishing his stock, and in replacing back numbers, although they came out only a few months ago, by the very latest in toes and side curves. He is told that the retailer who hesitates is lost; that he must sacrifice the last season's or last month's styles on the bargain counter and trust to the profits on the new comers to equalize matters on his balance sheet; that he must have faith and more shoes, although his shelves are full and were filled by faith, too. If he be a long-suffering, patient Christian, he will sigh as he thinks upon the consolatory text: "From him to whom much is given, shall much be expected." If this be a bed of roses, the one who provided it left most of the thorns on the flower stems.

The veteran retailer has met every shade and variety of humanity in his long experience in selling shoes, and he says the one who has annoyed him most is the male customer who has acquired a smattering of shoe lore and with whom "a little learning is a dangerous thing." The veteran has seen him, met him and conquered him in the shoe store, and he advises the clerk thus:

"If a man comes into the store who had a distant relative who was once employed in a shoe store, give him rope, and let him talk learnedly about welts,

feather-edges and fair-stitch. It will detract nothing from your own shoe knowledge and it will please the amateur immensely. Repress your smile when a woman comes in confidently and demands a 'Gondola' goat shoe, or if she makes other slips in names. Ridicule, conveyed by an amused look, will probably spoil a sale. It is better to humor her in her mistakes than to expose them to her.

"As for man, he is a peacock deprived of his tail if he is crossed in his rudiments of shoe lore. His egotism is greater than that of woman and will not bear wounding. There is a time for all things but the time to smile is not when the smile will chill the ardor of an amateur shoemaker who might have been a customer if humored."

There are certain little matters that can be judiciously pointed out to your patron, to his and your own advantage. Refer to such things without too much persistence. Show your wares freely; but with a customer who does not have a clear idea as to what she wants, use discretion. Too lavish and luxurious a display may unfit her for taking the plainer shoes within her means. It is better to show her a shoe a little below than a little above her purse, for you can work up gracefully and apologetically from the lower grades. Still pecuniary prognostication is not an exact science and the weather prophet is not the only man who makes wrong forecasts.

The retailer gets into close touch with shoe wearers and their peculiarities, and, of course, he gets into still closer touch with their feet. He could even give the physiologist points on feet that would astonish the latter. Like the phrenologist in his explorations at the other end of our anatomy, the shoe man becomes familiar with the various bumps and configurations of the feet. He draws a sigh of relief, however, when he reflects upon the fact that the repugnant labors of the chiropodist are not also added to his cares and labors, as a last straw to break the back of his patience in the shoe store. He is even grateful that he is not obliged to burden his mind with the inconvenient prejudices which cling to the stubborn, matter of fact cobbler and which render the latter rather cynical toward shoe wearers.

The old time dealer and his cobbler at the back of the shop used to have some disagreements because of the latter's plain way of calling a spade a spade; and when, in an emergency, the services of the man at the bench were required in the store, the proprietor was never quite at his ease until his presence could be dispensed with. His shop boy the retailer only expected to throw out rubbers or other staples and to let the things sell themselves. But with the cobbler it is different. He did not come out for amusement. There was a lot of stern business in his eye as he emerged from his little den, with the smell of wax and leather about him, his hair unkempt, untidy in dress, but knowing shoes from the toe to the heel, and from the bottom up. But he was not made to sell shoes, only to make and repair them.

Says the veteran dealer of this matter: "When there is a rush of customers in the store I sometimes have to call on the cobbler to assist. I am careful to give him, whenever it is possible, a plain, common-sense looking person to wait on. As a rule, the man who repairs shoes is not apt at selling them.

Bradley & Metcalf Co.,

Milwaukee,

Sell the

Goodyear Glove Rubbers

The Best Made.

Write them for illustrated rubber catalogue and price lists, with discounts.



AJAX

That is the name of our leather top rubber—the best wearing shoe on the market. The tops are made of first quality oil grain and the bottoms are the Boston Rubber Shoe Company's Snag Proof Over and we put them together. Price no higher than others. Buy the Ajax and you will be suited. More sold last year than any one kind in Grand Rapids. See them before you place your fall order for Rubbers.

Rindge, Kalmbach, Logie & Co.,

10-12 No. Ionia street,

Grand Rapids, Mich.

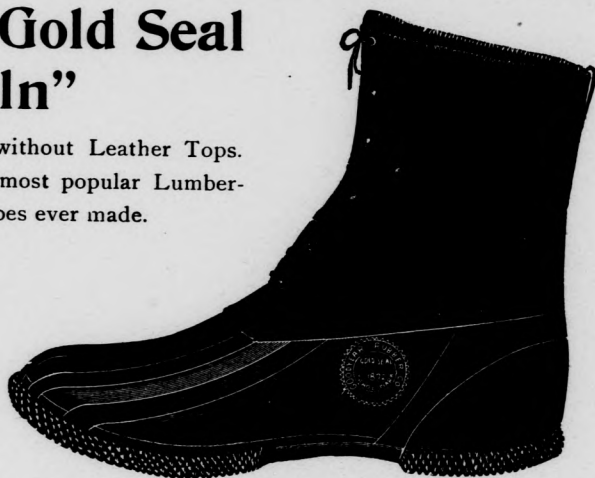
The "Gold Seal Lincoln"

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

Goodyear
Rubber
Co.,

Milwaukee,
Wis.

W. W. Wallis,
Manager.



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.

He has heard so many of the rather strained representations of the overzealous clerk to people in the store that he has become rather cynical. He comes from the mutilated heap of "suicides," as he terms them, in the repair shop, with the strong conviction that shoe buyers need a little plain-spoken advice about their feet and shoes. He knows that a certain shoe in his heap has been squelched over at the heel, or forced out at the toe because it was too short for the foot; that another has been worn out at the sides of the uppers because it was too narrow and he feels as though philanthropy and selling shoes ought to go hand in hand in the shoe store. He makes a fatal mistake, this misguided cobbler. The customer, as a rule, doesn't appreciate much plain speech about his feet, nor any that does not coincide with his choice of shoes for his own wear. Now the worthy cobbler can adjust a sole neatly to an old shoe, but he seems to lack the tact to adjust his remarks fittingly to the tastes and feelings of particular patrons. He can graft a bit of leather over a broken upper so that it is scarcely noticeable; but somehow he never seems to apply his patches of conversation to his chance customers so that they fit smoothly. No, the man from the repair shop is not a success in the shoe store as a salesman."

During the past few years an added burden to the retailer's cares has been found in the matter of changing toes. Their names have taxed the ingenuity of the designer and manufacturer, and certainly, in the aggregate, their name has been legion. I think it was the poet James Whitcomb Riley who remarked that a poet or writer had not actually attained lasting fame until there had been a five-cent cigar named for him. Now whether or not some great man feels honored by having a shoe toe called by his name is a matter for thought. It is certain, nevertheless, that toes and shoes and heels have been named after certain celebrities for centuries past without danger to the persons, and often without benefit to the shoes themselves.

It is an exceedingly difficult matter now for a shoe builder to invent a new toe that shall be distinct from all of its predecessors. It is a small space to work upon for new effects after it has been the chief objective point of the designers for years.

It is a difficult task, too, for the perplexed retailer to settle in his mind the merits and probable success of each rapidly appearing new toe. He is thrown entirely upon his own judgment in this matter, as the manufacturer does not call him into consultation when building a new front end to offer shoe wearers. Not until it is completed and launched does the retailer have anything to say about it, and then, like the editor, he must promptly decide whether it will go successfully with the public.

With the best of judgment, when new forms of toes succeed each other so rapidly, the retailer finds a great medley of shapes in stock, and must take his chances on customers for all of them. Not long since a complaining retailer declared: "Our stores are made the dumping ground for all the different styles and odds and ends of boots, shoes and rubbers, causing millions of dollars' loss and many failures annually in the trade."

Now, whether our store becomes the dumping ground for the manufacturer and jobber depends a good deal on the man who keeps the store. Of course a

nice discrimination is necessary as to what shall be received in these days of immense variety, lauded specialties, and the like, but when it comes to an indiscriminate overloading of the producer's stuff, we are at liberty to put up the sign: "No dumping allowed here."

Then the overworked dealer has the new problem to deal with consequent upon the flood of multiform toes—that of adapting rubbers to their shapes, and to the tastes of buyers. Of course, the rubber man co-operates with him, or his efforts would be futile, but his cares and labors are multiplied just the same.

The veteran remembers well enough when no such condition of things existed in the trade; when one shape of toe for men's shoes and one for women's seemed satisfactory for a season or more. But, then, the veteran remembers, too, when there was little or no machinery in the shoe trade; no trolley cars or electric lights, and when the shoe store was not the palatial thing of to-day. And it is to the credit of the veteran, in his progressive spirit, that he doesn't look back with any regret upon those primitive days of his beginnings.

Some one has advocated the appointment of a committee of shoemen, with taste and judgment, to settle this vexed question of toes; that they be empowered to select two or three kinds of toes to reign supreme and alone for a year at a time—a sort of National Toe Congress, in fact, in whom shall be vested the arbitrary right to legislate into existence and out again the sort of shapes that shall adorn the front end of our shoes. The retailer, like Barkis, is willing, but the manufacturer says No emphatically. The latter has some opinions of his own about his rightful latitude in shapes, and like the consumer, he insists upon toeing the mark in his own way.—E. A. Boyden in Boot and Shoe Recorder.

Some long-headed business men in Milwaukee are endeavoring to systematize the work of providing a guarantee fund as an inducement to organizations to hold their conventions in that city. Like other Western cities, Milwaukee desires the honor of entertaining large gatherings. It is a costly honor, and yet, to judge by the rivalry between cities in this matter, it is not regarded as too dearly bought. Returns to business men are supposed to more than recompense for the expense involved, although the reluctance of the merchants to make repeated subscriptions for such purposes implies something of a doubt on their part as to the profit in the transaction. The purpose aimed at in Milwaukee is to relieve business men from these constant appeals on behalf of conventions. It is hoped to raise an annual guarantee fund of from \$100,000 to \$125,000, and to systematize appropriations to different conventions so that business men will be obliged to pay only half of what they are paying now. If any business man is appealed to, all he will have to do will be to direct the applicant to the Citizens' Business League, where the money that ought to be given the convention will be determined by a comparison of its importance with other conventions. That would put the matter on a purely business basis.

J. H. Colby, hardware dealer, Hart: Could not get along without the Tradesman.



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.



Write for prices and terms to

A. H. KRUM & CO., Detroit, Mich.



No. 8—Concord Wagon

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

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.

Eggs

Observations by a Gotham Egg Man.

A large egg receiver called my attention one day last week to a lot of eggs received from the West which had evidently been washed. They were of ordinarily good size and clean, but before the candle they showed up very weak and contained many bad. "I wish you would caution shippers against washing the dirty eggs," said the receiver, "for they are worth less when washed than when dirty."

It is well known that eggs which have been washed have no keeping quality and very quickly go to the bad. The water seems to dissolve the gelatinous substance which practically seals the egg, leaving the shell porous and pervious to the air, which quickly starts decomposition. Packers who have a local outlet in their own town, in which the eggs are consumed very quickly, may perhaps use washed dirties in such trade without damage, but for shipment to distant points where it takes a considerable time to get the stock into consumption it is bad policy. When the washed eggs are mixed in with first grade clean stock they cause loss and ruin the reputation of the brand, and when packed separately they will not sell as high as if the dirt was left on them. This particular lot sold at 11c and was well sold at that, while good sound dirty eggs would readily command 11 1/2c.

One of our largest egg receivers expressed his firm conviction that all eggs ought to be sold at mark in this market all the year around and said: "We sold all storage eggs at mark last season—good, bad and indifferent—and the system gave perfect satisfaction to buyers and sellers alike. It was the first season," he continued, "that we ever sold the whole storage holdings on this basis, and there is no good reason why we should not sell the fresh collections on the same basis even in the summer season. Receivers should be able to arrive at an understanding with buyers as to the condition of the stock before the goods are sold and fix on an agreed price according to the quality shown. It is wrong," he continued, "to put this property in the hands of Tom, Dick and Harry, who can virtually put their own price upon it."

I am very glad to present this gentleman's views to my readers and feel certain that they are shared by a large number of egg receivers in this market, although they are naturally opposed by many of the dealers. I have long been of the opinion that case count sales of eggs at all seasons would be practicable and, in fact, it is evident that each year brings a larger and larger part of the egg business to this basis. During the past year loss off sales have been practically confined to such eggs as are sold as "fresh gathered firsts" and it would seem that these might be sold case count also if the method is found satisfactory in selling under grades and all grades of limed and refrigerator stock.

The practice of selling case count would undoubtedly tend to create such a wide range of prices according to quality that a premium would be put upon close grading and a packer could, by careful selection and packing, earn for his goods a reputation which would be worth something. The tendency would be toward the throwing out the rubbish and worthless eggs before ship-

ment, to the saving of thousands of dollars in freight and expenses now paid on the eggs which are shipped to market only to be thrown away. If eggs were sold at mark in New York at all seasons shippers would soon find that close grading was essential; this would encourage the paying of different prices to farmers and store keepers for different qualities and the whole business would be put in a condition to encourage the production and marketing of higher grade goods. The question is worthy of very careful and serious consideration by the egg committee and the trade at large.

It is noticed that many of the eggs arriving here under the description of "storage packed" do not meet the requirements of the rules. To be "storage packed" the eggs must be in new, clean and smooth 30 doz. cases and the fillers must be no lighter than "medium." They must be packed with cardboard flats (same material as the fillers) on top and bottom and between the flats and the cover and bottom of the case the packing may only be clean, dry excelsior or cork shavings. Under the rule the quality of the eggs for storage packed is the same as for any fresh gathered goods—that is, the requirements to pass as "firsts" and "extras" are the same in regard to size, cleanness and freshness; but the number of cracked eggs is limited when goods are sold as "storage packed;" "firsts" can not contain more than 18 cracked eggs to the case nor "extras" more than 12. But while the Exchange rules make the same requirement of size and cleanness for "firsts" whether storage packed or not, buyers looking for stock to store demand a closer assortment and generally larger and cleaner goods than they will often accept for current use and shippers who desire to obtain storage egg prices can only reach the top figures by grading their goods pretty closely.—N. Y. Produce Review.

Changes Wrought by the Incubator.

History does not record any great dearth of chickens during any previous age, and yet it is certain that our forefathers never were able to raise poultry as easily or in as great numbers as we are.

All we have to do is to obtain a number of eggs, place them in a box, wait a few days, and then, presto! out comes a flock of lively and promising young chickens. The box which has brought about this wonderful transformation is known as an incubator, and it is one of the most useful inventions of the century. Some may cavil at this statement on the ground that incubators were in use ages ago—it is even said that the old Egyptians used them—but while this may be true, it is no less true that a practical incubator was not fashioned until our day. There are several farms in the United States where thousands of chickens and ducks are produced each year from incubators, and thus an entirely new industry has come into existence since the machine.

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

Floors of rubber, claimed to be as durable as asphalt, and cheaper, are being tried in Germany.

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.

WE BUY FOR CASH

Eggs and Butter

IN ANY QUANTITY.

Hermann C. Naumann & Co.,

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

Poultry

Mrs. Hen's Advantage.

A stub-tailed hen looked to the west—
Most scornfully that hen did look—
And in this wise the sun addressed,
The while her stubby tail she shook:

"You think that you are something hot,
And I am but a humble hen,
Yet some advantage have I got,
If you'll consider now and then.

"I reckon that you do your best—
His best will nobody disgrace—
Yet you must set there in the west,
While I can set in any place."

Dressed Poultry Shippers Draw too Heavily on Consignments.

One of the customs in the commission trade which is probably abused more than any other is that of drawing too heavily on stock shipped. In speaking on the subject a prominent receiver said: "We experience trouble all the time with drafts and I presume most other receivers are in the same position we are. I just refused to pay a draft on some poultry because the shipper drew too close. His draft was just about what I could sell the stock for and if I paid it he would be in my debt. Of course the shipper is responsible and honest enough, but if I had paid his draft and drawn on him for the balance due me he would fix up some claim, probably that the shipment was divided and the other fellow realized more than I did and therefore he hardly thought he owed me anything when he had lost money by shipping me. He would find something to make a claim on and I would have difficulty in getting my balance. We commission men are very liberal as a rule, but no matter how careful we are the shippers get ahead of us every once in a while. For example, I have a case in the courts now. A shipper consigned me a lot of goods, making draft for a fair amount and he instructed me to get at least 10c for the stock and if the market was in such condition that I could not realize that figure to put the stock in the freezer. The poultry should have reached here in at least five days after shipment, but it did not arrive until ten days, having been delayed in transit. The stock was in poor order, so much so that the carman refused to accept it from the railroad company unless he could sign for it in the condition it was in. Of course the poultry would not bring 10c—the shipper's limit—was unfit to put in cold storage, and the only thing which could be done was to force the poultry out at once for what it would bring. Consequently the shipper's account was overdrawn and I am trying to collect the difference from him, which he has refused to pay, claiming that if I had followed his instructions I would be in his debt instead of him being in my debt. I have commenced suit against him and will probably win it, but it is annoying and has cost me something, including the loss of the shipper."

Another receiver told me of a shipper he had just lost through a misunderstanding about the draft. He said: "This shipper in Illinois shipped me regularly and made his drafts so high that he was always a little ahead of me. I urged him to make his drafts lighter and he agreed to, but told me not to let any of them go back unpaid. The last draft I had was so heavy I could not pay it without a loss as the poultry had no chance to bring enough to cover it, so I turned it down and the shipper turned the poultry over to another house and wrote me that as he had trusted me I should have trusted him and paid draft,

which he would have made good. However, he does not ship me any more and I am unable to get the small balance still due me from the last lot of poultry he shipped me."

Talking with other receivers I found that the trade generally were more or less troubled by shippers drawing too heavily and while some dealers said they paid drafts of some of their regular old time shippers and drew back on the shipper if they were too heavy, most receivers said they kept on the safe side and only paid drafts when they were small enough to ensure the receiver getting his money back from the poultry, fearing that they would lose the shipper if they let him get in their debt, one man expressing himself that he had lost more shippers in this way than by turning down heavy drafts, and this seemed to be the opinion of many others.—N. Y. Produce Review.

An Absurd Theory.

A contemporary of the Tradesman advances the absurd theory that we do not want a foreign market for our corn, because to ship corn off the farm is to simply ship away the fertility of the land. That doctrine would prevent the sale of any product. It is true that it is usually more profitable to feed corn to stock than it is to sell it, but a brisk foreign market might change this condition. When we sell wheat, we sell fertility. If the farming is conducted as it should be, the fertility of the land will be maintained. If the foolish theory to which we have referred were universally adopted, it would revolutionize the world's methods, for the world needs something besides meat. If all the corn that is produced were fed on the farms that produced it, there would be such an oversupply of meat that there would be mightily little profit in the corn that was grown. There are times when nothing is made by feeding steers or hogs, when it would be better to sell the grain and not bother with feeding it. Because ordinarily it is more profitable to market grain on the hoof is no sort of warrant for claiming that all of the grain should always be marketed in that way.

Capons Losing Favor.

From the Maine Farmer.

The popularity of the capon seems to be on the wane, and that by reason of the improvement in roasters; the fancy is now turning to younger and more tender stock. There is no call for debate over merits of one or the other, the only thing to do is to follow the market and furnish what the consumer wants.

With the increasing demand for broilers and roasters it must become a study to produce a compact bird ready for the block at all times. The long legged, thin bodied bird which weighs heavily at six months is not the bird to suit the broiler or young roaster customer. Breadth of body, depth of breast and roundness of same will tell the story today and there must be an adjustment to fit the conditions, for the man who settles the question is the consumer. Suit his fancy and your market is secure.

Has a Record for Quickness.

Mr. Wholesale—Your former employer tells me you were the quickest book-keeper in the place.

Applicant (dubiously)—He does?

Mr. Wholesale—Yes. He says you could chuck the books in the safe, lock up, and get ready to go home in just one minute and ten seconds.

Drew the Line Sharply.

Sampson—You say he is a union man?

Simpson—I should say he is. Why, he won't eat brick ice cream unless it's plastered with labels.

F. CUTLER & SONS, Ionia, Mich.

WHOLESALE DEALERS IN

BUTTER, EGGS AND POULTRY,

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

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

ESTABLISHED 1886.

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

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.

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.

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.

50,000 Pounds of Butter Wanted

To be packed in syrup or molasses barrels or well-soaked sugar barrels, for which we will pay the highest market price. We are also in the market for FRESH EGGS. Write or wire us for prices.

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

J. W. FLEMING, Belding.

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

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.

Dry Goods

The Dry Goods Market.

Staple Cottons—The market is exceptionally dull, both as regards store trade and the mails. Ducks, osnaburgs, etc., are very quiet. Bleached cottons show some irregularity, and a very small business. Wide sheetings, cotton flannels, blankets, etc., and all coarse colored cottons are steady, but sales light.

Printed Goods—There has been a small demand for printed calicoes for immediate consumption, which helps to clean up some of the odds and ends left on hand. There has been, however, some increase in the amount of orders that have come to hand for fall staple lines. There is no change in the price situation and, although advances may be made a little later, some sellers appear to be willing to do business at the present standard for next season. The fancy calico situation for fall shows no life as yet, nor is there likely to be any change for awhile. Printed and woven patterned fabrics are quiet, and prices are without change.

Dress Goods—Business activity in all departments of the dress goods market is conspicuous by its absence. In the primary market it is a between hay and grass period. The initial season has drawn to a close, and it is too early to expect much of a development in the way of supplementary purchases, although in a few instances the receipt of a few duplicate orders is reported by agents. The retailer is biding his time in the purchase of fall fabrics, for the reason that he desires to work off a good portion of his stock of light weights before he takes hold very heavily of fall goods. The spring retail dress goods business has been slow in developing, owing to the backward spring. Across-the-counter sales have totaled up well during the past few weeks, and there has been a good demand for ready-made garments as well. The fact that retailers have been in no great hurry to buy fall goods in large quantities does not in itself mean that there is trouble ahead, although it temporarily checks the life in the primary market. Their purchases to date have been very fair, and the improving spring business will add to their confidence, as well as their takings of fall-weight fabrics. The primary market is well cleaned up; there are doubtless considerable stocks in the hands of the cutters-up, jobbers and retailers, but they are not unreasonably large.

Underwear—It is easy to see what a remarkable run balbriggan underwear has had, by looking into the windows of the various retail establishments. About two-thirds of the underwear displayed, we should judge, is balbriggan, especially cheap and medium balbriggan. Although in the past, retailers have found this line a good seller, it will take a greatly increased demand to clean up the shelves of the retailers of their stock of cheap and medium lines. The amount of retail business transacted during the past week has been somewhat larger in volume than for the preceding weeks, and dealers are praying that the mild weather will keep up, so that their stocks will diminish. This increase, although not of enormous proportions, is gratifying, and it is to be hoped that it is the beginning of a long and prosperous season. The improvement naturally extended itself to jobbing circles, and the jobbers began to breathe easier, as they received a num-

ber of new orders, as they had feared in a great many cases that they had overbought.

Hosiery—The demand in both cotton and wool domestic hosiery for the fall is probably as large as manufacturers will be able to handle. Prices remain very firm, with no probability of a decline for some time to come. Seamless hosiery is having a very good run, while there is an increased demand for fancies. Spring hosiery is firm, and the demand for cotton plain and single and double thread hose is very great. There has been some dissatisfaction about the wearing qualities of foreign single thread hosiery. Importers are advised to devote their attention to more substantial lines. There are less horizontal stripes observed this year, excepting in the very cheap goods. The most popular lines are solid colors, with a neat figure or fine vertical lines of lisle thread or silk embroidered thereon.

Carpets—Prices of carpets for the fall season have not as yet been announced, but it is expected that they will be known inside of a week. There is yet a good deal of speculation as to what the amount of the advance will be. The retail trade is unsatisfactory, but there is still time for a good amount of business to be done. The cut order carpet stores report the wholesale business to be coming along nicely now, although it held off longer than was expected. The trade of the cut order stores for spring is principally with the country towns and small cities where samples of their goods are shown. They have a larger business in the spring than the fall, the fall trade being principally in the cities. A large number of small orders are coming in. Manufacturers are not willing to say how large a business they expect for fall, but if the retailers cut up a large amount, in a rush, there will be plenty of room for new stocks to be supplied by the mills. It is still intimated that ingrain will be advanced 5c per yard on the better grades. Some think that if the price of ingrain is raised too high the tendency will be to turn to tapestries and velvets. Manufacturers no doubt are aware of this fact, and will take it into consideration when prices are made.

Rugs—A very fair amount of business is being done in this line of goods, especially wool Smyrnas. The carpet rugs are also increasing in demand, although high in price and a one-face fabric. Their great advantage from a sanitary point is now generally accepted, and the demand for all lines of rugs is sure to increase each season. Some manufacturers' agents report an advance of 2½c on Smyrnas of 30 by 60 size.

Notice of Stockholders' Meeting.

Stockholders of the Clark-Rowson Manufacturing Co. will take notice that there will be a meeting of the stockholders of the above company, held at the office of the Bissell Carpet Sweeper Co., in Grand Rapids, Mich., on Saturday the 9th day of June, A. D. 1900, at 10 o'clock in the forenoon, for the purpose of ratifying the sale of real estate and machinery to the Grand Rapids Match Co., said sale having been made by the Board of Directors of the Clark-Rowson Manufacturing Co. on the 9th day of May, A. D. 1900.

By order of the Board of Directors,
Clark-Rowson Manufacturing Co.,
by M. Shanahan, Sec'y and Treas.

Many a young girl makes the mistake of thinking that because she would die for a man she truly loves him. In this restless, throbbing age it is necessary for her to ask herself in all seriousness: "Would I take in washing for him?"

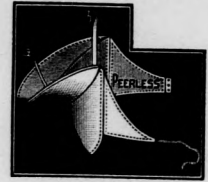
We carry a complete stock of Untrimmed Straw Hats

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.

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.

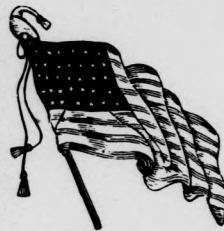
Prices \$4.50 to \$9.00 per dozen.

VOIGT, HERPOLSHEIMER & CO.,

WHOLESALE DRY GOODS,

GRAND RAPIDS, MICH.

Memorial Day



Cotton Flags from 3 feet to 28 feet long.
Wool Flags from 3 feet to 28 feet long.
Silk Flags from 2 inches to 6 feet long.
Solid Color Bunting 36 inches wide.
Tri-Color Bunting 25 inches wide, 3½c per yard.

Stick Fags in abundance from 3 inches to 24 inches long.

Our prices are right. Write for samples.

P. Steketee & Sons,

Wholesale Dry Goods,

Grand Rapids, Mich.

Send in your orders
NOW for

Mackintoshes

We will make lower prices than ever.

Studley & Barclay,

Manufacturers and Jobbers in Rubber Goods and Mill Supplies,

4 Monroe Street,
Grand Rapids, Mich.



Clothing

Changes in Apparel Wrought by the Martial Influence.

The race, which I will term for want of a better expression, the Anglo-Saxon-Teutonic, is composed of all the modern powers who are striving to gain the ends that mark the advancement from the barbaric conditions to the perfected state of civilization. The race is now busily engaged in the solution of questions which, although but remotely related to the subject of clothes, still bear upon that subject in no unmistakable manner. We Anglo-Saxon-Teutonics are, I fear, now under the dominancy of the spirit of militarism. It pervades our daily life, and it is easily discernible in our apparel. The people who have taken upon their hands the task of completing the fabric of Anglo-European civilization have been very much occupied during the past two years with engagements of a more or less gory and glorious nature. For the present the milky white dove of peace is taking a vacation, and our cousin Johnny Bull and old Uncle Sam are swelling out their chests and stepping out to the intoxicating strains of martial music. The air about them is full of modern ordinance, and the ground about them is wet with the blood of their kin, the Castilians, the Filipinos, the stubborn Boers and the fanatical Egyptians.

The call to arms has injected into our national ideas of dress the spirit of the man of war. In olden times when war was the profession of the higher classes, the dress of the period bespoke the field of strife. Men wore the dress and carried the arms of the soldier. It is but a little over a century since that the side arms were part of the dress of the civilian. We modern men of business do not go so far as our ancestors. More quiet callings take up the time and the thoughts of the intelligent. To be a gentleman one needs not be a soldier; but nevertheless we have taken everything that we could take with propriety from the military school. The position of the soldier, as it is laid down in the drill regulations, is the carriage a la mode of the period. Men must stand erect, head up, chin drawn in, chest thrown out, shoulders square, and the legs as close together as the conformation of the body will permit.

Men must appear athletic and rugged. The stoop shouldered, carefully prinked effeminate of the French school is passe. War and sport have put their mark on the man of to-day, and the man thus moulded must be dressed in raiment fashioned to meet the spirit of the age. The mode reflects the school of the soldier and the school of the athlete.

Possibly the most noticeable of all the changes wrought by the martial influence is that which has been made in coats and jackets. The latter are cut so as to accentuate the broad square shoulders; the waist lines taper and the skirt flares out. The model is easily tacked to the tunic of the man in the British line, or the regular establishment of the United States. Close fitting jackets reveal the straight, well set up figure. It takes a tailor that is a tailor to fashion the smart jacket of the day. It must be a garment that fits almost as close as a frock about the body above the waist, and it must show that smart outspring

which is the earmark of the expert artist tailor.

Frocks are made to fit the figure above the waist faultlessly and without a wrinkle. The skirts must be of medium length and well flared. The shoulders of these coats must be square. Waistcoats of the double-breasted type should be made so that the top buttons are well separated and the lower buttonholes quite close together. This imparts that expansive appearance to the chest that is the much sought after desideratum. Trousers should be cut close about the instep, and quite full about the hips. The newest models accentuate most unmistakably the pear-shaped or peg top form.

The suits for street wear will be made of fine worsteds or chevots, in very neat and almost invisible stripes, checks in more or less pronounced patterns, and in neat plaids and mixtures. The effects in these suitings will be in variations founded on gray, brown, or heather shades. Here and there one finds a dash of green and red, but these colors are used very sparingly. Serges will, of course, be in favor. This fabric is the ideal one for the double-breasted jacket. The worsted suitings in file or herring bone weaves, and in checked or striped, and basket treatments in chevots, as well as the rugged staple combinations in homespun and tweeds, will figure prominently. For outing wear, golf, and lounging about the country knickers are doomed. The new flannel suits so popular last summer will undoubtedly be great favorites during the summer to come. These flannels are in broad stripe, and have line stripe effects in grays, blues, heathers and slates.

Blarney tweeds in grays and heathers will also be good for suits designed for informal country wear.

In top coats we have that new favorite, the Raglan, to count on. There's the influence of the military with a vengeance. These are military coats. They're cut to hang straight from the broad shoulders. The sleeves will be made without cuffs, and the slit side pockets will not have the big crescent line of stitching about them. For all-round informal wear the covert will maintain its position. These coats will be quite short, and will be full in the back. Many of them will be made skeleton fashion and without pockets.

The proper breeches for wear when wheeling or for golf, if you prefer to wear breeches, are of the decided pear shape. They are very loose about the hips and thighs and fit snugly under the knee. The knee buttons are closely spaced and the vent is in front of the leg, just on the outside of the shin bone. The breeches are made of tweeds or rough chevots and are best in dark grounds with a neat hair line plaid. They may be worn with a black jacket of the Norfolk or plain model, or with the scarlet golf jacket. With the breeches wear plain top hose, low-cut calf shoes, a soft shirt, trace leather belt, croat, stock, kerchief or collar and tie or four-in-hand. The best hat is the sombrero with pugree.

Full of Honors.

"Still," said the old friend who had called to converse with the venerable sage, "in your advancing age it must be a great comfort to know your fame is secure."

"Yes," replied the aged scientist. "I am told there is a new disease and a 5 cent cigar named for me."

The Willard K. Bush Co.

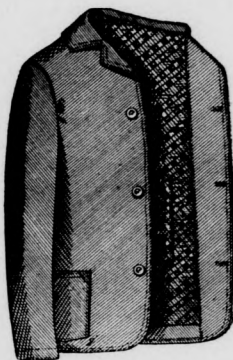
Lansing, Michigan

Makers of the

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

Special Garments to order. Direct from factory. "Uneda" 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.

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.

"Better Quality for Less Money."

Money in the Buying and in the Selling.

And all-around satisfaction to your customer, and consequently to yourself. That's the reason you want to see our fall line of "CORRECT CLOTHES" for men and boys before you place your orders. We're putting better values in our garments than any other manufacturer in the business. Every detail in the course of the manufacture of our "CORRECT CLOTHES" from the buying of the material 'til they're ready for shipment has our personal inspection. We manufacture only guaranteed quality cloth and findings; our styles are constantly in touch with approved custom tailor products; our workmanship is equal to anybody's. Employing the most approved and up-to-date methods in each and every branch of our business, with no "fancy expense" item to contend with, you get the benefit of "better quality for less money."

Men's Fall Overcoats.

Long medium and short box styles, in Kerseys, Coverts, Oxfords and Vicunas. Also, close fitting Kerseys, well made, stylish and correct fitting. Prices range from \$3.75 to \$16.

Men's Fall Suits.

An up-to-date, clean, desirable line in Chevots, smooth finish Casimeres, Oxfords and fine, fancy Worsteds and nobby effects in rough goods. Prices range from \$3.75 to \$14.

Boys' Fall Suits.

In all grades and styles, and children's vestee and double breasted school suits, and three piece suits for older boys, made with the same style, care and finish as our men's suits and at prices that are right.

Dealers from Maine to California can buy of us and make money on their purchases—a point that MICHIGAN trade will appreciate. Our salesmen 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.

Four Kinds of Coupon Books

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

TRADESMAN COMPANY, Grand Rapids, Mich.

Woman's World

Some of the Uses of Adversity and Suffering.

It has been truly said that we are all heroes when it comes to bearing our friends' misfortunes. It is easy enough to philosophize about them. We can even rise to the heights of agreeing with the poet that "sweet are the uses of adversity"—when it is somebody else's adversity. We are quick enough to see that suffering is the stern school-master from whom many people must learn life's best lessons, but when it comes to us—when the pain pierces our own souls—it is another matter. Then the philosophy that should have been our prop and stay breaks like a rotten reed. Then we beat upon our breasts and turn upon fate with that question that is as old as humanity and as bitter as death, asking why we should be made to suffer, why we should be forced to tread the narrow aisles of pain?

Yet, after all, if there is one truth in life that stands out more clearly than another, it is the fact that there is no useless suffering and that somewhere every tear turns into a lambent pearl. There are no eyes so unbeautiful as the eyes that have never been dimmed by weeping. There is no heart so hard as the heart that has never been torn by a single sorrow. There is no character so unlovely and repellent as that of the person who has never known anything but success and happiness. Those who have never suffered are like the hard, brilliant sunlight glittering on an ice floe. They may dazzle us for a moment with their brilliance, but there is no warmth there, no comfort, nothing in which love can strike down its roots and grow. To find that we must turn to the heart that has known the shadow as well as the sunshine and so learned how to weep with the weary and heavy laden, as well as how to rejoice with those who make merry and are glad.

None of us are willing to suffer, and women in particular who are brought up on the theory, however widely the actual facts in the case may differ, that life is to be for them nothing but flowery beds of ease resent affliction of any kind as a high-handed outrage that they had no right to expect from fate. Women are not good losers. In our hearts we expect to always hold the trump cards and have the game go our way, yet did you ever think, my sisters, what a hard, cold, unsympathetic world it would be if there were in it no women except those who had been always rich and fortunate and happy?

No one who passes through any great affliction ever quite looks at the world like they did before. They have gotten another point of view and see many things clearer because their eyes have been washed with tears. Of course, there are a few people so divinely gifted with sympathy that they know things by the grace of God without being told, but the most of us are so limited in our natures, so dull of apprehension, so walled in by our own personality, that we can only reach up to our fellow-creatures' needs and suffering through our own.

We see this exemplified all about us in a thousand ways every day and it would be amusing, if it were not so pathetic, to see how quickly we can change our views upon a thing when it is brought home to us. When we are honest enough to examine into our own consciences, we know that life has pro-

vided us with two different sets of opinions. One of these we might label, "Before Experience," and the other, "After Experience." There is seldom even a family likeness between the two, but according as a woman holds to one or the other—as her views are cock-sure and narrow or large and tolerant—do we know the things that she has been through.

Take, for instance, the way in which, when we are strong and well, we speak of nerves. No persistently healthy person ever failed to regard that word as a hissing and a reproach. When we are in health we are firmly convinced that nerves are a combination of irritation and aggravation and affectation and imagination devised by the ingenious as a happy excuse for doing the things they have no business to do, and leaving undone the things that they ought to do, and that everybody has a right to expect them to do. "Stuff and nonsense," we say scornfully. "Don't talk to me about Sally's nerves. Flies into a tantrum about nothing. Temper is the right word to use for her. If she'd get out and work as I do, she wouldn't have any time to have nerves. Nerves! Fiddlesticks!"

Then comes a day when the foul fiend comes and lays the boaster low and we make intimate and personal acquaintance with that inferno reserved for the nervous. We find out what it is to lie sleepless through the long night, tormented by all the imps and goblins of unfounded fear and senseless forebodings. We find out what it is to be so overwrought that a word can reduce us to tears and a casual suggestion take on all the malignant significance of a studied insult. We know that we are unstrung, unreasonable, miserable in mind and body and about as agreeable and soothing in the family circle as a mustard plaster—yet we can not help it. We are the victim of our once derided nerves. A little episode like that changes the whole complexion of the subject forever for us. Never again do we refer to sick people as cranks, and when we speak of nerves we turn down our thumbs for luck.

It ought to be a consolation to us in sickness, although we don't appreciate it at the time at its full value—that we are acquiring a highly effective social charm, as our own sufferings enable us to listen with patience and belief to the story of other people's pains and aches. Nothing is quite so fascinating and engrossing as detailing your symptoms to a listening ear, but think what a horrible thing it would be if there were nobody but healthy people to tell them to. Healthy people are so brutally unsympathetic and so sure you aren't half as sick as you think you are. The really congenial companion is the person with no liver or one lung who can believe anything, and who never interrupts you to tell you to "brace up," or "stop imagining things."

To whom do we go for help, secure of pity and understanding, when losses come to us? Not to the woman who has never been anything but rich and prosperous. None are so hard in their judgments. She can't understand that the very poverty of the poor is their destruction. To her poverty seems merely shiftlessness. "Poor women are such bad managers," I once heard a rich woman say. "They always buy things in little dribs. Such extravagance! Why don't they buy at wholesale? It's so much cheaper." The woman who has ever been poor herself makes no

The Imperial Gas Lamp

Fully covered by U. S. Patents

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

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

It burns gasoline.

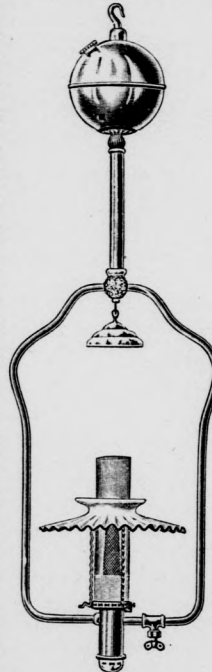
The Imperial Gas Lamp has proven its light to be the most brilliant, most steady and most satisfactory.

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

Write for catalogue.

The Imperial Gas Lamp Co.,

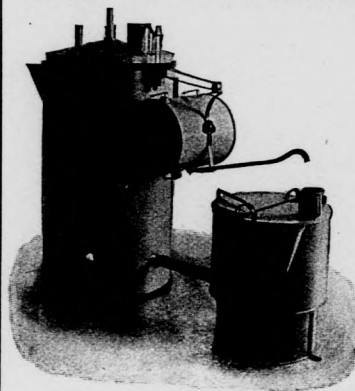
132 and 134 Lake St.,
Chicago, Ill.



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

Acetylene Gas

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



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

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

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

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

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

**BOUR'S
COFFEES
MAKE BUSINESS**

such mistake. She knows that it is only the rich who can afford to economize.

The rich woman who is generous gives her big checks to the organized charity or feeds the beggar at the door, but it is the woman who has been poor herself who knows how to give gifts that are sweet with the very breath of heaven. You may never see her name on a single subscription list, but somewhere there is a poor girl to whom she sends the pretty party dress or the dancing slippers or the box of dainty chiffons that enables her to go to the ball on which she had set her heart; somewhere there is an old gentlewoman to whom little dainties find their way or a boy who gets a helping hand just when he needs it to start him on the road of success. I know one such woman as this from whose hands there flows a continual stream of benefactions that brighten hundreds of lives. Her gifts are never misfits. They are always just exactly the thing the recipient needed most, and once I asked her how it was that she never made mistakes. "Ah," she said, "it is because I have been Cinderella and sat in the ashes myself."

One, too, must have suffered to know how to sympathize with the griefs that tear other hearts. If there were no other women who had wept passionate tears over a still, cold face; if there were no other women to whom the desolation of earth was measured by the little space of a baby's grave; if there were no other mothers praying over wayward children, to whom could we sob out the story of our grief-burdened souls? Not to the woman who has never loved and lost. Not to the mother whose children have gone to places of honor and credit or whose baby lies sleeping and smiling on her breast. Ah, no! She would criticize us for giving away to our grief. She would tell us that we had failed in our duty, made mistakes; tell us God knows what bitter truths, but the one who has suffered will merely clasp our hand in hers. She has suffered and she knows.

We shall never be willing to suffer. That philosophy is too high for us, but there is comfort for us in knowing that our tears are not useless and that we are richer and better for it, just as the rain-washed field bears the heaviest harvest.

Dorothy Dix.

The Spite Fence.

Every now and then we read in the papers about some eccentric individual who takes offense at his neighbors and builds between himself and them a high barrier that popular opinion denominates a spite fence. Of course, oftener than not the obstruction works just as much hurt to him as it does to anybody else. It may block his view of a beautiful scene, or darken his windows, or disfigure his grounds as much as it does his neighbor's, but, nevertheless, he shuts himself within the walls his vindictive humor have reared, and stoically puts up with the inconvenience—a pathetic and ridiculous victim to his own revenge.

To any healthy minded man or woman nothing could seem a more egregious piece of folly, and fortunately those who erect actual spite fences are few and far between, but the process is not as uncommon in the inner life as it is in the outward. All of us know people with whom we never come in contact without feeling that they have built around them a wall of reserve, or distrust, or cynicism, that shuts all the sweetness and brightness of life out

from them, just as completely as the ill-tempered crank's visible spite fence shuts out the sunshine from his windows.

One of the most frequent causes that leads to the building of this kind of intangible spite fence is the loss of property. That is an affliction that only the most courageous and soundest natured seem able to stand and still preserve a kindly attitude towards life. The others, like so many melancholy Jacques, are continually crying, Come and let us rail together at fate. They grow bitter and suspicious, their conversation is a perfect jeremiad, and when friends grow weary and acquaintances avoid them as they would the plague, they say they have been dropped because they are poor. Nothing could be less true. They have been dropped because they have built a spite fence around themselves, that nobody thought it worth the trouble of breaking down.

Sometimes—it happens very often with women—the fence is a picket made of sharp speeches. A woman has the gift of repartee, of saying bright and witty things that have a sting. Nobody is safe from her tongue. She would sacrifice a friend to an epigram any day, and no pity keeps her from calling attention to the weakness of those about her. People laugh at her bright speeches and repeat them, but soon she finds herself growing lonelier and lonelier, and she wonders at it. She sees dull women and commonplace women, at whose coming every face flaunts a signal of glad welcome, but she knows that for herself there is no heart in all the world that has any place for her, and she thinks it cruelly unjust, and she calls herself misunderstood. It is a mistake. She is understood, and even the dullest perceives that she has built around herself a fence that shuts out love and sympathy.

There is, of course, a certain luxury in indulging a grief or wrong. If we suffer a sorrow we like to brood on it, to feel that no heart was ever wounded like ours and to claim the tears and compassions of our friends, but before we know it we can wall ourselves in a prison-house of morbid thoughts into which no sunshine can ever penetrate. It is much the same way about a wrong. If a friend has proven false or the one we love has deceived us it is balm to our bruised pride to declare all affection a hollow mockery and to intrench ourselves behind a barricade of doubts and suspicions. What nonsense! Because one day it rained, shall we refuse to enjoy the sunshine? Because one apple had a rotten heart shall we eat no more fruit? If we do so, be sure the loss is ours. Life is not so full of happiness that we can afford to shut out any of the kindly joys that come our way, and no person ever makes a greater mistake than when, through some disappointment or wrong, they build about them a spite fence that shuts out the love and good will of their fellow creatures.

Cora Stowell.

The Power of Initiative.

There is no one so useful to the world as the man with the power of initiative. He is the pioneer, the pathfinder. The trails he breaks with independent mind and self reliant courage become the safe highways for others to follow. He cuts out the world's work for it, shows it the direction in which to move and expend its energies. The man with the power of initiative is the captain of industry, the captain of thought, the winner of victories in war.

Triple Assortment



Three varieties of cakes, with no more money invested than formerly for one.

A suitable quantity of goods which sell rapidly and which, by frequent ordering, insure fresh stock.

No more space occupied in exhibiting three kinds than formerly used for one.

National Biscuit Company,

Grand Rapids, Mich.

Fleischmann & Co.'s Compressed Yeast



Strongest Yeast
Largest Profit
Greatest Satisfaction

to both dealer and consumer.

Fleischmann & Co.,

419 Plum Street, Cincinnati, Ohio.

Grand Rapids Agency, 29 Crescent Ave. Detroit Agency, 111 West Larned Street.

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.

Hardware

How to Achieve Success as a Hardware Dealer.

If you want to make a success of your undertaking do not hold the cent too close to your eye nor be reckless with the dollar. Keep your eyes and ears open for new things and new ways, and for economical ways of doing and expediting matters. Keep a better store than others and let the public know it, secure and sell better goods than others are offering for the money, and be honest about everything to everybody. Besides the foregoing, success is possible only by the concentration of mind and energy, by one doing his best in every instance, and at all times.

There is overwhelming evidence that advertising is not generally understood. Particularly noticeable is this among new advertisers. To almost everything but advertising they devote considerable time and attention and much thought, but the advertising they let take care of itself, whereas it is really the most vital of any business, in fact, that by which it is fed and kept alive and bettered and broadened.

No one should invest one cent in advertising until he has outlined a policy, prepared a plan and knows how best that can be accomplished for which he aims. After the plan has been formulated, much thought should be given to the selection of media and the preparation of "copy." Without good "copy" profitable results are almost impossible. Filling the space with "any old thing" will detract instead of attract trade.

The advertiser who will give some thought to his advertising will reap a harvest that will repay him for all his troubles, whereas the one who does it "any old way" will waste his money, and, for no one's fault but his own join the army whose battle cry is, "advertising doesn't pay."

While the writing of advertising matter puzzles so many, it is comparatively easy. There is nothing more to it than to reproduce the style and manner of the salesman talking to a customer over the counter, and the closer the printed words approach this easy, natural talk, the nearer they will come to the sympathy, good will and purse of those at whom directed.

Never attempt to puzzle readers of your advertising matter. Avoid peculiarities in wording, or eccentricities in composition; let your sentences be largely composed of household words—of the every day language of the public. Let every sentence be simplicity in itself, short, direct talk. The sooner you learn to do this, the quicker will your advertising be effective and sum down to an economical basis.

I received a batch of newspaper advertisements and several four-page folders from a hardware dealer in Southern Missouri, and he complains that neither his newspaper advertising nor his folders are bringing him any results. Whatever advertising matter he has sent me is very good, and that they are not effective is a surprise to me. The trouble is not with the advertising matter, for seldom, indeed, do I notice so much sense exercised in what is said, and so much care taken in expressing that which has been said. He also complains that the department stores in his town, although small, and particularly those in that big city not more than four miles distant, are the ones that are forcing

him out of business. Why this should be so I fail to see for, judging from his advertising, he must be an honest hardware dealer, and his store a safe place to go to. If this impression can be spread in his locality it must bring about business, and plenty of it. There certainly must be something outside of the advertising he gets out that stands in the way of his success. Perhaps he asks more for his goods and his work than others are asking for the identical; there may be something wrong with his store management; he may not circulate his advertising matter where it can do him some good, or, possibly, the newspapers in which he advertises have little or no circulation.

Let us suppose that you have taken your inventory. Surely you came across plenty of odds and ends and a great many things that you thought had been disposed of, or, if you had known of their existence, would have disposed of them. At any rate, you could use the space they are occupying to better advantage, and what is more, without them the stock will look considerably neater. Usually such odds and ends can not be sold in a hurry, nor is it wise to store them away, so if one can dispose of them in some profit-bringing way he should do so.

In this connection I suggest that the old stock, and those odds and ends be given away as presents with purchases, and in a way that will benefit all concerned, and be the means of securing plenty of good free advertising for the hardware dealer. This is how this can be brought about:

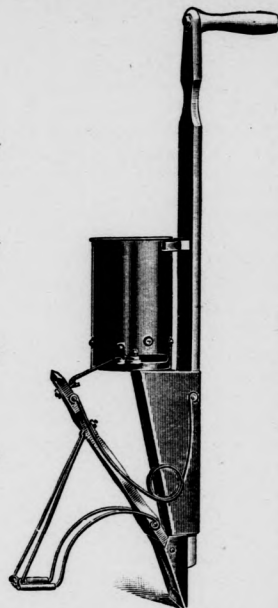
Place all the odds and ends and whatever old stock you want to get rid of in some place about your store where each piece is in view of everybody. Let us suppose that there are a thousand such articles. Put a tag with a number on each one of them consecutively from 1 to 1,000. Then, on a card that will fit into an ordinary envelope, have printed on one side, say, a calendar and a fire alarm list, a railroad and street car time table, and whatever else you believe will be of interest to your customer and induce him to keep it for future reference. On the other side print your business card and a free order for one of the presents, so that all you need do is to fill in the number, or, if you are not going to number the articles then the name of the article. Place each card in a plain envelope and seal, and then, after mixing them up so that no one can tell what number or name of article there is in any one envelope, place the lot in the original envelope boxes from where they may be picked by customers. Then advertise your scheme in the newspapers and send the same information on a neatly printed circular to all of your customers, a list of which you ought to have on hand. Let the advertisements and circulars make plain that, say 1,000 presents consisting of this, and that and the other, will be given away to the first 1,000 customers trading at the store, from a certain date on, and continuing until the last present has been given out. Make it clear that a present will be given with every cash purchase, no matter how small or how large its amount and explain how the distribution will be conducted, and that but one present will be given with a purchase.

Conduct the scheme in this way: As soon as a person has made a cash purchase invite him to pick one of the thousand envelopes. This done, let him give you the order and then hand him

Agents for the
American
Corn Planter
Babcock
Corn Planter
Triumph
Corn Planter
Acme
Corn Planter

Send in your orders
at once.

FOSTER, STEVENS, & CO., Grand Rapids.



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.



Granite

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

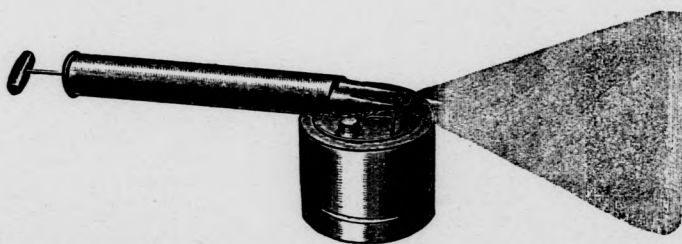
Office and works: West Fulton and L. S. & M. S. R. R.

Gypsum Products Mfg Co.,

Manufacturers and Dealers in
Calced Plaster, Land Plaster, Bug Compound, etc.
Mill and Warehouse: 200 South Front Street. Office: Room 20, Powers' Opera House Block.
Grand Rapids, Mich.

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

INSECT SPRAYERS



We are the manufacturers and make a full line.

WM. BRUMMELER & SONS,
MANUFACTURERS OF TINWARE AND SHEET METAL GOODS,
249 to 263 South Ionia St., Grand Rapids, Mich.

the present it calls, for returning the order, after you have marked on it, either with a rubber stamp or in ink, the word "delivered" and the date. Summed up, this scheme will create very valuable advertising for some time afterward for the hardware dealer making use of it, and through it he will get rid of considerable shop-worn stock and odds and ends that are in the way. And, besides, the business will be on the boom, as for each article given away a cash sale will be made; therefore, if 1,000 articles should be given away, 1,000 cash sales will have been made. I have in mind a certain small town that I visit frequently. In it are three hardware dealers of the modern type, and although the amount of capital invested by each of the three is about the same, the one having the least prominent location is doing the better business. And the reason for it is this, he is a better buyer than the other two, and the only one of the three that visits the main market. In every other respect the trio are well matched, experienced hardware men of the pushing-ahead kind. I have always been of the opinion that a merchant ought to visit the principal markets—the leading supply centers in his line of goods—at least once a year, and if possible twice a year. If he can manage it he should go oftener. In that way a retailer will get into closer personal contact with the wholesalers and manufacturers, and with all the goods that are being placed on the market. Further, he will be placed in a position to inspect the retail stores of these large centers and thereby obtain new ideas of display and for the attraction of trade.

You ought to enclose in every package that leaves your store some advertising matter calculated to bring the customer back to you again. It being a fact that nearly half of the trade of the average store is made up of transient shoppers, people that have no fixed place of trading—the wisdom of trying to turn every transient shopper into a regular customer is apparent. Make plain to them every feature of your business. Careful buyers will always welcome this; in fact, they want to be told of all you have to attract them. A dainty little booklet, full of facts well told, will best serve this purpose. Don't let the cost of the booklet scare you, however, for if correctly done, it is the cheapest piece of advertising matter you can get—cheap, because it does the work expected of it oftener than any other method that could be secured for the same money.—Alfred Meyer in Hardware Dealers' Magazine.

Returning Bankrupt Stock.

From the Dry Goods Economist.

A remarkable instance of nerve on the part of a retailer was reported this week. This gentleman purchased, at about 30 cents on the dollar, a bankrupt stock which included a line of certain standard goods. Feeling that he did not require the latter articles he returned them to the manufacturer, asking credit for them at full prices. The manufacturer investigated and found that the retailer in question had never purchased the goods from him, and on farther enquiry discovered the way in which they had been acquired. He promptly shipped the goods back, express charges "collect," and is now engaged in wondering what brand of nerve food that particular retailer takes.

Method in His Madness.

Friend—Why do you have such misspelled and ungrammatical signs in your front windows?

Sharp Tradesman—People think I'm a dunce and come in to swindle me. Trade's just booming.

Chicago's Oldest Hardware Man.

The oldest hardware man in Chicago is William G. Hibbard, of Hibbard, Spencer, Bartlett & Co., and who is now in his seventy-fifth year. He is hale and hearty, and continues to take an active part as President of the company in the control of the great hardware house which he assisted in founding in the early days of prairie history. He comes down town from his Prairie avenue home with the utmost regularity, and gives to those about him, who are looking after the details of the business, the benefit of the advice and support which are the results of his long career and vigorous manhood.

Mr. Hibbard first became associated with the hardware business as a clerk in 1849 for William Blair & Co. at \$300 per year, and continued in their employ until 1855, when with Frederick and Nelson Tuttle he engaged in business for himself under the firm name of Tuttle, Hibbard & Co. The copartnership lasted ten years, until 1865, when he and F. F. Spencer purchased the Tuttle interests and the firm became Hibbard & Spencer. A year previous to this change young Bartlett came from school to Chicago and was given a boy's place, at \$400 a year, in the dirtiest corner in the store, at a time when paved and sprinkled streets were still in the future, and Mr. Hibbard declares the dirt in that corner was "a caution." Mr. Bartlett insists that his rapid promotion to an interest in the profits in 1868, and a partnership in 1871, were as much due to opportunities kindly afforded him by Mr. Hibbard as to his own ability and efforts. Mr. Bartlett's entrance made the firm name Hibbard, Spencer & Co., which became incorporated in 1882 as Hibbard, Spencer, Bartlett & Co.

Mr. Hibbard enjoys conversing of the days when Chicago was young, and can relate many an interesting reminiscence of his early experiences with those of other early settlers, beginning with the rise of the city from a population of 22,000 inhabitants through the struggles of the Civil War, the great fire, and the vast work of re-establishing the city in its great metropolitan position. He came to Chicago before the days of paved streets, and saw the principal supply of wheat brought in by prairie schooners; he has also seen nails go up from \$1.25 to \$9 per keg and go down again. Mr. Hibbard was a young man of remarkable strength and forbearance. It is said of him that he could load and unload more wheat on and off the prairie schooners of those days than any other man in the hardware trade. There being no burglar-proof locks, but more in order to live within their means, Mr. Blair (now deceased) and young Hibbard slept in the store together through a series of years, hotel and fashionable boarding house life in those days being considered too fastidious for them.

Mr. Hibbard has never been foot loose from a business connection since the year he opened his first store, and has never allowed himself to become associated with any other business enterprise outside of his own main establishment. His efforts have been devoted exclusively in keeping with the steady advancement of the great West. Thousands of business concerns have formed and dissolved in his time; scores of successes and failures have surrounded him in prosperous and disastrous years, but he succeeded in passing all the wrecks and mounting the goal of stalwart success, the reward of an incessant career of persistent toil.

Put down the fleeting "good things" which occur to you as furnishing the basis of a good advertisement; or a catchy head-line; or a good design for "display;" or a happy phrase which can be "worked in;" memorandum of special rates offered you for extra space or for an extended period; samples of good advertisements of your competitor, or as shown in the trade papers, or of other lines of business in the daily newspapers; suggestions made by essayists on the theory of advertising; and so on, through the whole range of this large subject.

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.....	18 00
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	
Com.....	8 c. 7 c. 6 c. 6 c.
BB.....	9 7 3/4 6 3/4 6 1/4
BBB.....	9 3/4 8 3/4 7 3/4 7 1/4

Crowbars	
Cast Steel, per lb.....	6

Caps	
Ely's 1-10, per m.....	65
Hick's C. F., per m.....	55
G. D., per m.....	45
Musket, per m.....	75

Chisels	
Socket Firmer.....	65
Socket Framing.....	65
Socket Corner.....	65
Socket Slicks.....	65

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

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

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

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

Gauges	
Stanley Rule and Level Co.'s.....	60&10

Glass	
Single Strength, by box.....	dis 85&
Double Strength, by box.....	dis 85&10
By the Light.....	dis 80&10

Hammers	
Maydole & Co.'s, new list.....	dis 33 3/4
Yerkes & Plumb's.....	dis 40&10
Mason's Solid Cast Steel.....	30c list 70

Hinges	
Gate, Clark's 1, 2, 3.....	dis 60&10

Hollow Ware	
Pots.....	50&10
Kettles.....	50&10
Spiders.....	50&10

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

House Furnishing Goods	
Stamped Tinware, new list.....	70
Japanned Tinware.....	20&10

Iron	
Bar Iron.....	2 75 c rates
Light Band.....	3 1/2 c rates

Knobs—New List	
Door, mineral, jap. trimmings.....	85
Door, porcelain, jap. trimmings.....	1 00

Lanterns	
Regular 0 Tubular, Doz.....	5 25
Warren, Galvanized Fount.....	6 00

Levels	
Stanley Rule and Level Co.'s.....	dis 70

Mattocks	
Adze Eye.....	\$17 00 dis 60

Metals—Zinc	
600 pound casks.....	7 1/2
Per pound.....	8

Miscellaneous	
Bird Cages.....	40
Pumps, Cistern.....	70
Screws, New List.....	80
Casters, Bed and Plate.....	50&10&10
Dampers, American.....	50

Molasses Gates	
Stobbins' Pattern.....	60&10
Enterprise, self-measuring.....	30

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

Patent Planished Iron	
"A" Wood's patent planished, Nos. 24 to 27.....	10 75
"B" Wood's patent planished, Nos. 25 to 27.....	9 75
Broken packages 1/4c per pound extra.....	

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

Nails

Advance over base, on both Steel and Wire.	
Steel nails, base.....	2 65
Wire nails, base.....	2 65
20 to 60 advance.....	Base 5
10 to 16 advance.....	10
8 advance.....	20
6 advance.....	30
4 advance.....	45
3 advance.....	70
2 advance.....	
Fine 3 advance.....	15
Casing 10 advance.....	25
Casing 8 advance.....	25
Casing 6 advance.....	25
Finish 10 advance.....	35
Finish 8 advance.....	45
Finish 6 advance.....	45
Barrel 1/2 advance.....	85

Rivets	
Iron and Tinned.....	50
Copper Rivets and Burs.....	45

Roofing Plates	
14x20 IC, Charcoal, Dean.....	6 50
14x20 IX, Charcoal, Dean.....	7 50
20x28 IC, Charcoal, Dean.....	13 00
14x20 IC, Charcoal, Allaway Grade.....	5 50
14x20 IX, Charcoal, Allaway Grade.....	6 50
20x28 IC, Charcoal, Allaway Grade.....	11 00
20x28 IX, Charcoal, Allaway Grade.....	13 00

Ropes	
Sisal, 1/2 inch and larger.....	11 1/2
Manilla.....	17

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

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

Sheet Iron	
Nos. 10 to 14.....	com. smooth. com.
Nos. 15 to 17.....	\$3 20 \$3 00
Nos. 18 to 21.....	3 20 3 00
Nos. 22 to 24.....	3 40 3 30
Nos. 25 to 26.....	3 50 3 40
No. 27.....	3 60 3 50
All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.....	

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

Shot	
Drop.....	1 60
B & B Buck.....	1 85

Shovels and Spades	
First Grade, Doz.....	8 60
Second Grade, Doz.....	8 10

Solder	
1/2 @ 1/2.....	20
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.....	

Squares	
Steel and Iron.....	65

Tin—Melyn Grade	
10x14 IC, Charcoal.....	\$ 8 50
14x20 IC, Charcoal.....	8 50
20x14 IX, Charcoal.....	9 75
Each additional X on this grade, \$1.25.....	

Tin—Allaway Grade	
10x14 IC, Charcoal.....	7 00
14x20 IC, Charcoal.....	7 00
10x14 IX, Charcoal.....	8 50
14x20 IX, Charcoal.....	8 50
Each additional X on this grade, \$1.50.....	

Boiler Size Tin Plate	
14x56 IX, for No. 8 Boilers, } per pound..	10
14x56 IX, for No. 9 Boilers, }	

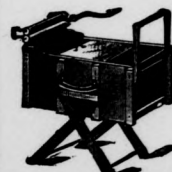
Traps	
Steel, Game.....	75
Oneida Community, Newhouse's.....	40&10
Oneida Community, Hawley & Norton's.....	65&16
Mouse, choker, per doz.....	15
Mouse, delusion, per doz.....	1 25

Wire	
Bright Market.....	60
Annealed Market.....	60
Coppered Market.....	50&10
Tinned Market.....	50&10
Coppered Spring Steel.....	40
Barbed Fence, Galvanized.....	3 30
Barbed Fence, Painted.....	3 15

Wire Goods	
Bright.....	75
Screw Eyes.....	75
Hooks.....	75
Gate Hooks and Eyes.....	75

Wrenches	
Baxter's Adjustable, Nickeled.....	30
Coe's Genuine.....	30
Coe's Patent Agricultural, Wrought.....	70&10

THE ROCKER WASHER



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

ROCKER WASHER CO.,
Ft. Wayne, Ind.

Clerks' Corner.

Incidents in the Life of the Shoe Clerk.

"The life of a shoe clerk," said the shoe salesman, "is a grand, sweet song. It is a life of absolute happiness and felicity. Our daily task begins in the morning and all day we are happy in the thought that with the setting sun we shall have borne our allotted portion of the heat and burden of the day and that we may then seek the rest and sleep of the just or such other relaxation as will best qualify us for the duties of another day."

"Of course we have some experiences that are not common to salesmen in other lines of business. For instance you never hear a lady complain of a hat that it looks awfully large, nor that a pound of candy possesses the same defect. No, excessive size for price is in my opinion confined exclusively to the shoe business."

"Business is now very dull. People seem to be uncertain whether they should buy low-necked shoes in anticipation of summer or arctics in realization of the immediate present. Probably the first and greatest trial of a shoe clerk at the present is the customer who comes in and looks over the stock and, on starting to go out without having made a purchase, says, 'I will come in again as soon as the weather is settled so that I can make up my mind just what I want.'"

"The first necessity for success in a shoe clerk is tact and a degree of mind-reading so to speak. It is necessary to size up the prospective customer quickly and correctly, and when that has been done the rest is easy. In other words, you want to fit their heads and then you can fit their feet."

"Individual cases of trial and tribulation on the part of shoe clerks are not uncommon, but they don't count in the aggregate of a clerk's experience. What I have gone through myself would fill a large volume, but it would be as dry reading as a dictionary."

"Generally when a man comes in he knows what he wants and about the price he wants to pay and it takes only a few minutes to meet his requirements. Then, again, a man with a tall hat and megaphone clothes comes in and makes more bother than thirty-two ordinary customers. He always attempts to give a free exhibition of his unlimited knowledge of the shoe business, almost invariably telling the salesman that he has been in the shoe business himself and left it because he was not getting as much salary as he was worth and that he told the old man he could raise my salary or I'd leave and he said I'd have to leave, so I left. He's been trying to get me to go back ever since, but I wouldn't go; so you see I know all about shoes. The man of this class usually take up the time of the clerk as long as is required to examine all the high-priced goods in stock, making comments on the style, price and quality, in most cases in derogation of the same, and he usually buys—if buy he does—a cheap pair of shoes that is open to all the criticism which he has offered on all the others, but he has at last found something within his means. He is rather a bore to the man who is waiting on him, but he is a never failing source of joy and delight to the other salesmen, who look on and enjoy the scene more than they would a second rate theater."

"Then there is the man with the jag. Talk about 'the man behind the gun'

or 'the man with the hoe' or 'the man with the vote'—they are not in the same class with the man who has looked upon the wine or other beverage and simultaneously wants a pair of shoes."

"Sometimes a man in such condition wants to buy out the whole establishment and present it to the worthy poor, or even give it back to the proprietor after taking out such goods as he requires for present use. Then again, he wants to try on as many pairs as may be and with each successive pair he evinces an inclination to execute a terpsichorean exercise to rag-time music, which he furnishes himself."

"When a customer starts on this kind of performance the only thing to do is to invite him out to see the new gilding on the grasshopper on Faneuil Hall and gently but firmly lose him."

"The man who has always had credit here is a terror to the novice in the business, but one experience case hardens the clerk. The plausible talk, the insistence and suavity of the impecunious one are frequently more than a match for the new clerk and he lets a pair of high priced shoes go rather than take chances on the threat that the customer will report him at the office and have him discharged, but when Saturday night comes and the youth has to settle, he has lost a good deal of faith in human nature besides being short on ready funds."

"We have little to fear from shoplifters in one side of the store. Unfortunately for the fair sex the shoplifting class is almost exclusively women. In my experience I have seen only one attempt on the part of a man to get a pair of shoes while the salesman was not looking and that attempt was so awkward and ill concealed that it might as well have been left unattempted. It is in the women's department that shoplifting has its abode. I suppose the wraps and skirts, and other apparel with the nomenclature of which I am not familiar, offer tempting places of concealment; and it seems that, ever since the days of Mother Eve, temptation has had a powerful influence on the weaker vessel."

"One peculiarity of the ladies' department, as I hinted before, is that they want to get as little as may be for their money. They will try on a pair that would bring tears to the eyes of an image of Jupiter Pluvius and declare that they are a world too large, and frequently they tear the leather or break the seams trying to get their feet into shoes at least a size small. Of course they require the assistance of a clerk, and he usually comes in for more or less comment for his awkward, ungainly manner of assisting. He can not say, 'They are not large enough'—no—all he can do is to try, try again, endeavoring at the same time to maintain his composure and laying the flattering unction to his soul that patience is a supreme virtue and some day, in the long hereafter, he will surely meet his just reward."

"Yes, undoubtedly women are more difficult to suit than men in the matter of shoes, but their right to be particular and even fickle has ever been conceded. Far be it from me to make any undue criticism of their ways, wiles and foibles when in a shoe store."

"In conclusion I can only repeat that the life of a shoe clerk is probably more agreeable to a tactful, intelligent man than many other employments, but he must have an eye single to the interests of the house, keeping constantly on the watch for means of advancing those interests by ingratiating himself with the customers—as I said before, fit their feet by fitting their heads."—Boot and Shoe Recorder.

ALABASTINE

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

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

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

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

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

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

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

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

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

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

F. J. Sokup

Manufacturer of

**Galvanized
Iron
Skylight
and
Cornice
Work**

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

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

Bell and Citizens Phones 261.

YUSEA MANTLES.

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

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

Sells for 50 cents.

Will outwear three ordinary mantles and gives more light.

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



You Can't Afford

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

GENESEE FRUIT CO., Makers, Lansing, Mich.



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

McGRAFT LUMBER CO., Muskegon, Michigan

THE WOMAN CLERK.

Everyday Tale From the Department Stores.

Said the proprietor of one of Boston's largest and most popular department stores, after he had reproved a saleswoman for carelessness and inattention to a customer, and had been met with the excuse that the woman only wanted a paper of needles:

"It is not the value of the sale, it is the fact of the sale. A woman comes here for a paper of needles, a paper of pins, or a spool of thread; to be sure her purchase means at the moment only a few cents, but if she is made to feel that it is a pleasure to serve her in her small needs she is coming again for some larger purchase, and not only will she come herself but she will influence others to come. If I lose her custom because the needles or pins are given her as though she had done the store a mortal injury by making so petty a purchase, it is a pretty expensive paper of needles or pins for me, and I don't care to pay the price. And I can not afford to pay a salary to any employee who makes me such a bill of expense."

This hint was enough for the girl, for she was, like many another, bright but thoughtless, and with the unfortunate habit of measuring a person by the amount of the purchases, a most absurd scale of measurement, as her employer showed her.

"But," said a woman to whom this little incident was told, "the saleswomen are sometimes too exasperating for anything, even when your wants are not limited to a spool of cotton or a paper of pins. And there is no reason in the world for it. I had a funny experience not long ago in a Boston store. I wanted to match some silk with ribbon, and I went to the shop with my sample. As I entered I was met by one of the proprietors, who was known to me, and we walked along to the ribbon counter together. I handed my sample to a girl, who did not look up but, reaching it back to me, said: 'We've nothing like it.'

"But you haven't looked," I persisted.

"She was about to persist also when a pull at her apron from the girl next to her made her look at me. As she saw the proprietor standing by my side she turned very red, muttered a confused apology, and began looking for the ribbon, which she very soon found. I didn't pity her one bit, she deserved all the discomfiture she felt. I think I was rather glad that she was found out as she was; it was probably a good lesson to her, and she will be more careful in the future."

"Now for the contrary side," announced the third of the party. "Here is something which I saw: I was in a large Winter street store one day when a mother came in with a little girl for whom she wished to purchase a coat. The child was very large of her age, and utterly without figure, so consequently most difficult to fit. The saleswoman who was attending her did not lose patience in the least. She tried garment after garment, was as interested as possible to please the customer; she made many valuable suggestions, did all in her power to help the mother out of the difficulty and give her exactly what she wanted."

"The result was that she made a good sale, and I am willing to wager that she kept the customer."

"After all, it is the person who serves you, more than it is the establishment,"

said the first speaker. "I used to go to one particular place to have my boots fitted, because there was a young woman who took such pains with me. She knew every peculiarity of my foot just as well as I did myself, and could make a new shoe so easy that I could wear it at once without any trouble, and yet it was without wrinkle or any appearance of the traditional 'easy' shoe."

"For some reason she left the place, and my next boots were fitted by another person, and, although she was anxious to please, she did not get the hang of the thing and the boots were never comfortable. Then I tried again with another fitter, with precisely the same result. I have just found out where the young woman is, and I am going to her, as I am quite sure it was her fitting, and not the make of the boot, that did so much for the comfort of my feet. I am only one of many who are following her. I wonder that the firm ever let her go; she was most valuable to them, only I don't suppose they realized it."

"Do you know," said the one who had told the story of the cloak fitting, "I think shopping is ever so much nicer than it used to be, somehow the girls are more interested in you and your wants, and I suppose we are nicer to the girls. I think we have come to regard each other as human beings who may possibly have something in common, rather than as natural enemies. I was in a shop the other day, and while I was waiting for my change the girl who had been serving me was talking with an older woman who had just come in. Of course, I didn't listen, but could not help hearing. Said the girl:

"Now, you must just go along, and don't think any more about supper. You don't often have such a chance, and Uncle Charles will be so disappointed, and just think of it, a dinner down town, and the theater. I will get home in season to get supper, and the rest won't mind because it is a little late."

"But you will be so tired—" interrupted the other.

"Not half as tired as I should be to think of you losing all the pleasure; so just go along or you will be too late."

"The little woman trotted off with a smile, while my girl looked after her. I couldn't help it, I just said: 'And you will get supper after your long day here?'

"Of course I will; mother doesn't have a chance for such an outing very often, and I was going to see that she had it this time. I am more delighted than I would be to go myself."

"You're a dear girl," was my reply, and I just squeezed her fingers as she handed me my bundle. We looked into each other's eyes, and were friends right off. I have come to know her very well since and she is just what I knew she would be. It is just this, we're all women, with the same woman nature, the same life to live, and we've got to be good to each other if we want either to find or to confer happiness."

And the rest agreed that this was true.—Boston Herald.

Boarding House Pleasantry.

"Will some one please chase the cow down this way?" said the funny boarder, who wanted some milk for his oatmeal.

"Here, Jane," said the landlady in a tone that was meant to be crushing, "take the cow down there where the calf is bawling."

Crockery and Glassware

AKRON STONEWARE.

Butters

½ gal., per doz.	40
1 to 6 gal., per gal.	5
8 gal. each	44
10 gal. each	55
12 gal. each	66
15 gal. meat-tubs, each	1 05
22 gal. meat-tubs, each	1 40
25 gal. meat-tubs, each	2 00
30 gal. meat-tubs, each	2 40

Churns

2 to 6 gal., per gal.	5
Churn Dashers, per doz.	1 00

Milkpans

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

Fine Glazed Milkpans

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

Stewpans

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

Jugs

½ gal., per doz.	75
¾ gal., per doz.	45
1 to 5 gal., per gal.	6½

Tomato Jugs

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

Preserve Jars and Covers

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

Sealing Wax

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

FRUIT JARS

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

LAMP BURNERS

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

LAMP CHIMNEYS—Seconds

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

Common

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

First Quality

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

XXX Flint

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

CHIMNEYS—Pearl Top

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

La Bastie

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

Rochester

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

Electric

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

OIL CANS

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

Pump Cans

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

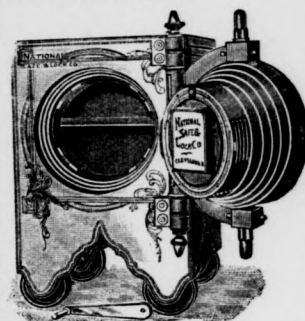
LANTERNS

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

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.

Foolish People

say advertising doesn't pay. Our experience is that it does; but then our Cigars are of a quality that back up all we say.

Try Our



5 cent Cigar

Finer than silk.

The Bradley Cigar Co.,

Mfrs of the

Hand "W. H. B." made

Improved 10 center.

Greenville, Mich.

Timely Rules for the Guidance of Clerks.

When John I. Blair, who died recently, worth from \$50,000,000 to \$70,000,000, and who is said to have owned in the course of his ninety odd years of life more railroads and also more land than any other private individual in the world, kept a country store at Gravel Hill (now Blairstown) in New Jersey. In 1831, he employed two clerks. He had then been in business for himself eleven years. He had set up for himself before he was eighteen years old.

The following rules and regulations were prepared by him quite early in life for the guidance of his clerks:

1. The storehouse and the goods in the same—to be kept in the most perfect order. Nothing to be permitted to lie in a slovenly manner about the floor. Neither clothes, shoes, goods nor any other article.

2. No article of goods, clothing, or any other matter, to be made use of unnecessarily. But in the most prudent and respectable manner. This is a matter worthy to be observed and lived up to; as carelessness and negligence is the ruin of all business; and this particular, above all others, ought to be most strictly, and prudently observed; in order to make a merchant, or any good citizen. Unless this principle the most important of all is lived up to it is useless to undertake any business whatever with the idea of making a living. And any person who does not live up to this rule of conduct loses my confidence.

3. Every article of store goods to be kept in their place, in the most respectable, and neatest manner and order.

4. The books are to be kept posted up by the head clerk and every item examined by the first and second clerk, the charges and postage thereof; that in no case mistake can be found. Which, if so done, will give our business a character worthy of notice; and appreciated by our customers and ourselves.

5. I cannot allow my clerks to associate too much with loose and immoral characters; nor frequent the taverns. Neither do I wish them to scuffle or wrestle with such, but pride themselves above this, as no good can result from it, but a great injury, it will bring on them such as slothfulness and lounging about the store. And those characters will take many privileges in my absence, which would give uneasiness.

6. I wish my clerks on the Sabbath to go regularly to church. This is a good principle. It sets a good example to others, if they should not be immediately benefited by it.

7. Never permit yourself to use seven brooms to sweep the house with, neither five blicleys to keep water in; and other like extravagances, in proportion. Those principles of extravagance are disgusting and would ruin any man in due time. Can you think it looks better, or why is it done?

8. The great principles of trade are these and must be observed by any person going into business or carrying on same: Be strictly attentive always to your business. Be punctual in all matters. Be careful and economizing in all things. Make the best of all things you have. Watch the situation of your accounts. Strictly attend to your collections; moderately pressing the debtor when he has funds that you know of. If dunned, in due form, you generally succeed. Always know the situation of your own affairs. Avoid riding or going to any place where you have no business. It is always better to attend to your business. If you contract debts look ahead and make calculations to pay them.

9. A decent, prudent, careful man will appear much better in a hemp suit, than a slovenly, careless fop in a silk suit.

10. Always consider that you are doing business for yourselves, when you do my business. If you live up to the rules laid down, I will make men of you and it will make men of yourselves. All that I can do for you would be of no

service, if you don't comply with my rules, and follow my advice. If you pursue the course I have laid down, all will be safe, and I shall have the pleasure of keeping good natured; but if not all will be confusion, and I must eternally find fault.

Liked to Deal With an Expert.

"You are a pharmacist, are you?"
"I am."
"Been in the business a number of years?"
"I have."
"Registered?"
"Yes, sir."
"That is your diploma hanging over there?"
"It is."
"Well, you may give me a pound of borax."

Suspicious Approval.

He—Why don't you wear your new bonnet, my dear?
She—Oh, there's something wrong with it, and I can't find out what it is.
He—Then how do you know there is something wrong with it?
She—All the women in the neighborhood say it is just too lovely for anything.

Excessive Regard.

"Your greatest enemy is whisky," said the parson to an incorrigible member of his flock.
"But," said the wayward one, "you have always told us to love our enemies."
"Yes," answered the good man, "but not to swallow them."

He Felt Sure.

"Is this new play immoral?" asked the friend.
"No, sir," answered the theatrical manager.
"Are you sure?"
"Absolutely. The demand for tickets has been the smallest of any week since the house was opened."

Rules by Which Clerks Can Achieve Success.

Be certain that your employers are at their posts before you get there in the morning, and see that they are there when you leave in the evening. They need watching.

If you do not feel well, stay at home; your work will be attended to by your fellow employees. Your employers are rich and won't mind your absence.

After lunch, stand near the entrance of the store and finish your cigar prior to entering. It affords a good example for the young, and no part of your cigar is wasted.

Be seen going into saloons at all hours. And the nearer the saloon is to the store the better.

In selling goods resort to lying when the interest of your employers requires it. They know that you would not juggle with the truth except in their interest.

If confined to your home by illness, don't telephone the office; your duties will take care of themselves.

Always openly or covertly belittle your fellow employees and fellow men; employers and employees will alike appreciate this trait in your character.

Change your employers about once a year. You may not accumulate money by such changes, but you will acquire a reputation for independence that in your own judgment is priceless.

If you have anything unfinished when the bell rings, drop it. Be prompt in going home. This is as important as being tardy in the morning.

Man's Obliter Dictum.

He: There are two periods in a man's life when he never understands a woman.

She: Indeed, and when are they?"

He: Before he is married and afterward.

Difficult to Diagnose.

Husband—What kind of people are our new neighbors?

Wife—I don't know. They hang their wash up in the attic.

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



KICKING SESSION.

Outcome of a Conference of Merchants and Consumers.
Written for the Tradesman.

There are in the world a good many wrong-headed men who are able to see only the difficulties and the unpleasant features of their own occupation. At the same time many of them have a keen eye for the desirable features of the business in which their friends are engaged.

I sat for a time in a country store one rainy day not long ago in company with a number of just such men. A jolly-faced drummer with a great paunch and red side-whiskers sat on the top of a cracker barrel and acted as master of ceremonies.

"This rain is a nice thing," observed the builder. "I've got the roof off two houses and men hired by the week putting new shingles on. The furniture in those houses must be floating out of the windows by this time and the plastering probably is about three inches deep on the carpets. Oh, it's a nice business I'm engaged in! I'd like to trade off all I know about building, and all my teams and tools for a forty-acre farm and a couple of cows."

There was a brief snicker, for it was well known to every one present that the builder was making money at his business. Then the farmer came to bat.

"I'd like to trade with you on those terms," he said. "Do you know what this rain is doing to me? It's flooding my meadow land and drowning out the corn. That's what it's doing to me. And I've got six sheep tied up to stakes in the meadow to keep them at home, and they'll be dead when I get back. Yes, you ought to have a farm! I don't see how you've got along without one as long as you have."

"If I had nothing to do all winter but sit around stores and go through the motions of feeding a couple of cows night and morning," said the dry goods man, "I don't think I'd kick on a few dead sheep or a little water in the corn-field; or, for that matter, at the loss of the time of a few men who can't work on the outside when it rains. You two men have got snaps. How would you like to invest every dollar you have on earth in delicate and easily damaged goods and stand around day after day and see women paw them over for hours at a time and then go away without spending a cent? Oh, I've got the daisy job! It just does me good to stand and smile and smirk at some freckled-faced servant girl for two hours at a time and make seven cents on the deal. I love to get in a nice line of dress goods in all the popular shades and have a bicycle bloomer craze strike the town! That gives me a chance to pack my stock in the garret and overdraw at the bank when my bills come due. I believe I'll go out West and become a savage."

"Next!" cried the drummer.

"You needn't go out West in order to become a savage," said the shoe man. "Just come and buy me out and you'll soon be ready to loaf around enveloped in an army blanket and a jag. Of all the gilt-edged occupations on earth the shoe business takes the cake! It requires a longer time for the average man or woman to select a pair of shoes than it does to raise a church debt. It's a common thing to lace and unlace a hundred pairs in order to get a stand-off for one pair. If I could start in life again I'd go into the hardware business."

"Oh, you would," said the hardware

man. "You would soon wish you were sitting on an upholstered stool lacing a pair of shoes for a pretty girl. I don't think you would like standing coal stoves and furnaces bottom end up so your customers could look for the machinery. I guess you'd get weary of uncoiling a thousand feet of log-chain to prove that some of the links weren't glued on."

"You fellows all think you have hard luck," said the druggist. "How would you like to work all the forenoon and make forty-seven sales and take in 62 cents? What's your idea about getting up at midnight and walking half a mile through the snow to sell 5 cents' worth of corn remedy to a man whose shoes are two sizes too small? It is about time you sold soda water to giggling schoolgirls if you think you are up against the only hard job there is in the world."

"I'd like to know," observed the drummer, "if there is a man in this blooming town who doesn't wish he was in some other business. If there is such a contented person he can have my job. I guess it will set him to breeding turkeys with straw hats in about a month. He'll wish he was back in his old business the first time he gets a merchant just on the verge of giving him a big order and then loses him because he is called away to sell a cent's worth of candy to some kid with a dirty face and a faculty of making bargains. He'll commit suicide about the first time he rides on a slow freight all night to get to a No. 1 customer who bought his stock of a rival house the day before. I should think so. And I ain't saying anything about coming in from a hard trip and getting a glare from the manager that would freeze liquid air because you got caught in a wreck and missed a couple of dates."

"What I like about my business," said the grocer, "is the ease and rapidity with which I accumulate accounts. I've got ledgers enough in my safe to keep a paper mill in active operation for a year. If any one will give me the original cost of the volumes he can have them. And another thing that makes life one glad, sweet song to me is the thought that I am doing good in the world. That man who just passed by came to me a few years ago as lean as a piece of horse steak. Now look at him. Fat as butter! I built up his system on porter house steak. He's a walking monument to my skill as a caterer. He owes me about \$200, but what of that? He never declared that my honey would poison a bee that got within a mile of it. He never reminded me that he had a pair of scales at home. Whenever you fellows want something that will enable you to keep on good terms with your conscience, you should start in the grocery business."

"If it is in order," said a deep voice from behind the broom barrel, "I would like to move that it is the sense of this meeting that the people who patronize merchants are a tough, unreasonable, non-paying gang and that they be abolished. It is a well-known fact that they exist solely for the purpose of annoying business men, and that they should be tied to the tail of an army mule and kicked to kingdom come."

There was silence for a moment and then the proprietor of the store in which we were sitting came out from behind his barricade of brooms.

"Oh, well," began the hardware man, "there's some customers—"

"Now and then I find a man," said the druggist, "who—"

"Of course, of course," said the proprietor, "but I never hear you mention the good kind. I thought that I had all the decent customers there were. I withdraw the motion."

"Yes," observed the drummer, "there's all kinds of people and I reckon that cranky merchants make cranky customers."

The rain was over and the merchants hastened away. I guess the unexpected outcome of their kicking session set them all to thinking.

Alfred B. Tozer.

Soaked Without the Use of Water.

"Mr. Doiley, won't you let me look at your watch a little while?"

"Certainly, Miss Flypp. Do you want to consult the time?"

"No," replied the girl, as she opened it and examined its case and works, "I was curious to see if water tarnished gold, or had any effect on the watch's delicate mechanism."

"Water? What do you mean?"

"Well, Mr. Hunker told me you were in the habit of soaking your watch. What is the object of such treatment, Mr. Doiley?"

Established 1780.

Walter Baker & Co. LTD.

Dorchester, Mass.
The Oldest and
Largest Manufacturers of

PURE, HIGH GRADE
COCOAS

AND
CHOCOLATES

on this Continent.

No Chemicals are used in their manufactures.

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

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

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

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

Walter Baker & Co. Ltd.

Dorchester, Mass.

Grand Rapids

Bark and

Lumber

Company

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

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

419-421 Michigan
Trust Building,
Grand Rapids.

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

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 Meat Market

Preparing Baby Mutton For Market.

A "ripe" lamb is one that is fat and will dress thirty-eight to forty pounds. It would probably be better if the lambs were kept from feed a few hours before killing, but we have never done so. We take them right off the feeder and if they weigh fifty-eight pounds their doom is sealed. However, we prefer to have them weigh sixty pounds or sixty-two pounds alive, and then we are sure of a dead weight of thirty-eight or forty pounds. We have sent several this year that only dressed thirty-one to thirty-four pounds, but have learned that the heavier weight brings the more money.

Tuesday afternoon is our time for dressing. If a lamb tips the beam at fifty-eight pounds he is hung by a cord being looped around the hind legs and thrown over a convenient hook. The left hand holds the nose of the lamb and one or two quick strokes of a sharp butcher-knife in the right brings the life blood ebbing and flowing. If the nose is held firmly and the spinal cord is not severed the lambs will often die without a struggle. If the spinal cord is severed at first there are struggles and contortions that are unpleasant to witness. The lamb hangs near the shearing machine, and as soon as it is dead we begin at the breast-bone and shear all the wool on the belly and between the hind legs to the tail. This is to keep soiled wool from touching the flesh when the skin is being removed. A sack with distended mouth hangs near, and as the wool is removed it is thrown in there and from the forty-five lambs marketed at this date there has been saved nearly five pounds of wool. This is no big item to be sure, but it will nearly pay for the muslin to wrap them, and we are told that it is saving the hoofs, horns and blood that makes our dressed beef kings rich.

Next with a wet cloth all the dirt is removed from the flanks of the lamb and the skin left clean and white. Cleanliness and neatness mean cash, and the thought to be kept in mind is that this stuff is being prepared for people who want the best and to whom money is no object. The lambs are now removed to hooks in front of the windows in another part of the building, and the assistant begins to look for another lamb.

To do the best work the knife must be very sharp and round-pointed. Beginning at the tail the skin is cut to the breast-bone and down the hind legs to the hocks. Remove the skin on the quarters and down in front and back to near the middle of the side at the flanks, being careful to leave the thin coat of lean meat on the lamb and not on the hide. The novice will find this difficult at first, but the sharp round-pointed knife held with the edge outward will soon make it easy. Now remove the entrails and take off the gall-bladder. Do not cut off the gullet, but pull it out, as it gives better drainage. Don't take out anything but the entrails or the commission man will make remarks that will not sound well in print. The first we dressed we took out livers, lungs and heart, and they sold for \$2 less per lamb on that account. Carefully remove the caul and hold it up in the air a few moments until it begins to set, and then spread it over the quarters and tuck it around in the flanks, bring it into the cavity and cut slits in it through which pull testicles and kidneys. The buyer

wants to see the kidneys, as they show at once the fatness of the lamb.

The frames can now be attached or left until the next morning. A sanitary ordinance requires the heads to be removed. The frames are of elm, one-half by two inches, but one-half by one inch is probably strong enough. The dimensions are three feet long, fourteen inches at one end, six inches at the other. The object of the frame is to keep the lambs in proper shape if they are roughly handled by the expressman, and they are likely to be. The short piece is one inch thick, and through it is driven a ten penny nail, which is forced into the neck of the lamb. The hocks are tied to the frame with strong twine. If the weather is very cold the skin had better be brought back to its original position at once and fastened by stitches about four inches apart. A darning needle and some wrapping thread are the necessities for this work.

Let the lambs hang in a cool place over night—the cooler the better, unless it is several degrees below zero. It is better not to remove the feet until morning, as there is no bleeding then. Wrap the lambs in new clean muslin, and with that same darning needle and wrapping thread sew them up. The muslin is cut forty-four inches long, and that gives a nice lap at the ends. Next wrap in burlap and sew up again, and sew a shipping tag on each one.—John B. Peelle in the Breeders' Gazette.

German Sausage Seasonings.

No. 13.

5 lbs. pepper.
9 ozs. pimento.
2½ ozs. cloves.
11½ lbs. salt.

No. 14.

3 lbs. black pepper.
3 ozs. saltpeter.
2 ozs. cayenne.
6¼ lbs. salt.

No. 15.

6 lbs. black pepper.
6 ozs. saltpeter.
3 ozs. cloves.
13 lbs. salt.

No. 16.

9 lbs. pepper.
1 lb. sage.
3 ozs. garlic.
20 lbs. salt.

No. 17.

2½ lbs pepper.
1 oz. cloves.

An English physician announces as the result of a series of experiments that every kind of food produces a distinct effect upon the character of the person who consumes it. He says that if a man were to eat nothing but beef for a few months the inevitable result would be that he would become abnormally energetic, courageous and perhaps foolhardy to the verge of insanity. If he were to continue this beef diet for some time longer he would become as untamable as a wild bull, and it would be dangerous for anyone to approach him. This would prove true even although he might naturally be a man of the mildest character. Pork as an exclusive diet is not rated any higher than beef. Much of the modern pessimism may, perhaps, be rightly ascribed to it, for we are told that it breeds melancholy and sadness, and that over-indulgence in it is likely to lead to suicide. Even the most refined persons become coarse and brutal under its influence, and the most inveterate gourmand will in time become disgusted with life and its pleasures. The English physician having had his say, we wish to arise to remark that, accepting his line of argument, he has evidently been indulging from the time of his infancy on monkey flesh and monkey steaks.

A man behind prison bars is in for a checkered career.

Don't Lose Your Temper

Your time or your dollars by endeavoring to keep palatable, during this hot weather, "old fashioned" butter. Advocate advanced ideas by substituting for it our inimitable quality of BUTTERINE, which is a perfect summer product. It never gets strong or rancid; will keep perfectly sweet and wholesome, qualities which should at once be appreciated and taken advantage of by every judicious dealer and consumer.

The Capital City Dairy Co., Columbus, Ohio,

Can serve you better than any other manufacturer in the United States, offering in the world-famous

PURITY,
SILVER LEAF,
BUCKEYE,
C. C. PRIDE

grades all that is superb, excellent and commendable in the art of BUTTERINE making.

=Eggs Wanted=

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

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

Hammond, Standish & Co., Detroit, Mich.

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

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

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, J. E. MOORE, Jackson; Grand Secretary, A. KENDALL, Hillsdale; 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.

Evidently Another Chain Letter Fake.

A well-known Grand Rapids traveling man recently received a so-called chain letter, dated April 9, as follows:

Two years ago in February, O. E. Hoffman, of Marion, Ind., a young and well-known traveling man, was stricken with paralysis, disabling him from earning a living. A traveling man not otherwise interested decided to start an endless chain letter in his behalf, the amount received from same to be presented to him as a token of esteem of the traveling men of the United States towards meeting medical expenses. Post N, of Indiana Division T. P. A., at a meeting held Sept. 23, 1899, unanimously endorsed the movement and further certified that Mr. Hoffman was a member of Post N in good standing at the time he was stricken. Please make two copies exactly like this. Number each one a number higher than this one and mail this letter with ten cents to T. P. A., care Selling & Co., Marion, Ind., who agree to hold the same in trust until the chain is broken. Mail copy made by you to two of your friends and ask them to do likewise. I address you as a friend and traveling man and believe you will comply with the request. If you can not, kindly return same to me, so that the chain will not be broken.

The matter happened to be brought to the attention of Col. J. N. Murray, who represents the National Metallic Bedstead Co., of Marion, Ind., who sent a letter of enquiry regarding Selling & Co., receiving the following reply:

Answering yours of April 12, will say that there is no such concern as Selling & Co., Marion. If the thing is left off the firm name the scheme will be self-explanatory.

In order to determine whether Mr. Hoffman was actually a member of Travelers' Protective Association, Geo. F. Owen recently addressed a letter of enquiry to Louis LaBeaume, Secretary of that organization at St. Louis, receiving the following reply:

Your letter of recent date received and replying to same will state that we have gone carefully through our records and we do not find any member in the Indiana division by the name of O. E. Hoffman or O. E. Noffman. Am inclined to think the matter is a fake.

The indications point to the fact that the man Hoffman is a myth and all who contributed to the fund are helping to foster a notorious fraud.

Gripsack Brigade.

Traverse City Eagle: Joseph Carscadden, traveling for Holmes & Wells, a cigar house of Flint, is quite seriously ill at the Whiting Hotel with fever. Mr. Carscadden was orderly sergeant of the Flint company in the Cuban campaign and the attack is a result of Cuban fever he there experienced.

Cheboygan Tribune: J. S. Thompson, proprietor of the New York Racket store, has accepted a position as traveling salesman for Jennings, Lacy & Co., East Saginaw, boot and shoe manufac-

turers. He has had assigned to him territory in the Upper Peninsula and expects to leave on his maiden trip soon.

Geo. H. Sexton, who is connected with the exploitation department of the Egg Baking Powder Co., of New York, was in the city Tuesday, accompanied by David H. Naylor, Jr., who has the management of the company's business in Ohio, Indiana and Michigan, with headquarters at Cleveland. They succeeded in placing the goods in the hands of the jobbers at this market and looked over the availability of several candidates for traveling representative, on which they will probably reach a conclusion before the end of the week.

An Unqualified Success in Every Respect.

The annual meeting of the Grand Council of Michigan, United Commercial Travelers, which was held in this city last Friday and Saturday, was an unqualified success in every respect. The entertainment features were adequate to the occasion, the attendance was all that could be desired and the weather the last day of the convention was perfect. Every guest present was warm in praise of the manner in which the affair was handled from start to finish and the local members of the order feel entirely satisfied with the result. The officers elected are as follows:

Grand Counselor—J. E. Moore, Jackson.

Grand Junior Counselor—H. A. Bartlett, Flint.

Past Grand Counselor—J. A. Murray, Secretary—A. Kendall, Hillsdale.

Grand Treasurer—W. S. Mest, Jackson.

Grand Conductor—Frank Scott, Bay City.

Grand Page—John C. Emery, Grand Rapids.

Grand Sentinel—H. E. Vasoldt, Saginaw.

Grand Executive Committee—F. Page, Jackson; F. W. Thompson, Hillsdale.

At a meeting of the general Committee on Arrangements held at the Military Club Sunday afternoon, a resolution was adopted extending the hearty thanks of the Grand Rapids Council to all who in any way contributed to the success of the occasion, especial mention being made of the following: To Mayor Perry, for his address of welcome; to the Board of Trade, for furnishing Newell's band for the parade; to the Common Council, for decorating the city hall; to the Board of Police and Fire Commissioners, for furnishing a platoon; to the Military Club, for furnishing our members tickets of admission for a period of two weeks; to the B. P. O. E., No. 48 for, tickets of admission to their beautiful lodge room; to the hotels, for reduced rates for our guests; to the Michigan Commercial Travelers' Mutual Accident Association, for the contribution of beautiful flowers; to the G. J. Johnson Cigar Co., B. J. Reynolds, Frank Anderson and Tandler & Torbe, for contributions of cigars; to Mrs. W. R. Compton and the ladies comprising the Ladies' Entertainment Committee, for the very satisfactory manner in which they discharged the difficult duties devolving upon them; to the other committees of the Council who assisted in making the occasion one of the most successful events of the kind ever held in the city; to the daily and weekly press of the city, for the very hearty manner in which they supported the work of the committees and the very generous reports they made of the proceedings.

AS HE OUGHT TO BE.

Pen Picture of the Ideal Commercial Traveler.

The commercial traveler should study, by his appearance and address, to put himself in the most favorable light as seen by his customers. Without being too familiar he should be ready to converse easily with all classes. He should be careful to preserve his self-esteem, and not to fall into the error of having a better opinion of others than they deserve.

The commercial traveler who values the good opinion of others must be conscientiously truthful. It is not necessary for him to communicate all he knows, but it would be inexcusable in him to speak contrary to his real convictions. Falsehood is a most shameful vice, whatever the motive for it, and he who practices it is a very contemptible person, whatever good qualities he may possess. Truth reveals itself sooner or later, and what a pitiable object is the exposed liar! Like all other vices, falsehood begins in a small way, but the road is easy to its finally becoming a habit. I would say to the commercial traveler with the greatest emphasis: Perform faithfully whatever you have promised to do, and take care never to enter upon obligations the fulfillment of which may be beyond the possibility of your reach. Having, for presumably good reasons, promised to confer favors or to give small presents to your customers, by all means act up to your promises. Remember, in this connection, that little causes often have great consequences. Be careful not to contradict yourself in your assertions. One naturally forms a poor opinion of the man who to-day condemns what he yesterday approved.

The commercial traveler must strictly forbear seeking after mean advantages or he will bring himself and his house into bad repute. It is an erroneous notion that he can profit by tricks. From the history of commerce in all times there can not be produced a single instance in which the practice of dishonest tricks did not bring retribution upon the wrong-doer. Honesty, with its consequence, the mutual trust of parties to the transaction of trade, is the basis of commerce. The wise and far-sighted business man does not aim to make a single, isolated sum as profit, be it ever so large and tempting. To obtain a permanent and steady living, and to increase his fortune, he endeavors to make his profits continuous. It is also true that if by previous honest dealings he has won the confidence of customers, his expectations will be realized. The retailer must buy in order to sell, and it is to his interest to maintain business relations with the representative of a mercantile house in whose uprightness and integrity he has good reason to place entire confidence.

The commercial traveler can not afford to disregard the obligation to express himself with precision, not forgetting at the same time to take into account, in his use of words, the degree of cultivation of those with whom he is dealing. In approaching a customer it is good to begin in a serious vein, but at a right time in the ensuing conversation, to vary his speech with sprightly, even merry remarks. I think the reader will agree with me that persons of a quiet temperament more easily acquire the art of expressing their ideas well and clearly than those of a lively disposition, the ideas of the latter class coming more quickly and requiring more

management, as a matter of course. Hence it is not uncommon to find the utterances of these favored ones somewhat confused in their character. Should your business bring you into contact with people who do not know their own mind, avoid the appearance of irritability; answer all questions put to you according to your best discretion, and meet objections, which may prove to be fickle, with dignity and composure. Strive to understand the real wishes of those with whom you deal, and if any way practicable, comply with their wishes.

Undue curiosity is a bad habit and to be eschewed. It is a fault which will make a man an object of contempt, certainly ridiculous, and often exposes him to severe snubbing. There are commercial travelers afflicted with this provoking weakness to such an extent, that they can not resist the temptation of peeping at every scrap of paper which they find in the offices they enter, probably in the hope of discovering something that might be of service to them in obtaining orders. If account books happen to be opened in their presence, orders for other firms compared or letters perused, they will take the opportunity to glance at them, thus prying into the secrets of those with whom they wish to transact business. Such conduct as this is contrary to the laws of good breeding, and, if discovered, is fatal to a man's chances of business. Never attempt to swell your stock of information by such means. Have the courtesy at least to wait for communications in which you may have no interest.

Not that it is unimportant for you to know your customers' affairs, so far as this is related to your employer's interests. There are ways not open to censure by which you can gather knowledge in regard to the resources of a customer. If by using them the commercial traveler has found out anything of importance, especially with regard to the customer's financial standing, he ought to consider it a sacred duty to keep the secret, and under no circumstances to reveal the same to competitors in trade for the purpose of winning their favors by it.

Nothing is more attractive than a happy, cheerful disposition, which may, perhaps, be regarded as the infallible sign of an amiable character. Nature alone can bestow this priceless gift, and the man who must study to be gay and jolly can not make nearly the good impression as he who is born with this endowment of perpetual cheerfulness. But it is desirable sometimes to affect cheerfulness, even when not in the best of humor. At such times the intelligent reader of human nature may not fail to notice hidden anxieties. He is, however, the right man to appreciate the effort to conceal them.

Sault Ste. Marie Democrat: A traveling man is minus a \$30 overcoat and two woodsmen in some unseen spot are fighting for it or have divided by this time the proceeds of "hanging it up." The traveling man was left by his train at Soo Junction Thursday and aboard the train he had left his glossy Melton overcoat. Just back of the seat he had occupied were two lumber jacks in a very jagged condition. When the train struck the Soo the brakeman woke up the two men, slammed one of them into the overcoat lying across the seat in front of them and threw them off the train. The drummer came to the Soo on the next train and made enquiries for his coat. He and the brakeman managed to put two and two together until they settled on the order of the garment's leave taking, but the coat is as yet coy and has refused to make its appearance.

Drugs--Chemicals

Michigan State Board of Pharmacy

Term expires
GEO. GUNDRUM, Ionia - Dec. 31, 1900
L. E. REYNOLDS, St. Joseph - Dec. 31, 1901
HENRY HELM, 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 HELM, 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. ERERRACH, Ann Arbor.
Secretary—CHAS. F. MANN, Detroit.
Treasurer—J. S. BENNETT, Lansing.

Opportunity for Effective Advertising in the Drug Business.

An advertising system is a part of every progressive business policy. What was a good plan of doing business ten years ago very likely is not a good plan to-day. Then the condition of the trade, the habits of the people, may not have made it necessary to advertise. In the year 1900 the druggist or other merchant who does not advertise judiciously will lose more or less trade. Every merchant must learn the wants of his customers and study how he can supply those wants. Then he must adopt a systematic policy for keeping all his possible customers advised of his special facilities for meeting their requirements. Advertising regularly in the papers which reach the customer has proven the aid to success in so many cases that it is now universally conceded the one advertising policy to be employed for those who want to conform to the ideas of their customers rather than satisfy their personal views about the best method for attracting public favor. That the public—those who do the buying—are attracted more by newspaper advertising than by other methods is the experience of the great majority who have conducted a profitable business.

In the drug store, with its abundant opportunity for effective advertising throughout each season of the year, a definite, progressive advertising policy should be adopted and carefully carried out. If this were done by even a fair percentage of the retail druggists of the country, there would very soon be an end to the subserviency of the country press to patent nostrum domination. The patent medicine patronage to the average paper is comparatively small and could readily be offset by that of the druggist, for judicious advertising would increase his ability to compete for the favor of the paper. The publisher of the country paper is a business man and naturally says what he can to help the business of those who patronize him. Let the local druggist adopt a policy of liberal advertising, and not only will he increase his net profits, but will also put an effectual stop to the publication of reflections on his business integrity, such as the "short jabs" with which an iniquitous nostrum interest is flooding newspaper offices of the country.

A good advertising policy will not stop with a determination to advertise continuously during the year, but will extend to the character of the advertisement, to the greatest care in its preparation, to bringing all articles the sale of which can be measurably increased through public announcements to the attention of the readers of the medium used, and to careful attention to the manner in which the advertising matter is handled by the papers patronized. Those men who acknowledge that adver-

tising has brought them the larger share of their success testify that advertising must be continued with as great regularity, with as much attention to details, and with as much supervision by the head of the house, as are given to the arrangement of the stock in the store. Advertising will not take care of itself. It is to-day a part of the capital of every merchant. The degree of attention, ability and good judgment which he displays in his advertising determines whether his advertising appropriation will prove in the course of a year an expense or a profitable investment.

Clipping the Hair Not Conductive to Growth.

The popular belief that clipping the hair makes it grow faster is, according to Dr. J. Pohl, not founded on fact. This observer has made accurate measurements of the rate of growth of many hairs under a variety of conditions and found that, if a portion of the head is shaved, the hair will grow for a month more slowly than the hairs of the unshaved portion. After the first month their rate of growth is about the same. He also found that the shaved hairs grew unevenly, and further study showed him that the hairs on the head, and elsewhere, are arranged in groups of two, three or four, the members of a group being closely related anatomically.

One of them outgrows the other for a time, and then its pace slackens while a younger one presses into first place, to be followed by a third, etc. In other words, each hair has a life history and its rate of growth varies at different times. It is most rapid during the middle period of its life. When old, a hair falls out and a young one grows up in its place. As the hairs in a hair-group grow old and fall out successively, baldness is avoided. The growth per month varies from one-half of an inch to an inch or more.—Popular Science News.

The Drug Market.

Opium—Has again declined under the information of reported large crops. Powdered has also declined.

Morphine—Is unchanged.

Quinine—Is firm at unchanged prices. The bark sale in London a week ago was at the same price as previous sale.

Acetanilid—The market is quiet and has declined 1c per lb.

Citric Acid—Is in a very firm position and manufacturers refuse to make contracts at present prices. An advance is looked for in the near future.

Alcohol—Has declined 1c per gallon, on account of the lower price for corn.

Essential Oils—Anise is steady at the reduced price noted last week. Clove has declined in sympathy with the spice. Lemon, bergamot and orange are very firm abroad and higher prices are looked for.

Gum Camphor—Has advanced 1c per lb. A further advance is looked for.

Buchu Leaves—Are in large supply and lower.

Linseed Oil—Is very firm and higher prices are looked for.

Vinegar Vapor After Chloroform.

Dr. J. Torrance Rugh states that the inhalation of vinegar for the relief of vomiting after chloroform was first proposed in 1829. Lewin gives the explanation of its action as follows: The chlorin that is set free from the chloroform is neutralized by the acetic acid; the chlorin acts as an irritant to the mucous membrane and induces vomiting.

Some Recent Dandruff Remedies.

Salicylic acid, 25 grs.
Glycerin, 1 dr.
Dilute alcohol, 2 ozs.
Oil wintergreen, 3 ms.
Oil rose, 1 m.
Oil neroli, 1 m.
Water, 4 ozs.

Mix the acid and oils with the alcohol and glycerin; add the water and filter.

Betanaphthol, 6 drs.
Glycerin, 2 ozs.
Oil wintergreen, ½ dr.
Oil rose, 10 ms.
Oil neroli, 10 ms.
Terpineol, 10 ms.
Oil orris, 5 ms.
Heliotropin, 1½ gr.
Tinct. quillaja, 30 ozs.

Wash the hair, dry it, apply the above lightly with a sponge, tie a cloth over the head and allow it to remain for one-half hour.

Precipitated sulphur, 30 grs.

Sand, 60 grs.

Glycerin, ½ oz.

Rose water, 1 pt.

Wash the sulphur to free it from any traces of acid; dry and triturate with the sand to divide as finely as possible; then add the water and glycerin. Shake frequently for a few days; then pour off the clear liquid as wanted for use, allowing the sediment to remain in the bottle and shaking the mixture after using.

Resorcin, 5 to 10 parts.

Castor oil, 45 parts.

Alcohol, 150 parts.

Balsam peru, 0.5 part.

Rub in daily with a piece of flannel.

Cologne water, 1 dr.

Sulphurous acid, 2 drs.

Glycerin, 1 oz.

Distilled water, 4 ozs.

Brush into the hair each day.

Caustic potassa, 8 grs.

Carbolic acid, 24 grs.

Lanolin, 4 drs.

Cocoon oil, 4 drs.

Rub into the scalp morning and evening.

Balsam Peru, ½ dr.

Betanaphthol, 1 dr.

Lanolin, 6 dr.

Benzoated lard, 2 dr.

Resorcin, 1 dr.

Alcohol, 7½ ozs.

Dissolve and add to

Castor oil, 2 drs.

Peruvian balsam, 30 grs.

Shake well, perfume and filter. To be used after washing the hair.

Resorcin, 90 grs.

Glycerin, 1 oz.

Alcohol, 1½ ozs.

Rose water, 3 ozs.

Distilled water, ad., 8 ozs.

Green Tooth Wash.

As a rule, tooth washes are colored red. The formula below was made up and colored green with chlorophyll and presents no objectionable features. Not that green washes are recommended, but a wash worthy to stand on its own color. A 30 per cent. alcohol was used, and much of the smarting was removed. This is also allayed to a great extent by the addition of glycerin.

Alcohol (30 per cent.), 4 ozs.

Glycerin, 4 drs.

Soap, 2 drs.

Ac. carbol, 1½ dps.

Thymol, 1½ grs.

Oil orange, 3 dps.

Oil cinnamon, 1 dp.

Oil wintergreen, 5 dps.

This wash should be made up in the usual manner, and colored a bright green with chlorophyll.

In general, all washes should stand at least a week before they are filtered and offered for sale, as they mellow on standing to a remarkable degree. Ordinary tincture of myrrh will mix with the last two washes to the extent of two drachms to four ounces, without precipitation.

The mouth is a sensitive organ, and will bear considerable medication along some lines, and almost none along others. As all washes are designed to remain in the mouth—i.e., not to be washed out—it is advisable to introduce

antiseptics to a considerable extent. This with soap for a detergent and alcohol as a stimulant offers a wide range to the inventor or person who desires to construct formulas for such preparations.

Prescription Bottles in Germany.

Some months ago it was determined by the Bundesrath to use containers of a different shape for medicines for internal and external use; round or square containers were prescribed for external medicaments and hexagonal vials or bottles for articles for internal use. It appears that the words for "internal use" were interpreted by one set of officials to mean only those medicaments which were taken into the stomach by way of the mouth and consequently trouble was made for those apothecaries who wisely concluded that it meant all remedies except those for application to the cuticle, including eye-waters, hypodermic injections, inhalants, etc. The matter was finally brought before the Bundesrath, which has decided that this was the proper interpretation of the "Verordnung." Notice has therefore recently been served on all apothecaries through the official press that henceforth all eye-waters, hypodermic injections, inhalants, etc., must be put up in hexagonal containers.

Adulterated Extract of Ergot.

According to Prof. Capellini, extract of elder is frequently used for adulterating the more costly extracts, particularly that of ergot. As much as 30 per cent. is found at times. This admixture does not materially affect the odor and taste of ergot nor is the characteristic reaction of liberating tri-methyl-amine by addition of alkalies interfered with, but when present to the extent of 10 per cent. it may be detected in the following manner: If 1 gm. of the pure extract be dissolved in 30 drops of sulphuric acid then 5 to 6 cc. of water added and the solution shaken with 10 cc. of oil of turpentine, then put aside a while and after shaking again passed through a filter moistened with oil of turpentine two layers will be formed, of which the upper is colorless and the lower of the color of Malaga wine. If sambucus is present the upper turpentine layer assumes a greenish-yellow color while the lower is of a lighter red.

How to Use Mustard Plasters.

Never place a cold mustard plaster on a patient. The shock is like a sudden plunge into cold water. Before you commence to mix the paste be sure you have all the necessary material at hand. First put a large plate where it can get warm, not too hot; then stir the mustard and flour thoroughly together before you add the water, which should be tepid; stir in enough water to make a paste about the consistency of French mustard; place your cloth (an old handkerchief is best) on the warm plate, spreading the paste in the middle of it, leaving a margin wide enough to lap over on all sides. Do not remove paste from the plate until ready to apply. Place a folded towel between paste and patient's clothing.

A Hopeful View.

He (despondently)—Our marriage will have to be postponed. I have lost my situation, and haven't any income at all.

She (hopefully)—That doesn't matter now, my dear. We won't need any. I've learned how to trim my own hats.

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			Conium Mac.			Scilla Co.		
Aceticum, \$	60¢	8	Copaiba	1 15¢	1 25	Tolutan	50	50
Benzolium, German.	70¢	75	Cubebae	90¢	1 00	Prunus virg.	50	50
Boric	45¢	16	Excelsior	1 00¢	1 10	Tinctures		
Carbolicum	35¢	40	Eriogon	1 00¢	1 10	Aconitum Napellis R	60	60
Citricum	45¢	48	Gaultheria	2 00¢	2 10	Aconitum Napellis F	50	50
Hydrochlor.	30¢	5	Geranium, ounce	60¢	75	Aloe	60	60
Nitrosum	80¢	10	Gossypii, Sem. gal.	50¢	60	Aloe and Myrrh.	60	60
Oxalicum	12¢	14	Hedera	1 70¢	1 75	Arnica	60	60
Phosphoricum, dil.	65¢	70	Juniper	1 50¢	2 00	Atropine	60	60
Salicylicum	13¢	15	Lavendula	90¢	2 00	Atropine Belladonna	60	60
Sulphuricum	90¢	1 00	Limonis	1 35¢	1 45	Aurant Cortex	60	60
Tannicum	38¢	40	Mentha Piper	1 50¢	2 00	Benzoin	60	60
Tartaricum	12¢	14	Mentha Verid.	1 20¢	1 25	Benzoin Co.	60	60
Ammonia			Myrica	4 00¢	4 50	Barosma	60	60
Aqua, 16 deg.	4¢	6	Olive	75¢	3 00	Cantharides	75	75
Aqua, 20 deg.	6¢	8	Picea Liquida	10¢	12	Capsicum	60	60
Carbonas	13¢	15	Picea Liquida, gal.	1 00¢	1 08	Cassia Acutifol	60	60
Chloridum	12¢	14	Ricina	1 00¢	1 08	Cassia Acutifol Co.	60	60
Aniline			Rosmarini	6 50¢	8 50	Castor	60	60
Black	2 00¢	2 25	Rosa, ounce	50¢	60	Catechu	60	60
Brown	80¢	1 00	Succini	90¢	1 00	Cinchona	60	60
Red	45¢	50	Santal	2 75¢	3 00	Cinchona Co.	60	60
Yellow	2 50¢	3 00	Sassafras	50¢	55	Columba	60	60
Bacae			Sinapis, ess., ounce	60¢	65	Cubebae	60	60
Cubebae, po. 15	12¢	14	Tigil	1 50¢	1 60	Cassia Acutifol	60	60
Juniperus	6¢	8	Thyme	40¢	50	Ergot	60	60
Xanthoxylum	75¢	80	Thyme, opt.	1 60¢	1 70	Digitalis	60	60
Balsamum			Theobromas	15¢	20	Ferri Chloridum	35	35
Copaiba	50¢	55	Potassium			Gentian	60	60
Peru	40¢	45	Bi-Carb.	15¢	18	Gentian Co.	60	60
Terabin, Canada	40¢	45	Bichromate	13¢	15	Gulaca	60	60
Tolutan	40¢	45	Bromide	52¢	57	Gulaca ammon.	60	60
Cortex			Carb.	12¢	15	Hyoscyamus	60	60
Abies, Canadian	18¢	20	Chlorate, po. 17-19	16¢	18	Iodine	60	60
Cassia	12¢	15	Cyanide	35¢	40	Iodine, colorless	60	60
Cinchona Flava	18¢	20	Iodide	2 65¢	2 75	Kino	60	60
Eunymus atropurp.	30¢	35	Potassa, Bitart, pure	28¢	30	Lobelia	60	60
Myrica Cerifera, po.	20¢	25	Potassa, Bitart, com.	7¢	10	Myrrh	60	60
Prunus Virgin.	12¢	15	Potass Nitras, opt.	6¢	8	Nux Vomica	60	60
Quillaia, gr'd	12¢	15	Potass Nitras	23¢	26	Opi.	60	60
Sassafras	15¢	18	Prussiate	15¢	18	Opi. comphorated	60	60
Ulmus, po. 15, gr'd	15¢	18	Sulphate po. 15	15¢	18	Opi. deodorized	60	60
Extractum			Radix			Quassia	60	60
Glycyrrhiza Glabra	24¢	25	Aconitum	20¢	25	Rhatany	60	60
Glycyrrhiza, po.	28¢	30	Althae	22¢	25	Rhel	60	60
Hamatox, 15 lb. box	11¢	12	Anchusa	10¢	12	Sanguinaria	60	60
Hamatox, 18	13¢	14	Arum po.	20¢	25	Serpentaria	60	60
Hamatox, 1/4s	14¢	15	Calamus	20¢	25	Stromonium	60	60
Hamatox, 1/4s	16¢	17	Gentiana, po. 15	12¢	15	Tolutan	60	60
Ferru			Glycyrrhiza, pv. 15	16¢	18	Valerian	60	60
Carbonate Precip.	15¢	18	Hydrastis Canaden.	6¢	75	Veratrum Veride.	60	60
Citrate and Quina	2 25¢	2 50	Hydrastis Can., po.	12¢	15	Zingiber	20	20
Citrate Soluble	70¢	75	Hellebore, Alba, po.	15¢	20	Miscellaneous		
Ferrocyanidum Sol.	15¢	18	Inula, po.	15¢	20	Aether, Spts. Nit. F	30¢	35
Solut. Chloride	2¢	2	Ipecac, po.	4 25¢	4 35	Aether, Spts. Nit. F	24¢	3
Sulphate, com'l, by	80¢	85	Iris plox, po. 35-38	35¢	40	Alumen, gro'd, po. 7	30¢	4
Sulphate, pure	7¢	8	Jalapa, pr.	25¢	30	Alumen, gro'd, po. 7	40¢	5
Flora			Maranta, 1/4s	22¢	25	Antimoni, po.	40¢	5
Arnica	14¢	16	Podophyllum, po.	75¢	1 00	Antimoni et Potass T	40¢	5
Anthemis	22¢	25	Rhel	75¢	1 00	Antipyrin	40¢	5
Matricaria	30¢	35	Rhel, cut.	75¢	1 00	Argenti Nitras, oz.	10¢	12
Folia			Rhel, pv.	35¢	38	Arsenicum	10¢	12
Barosma	25¢	30	Spigelia	35¢	38	Balm Gilead Buds	38¢	40
Cassia Acutifol, Tin-	20¢	25	Sanguinaria, po. 15	40¢	45	Bismuth S. N.	1 50¢	1 60
nevelly	25¢	30	Serpentaria	60¢	65	Calcium Chlor., 1s.	6¢	9
Cassia, Acutifol, Alx.	12¢	15	Senega	60¢	65	Calcium Chlor., 1/4s.	6¢	9
Salvia officinalis, 1/4s	8¢	10	Smilax, officinalis H.	10¢	12	Calcium Chlor., 1/4s.	6¢	9
and 1/4s	8¢	10	Smilax, M.	10¢	12	Cantharides, Rus. po.	6¢	9
Uva Ursi	8¢	10	Scilla	10¢	12	Capsici Fructus, af.	6¢	9
Gummi			Synplocarpus, Fosti-	15¢	20	Capsici Fructus, po.	6¢	9
Acacia, 1st picked	45¢	50	us, po.	15¢	20	Capsici Fructus, po.	6¢	9
Acacia, 2d picked	45¢	50	Valeriana, Eng. po. 30	15¢	20	Caryophyllus, po. 15	12¢	14
Acacia, 3d picked	45¢	50	Valeriana, German.	15¢	20	Carmin, No. 40	3 00¢	3 00
Acacia, sifted sorts.	45¢	50	Zingiber a	25¢	27	Cera Alba	50¢	55
Acacia, po.	12¢	14	Zingiber j	25¢	27	Cera Flava	40¢	42
Aloe, Cape, po. 15	12¢	14	Semen			Coccus	40¢	42
Aloe, Socotri, po. 40	12¢	14	Anisum, po. 15	12¢	15	Cassia Fructus	40¢	42
Ammoniac	55¢	60	Apium (graveleons).	13¢	15	Centaria	40¢	42
Assafetida, po. 30	50¢	55	Bird, Is.	4¢	6	Cetaceum	40¢	42
Benzoinum	50¢	55	Cardi, po. 18	11¢	12	Chloroform	55¢	60
Catechu, 1s	60¢	65	Cardamon	1 25¢	1 75	Chloroform, squibbs	1 10¢	1 10
Catechu, 1/4s	60¢	65	Coriandrum	8¢	10	Chloral Hyd Crst.	1 65¢	1 90
Catechu, 1/4s	60¢	65	Cannabis Sativa	4¢	5	Chondrus	20¢	25
Camphore	60¢	65	Cydonium	75¢	1 00	Cinchonidine, P. & W	38¢	48
Euphorbium, po. 35	60¢	65	Chenopodium	10¢	12	Cinchonidine, Germ.	38¢	48
Galbanum	1 00¢	1 10	Dipterix Odorata	1 00¢	1 10	Cocaine	5 30¢	5 50
Gamboge, po.	65¢	70	Feniculum	40¢	45	Corks, list, dis. pr. et.	70¢	70
Gualacum, po. 25	65¢	70	Foenugreek, po.	70¢	75	Creosotum	75¢	80
Kino, po. \$1.25	60¢	65	Lini, gr'd	3 4¢	4 5¢	Creta, prep.	90¢	11
Mastic	60¢	65	Lini, gr'd, bbl. 3/4	40¢	45	Creta, Rubra	90¢	11
Myrrh, po. 45	60¢	65	Lobelia	35¢	40	Crocus	15¢	18
Opi, po. 4.50@4.80	3 30¢	3 40	Pharlaris Canarian.	4¢	5	Cudbear	24¢	24
Shellac	25¢	28	Rapa	4 1/2¢	5	Cupri Sulph.	6 1/2¢	8
Shellac, bleached	40¢	45	Sinapis Alba	9¢	10	Dextrine	70¢	75
Tragacanth	50¢	55	Sinapis Nigra	11¢	12	Ether Sulph.	75¢	80
Herba			Spiritus			Emery, po.	6¢	8
Absinthium, oz. pkg	25¢	28	Frumentum, W. D. Co.	2 00¢	2 50	Ergate, po. 90	85¢	90
Eupatorium, oz. pkg	25¢	28	Frumentum, D. F. R.	2 00¢	2 25	Flake White	12¢	15
Lobelia, oz. pkg	25¢	28	Frumentum	1 25¢	1 50	Galla	23¢	23
Majorum, oz. pkg	25¢	28	Juniperis Co. O. T.	1 65¢	2 00	Gambler	80¢	9
Mentha Pip. oz. pkg	25¢	28	Juniperis Co.	1 75¢	2 10	Gelatin, Cooper	60¢	60
Mentha Vir. oz. pkg	25¢	28	Saacharum N. E.	1 90¢	2 10	Gelatin, French	35¢	40
Rue, oz. pkg	25¢	28	Spl. Vini Gall.	1 75¢	2 10	Glassware, flint, box	75¢	80
Tanacetum V oz. pkg	25¢	28	Vini Alba	1 25¢	2 00	Less than box	11¢	13
Thymus, V, oz. pkg	25¢	28	Sponges			Glue, brown	11¢	13
Magnesia			Florida sheeps' wool	2 50¢	2 75	Glue, white	15¢	25
Calcined, Pat.	55¢	60	carriage	2 50¢	2 75	Glycerina	17¢	28
Carbonate, Pat.	18¢	20	Nassau sheeps' wool	2 50¢	2 75	Glycyrina	25¢	25
Carbonate, K. & M.	18¢	20	carriage	2 50¢	2 75	Humulus	25¢	25
Carbonate, Jennings	18¢	20	Velvet extra sheeps'	2 50¢	2 75	Hydrarg Chlor Mite	95¢	95
Oleum			wool, carriage	2 50¢	2 75	Hydrarg Chlor Cor.	95¢	95
Absinthium	6 50¢	6 75	wool, carriage	2 50¢	2 75	Hydrarg Ox Rub'm.	1 05¢	1 05
Amygdale, Dulc.	30¢	35	wool, carriage	2 50¢	2 75	Hydrarg Ammoniat	1 17¢	1 17
Amygdale, Amara	8 00¢	8 25	wool, carriage	2 50¢	2 75	Hydrarg Unguentum	50¢	60
Anisi	1 80¢	1 85	wool, carriage	2 50¢	2 75	Hydrargum	60¢	65
Aurant Cortex	2 25¢	2 30	wool, carriage	2 50¢	2 75	Indigo	75¢	1 00
Bergamul	2 40¢	2 45	wool, carriage	2 50¢	2 75	Iodine, Resubi.	3 90¢	4 00
Calypuul	75¢	80	wool, carriage	2 50¢	2 75	Iodoform	40¢	40
Caryophylli	75¢	80	wool, carriage	2 50¢	2 75	Lupulin	40¢	40
Cedar	35¢	40	wool, carriage	2 50¢	2 75	Lycopodium	70¢	75
Cinapadi	2 75¢	3 00	wool, carriage	2 50¢	2 75	Macer	65¢	75
Cinnamonul	1 10¢	1 20	wool, carriage	2 50¢	2 75	Liquor Arsen et Hy-	25¢	25
Citronella	35¢	40	wool, carriage	2 50¢	2 75	drarg Iod.	10¢	12
Syrups			wool, carriage	2 50¢	2 75	Liquor Potass Arsnit	2¢	3
Acacia	50¢	55	wool, carriage	2 50¢	2 75	Magnesia, Sulph.	14¢	14
Aurant Cortex	50¢	55	wool, carriage	2 50¢	2 75	Manna, S. F.	50¢	60
Bergamul	50¢	55	wool, carriage	2 50¢	2 75			
Calypuul	50¢	55	wool, carriage	2 50¢	2 75			
Caryophylli	50¢	55	wool, carriage	2 50¢	2 75			
Cedar	50¢	55	wool, carriage	2 50¢	2 75			
Cinapadi	50¢	55	wool, carriage	2 50¢	2 75			
Cinnamonul	50¢	55	wool, carriage	2 50¢	2 75			
Citronella	50¢	55	wool, carriage	2 50¢	2 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	
doz. gross	
Aurora.....	55
Castor Oil.....	60
Diamond.....	50
Frazier's.....	75
IXL Golden, tin boxes	75



Mica, tin boxes.....	75
Paragon.....	55

BAKING POWDER	
doz. gross	
Acme.....	45
1 lb. cans 3 doz.....	75
1 lb. cans 1 doz.....	10
Bulk.....	10
Arctic.....	85
6 oz. Eng. Tumblers.....	85
El Purity.....	75
1 lb. cans per doz.....	120
1 lb. cans per doz.....	200

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

JAXON	
1 lb. cans, 4 doz. case.....	45
1 lb. cans, 4 doz. case.....	85
1 lb. cans, 2 doz. case.....	160

ROYAL	
10c size.....	86
1 lb. cans 130.....	
6 oz. cans 180.....	
1 lb. cans 240.....	
1 lb. cans 360.....	
1 lb. cans 465.....	
3 lb. cans 1275.....	
5 lb. cans 2100.....	

Queen Flake	
3 oz., 6 doz. case.....	270
9 oz., 4 doz. case.....	320
9 oz., 4 doz. case.....	480
1 lb., 2 doz. case.....	400
5 lb., 1 doz. case.....	900

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

BLUING	
Small 3 doz.....	40
Large, 2 doz.....	75
Arctic, 4 oz. per gross.....	400
Arctic, 8 oz. per gross.....	600
Arctic, pints, per gross.....	900

CONDENSED PEARL BLUING	
Small 3 doz.....	40
Large, 2 doz.....	75
Arctic, 4 oz. per gross.....	400
Arctic, 8 oz. per gross.....	600
Arctic, pints, per gross.....	900

BROOMS	
No. 1 Carpet.....	300
No. 2 Carpet.....	275
No. 3 Carpet.....	250
No. 4 Carpet.....	205
Farlor Gem.....	275
Common Whisk.....	95
Fancy Whisk.....	125
Warehouse.....	375

CANDLES	
Electric Light, 88.....	12
Electric Light, 168.....	12 1/2
Paraffine, 6s.....	11 3/4
Paraffine, 12s.....	12 1/2
Wicking.....	20

CANNED GOODS	
3 lb. Standards.....	80
Gallons, standards.....	200

Beans	
Baked.....	75@130
Red Kidney.....	75@
String.....	85
Wax.....	85

Blackberries	
Standards.....	75

Blueberries	
Standards.....	85

Clams	
Little Neck, 1 lb.....	110

Cherries	
Red Standards.....	85
White.....	115
Corn	
Fair.....	75
Good.....	85
Fancy.....	95

Hominy	
Standard.....	85
Star, 1 lb.....	185
Star, 1 lb.....	310
Picnic Tails.....	225

Mackerel	
Mustard, 1 lb.....	175
Mustard, 2 lb.....	280
Soused, 1 lb.....	175
Soused, 2 lb.....	280
Tomato, 1 lb.....	175
Tomato, 2 lb.....	280

Mushrooms	
Hotels.....	18@20
Buttons.....	22@25
Oysters	
Cove, 1 lb.....	95
Cove, 2 lb.....	170

Peaches	
Yellow.....	165@185

Pears	
Standard.....	85
Fancy.....	80

Peas	
Marrowfat.....	100
Early June.....	100
Early June Sifted.....	160

Pineapple	
Grated.....	125@275
Sliced.....	135@225

Pumpkin	
Fair.....	65
Good.....	85
Fancy.....	85

Raspberries	
Standard.....	90

Salmon	
Red Alaska.....	135
Pink Alaska.....	95

Shrimps	
Standard.....	150

Sardines	
Domestic, 1/2s.....	@4
Domestic, 1/4s.....	@8
French.....	8@22

Strawberries	
Standard.....	85
Fancy.....	125

Succotash	
Fair.....	90
Good.....	100
Fancy.....	120

Tomatoes	
Fair.....	80
Good.....	90
Fancy.....	115
Gallons.....	235

CATSUP	
Columbia, pints.....	200
Columbia, 1/2 pints.....	125

CHEESE	
Acme.....	@10
Amboy.....	@10
Carson City.....	@10
Emblem.....	@9 1/2
Gem.....	@10 1/2
Gold Medal.....	@9 1/2
Ideal.....	@9 1/2
Jersey.....	@10
Riverside.....	@10
Brick.....	@12
Edam.....	@90
Leiden.....	@17
Limburger.....	@13
Pineapple.....	50 @75
Sap Sago.....	@18

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

CHOCOLATE	
Walter Baker & Co.'s.....	25
German Sweet.....	35
Premium.....	35
Breakfast Cocoa.....	46
Runkel Bros.....	21
Vienna Sweet.....	28
Vanilla.....	31
Premium.....	31

H. O. Willbur & Sons.	
Capital Sweet.....	21
Nelson's Premium.....	22
Sweet Clover, 1/4s.....	25
Sweet Clover, 1/2s.....	27
Premium Baking.....	33
Double Vanilla.....	40
Triple Vanilla.....	50

COCOA	
Webb.....	30
Cleveland.....	42
Eppe.....	42
Van Houten, 1/2s.....	42
Van Houten, 1/4s.....	40
Van Houten, 1s.....	72
Colonial, 1/4s.....	35
Colonial, 1/2s.....	33
Huyler.....	45
Wilbur, 1/4s.....	41
Wilbur, 1/2s.....	42

CIGARS	
The Bradley Cigar Co.'s Brands.....	35 00
Advance.....	\$35 00
Bradley.....	35 00
Clear Havana Puffs.....	22 00
"W. H. B.".....	55 00
"W. B. B.".....	55 00
H. & P. Drug Co.'s brands.....	35 00
Fortune Teller.....	35 00
Our Manager.....	35 00
Quintette.....	35 00
G. J. Johnson Cigar Co.'s brand.....	35 00

S. C. W.	
Phelps, Brace & Co.'s Brands.....	55@80 00
Royal Tigers.....	35
Royal Tigerettes.....	35
Vincente Portuondo.....	35@70 00
Ruhe Bros. Co.....	25@70 00
Hilson Co.....	35@110 00
T. J. Dunn & Co.....	35@70 00
McCoy & Co.....	35@70 00
The Collins Cigar Co.....	10@35 00
Bernard Stahl Co.....	35@90 00
Banner Cigar Co.....	10@35 00
Seidenberg & Co.....	55@125 00
Fulton Cigar Co.....	10@35 00
A. B. Ballard & Co.....	35@175 00
E. M. Schwarz & Co.....	35@110 00
San Telmo.....	35@70 00
Havana Cigar Co.....	18@35 00
C. Costello & Co.....	35@70 00
La Florida Cigar Co.....	35@70 00
S. I. Davis & Co.....	35@185 00
Hene & Co.....	35@90 00
Benedict & Co.....	75@70 00
Hemmett Cigar Co.....	35@70 00
G. J. Johnson Cigar Co.....	35@70 00
Maurice Sanborn.....	50@175 00
Bock & Co.....	65@300 00
Manuel Garcia.....	80@375 00
Neuva Mundo.....	85@175 00
Henry Lay.....	85@550 00
La Carolina.....	90@200 00
Standard T. & C. Co.....	90@200 00
H. Van Tongeren's Brand.....	35 00

COFFEE	
Roasted.....	20
Special Combination.....	25
French Breakfast.....	25
Lenox.....	30
Vienna.....	35
Private Estate.....	38
Supreme.....	40
Less 33 1/2 per cent.....	
Rio.....	10
Fair.....	11
Good.....	13
Prime.....	13
Golden.....	14
Peaberry.....	15
Santos.....	14
Good.....	14
Prime.....	16
Peaberry.....	18
Maracaibo.....	15
Prime.....	15
Milled.....	17
Interior.....	26
Private Growth.....	30
Mandehling.....	35
Mocha.....	22
Arabian.....	28

PACKAGE COFFEE	
Below are given New York prices on package coffees, to which the wholesale dealer adds the local freight from New York to buyers shipping point, giving buyer credit on the invoice for the amount of freight he pays from the market in which he purchases his further sub-	
These prices are further sub-	
ject to manufacturer's regular rebate.	
Arbuckle.....	12 00
Jersey.....	12 00
McLaughlin's XXXX.....	42
McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.	
Valley City 1/4 gross.....	75
Felix 1/4 gross.....	15
Hummel's foil 1/4 gross.....	85
Hummel's tin 1/4 gross.....	143



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

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

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

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

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

California Fruits	
Apples.....	@15
Blackberries.....	@15
Nectarines.....	@10
Peaches.....	@11
Pears.....	7 1/2
Pitted Cherries.....	7 1/2
Prunelles.....	135
Raspberries.....	135

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
1/4 cent less in 50 lb. cases	

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

DRIED FRUITS—Foreign	
Leghorn.....	11
Coriscan.....	12

Currants	
Patras, cases.....	6 1/2
Cleaned, bulk.....	6 1/2
Cleaned, packages.....	7 1/2

Peel	
Citron American 19 lb. bx.....	13
Lemon American 10 lb. bx.....	10 1/2
Orange American 10 lb. bx.....	10 1/2

Raisins	
Sultana 1 Crown.....	1 75
Sultana 2 Crown.....	2 00
Sultana 3 Crown.....	2 25
Sultana 4 Crown.....	7 1/2
Sultana 5 Crown.....	8 1/2
Sultana 6 Crown.....	8 1/2
Sultana package.....	10 1/2

FARINACEOUS GOODS	
Dried Lima.....	6 1/2
Medial Hand Picked 2 1/2 @ 25	
Brown Holland.....	135

Cereals

SALT FISH

Georges cured.....	@ 5
Georges genuine.....	@ 5 1/2
Georges selected.....	@ 5 1/2
Grand Bank.....	@ 4 1/2
Strips or bricks.....	@ 9
Pollock.....	@ 3 1/2

Halibut.

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

Herring

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

Mackerel

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

Trout

No. 1 100 lbs.....	2 75
No. 1 40 lbs.....	3 20
No. 1 10 lbs.....	1 00
No. 1 8 lbs.....	84 73 37

Whitefish

No. 1 100 lbs.....	8 00
No. 1 40 lbs.....	3 60
No. 1 10 lbs.....	1 00
No. 1 8 lbs.....	84 73 37

SEEDS

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

SNUFF

Scotch, in bladders.....	37
Maccaboy, in jars.....	43
French Kappie, in jars.....	43

SOAP

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

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

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

Rub-No-More

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

SEARCH-LIGHT

100 6 Twin Bars.....	3 65
5 boxes.....	3 60
10 boxes.....	3 55
25 boxes.....	3 45
5 boxes or upward delivered free	

SILVER

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

Scouring

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

SODA

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

SPICES

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

Pure Ground in Bulk

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

STARCH



Kingsford's Corn

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

Kingsford's Silver Gloss

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

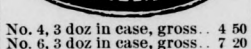
Common Corn

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

Common Gloss

1-lb. packages.....	4 1/2
3-lb. packages.....	4 1/2
6-lb. packages.....	4 1/2
40 and 50-lb. boxes.....	3 1/2
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 45
Cut Leaf.....	5 60
Crushed.....	5 60
Cubes.....	5 30
Powdered.....	5 30
Coarse Powdered.....	5 30
XXXX Powdered.....	5 35
Standard Granulated.....	5 20
Fine Granulated.....	5 20
Coarse Granulated.....	5 35
Extra Fine Granulated.....	5 30
Conf. Granulated.....	5 45
2 lb. cartons Fine Gran.....	5 30
2 lb. bags Fine Gran.....	5 30
5 lb. cartons Fine Gran.....	5 30
5 lb. bags Fine Gran.....	5 30
Mould A.....	5 45
Diamond A.....	5 45
Confectioner's A.....	5 00
No. 1, Columbia A.....	4 85
No. 2, Windsor A.....	4 85
No. 3, Ridgewood A.....	4 85
No. 4, Phoenix A.....	4 80
No. 5, Empire A.....	4 75
No. 6.....	4 70
No. 7.....	4 65
No. 8.....	4 60
No. 9.....	4 55
No. 10.....	4 50
No. 11.....	4 45
No. 12.....	4 45
No. 13.....	4 40
No. 14.....	4 40
No. 15.....	4 40
No. 16.....	4 40

SYRUPS

Barrels.....	20
Half bbls.....	22
1 doz. 1 gallon cans.....	3 20
1 doz. 1/2 gallon cans.....	1 95
2 doz. 1/2 gallon cans.....	95

Pure Cane

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

TABLE SAUCES

LEA & PERRINS' SAUCE

The Original and Genuine Worcestershire.

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

TOBACCO

Scotten Tobacco Co.'s Brands.....	34
Sweet Chunk plug.....	57
Cadillac fine cut.....	38
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

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.....	3 00
Willow Clothes, large.....	7 00
Willow Clothes, medium.....	6 50
Willow Clothes, small.....	5 50

Butter Plates

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

Clothes Pins

Boxes, gross boxes.....	65
-------------------------	----

Mop Sticks

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

Pails

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

Tubs

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

Wash Boards

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

Wood Bowls

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

YEAST CAKE

Yeast Foam, 1 1/2 doz.....	50
Yeast Foam, 3 doz.....	1 00
Yeast Foam, 6 doz.....	1 00
Magic Yeast, 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
Volunteer.....	6

Soda

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

Oyster

Faust.....	7
Farina.....	5 1/2
Extra Farina.....	6
Saltine Water.....	5 1/2

Sweet Goods-Boxes

Animals.....	10 1/2
Assorted Cake.....	10
Belle Rose.....	9
Bent's Water.....	15
Buttercups.....	13
Cinnamon Bar.....	9
Coffee Cake, Iced.....	10
Coffee Cake, Java.....	10
Cocunut Tally.....	10
Crackles.....	15 1/2
Creams, Iced.....	8 1/2
Cream Crisp.....	9
Crystal Creams.....	10
Cubans.....	11 1/2
Currant Fruit.....	11
Frosted Honey.....	12 1/2
Frosted Cream.....	9
Ginger Gems, lg. or sm.....	8
Ginger Snaps, XXX.....	10
Gladiolus.....	9
Grandma Cakes.....	8
Graham Crackers.....	10
Graham Wafers.....	10
Honey Fingers.....	12 1/2
Imperial.....	8
Jumbles, Honey.....	12 1/2
Lady Fingers.....	11 1/2
Lemon Wafers.....	14
Marshmallow.....	16
Marshall Walnuts.....	16
Mixed Plie.....	11 1/2
Milk Biscuit.....	7 1/2
Molasses Cake.....	8
Molasses Bar.....	12 1/2
Moss Jelly Bar.....	12 1/2
Newton.....	12
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.....	12 1/2
Sultanas.....	12 1/2
Tutti Fruit.....	16 1/2
Vanilla Wafers.....	14
Vienna Crimp.....	8

Grains and Feedstuffs

Wheat

Winter Wheat Flour

Local Brands

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

Subject to usual cash discount.

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

Ball-Barnhart-Putman's Brand

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

Worden Grocer Co.'s Brand

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

Spring Wheat Flour

Clark-Jewell-Wells 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 1/2s.....	3 95
Pillsbury's Best 2s.....	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

FREE SAMPLES.

Introducing New Patent Medicines and Health Food.

Written for the Tradesman.

"Health is the winning card in the world at the present time," said the druggist, sitting down on a keg of paint, the diminutive proportions of which brought his knees on a level with his nose.

"Health has always been the winning card," said the retired politician. "When I was sheriff of this county—"

"All a man has to do to get rich now," interrupted the druggist, "is to get up a patent medicine and push it or invent a health food and get it on the market."

"I rather like the way the health food folks are pushing their goods," said the painter, peering around the end of the counter to see if the senior proprietor had gone out. "I've been living on samples for the last three months. It's a cold day when some boy doesn't leave a package of Granola, Granose, Grape Nuts, Bromose, Maltose, Gluten, Grits or Nutose at my house."

"I haven't bought any coffee in a year," said the blacksmith, also with an eye on the senior proprietor. "There are more than a million kinds of grain coffee made right here and the way they scatter it about is a caution."

"Coffee," said the retired politician, "is a drink made from the roasted berry of the coffee-tree, by decoction. I'd like to know how that is passed about by the sample."

"At this stage of the game," replied the druggist, "coffee is any old thing that you can put milk and sugar in and drink. It is made out of bran, wheat, rye, corn, oats or anything else that happens to be lying around handy. The coffee-tree would have to work overtime in order to keep up with the market now."

"When I had the consumption last year," said the fisherman, "I didn't have to buy an ounce of medicine. I took all the samples of medicine that were left at my house and came out in the spring a three-time winner, slick as a colt and as gay as a soldier home on a furlough. When the supply at the house fell short, I went to the drug stores and asked for more samples."

"Most of the samples you got here," said the druggist, "were followed by a little water."

The fisherman retired in good order. "I went down to Battle Creek the other day," said the painter, "and had a dinner in the West End, up by the Sanitarium and the Sanitorium. There was a chicken on the table that was a corker in size and general appearance. I thought it tasted a little bit queer, but I was hungry and kept right on eating." "A superfluous remark," said the druggist.

"And when I came to a bone," continued the painter, "I bit right through it and found that it was good."

"I didn't know they had a cure there," said the retired politician.

"And that chicken," resumed the painter, with a scornful glance at the ex-sheriff, "was not a chicken."

"It might have been a sea serpent," said the blacksmith.

"No, sir," continued the painter, patiently, "it was a combination of grains and nuts. It looked like chicken, was roasted like chicken, and tasted like chicken, but it knew no more about the interior of an egg than the fisherman does about the interior of a church."

"The bones, I suppose," said the

blacksmith, "were made of nut-shells." "Not a bit of it," was the reply. "They were made of macaroni; yes, sir, of macaroni. I had ham sandwiches there made out of peanuts; and fried cakes—such as my mother used to make—boiled in nut grease; and roast beef made out of butternuts; and butter made out of Brazil nuts. The hog of commerce doesn't stand much show down there. Did you ever partake of roast pig made out of whole flour and hickory nuts?"

"I once ate maple sugar made out of beets," said the fisherman.

"And they're going to block your game, too," said the painter, with a pitying look at the fisherman. "They are making baked fish and salmon steak out of nuts. Catch their fish in the kitchen, see? without getting tipped into the water or breaking any bottles."

"That's just what I started to talk about," said the druggist. "The health food is now the whole thing, the only job-type heading on the page, as the printers say. Just make a man or woman believe you can bring back the golden days of youth and they will sell the parlor carpet or the bicycle to do business with you. It doesn't make a bit of difference whether you are selling health foods or patent medicine. They all go just the same. Every person on earth wants to live a thousand years and anything that will give him one day extra is a good thing for business men to handle. The grocers are up to their eyes in grain foods now and the nut products are coming right along. I don't know whether they fill the bill or not, but I know that they are good sellers. At least patent medicines are."

"Speaking about fish," said the big fisherman, "I know a place out at the lake where—"

"And so," interrupted the druggist, who had heard the story with which the party was then threatened once a day for five years, "I say that the stomach is the whole thing at the present time. Get up a stomach tablet or pill and push it or invent a health food that will make the fat man lean and the lean man fat and you have a fortune."

"It's funny looking stuff," said the blacksmith. "Makes me think of hay or shavings."

"It is not advertised as an intelligence quickener," said the druggist, "but if it will cause you to think, that is another point in its favor."

"A man out in South Africa," said the painter, "ordered a lot of flake Granose. When it reached him he pawed over the stuff and threw it all away. Then he wrote back that he had examined the shavings very carefully, but hadn't found any health food."

"He's like the man that went fishing one day and bet—"

But the druggist came to the rescue again and the party dispersed before the fisherman could get another chance. Alfred B. Tozer.

The Longest Sentence.

How many of my scholars can remember the longest sentence they ever read? Billy—Please, mum, I can.

Teacher—What! Is there only one? Well, William, you can tell the rest of the scholars the longest sentence you ever read.

Billy—Imprisonment for life.

Shouldn't Be So Particular.

Growell (in cheap restaurant)—Here, waiter, are these mutton or pork chops?

Waiter—Can't you tell by the taste?

Growell—No.

Waiter—Then what difference does it make which they are?

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. Gaskey, Chas. Stinchfield, Francis F. Palms, Wm. C. Yawkey, David C. Whitney, Dr. J. B. Book, Eugene Harbeck, Chas. F. Peltier, Richard F. Joy, Chas. C. Jenks.

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.

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.

Simple Account File

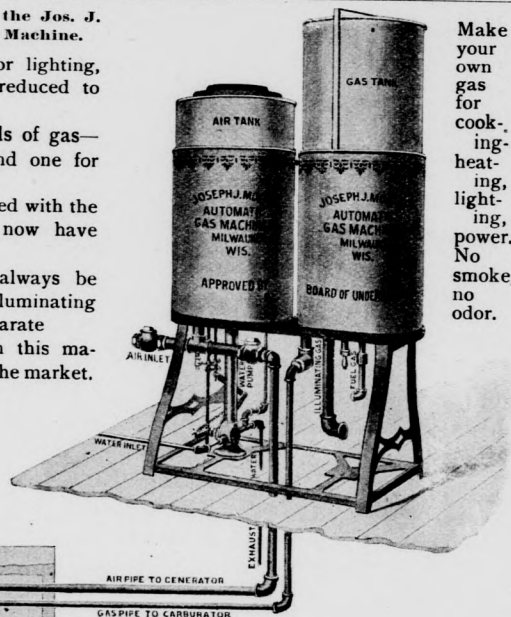
Simplest and
Most Economical
Method of Keeping
Petit Accounts

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

Tradesman Company,
Grand Rapids.

Points of Excellence of the Jos. J. Moehn Automatic Gas Machine.

1. The cost of gas for lighting, cooking and heating is reduced to a minimum.
2. It makes two kinds of gas—one for illuminating and one for cooking and heating.
3. It can be connected with the gas stove which you now have without any change.
4. The lights will always be uniform because the illuminating and heating gas are separate.
5. It costs less to run this machine than any other in the market.



Make your own gas for cooking, heating, lighting, power. No smoke, no odor.

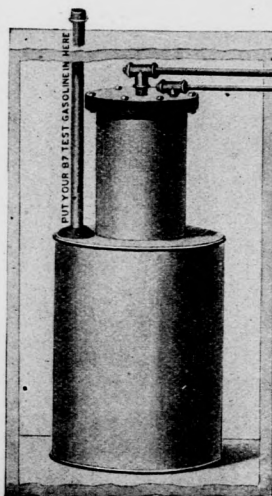
Read carefully; this appears but once.

The Jos. J. Moehn Gas Machine is especially adapted for use in lighting and heating stores, private and public buildings. It is a model of simplicity and strength; there are no complicated parts to get out of order; the mechanical action is so smooth and perfect that the machine will practically last a lifetime.

There are other Automatic Gas Machines in use, but all of them cost you more for repairs in a short time than you paid for the machine. If our machine ever gets worn out by its use—which may happen after a long time—you can fix it yourself; the expense will be small.

Write for circulars and prices with discounts to

The Jos. J. Moehn Automatic Gas Machine Co.,
1364 Fond du Lac Ave., Milwaukee, Wis.



How to Win Success as a Shoe Salesman.

To win success as a retail shoe salesman one should work with a determination and will to acquire all possible knowledge of the shoe business.

Some men seem by nature fitted for salesmen, but their minds never get so crowded with knowledge that there is not room for more.

Before being entrusted with so responsible a position as salesman a man should receive a thorough course of instruction from his employer or the head of the department.

A salesman should know how to deal with human nature, have perfect control of himself, and treat people as he would like to be treated himself.

He should know the stock of goods thoroughly, know where all the different styles and kinds are kept so he can find them promptly.

He should be familiar with the fitting of the different shaped lasts and know the kind of feet to which they are best adapted. He should also have a general knowledge of how leather is tanned, its wearing qualities, and what kinds are best adapted for footwear, that he may be able to talk intelligently when serving customers.

The most important thing for a salesman to know is how to deal with customers. The first thing he should do is to "size up" a customer and find out what he wants; and, if a man knows the stock and is a judge of fit he can tell what will suit almost at once.

In every stock of shoes there are some styles that do not sell as readily as others. It is expected of the salesman that he will dispose of these goods as soon as possible. However, he should not try to force them on a customer they do not suit, but sell something that pleases him and never sell him anything when in his own judgment he considers it is not right.

If the customer is persuaded by the salesman to buy something with which he is not entirely satisfied, the chances are he will go to another store for his next purchase. It is better to lose a sale than to lose future trade. A man will always patronize a store where he can get what he wants.

A salesman should not show too many styles of shoes, as this often puts the customer "all at sea." When he sees a shoe suits a customer he should not show him any more, but try to sell the shoe that pleases him.

If a salesman sees his customer is getting tired or nervous, he should turn him over to the head of the department or to another clerk at once. But, whatever he does he should give him his entire, undivided attention.

A salesman should keep his eyes open at all times, and watch for customers entering the store; he should speak to them pleasantly, and invite them to be seated, so they may know they have not entered the store unnoticed. This will always have a good effect.

A great many salesmen often become egotistical, because they have succeeded in disposing of many pairs of shoes to customers in a given time. This does not always prove them to be the most valuable clerks. The salesman who not only sells a pair of shoes to a customer, but also pleases that customer so far as to gain his confidence from the pains taken to fit him, is the most valuable. He has secured future trade. When he has done this he has accomplished what his employer has desired. He has advertised the business and secured customers for the future.

A salesman should never lose his temper; it is inexcusable. The sooner he learns to control his temper the better it will be for him. The disciplined salesman should not only have learned to conceal his emotions, but to feel none.

A salesman should always keep himself neat and tidy, but not overdo the thing in the way of dress. Clothes never make the man—in a shoe store.

A man's success is often handicapped by the company he keeps. He should be very careful in picking his associates and avoid all questionable society.

A salesman should carry out the instructions of his employer and work for his interest, which should also be the interest of the salesman.

The success of a salesman is sometimes due to the success of the employer. If the employer is not a successful man, he should look for another position at once, so that his own success will not be interfered with.

Good salesmen never need be idle. The saying that "all things come around to him who will but wait" is true enough, and applies to salesmen as well as other people. But "all things" seldom come to those who do not do their part.—Boots and Shoes Weekly.

Where Obedience to Orders Is Necessary

Employers may be divided into two general classes: Some men wish those working under them to assume responsibilities, be ready to meet emergencies and think for themselves. When they are looking about for someone to fill a vacancy, they seek a man who knows what the situation demands and can go ahead with meager directions. They rejoice to find one who, if a dilemma unlooked for arises, will make for himself a way out of the difficulty. The advancement of such an employee is certain with them.

But there are employers of a different stamp. Orders must be obeyed in any event, is their motto. They wish to feel that once having issued instructions, they can depend upon their being followed out. The employee who takes upon himself to vary his course because situations have apparently changed is useless in their eyes. They prefer to do the thinking, and to have the employees respond with ready service.

There is room in the business world for each kind of employer and each kind of service. As an illustration of a case where obedience to orders was considered of prime importance, we give the following story, which we clip from an exchange:

A young man with a decidedly seedy appearance entered the superintendent's office, and placing his hand familiarly upon the superintendent's shoulder accosted him thus:

"Boss, can you gimme a job?"
"What department?"
"Either brakins or firin'."

"Do you know the Book of Rules?"

"Some."

"Well, let me see how well you are posted. We will suppose you were firing a train that was running from Jersey City to Philadelphia; the engineer would get killed and you would take his place. You would find on his clip that the train had orders to take the side track for another train somewhere in the woods where there was no telegraph office. Now, suppose that train did not arrive there for, say, twelve hours, what would you do?"

"That would be the affair of the conductor, not mine."

"I will take your name, and if we have need of your services we will send for you. Good day."

The next applicant to enter seated himself back of the superintendent and waited for him to break the silence, which he did shortly.

"Well, sir, what can I do for you?"
"I would like to have a job, boss."
"In what department?"
"Train service."

"Are you familiar with the Book of Rules?"

"A little."

The superintendent then asked him the same question as the first.

The fellow scratched his head, then looking the superintendent square in the eye he replied: "Boss, if the orders looked good, and were positive, I would stay on that side track till hades froze over."

"Go down and report to Mr. —, the trainmaster, for duty."

He jests at scars who never shaved himself.



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.

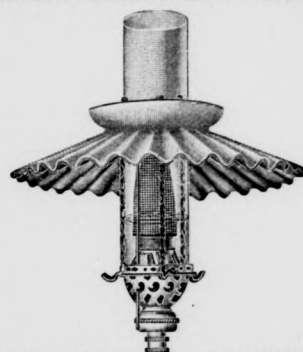
We work direct and can interest you.
Wire or write us for prices.

GRAND RAPIDS, MICH.
25 TOWER BLOCK.

TRADE CHECKS

Made of heavy, 6 ply tough card board. Six denominations, 1c, 5c, 10c, 25c, 50c and \$1.00. Each denomination on different color of board, 60c per 100 prepaid, 20 per cent. discount on 500 or over. Send for free samples. W. R. ADAMS & CO., Detroit, Mich.
30 West Congress St.

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 and Gasoline Mantles. Write for price sheet.

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

Fans For Warm Weather



Nothing is more appreciated on a hot day than a substantial fan. Especially is this true of country customers who come to town without providing themselves with this necessary adjunct to comfort. We have a large line of these goods in fancy shapes and unique designs, which we furnish printed and handled as follows:

100.....	\$ 3 00
200.....	4 50
300.....	5 75
400.....	7 00
500.....	8 00
1000.....	15 00

We can fill orders on five hours' notice, if necessary, but don't ask us to fill an order on such short notice if you can avoid it.

Tradesman Company

Grand Rapids, Michigan

RELOUZE SCALE & MFG CO.

CHICAGO CATALOGUE

MANUFACTURERS OF

HOUSEHOLD, COUNTER, MARKET, CANDY, POSTAL SCALES, SPRING BALANCES, ETC.

Scales

Reminiscences Recalled by a Bunch of Lilacs.

"There were lilacs and syringas and other old-fashioned blossoms."

I had just reached the end of the above sentence in the Tradesman's pleasing story by Miss Udell when my door was opened after a gentle tap and "a maiden fair to see" came in with a vase of old-fashioned lilacs. They are on my desk now. They are the fairest of their lovely race and the exquisite odor of their purple plumes is filling my workshop with fragrance. I drew in long breaths of the old-time sweetness and again took up my pen. It would not go on. The theme it had begun had already become stale and in place of the snow covered rockies which in front of my window had so far been my inspiration, I saw only a lilac sky upon which the mountains in the western background of Denver were pillowing their white heads. Then the mountains gave place to the purple and through a memory-made rent afar off, as we see things through an inverted spyglass, the old New England home appeared. The "other old-fashioned blossoms" had settled down upon the apple trees and in the center of bloom, bright with sunshine and humming with bees, was "the dearest spot on earth to me." There was the house, little and old, and there were the lilac bushes hiding every window except the one in the garret, with every bush purple as these flowers are in the vase before me. The walk, bordered with sea shells, led straight from the front gate to the front door and tall syringas not yet in flower were bidding their time at the gate which their green leaves hid. The door was flanked with milk pans on one side and on the other was the bench with the basin where the men washed their hands. Near by was the well, its sweep high in air, and along the front fence the leaves of the tall yellow lilies and the vigorous bouncing bets were contending their right of possession as obstinately as in the long ago.

The kitchen door is open but I will not go in. The farm has passed into other hands and "the stranger's foot is on the sill." Now and then a woman comes to the door, but the face I used to see there is older and the dark hair had here and there a thread of white. The hands that combed my hair and tied my tie were thin and brown, the eyes were hazel and the lips that kissed me when I started for school were sweeter to me than these are, though not so full and red. The boy I see in the spencer and the palmleaf straw running bare-footed through the gate and down the maple-shaded lane does not resemble much the man who is looking from these lilacs to those blooming yonder across the years and yet the two are one. I watch him as he climbs the wall and follows the path through the meadow towards the little red school house. I hear him answer the challenging chipmunk which barely misses the well-aimed stone. Here he stops to look into the ground-bird's nest, filled now with half-grown young. There he answers the call of Bob White on the topmost fence rail. The bluebird's flute and the robin's greeting are heartily returned and now I see him in the school room giving "teacher" the handful of lilacs pulled for her from the purple-plumed bushes of the farm yard.

I wonder if my water wheel and my triphammer are still at work down there in the brook where the big root of the chestnut made the biggest part of my dam. I wonder if the cowslips still

brighten the swale and if the buttercups are as thick as they used to be when I carried home solid handfuls of them to put on the mantel shelf. A week ago I could have gone to a spot out North where under a white pine hardly taller than I am now, I used to poke away the brown needles and pull into the light the largest clusters of rosy arbutus that I have ever seen. I wonder if some other boy has found that place and is keeping his secret as well as I kept mine. My snares were just over there in the woods and under that shad bush, a-bloom a month ago, I caught my first rabbit in my own box trap. I shall never be so proud again of my handiwork as I was of that. Just on the edge of the woods where the warm sun comes early and stays late you can find the biggest and the tenderest "checker" leaves to be found in all New England. The tall grass makes them tender and the tall pine stump shows where they are. A little later, over there on the hillside where the woods have been cut off you will find the sweetest strawberries, as big as the end of your thumb! I don't see why we don't have strawberries like that now. I used to like to go up there when—I couldn't do just what I wanted to at home and, looking into the valley, think how glad I should be some day when I followed that brown road over that distant rim of sky, with my trunk in the wagon behind me. I did not think then that I should ever care to see again the sawmill down there by the pond, or the cider mill on the road to the village, or the blacksmith's shop, or the store, or the school house—what puffs of perfume that sweet briar used to blow through the open windows!—or the old farm buried in orchard blossoms, or the church over there by the graveyard. Then nobody was buried there whom I knew. A little grave which my grandmother always went to see the first sunny day in May was alone in the lot and the grave was covered from stone to stone with moss pink. The rest was grass and lilacs. They are there now. The pink, a coverlet of bloom, has spread and under it I can say no more that nobody is buried there whom I knew, for there the household sleeps except me; and, from those purple lilac blossoms sacred to the dust they guard, I turn my eyes again to the same old-fashioned blossoms that deck my desk and thank God for the perfume and the petals and the purple which the years shall never change.

Richard Malcolm Strong.

An Obliging Grocer.

Mrs. Youngwife—I want five pounds of sugar, please.
Grocer—Yes, ma'am. Shall we send it for you?

Mrs. Youngwife—No, I'll take it with me if it isn't too heavy.

Grocer—I'll make it as light as possible for you, ma'am.

Possible Solution.

Mrs. Brown—I don't think Miss White will ever marry Mr. Jenks.

Mr. Brown—Why not?

Mrs. Brown—Oh! She quarrels with him so constantly.

Mr. Brown—Ah! perhaps they've been secretly married already.

Touching Consideration.

"That burglary was the most satisfactory affair I have ever heard of."

"What do you mean?"

"They went through my daughter's seven hundred wedding presents and carried off only the duplicates."

Don't make the mistake of weighing advertising by what it costs.

Hides, Pelts, Tallow and Wool.

The hide market is much lower in price with no accumulations; in fact dealers are sold ahead. Receipts of country stocks are light, although of good quality. The demand is good and the few hides on hand are held above buyers' views.

Pelts are not quotable and there are none being offered.

Tallow is lower and slow of sale with but fair demand.

Wool is much lower than previous anticipations. The market is fairly opened at 16c for fine unwashed and 21c for medium unwashed on cars. Serious objection is made by Eastern buyers to fleeces tied with sisal twine. Some buyers are offering a fraction above these prices but even up on sorting the grades. Some mills are buying at a fraction over or at 22c for medium and 18c for fine as to quality while Eastern buyers are not anxious takers at 16@21c. The clip is coming in in good condition generally and at some increase over 1899.

Wm. T. Hess.

Pharmacists' Errors.

George Kantor, proprietor of a New York drug store, has been sued for \$10,000 damages. It is alleged that he erred in putting ammonia water instead of cinnamon water into a prescription, and that a child was so badly injured thereby that there is doubt whether she will ever be wholly well again.

A druggist in Plainfield, N. J., gave a patron wood alcohol when whisky was ordered, and the man was seriously harmed. He was taken to a hospital, and since then his sight is said to be undergoing a gradual impairment.

Not many weeks ago it was reported that a Lansing druggist used stramonium instead of smartweed in filling a prescription, and that the man who drank a cupful of the decoction came near dying.

Impossible Conditions.

"The kind of a drummer we want is a convincing talker who has a large circle of friends."

"You'll not find him."

"Why not?"

"Convincing talkers never have a large circle of friends."

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—UP-TO-DATE, CLEAN DRUG stock in best town of 25,000 population in Michigan; good location; elegant soda fountain; no out prices; satisfactory reasons for selling. Address No. 364, care Michigan Tradesman. 364

FOR SALE—THE ONLY RETAIL LUMBER business in village of 800 population; trade well established; stock about \$1,500; yard can be rented. Other business takes owner's time. Address No. 359, care Michigan Tradesman. 359

OWING TO BUSINESS CHANGES A thoroughly competent and experienced office man will be open for an engagement about Aug. 1. Capable of taking full charge of an office, conducting correspondence, passing on credits or conducting finances. Could make change earlier if desired. No objection to leaving city. Best of references and bond if required. Address G. P. O. Box 418, Grand Rapids, Mich. 363

FOR SALE—A1 CLOTHING STOCK, MEN'S furnishings and men's and boys' shoes; located in large manufacturing town in Southern Michigan with fine surrounding country; 2,500 population; best location in city; will sell clothing and furnishing goods stock separate from shoes; cash only. Address M., care Michigan Tradesman. 362

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

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

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 Northern Michigan. Address John C. Fair, Cadillac, Mich. 355

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 \$12,000. Best of reasons for selling. Address No. 361, care Michigan Tradesman. 361

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

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

WANTED—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

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

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

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

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

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. 299

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—REGISTERED DRUG CLERK. Enquire Hazeltine & Perkins Drug Co. 365

WANTED—REGISTERED OR REGIS-tered assistant pharmacist. Address No. 360, care Michigan Tradesman. 360

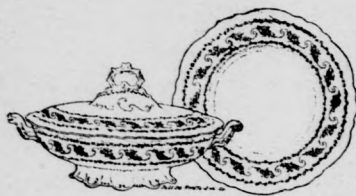
WANTED—POSITION AS BOOK-KEEPER or assistant by a young man of good reference. Address Box 116, Elkton, Mich. 356

WANTED—SITUATION AS BOOK-KEEP-er 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. Girsberger, Storekeeper Peninsular Club, Grand Rapids, Mich. 352

WANTED—SITUATION BY REGISTERED druggist. Address No. 274, care Michigan Tradesman. 274

Canton Blue Linnell Pattern Empire Porcelain

The Richest Dinnerware Pattern yet produced by Alfred Meakin, England.



The decoration is a beautiful garland of small rosebuds, underglaze in Flower Canton Blue color and is fully lined with gold which gives the set a rich effect. It is no doubt the best retail pattern on the market. Let us send you lithographs or samples.

Our Travelers

carry samples of a full line of English Decorated Dinnerware and among them many exclusive patterns, that will be money makers for you.

Don't fail to see them.

The Daudt Glass & Crockery Co.

236 Summit and 230, 232, 234, 235 and 236 Water St.
TOLEDO, OHIO

NO. 2 CANTON BLUE LINNELL ASSORTMENT.

6 doz. 5 in. plates.....	\$1 04	\$ 6 24
3 doz. 6 in. plates.....	1 27	3 81
12 doz. 7 in. plates.....	1 50	18 00
3 doz. 8 in. plates.....	1 73	5 19
2 doz. 7 in. plates, deep.....	1 50	3 00
10 doz. 4 in. fruits.....	69	6 90
6 doz. individual butters.....	46	2 76
20 sets handled teas.....	93	18 60
4 sets handled coffees.....	1 08	4 32
12 doz. 3 in. bakers.....	14	1 68
3 doz. 7 in. bakers.....	23	69
3 doz. 8 in. bakers.....	35	1 05
6 doz. 6 in. scollops.....	19	1 14
6 doz. 7 in. scollops.....	23	1 38
6 doz. 8 in. scollops.....	35	2 10
10 doz. 8 in. dishes.....	19	57
5 doz. 10 in. dishes.....	35	1 75
3 doz. 11 in. dishes.....	46	1 38
3 doz. 12 in. dishes.....	58	1 74
1 doz. 14 in. dishes.....	81	81
1 doz. 24s teapots.....	62	62
3 doz. 3/8 sugars.....	46	1 38
6 doz. 3/8 creams.....	22	1 32
3 doz. covered butters.....	69	2 07
3 doz. 7 in. covered dishes.....	81	2 43
3 doz. 8 in. covered dishes.....	93	2 79
6 doz. sauceboats.....	31	1 86
12 doz. oatmeals.....	10	1 20
12 doz. bonedishes.....	12	1 44
6 doz. pickles.....	23	1 38
6 doz. 3/8 bowls.....	16	96
6 doz. 3/8 bowls.....	13	78
12 doz. 3/8 oyster bowls.....	16	1 92
2 doz. 12s pitchers.....	46	92
2 doz. 24s pitchers.....	27	54
2 doz. 3/8 pitchers.....	23	46
2 doz. 3/8 pitchers.....	19	38
4 doz. 42s pitchers.....	19	76

Less 10 per cent. discount..... \$106 32
10 63

Crate and cartage..... \$ 95 69
2 50

\$ 98 19

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.

H. LEONARD & SONS



PALMER'S PERFECTION HAMMOCKS

A most beautiful line shown in our new catalogue No. 154. If you do not receive one within a week, write for it.

H. LEONARD & SONS, GRAND RAPIDS, MICH.



Illustration Is an Exact Copy in Size, Shape and Decoration.

Something for a Leader

Big Value in a
Handsome
German China
Coffee Cup
and Saucer

Large in size, superior in quality, decorated in large sprays of flowers and leaves in natural colors and gold lines on edge and handle. A fine trade winner to use either as a special or premium.

Price per Gross, \$15.

Case Lots of 50 Dozen \$13.50 per Gross.

Order now and boom your trade during the quiet summer months.

IMPORTERS

KINNEY & LEVAN

JOBBER

CLEVELAND, OHIO

CROCKERY, GLASS, LAMPS, HOUSE FURNISHING GOODS