

MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$1 PER YEAR

Volume XVII.

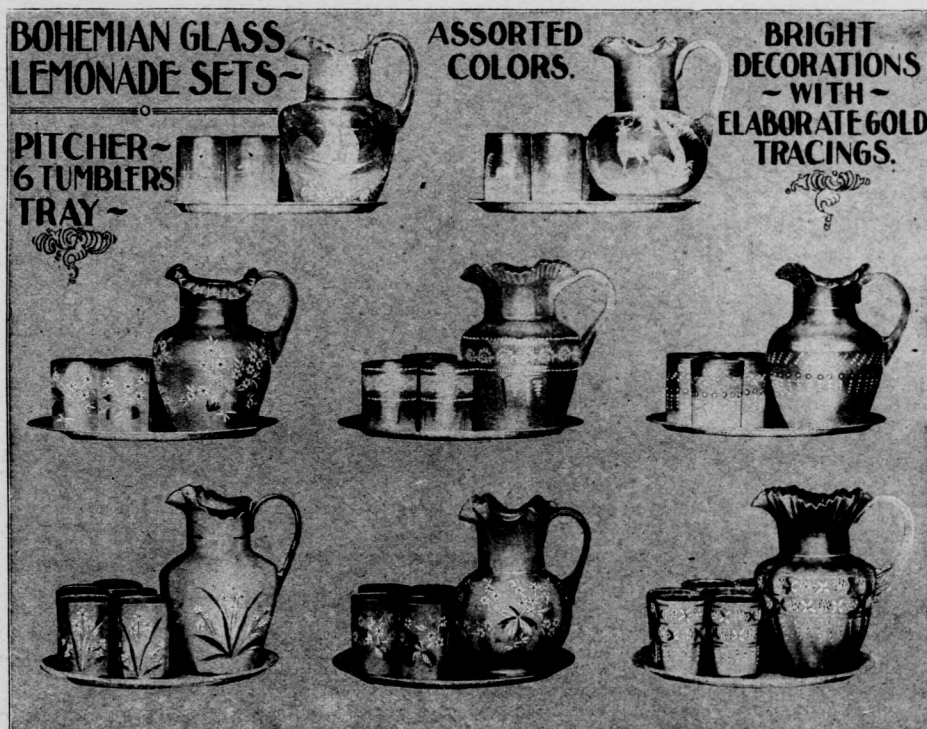
GRAND RAPIDS, WEDNESDAY, MAY 30, 1900.

Number 871

New Bright and Season- able Goods

In latest shapes
and choice decora-
tions.

Send us your or-
der now.



Assortment (354) Lemonade Sets

These Sets are
of the

Highest Grade Imported Glass

Compared with
cheaper grades of-
fered in the mar-
ket our price is
low.

8 Handsome Popular Priced Lemonade Sets \$10.58

No charge for package

We Sell to
Dealers Only

Burley & Torrell

42-44 Lake Street,
Chicago.

Discriminating Smokers

Everywhere choose



Royal Tiger 10c



Tigerettes 5c



for their many good qualities, their mild and soothing taste, their delicate and delicious aroma and, in fact, for the satisfaction they
always afford. If you have them in stock, push them and make your business grow.

A SMOKER'S SMOKE

Phelps, Brace & Co., Detroit, Michigan

F. E. BUSHMAN, Manager

Largest Cigar Dealers in the Middle West

"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 ex-
perienced men.
Call on or write
us.



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

WHY YOU SHOULD SELL EGG BAKING POWDER

1. Because it is better and more desirable than any of the old-process powders.
2. Because the Bitter or Baking Powder taste is absent in food prepared with it.
3. Because your customers will appreciate its purity and wholesomeness.
4. Because it pays you a good profit.
5. Because the retail selling price is uniform.
6. Because the manufacturers are advertising its merits extensively to consumers and you are entitled to a share of the retailer's trade and profit.

From a hygienic point of view the value of Egg Baking Powder cannot be over-estimated, because it is prepared from phosphates, the health-sustaining principles of wheat, and the leavening element of eggs, which increase the nutritive value of food while rendering it more easy of digestion.

All inquiries from Michigan, Ohio and Indiana, including requests for free samples, etc., should be addressed to

D. H. Naylor, Jr.,
Manager,

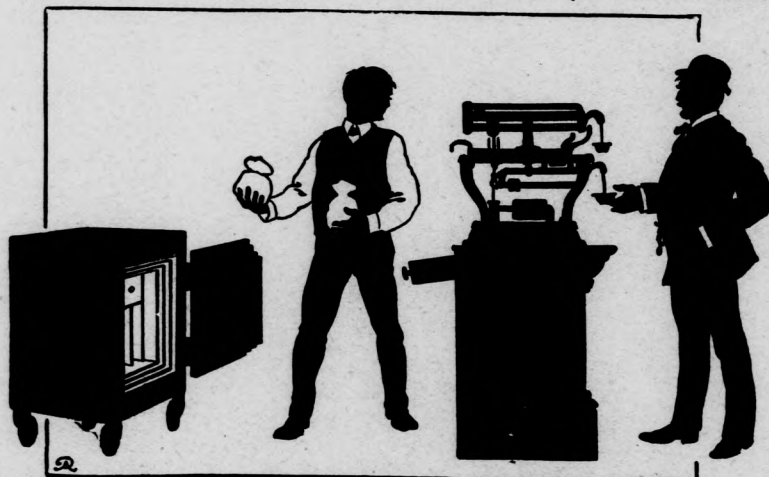
186 Seneca St., Cleveland, Ohio

Offices in Cleveland, Cincinnati, Columbus, Indianapolis and Detroit.

Home Office, New York City.

That Rich Feeling

Every one of us might have it if we could only save our money, but how in the world is a man going to save money if he gives it away; for if he loses his profits in business he loses all, doesn't he? Now, if you could only give it all in a lump sum to some hospital or other



eleemosynary institution some one might perchance in after years speak of such institution as your monument; but you lose all this by giving it away unconsciously and you'll never get the credit for it. The Money Weight System is a saving system.

Our scales are sold on easy monthly payments.

THE COMPUTING SCALE CO., Dayton, O.

MICHIGAN TRADESMAN

Volume XVII.

GRAND RAPIDS, WEDNESDAY, MAY 30, 1900.

Number 871

THE MERCANTILE AGENCY

Established 1841.

R. G. DUN & CO.

Widdicom 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 Advances
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 stately 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

IMPORTANT FEATURES.

Page.

2. Men of Mark.
3. Merchant Princes.
4. Around the State.
5. Grand Rapids Gossip.
6. British Poultry Markets.
7. Dog in the Manger.
8. Editorial.
9. Editorial.
10. Dry Goods.
11. Clothing.
12. Shoes and Leather.
14. Woman's World.
15. Crockery and Glassware Quotations.
16. Hardware.
17. Hardware Price Current.
18. Flowers in Dead Hands.
19. Plenty To Penury.
20. Butter and Eggs.
21. How to Tell Good Butter.
22. Produce.
23. Gotham Gossip.
24. The Meat Market.
25. Commercial Travelers.
26. Drugs and Chemicals.
27. Drug Price Current.
28. Grocery Price Current.
29. Grocery Price Current.
30. Getting the People.
31. Made His Head Soft.
32. Dishonesty Increasing.

AMERICAN FRUIT.

One of the hardest things to overcome is prejudice, and a custom that has received the sanction of the centuries is hard indeed to break. We find the fact especially illustrated in our endeavor to induce the Old World to accept what we have found good and in every way commendable in the way of food. Raleigh introduced tobacco into England, but facts are not wanting to show that the plant met with violent opposition. Our Indian corn, looked at askance for years, has not received early recognition as a better article of food than the favorite barley and rye. The potato, now a necessity everywhere, was obliged to win its place at the daily meal by saving Ireland from starvation; and so all along the line, tired as people become of eating the same things year after year, there is still a reluctance, if not an utter refusal, to adopt a new article of food.

More than once the press of the country has uttered its protest against the treatment that American dried apple has received at the hands of Germany. She declared it wormy. It was not so. She said it was unwholesome. There was not a word of truth in the statement. Prejudice is at the bottom of the opposition and until that is overcome the sale of dried apple will be moderate in Germany. It will be a surprise to most Americans, and especially to those who have not been in Europe, to be told that there is comparatively little fruit eaten in the old country. The English table does not often see it and the continent does not look upon it with much favor. For some reason fruit there is looked upon much as the tomato was looked upon in America some half century ago, as a berry pretty enough to look at, and to eat if one wanted to run the risk of being poisoned. At all events it is unwholesome and on that account not often to be indulged in.

To the American who considers fruit as a leading food product this idea is difficult to understand; and, so, to begin

with, he is determined that his benighted brethren of European civilization shall learn to give the apple, which he buys by the barrel, its proper place and make it, as it was intended to be, not an article of food to be shunned, but a daily necessity. Why, he was brought up on apples. His home was embowered by blossoming orchards and, from the first apple that ripened in early August until the last Roxbury russet or still longer enduring genetan, "three times a day and between meals," the omnipresent apple was and is in his ever eager hands and between his never sated teeth. Unwholesome! A long line of ancestry dying mostly in their ninth decade refutes the charge, an ancestry, be it remembered, whose diet included apples from their earliest recollection to their dying day.

Not long ago twenty five hundred barrels of American apples left New York to form part of the United States exhibit at the Paris Exposition. California is to send a carload of miscellaneous fruit once a week during the Exposition. The fruit will be taken across the country in refrigerator cars and in cold storage across the Atlantic. The purpose is to show the fruit and teach those prejudiced people how to make the most of it. Uncooked it can make its own way and fight its own battles and it remains to be seen if the American cook can not do much to make it acceptable to the European epicure. The European mind can understand what the grape is good for, but beyond that there is little in fruit to commend it. The peach, the pear, the plum, are so many devices of Nature to produce disorder in the human system, and the only reason why the American has not succumbed long ago to their attacks is because the wild life they have lived in the woods for so many generations has made them invulnerable!

If the fruit at the Exposition be rightly managed, the European prejudice against it will be largely overcome, resulting in a double benefit. Another article of wholesome food will be added to the daily menu of rich and poor and America will extend her market. The arrival of the fruit in excellent condition will be in itself a commendation and may lead to a branch of marine transportation which only the American-built ship can best accomplish.

Blissfield merchants are disheartened over the blight which has befallen the trade of that town in the form of a cut-rate grocery store, conducted by Love Bros., who are advertising all kinds of wild prices and demoralizing things generally. They obtain their groceries from Brown, Davis & Warner, of Jackson, and secure their flour from the Toledo Grain & Milling Co., of Toledo. They are selling flour at 15 cents per barrel above cost, package coffee at 11 cents, six pounds of crackers for a quarter and other things in proportion.

Half a loaf is better than no bread, all right; but there are young men growing up who want turkey all the time, and one continual loaf.

COMING OF THE JAPANESE.

Within a few days past the daily papers have had occasion to remark upon the sudden and large influx into his country of the lowers orders of Japanese. So far as can be ascertained, these people are not coming under contract, the currently accepted explanation being that troubles arising from the rapid growth of labor unions in Japan, and fear of conscription into the army in event of war, which now seems to be impending with Russia, are driving laborers out of that country.

At any rate, the fact remain that Japanese laborers, whose entrance into this country is not restricted by any law, are coming in in large numbers. It appears that these people are being extensively employed on the Western railroads, displacing white men, whom the Asiatics are able through their frugal habits to underwork in every department in which they are employed.

The influx of Japanese laborers is something new. For years previous to their coming, great numbers of foreign laborers from the south of Europe, such as Italians and Huns, have been imported to work on the railroads and in the coal and iron mines of the Northern States, displacing better classes of white labor. Twenty years ago, or more, those mines were worked principally by miners of Welsh and Irish descent, while railroad section laborers were largely of Irish descent, many of whom were not citizens of the country. Nevertheless, these men were, or became, permanent residents of the country, and their earnings were always expended or invested in ways which developed the country and its industries.

In late years the situation has changed, for Slavs, Huns and Italians have in large measure supplanted the old class of labor in the mines, and in some of the thickly settled parts of the country they have driven out the other laborers; but the Italians and Slavs are for the most part thrifty, and as soon as they can amass a little money they go into some sort of trade, and so there is no permanent reliable low-priced white labor. The Asiatics are beginning to supply the demand, and when it is known that they can readily secure employment at wages they never dreamed of at home, they will come in in constantly increasing numbers, and as soon as the gate shall be opened in peace and confidence, the Asiatics from the Philippines will begin to pour in to fill the demand for cheap labor.

The Japanese are an extremely temperate, frugal and thrifty people, and as soon as they can gather a little money they will quit the ordinary field of labor and try something better, making a corresponding vacancy in the departments for which the new-comers are fitted, so that, before the lapse of many years, enormous accessions to the population from Asia will not only be counted in the census, but will figure in the enormous competition of business.

The more laws there are the more business there will be for lawyers.

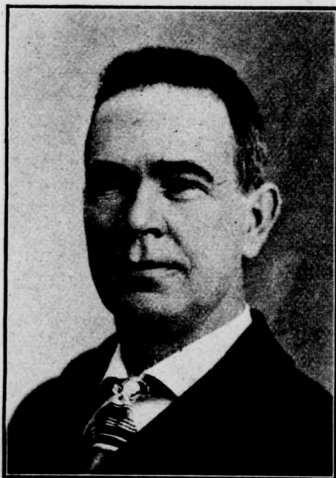
MEN OF MARK.

D. C. Oakes, the Coopersville Banker and Lumberman.

Dustin C. Oakes was born at Centerville, Mich., June 18, 1853. His father, who was captain of Company A, Eleventh Michigan Infantry, died after the battle of Murfreesboro from an attack of typhoid fever, and when he was 11 years of age he lost his mother, when he was taken care of by S. W. Cade, a farmer living one mile north of Sturgis, who was appointed his guardian. He worked on the Cade farm until he was 16 years of age, when he took up the scientific course at the Agricultural College, teaching school winters and attending college summers. On graduating from the institution, he took the principalship of the Muir school for a year. He then bought a farm south of Lyons, which he conducted for five years. On selling the farm he removed to Ionia, where he took the position of Deputy County Clerk, studying law in the meantime in the office of H. C. Sessions. Conceiving a liking for the banking business, he entered the banking house of Webber, Just & Co., at Muir, subsequently forming a copartnership with W. H. Churchill and S. W. Webber and engaging in the banking business at Shelby under the style of Churchill, Oakes & Co. This copartnership lasted eight years, when he sold his third interest in the firm to Mr. Churchill and purchased the fixtures and good will of D. O. Watson & Co., at Coopersville, where he opened his present bank Jan. 1, 1891. In addition to his banking business, he conducts a fire insurance agency and a conveyancing and real estate office. He was for several years Treasurer of the Coopersville Creamery Co., and now occupies the same position with the newly-organized Co-operative Creamery Co., of that place. He engaged in the telephone business about two years ago, assuming the management of the Mutual Telephone Co., which has constructed a line from Coopersville to Allendale and Grand

Haven. This company is out of debt and will shortly pay a dividend from the earnings, notwithstanding the predictions of the officers of the Bell company that the line would never pay expenses.

While living on his farm in Ionia county, Mr. Oakes served Lyons township two years in the capacity of Supervisor and a similar period as Superintendent of Schools. While living in Shelby he was elected village President and, since residing in Coopersville, he



has been a member of the Common Council. He is also a Justice of the Peace, all of which goes to show the esteem in which he is held by the people in the localities in which he has lived. Mr. Oakes is also identified in a financial way with the State Bank of Hammond, Louisiana, and is also a stockholder in the Grand Rapids Bark & Lumber Co., having recently been elected Vice-President of that corporation.

Mr. Oakes was married on Christmas day, 1876, to Miss Nora Kelley, of Lyons. Two children grace the family circle—Ruby, aged 18, and Archie,

aged 16, who was messenger to the Clerk of the House of Representatives during the last session of the Legislature. He attends the Methodist church and is a member of I. O. O. F. Lodge No. 376.

Mr. Oakes attributes his success to his faculty to keep pounding every day. His theory is that a man is better off to be busy and have cares than not to be busy and have cares, and the success of his banking business and the other lines of business to which he has given his best thought and advice plainly indicates the practicability of his theory. He is public spirited to a marked degree and has always cast the weight of his influence with every movement having for its object the moral and material improvement of the town with which he is identified.

Disappointed Over Her First Store Carpet.

The following letter, received recently by a carpet firm in a certain Michigan town, may be interesting as an illustration of human nature as it is seen in the retail trade:

Two weeks ago to-day at your store I most foolishly consented to take a carpet which was the choice of my mother and your salesman rather than my own.

When I got alone where I could think I knew I did not want that carpet, but the salesman had already cut one strip off. When I saw it on the floor I disliked it more and more and at that time came very near taking it back to you, telling you to sell it at some price, and that if I could not get money to buy another I would rather use my old rag carpet; but I finally drove in the tacks, hoping that when partially covered with furniture I could endure it better. Now it has been down a week, troubling me nights so I sleep only to dream of it, and as I go and look into the room every day, trying to like it, I can only turn away, sick and disappointed.

If I had or could get the money I would rather give the vile thing away and buy one that suited me than keep it, or even let you know how foolish I was to take it when I liked another better, just because others thought it prettier and just the thing.

If you should chance to know or find

a customer who likes this pattern as much as my mother and your salesman did and as much as I dislike it—some one who would be willing to buy it, all made as it is, at a low price—I would deliver it at your store and take one of the piece I liked, unmade.

If I expected ever to have another carpet I should not care so much; but I have wanted one all my life so far, and now to get one I dislike, and be compelled to look at it the rest of my days, is no trifling matter to me.

There is a touch of pathos in the appeal of this discontented woman. One who knows the serious importance which the parlor carpet possesses in the mind of the average farmer's wife can easily imagine the unenviable frame of mind in which this letter was written. It is not difficult to sympathize with a woman who has, perhaps, expended the hard earned savings of many years on a carpet and then finds in its possession only disappointment and disgust, but it is possible that the carpet is not really so bad as this woman believes it to be and that the trouble is merely one result of an unhappy, discontented disposition. If so, one's sympathies must go to the mother, who will probably never again offer her advice to any one on the purchase of a floor covering, and in this connection there is a lesson for many other women who can not allow a friend or relative to buy a carpet without interference from them. Many a good sale has been lost, and many a carpet salesman's hair has turned prematurely gray, through the suggestions and criticisms of these outsiders.

Extremes Meet.

The Blonde—I don't feel well this afternoon.

The Brunette—Maybe it is something you ate for luncheon.

"I think not. I only had some devilled crab and angel cake."

Some men simply put their money into any old kind of advertising and trust to luck for the rest. That's gambling. Others make a reasonable appropriation and then buy the kind of advertising best suited to their needs. That's business.

A Cripple Creek Gold Company

AT GRAND RAPIDS

Fully Paid and Non-Assessable Stock 15 Cents Per Share

Capitalized for 1,250,000 Shares—Par Value \$1.00.

Nearly half the limited number of shares offered are already sold! A business investment, not a mining scheme. A local company, managed in Grand Rapids. Property on Raven Hill, at the center of the rich gold district, surrounded by paying mines in operation. Approved by bankers, large mine owners and business men.

\$ 15 buys..... 100 shares	\$ 300 buys 2,000 shares
\$ 30 buys..... 200 shares	\$ 450 buys 3,000 shares
\$ 45 buys..... 300 shares	\$ 600 buys 4,000 shares
\$ 60 buys..... 400 shares	\$ 900 buys 6,000 shares
\$ 75 buys..... 500 shares	\$1200 buys 8,000 shares
\$150 buys.....1000 shares	\$1500 buys 10,000 shares

Stocks of many companies in that vicinity have advanced 100 per cent. to 1,000 per cent. in a short time.

Make checks payable to "Cyrus E. Perkins, Trustee."

Personally Examined and Approved by

Dudley E. Waters

W. O. Hughart, Jr.

Judge Cyrus E. Perkins

Col. E. Crofton Fox

Dr. W. A. Dorland

Alfred O. Crozier

And Mr. D. J. Duncan, their well-known mining expert.

The fourteen samples they took from the shafts on the property averaged \$279.70 per ton when assayed. One went \$3,460.00.

Cripple Creek district, about three miles square, has produced \$69,724,514 in eight years.

A great opportunity. Act promptly. Stock offered limited.

Prospectus Free on Application to the Stock and Bond Offices of

Alfred O. Crozier & Co.,

19-21 Fountain St.
(Ground Floor)

Grand Rapids

Citizens Phone
2008

MERCHANT PRINCES.

Recruited From the Ranks of Patient Plodders.

It is an inexorable law of nature that nothing can remain at a standstill. There must be a movement, either forward or backward, and if it is not forward it is always backward. This law is equally inexorable in business. A man must either go ahead or fall back. He can not remain at a standstill and certainly can not be successful unless he goes forward.

That is why the steady plodder in business is the successful one. The man who is exceedingly brilliant at the beginning and is so startling in his first accomplishments somehow gets the idea into his head that there is no real necessity of trying to learn any more; that he is so far ahead of competitors and companions that it is superfluous on his part to attempt making new or different moves, in fact he thinks that he already knows it all. He is the kind of a fellow who never ripens and who not only fails to do anything really extraordinary in actual life, but slides backward when he is congratulating himself on his wonderfully superior progression.

You know such fellows in business—everybody does; and you also know their peculiar and usual endings. They go flat some day, while the plodder, the man who didn't know very much to begin with and was looking for chances to learn, has made a success and keeps pushing ahead. You have worked behind the counter with the extraordinary young man, the one who was expected by his friends to become a brilliant merchant. Do you recall any of those men who have ever succeeded? Perhaps their failure was not due so much to their lack of receptive powers as to the idea in their heads that they didn't have to try to learn, it would all come to them without any effort on their part. They are the supercilious, patronizing fellows aptly termed "smart Alecks." They are the fellows who are born to greatness and never acquire more than that which was born with them. They seldom get very far in merchandising, but if, by chance, they do push on through any amount of promotion they ultimately make a flat failure somewhere, as a result of their overburdening knowledge.

Then there is the man who acquires smartness of the extraordinary kind. He is the fellow who was anxious to learn when he started in and was not then considered of the extraordinary kind by either himself or acquaintances. He acquired power by promotion and he can't stand prosperity. He may be the head of a firm, he may be a superintendent, he may be a floor-walker or chief clerk in an ordinary store. You are well acquainted with him wherever he may come into contact with you.

He is of the extraordinary kind now because he thinks that he is past learning. He feels self-assured and he knows a great deal more than those with whom he has to deal and he considers it a superfluous effort to try to keep ahead of the people around him. He elevates himself to the high condition of mind wherein he thinks he can do as he pleases with everything in his charge and really does not need to ask advice or seek information from anyone—power over others makes him powerless over himself.

Some of this kind of extraordinary men think that they are pursuing a different course than that above mentioned because they ask questions and talk over politics. The fact is they pay no attention to what they learn by such means—they simply go at it and do as they please, just as they would have done without such action.

A certain merchant who was fortunate in the selection of the town and the time in which to launch his new business declared that he would engraft in that business the best things that he found from experience, from contact with others and from the co-operation of employees. His resolution was most excellent, but he gradually failed in its execution, because he persisted in doing as he pleased after going through what he

called a system of finding out the best things to do. The fact was he made up his mind what to do before he began his investigations and never changed it. He failed to see his mistake and really thought that he was pursuing a great policy, for he did a great deal of talking about his superior and co-operative plans and his ways of always doing the best thing.

He asked his employees to submit their ideas and suggestions to him so that he might have an actual foundation of everyday experiences on which to make plans. This was a plan which met with hearty acceptance from the store people. They had many ways of doing business to suggest and many changes to be tried; but somehow those things were seldom acted on, not because they were all bad, but because the merchant had already made up his mind. The natural result was that the employees ceased their suggestions and soon began finding new places in houses where they felt that their efforts were counting. The merchant with such extraordinary ideas played a losing game and wondered why it was so.

The merchant who is willfully non-receptive and has fancied independence because of his supposed extraordinary knowledge is no worse than the one who thinks he is pursuing the right course and continues to do business in his own unswerving way.

The plodder behind the counter, the plodder at a place of responsibility and the plodder who directs a business is the man who makes the most of his opportunities. Extraordinary genius is not to be longed for by the young man who starts out with the expectation of succeeding, nor can he expect to acquire it from short experience. He must be always ready to learn and always ready to work for the success of the business that he is in by whatever strength of effort that may lie in his power.

The moment a man gets above actual work that moment he begins to slide backward and shrink in his proportions. It is work that counts, the work that is not selected because of its ease, but because of its bearing on the results which must be brought out.

Those who can not pick a sheet of paper from the floor but must send for a boy to do it instead, who sneak away and let someone else put up stock, who spend as much time straightening and smoothing their clothes as in attending customers, who have a particular aversion to a broom, who are too good to dust or who are averse to multitudinous duties which they are always shifting off on someone else and have a superior opinion of their own worth are among those extraordinary young men who shrink when the test of actual worth comes.

The idea of some wonderful superiority which possesses the soul of some business men does not prove a fact when superiority is needed in them; their extraordinary worth is gone when that worth is most needed.

The fellow who plods along and finds nothing beneath him or to which he should not lend his strength when it counts for the upbuilding and success of business is the winner every time; instead of shrinking in activity he expands with the absorption and assimilation of everything which he can turn to usefulness. He is the man who is in business to learn all he can and never thinks that he has learned or is capable of knowing it all.—St. Louis Drygoodsman.

Why the Cake Was a Failure.

Mrs. Newlywed—I was going to have some sponge cake as a surprise for you, dear, but I confess it was a failure.

Mr. Newlywed—What was the matter? Mrs. Newlywed—I don't know for sure, but I think the druggist sent me the wrong kind of sponges.

Worth Considering.

Saleslady—This glass dipper is so strong you can drive nails with it.

Purchase Agent—But why should I want to drive nails with a dipper?

Saleslady—Mebbe you wouldn't, but I expect your wife might.

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.

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.

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

Write us when in the market.

Kalamazoo Kase & Cabinet Co.,

Kalamazoo, 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

Around the State

Movements of Merchants.

Shepherd—Wolcott & Co. succeed Wolcott & Fouts in general trade.

Fairport—H. R. Skeels has sold his grocery stock to W. H. Vandeburg.

Adrian—Thos. Gafney has purchased the grocery stock of Wm. H. Gafney.

Bronson—Wm. Blass has sold his dry goods and grocery stock to Myron Clark.

Lawrence—Arthur A. Conklin has sold his general stock to F. W. Potter & Co.

Denmark—C. D. Ellison has purchased the general stock of Walter E. Maxwell.

Haslett—Chas. Foster has purchased the meat market belonging to Wm. J. Allshouse.

Olivet—B. W. Pinch & Co. continue the grocery and meat business of Morford & Evans.

Menominee—R. W. Chappell is now located in his new shoe store in the Crawford block.

Trenton—James H. Morey, dealer in groceries, flour and feed, has sold out to Bertha Uelsmann.

Temperance—Anstead & Steig succeed W. H. Anstead in the general merchandise business.

Vanderbilt—Donald M. Sly has purchased the hardware and harness stock of John A. Hixson.

Waldron—Wm. F. Barnes succeeds John T. Peters in the furniture and undertaking business.

Hamilton—H. J. Fisher, druggist at this place, has recently suffered the loss of his wife by death.

Montague—Wm. Kison has begun the erection of his store building, the dimensions being 20x42 feet.

Pittsford—Winslow & Searls, dealers in groceries and meats, have dissolved partnership, the latter succeeding.

Saginaw—G. A. Alderton & Co. have merged their wholesale grocery business into a corporation under the same style.

Newaygo—Wesley Pearson has leased a store building of the Cement Co. and will put a line of general merchandise therein.

Coloma—M. S. Carney has removed his drug stock into his new store building, thus affording him more commodious quarters.

Hopkins Station—Wm. H. Dendel is erecting a double brick store building and will occupy both sides with his drug and dry goods stock.

Paw Paw—W. J. Porter & Sons have begun operations at the new basket factory with a force of fifteen men. The output is 10,000 daily.

Luther—George and Ward Cutler have purchased the store building and grocery stock of the Gardiner estate and will continue the business.

Bangor—J. G. Oppenheim & Son, who have been engaged in general trade at this place for the past twenty years, have sold out to Levi DeHaven.

Bronson—R. D. & C. H. Powers is the style of the firm which continues the dry goods and grocery business formerly conducted by R. D. & F. Powers.

Gladstone—M. C. Lawler & Son have sold their stock of boots and shoes to Wm. McWilliams, formerly employed in the dry goods store of David Kratzstein.

Sault Ste. Marie—C. J. Brook has purchased the interest of Mr. Barrigan in the grocery and meat business and will continue the business in his own name.

Traverse City—J. A. Lemon has purchased the interest of Mr. Davis in the grocery stock of Lewis & Davis. The new firm will be known as Lewis & Lemon.

Caledonia—The Caledonia Creamery Co. has recently equipped its factory with machinery for manufacturing cheese and expects to begin operations by June 1.

Boyer City—A. Ross and O. Wile have opened their grocery store and bakery. The building has undergone an extensive overhauling and an addition has been made thereto.

Kalamazoo—Susanna (Mrs. Clarence A.) Baker and Diver & Baker have formed a copartnership and will continue the grocery business under the style of Baker, Diver & Baker.

Dowagiac—Frank Warren, Harry and Fred Dewey have formed a copartnership and opened a furniture store adjoining the Daylight dry goods store. Mr. Warren and Harry Dewey will continue in the employ of the Daylight House and Fred Dewey will assume the active management of the business.

Deerfield—A member of the firm of B. & V. B. Cannon, hardware dealers at this place, recently threw a match in a stove in the store to burn out accumulated papers. An explosion followed that blew out the front of the store and mixed up the stock generally. Twelve pounds of dynamite was in stock, but miraculously did not explode.

Kalamazoo—The three flouring mills of the Merrill Milling Co., one at Plainwell and two at Kalamazoo, were sold at auction May 29 by order of the board of directors of the company, which is to be dissolved. The Plainwell mill was sold to Grand Rapids parties for \$5,850; the Eagle mill in this city was bid in by the Merrill estate for \$10,000, and the other, known as the Merrill and McCourtie mill, was sold to Three Oaks parties for \$3,575.

Champion—The Champion Co-operative Society's new store will be ready for occupancy by the end of this week. The place is a model of neatness. The fixtures are the finest money can buy and when all are in position it will be hard to find a more attractive store anywhere. Most of the fixtures for the meat market have arrived, but part of the store outfit is still to come. Moving the stock will be started soon and it is expected that within ten days all branches of the Society's business will be conducted at the new stand.

Houghton—Negotiations are in progress for the purchase of a prominent street corner in Houghton, on which one of the well-known business men of the town contemplates the erection of a large department store, modeled on city lines throughout. The copper district now has three department stores which would be considered creditable affairs in any city of a hundred thousand or more, these being the mammoth establishments of Johnson Vivian, Jr., & Co., at Laurium, Vertin Bros., at Red Jacket, and Jacob Gartner, at Hancock. In addition to these are the big mercantile houses of Ryan, Ruppe, Hennes and others, which are really department stores.

Good Reason.

"What a happy dog you are! Don't you ever borrow trouble?"

"Nope! Can't afford to; the interest is too high."

Criticism, when made with kindly intent, is to be courted rather than avoided. It shows us our weak points, thereby giving us the means to strengthen them.

MODEL ORDINANCE.

Regulating the Operations of Fruit and Vegetable Peddlers.

The Tradesman herewith presents a model ordinance for the government of fruit and vegetable peddlers, adapted for the use of cities of any size:

Section 1. No person or persons shall engage in the business of hawking or pack or other peddling in the streets or other public places or from door to door, in the city of Grand Rapids, without having first obtained a license to do so from the Common Council or Mayor of said city: Provided, however, that the provisions of this ordinance shall not apply to bakers or to persons engaged in selling bread, biscuits, buns, crackers and cakes or other articles of food commonly made by bakers.

Sec. 2. It shall not be lawful for any person or persons to engage in the business of selling fruits, nuts, candies or any other article whatsoever from a stand, stall, cart, wagon, pack, basket, or in any manner on any of the public streets, parks, grounds, places or alleys in said city without first having obtained a license therefor from the Common Council or Mayor of said city.

Sec. 3. Any person desiring to exercise or engage in any calling aforesaid shall make application to the Common Council of said city for a license therefor. Such application shall state the goods or merchandise to be sold and the place and manner of selling and the time said applicant desires said license to run.

Sec. 4. Upon the granting of such license by said Common Council or Mayor, the applicant therefor shall pay into the treasury of said city the sum of \$25 per year in advance and shall also pay the Clerk of said city the further sum of one dollar for issuing and recording such license. Annual licenses only shall be issued.

Sec. 5. This ordinance shall not be so construed as to apply to any person or persons coming into the city with teams or otherwise with any produce for the public market or to any person selling vegetables or berries or other produce of their own farms or premises.

Sec. 6. Any person who shall exercise the vocation of a huckster or peddler by means of a wagon, cart or other vehicle, shall place in a conspicuous manner a bright metal plate, five inches long by three inches in width, on each side of said wagon or vehicle, such metal plate to have impressed thereon the number of license as issued and the year of issuing such license, the City Clerk to provide such metal plates without cost.

Sec. 7. All persons who are or who may be licensed by said Common Council or Mayor to sell their goods or merchandise from the wagon, cart, booth, stand or basket shall not occupy the street or sidewalk in such a manner as to interfere with or interrupt the travel on such street or sidewalk.

Sec. 8. No person or persons so licensed by the Mayor or Common Council of said city shall sell, expose for sale or offer for sale in any public market or at any place within the limits of the city of Grand Rapids any unsound, stale, rotten, fermented, nauseous or unwholesome vegetables, fruits, berries or other articles of food or provision by them sold under their license or any unwholesome bread, cake or pastry, or any bread, cake or pastry manufactured in whole or in part from any unwholesome flour or meal.

Sec. 9. It shall be the duty of the Health Officer of said city to inspect all vegetables, berries, fruits, cakes, bread or pastry as shall be brought to him for inspection or to which his attention shall have been called by any person or persons; and for the purpose of carrying out the provisions of this ordinance, the said Health Officer shall have the power, and it shall be his duty, to enter in and upon the premises of any person or persons and detain any and all fruits, vegetables, berries, bread, cakes or pastry and examine and see that the same are of good and wholesome quality.

Sec. 10. Each application for a

license under this ordinance shall be accompanied by a bond in the sum of \$50, signed by two sureties, who shall be approved by the City Clerk, said bond to remain in force during the term of the license and serve as a guaranty of good behavior on the part of the licensee.

Sec. 11. Any person or persons who shall violate any of the foregoing provisions and requirements of this ordinance, on conviction thereof, shall be punished by a fine of not less than five dollars nor more than one hundred dollars and costs of prosecution or by imprisonment at hard labor in the common jail of the county of Kent, or in any penitentiary, jail, workhouse, house of correction or almshouse of said city, in the discretion of the court or magistrate before whom the conviction may be had, for a period of not less than ten days nor more than ninety days; and in case such court or magistrate shall only impose a fine and costs, the offender may be sentenced to imprisonment at hard labor in the common jail in the county of Kent until the payment of such fine and costs for a period of not less than ten nor more than ninety days.

Hides, Pelts, Tallow and Wool.

Hides are not plentiful, the demand is not strong and the price is much lower, which, altogether, makes a depressed market with an uncertain ending. Prices on leather have declined. Shoe manufacturers are not anxious buyers, which forces tanners to be indifferent in the purchase of hides. Manipulators of the market are forced out, being unable to continue their former tactics. The market is therefore weak, waiting for some stimulus.

Pelts are an unknown article and are not quotable, on account of the lack of offerings.

Tallow is lower; in fact, it is back to the old price, where it shows no margin for a handler. The trade is dull and lifeless.

Wools have settled to a 16@21c basis, where they hold firm, with no anxiety to buy above this figure. Eastern buyers do not care to exceed this price and are not strong. The outlook abroad is not good. Large quantities were withdrawn from the sale and imports are large. The present supply in sight is extremely large, with an apparent shortage in the world's clip. The future looks good for higher prices, but all transactions are on the basis of today, with no speculative tendency.

Wm. T. Hess.

The Boys Behind the Counter.

Lowell—Wilder Wile has taken the clerkship left vacant by Will G. Murphy at J. E. Lee & Co.'s store.

Port Huron—D. J. McDougall, of Point Edward, a graduate from the Toronto School of Pharmacy, has taken a position in Bricker's drug store.

Houghton—Efforts are now making toward getting some system about the closing of the Houghton stores. The clerks are certainly entitled to a part of their time evenings and it is to be hoped that they may succeed in securing an agreement with the merchants to close at 8 o'clock.

Tekonsha—H. N. Parker succeeds Paul Goodhue as clerk for J. I. Main.

Benton Harbor—Harry Plummer and Wallace Palmer are now employed in the Fabry drug store.

Beware of the man who, in business or private life, constantly puts himself forward as an honest man. Such a man at heart is either not honest or he believes that an honest man is *rara avis*.

No man should pride himself on being honest. It is every man's duty to be honest.

Grand Rapids Gossip

The Produce Market.

Asparagus—30@35c per doz. bunches.

Bananas—Prices are firm and show a slight advance. The market is almost bare of stock, receipts during the week having been very light and unless the receipts for next week are more liberal, the probabilities are for a further advance. Receipts from May 10 to 16 were 67,000 bunches, against 106,000 bunches at the corresponding time last year.

Beets—40@50c per doz. bunches.

Butter—Factory creamery is stronger and firmer than a week ago, fancy stock commanding 19@20c. Dairy grades are coming in freely, fetching 13c for packing stock, 14c for choice and 15c for fancy. The receipts are heavy and the quality of the receipts has greatly improved during the past two weeks.

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

Cocoanuts—\$3.25 per sack of 100.

Cucumbers—40c per doz. for Southern and 50c 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. Receipts have dropped off considerably during the past week.

Green Peas—\$1 per bu. box.

Green Stuff—Grand Rapids forcing lettuce, 10@12c. Onions, 10c per doz. for evergreen and 13c for silverskin. Parsley, 30c per doz. Pieplant, 75c for 50 lb. box. Radishes, 10c per doz. for long and 8c for round. Spinach, 35c per bu.

Hay—Carlot prices, track Grand Rapids, are: No. 1 timothy, \$12.50; No. 2, \$11.50; clover mixed, \$11.50; rye straw, \$7.50; wheat and oat straw, \$5.50@6 per ton.

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

Lemons—Show an advance of from 50@75c per box. Some of the fruit which arrived last week was in very poor condition and it was feared would cause a decline in the market, but supplies were light and the fruit sold well at full prices. The arrivals of lemons so far this month are about 100,000 boxes less than for the same time last year. The lemon crop in Southern California is increasing. This is mostly due to the large number of trees that will come into bearing this year for the first time and to the increased yield of the older trees. At present from San Diego county 12 to 14 carloads of lemons are being shipped weekly by rail and water, and this quantity will double and treble as the season advances and more fruit ripens. From year to year the lemon crop will increase in size as at each succeeding season many acres of trees are coming into bearing.

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

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

Oranges—Mediterranean sweets, \$3.50; fancy seedlings, \$3.50; bloods, \$3.50@4 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—\$1.40 for new and 35c for old.

Poultry—The market is in better condition than a week ago, receipts having increased to a considerable extent. For live poultry local dealers pay as follows: Broilers weighing 1¼ to 2 lbs. command 18@20c per lb. Squabs, \$1.75@2 per doz. Pigeons, 50c. Chickens, 7@8c. Fowls, 6@7c. Ducks, 8c for young. Turkeys, 10c for hens and capons and 9c for gobblers. For dressed poultry: Chickens command 10c. Fowls fetch 9c. Ducks are taken at 10c. Geese are not wanted at any price. Turkeys are in good demand at 10c for No. 2 and 12@13c for No. 1.

Strawberries—Illinois stock commands

\$2@2.25 for 24 qt. case. St. Joe stock is beginning to arrive freely, fetching \$1.75@2 per 16 qt. case. Although the receipts are large, the demand is in excess of the supply and this condition will probably prevail until home grown begin to come in, which will be next week.

String Beans—\$2 per bu. crate; \$1.50 for ¾ bu.

Tomatoes—Florida stock commands \$3 per 6 basket crate.

Turnips—75c@\$1 per bu.

Wax Beans—\$2 per bu. crate; \$1.50 for ¾ bu.

The cloven hoof of the Michigan (Bell) Telephone Co. is nowhere more plainly shown than the manner in which it attempts to divert traffic from the independent lines from Detroit to Grand Rapids. Those who have occasion to talk with Detroit from this end of the line obtain excellent service, but when it is necessary to reverse the process the employees of the New State—now owned by the Bell—company pretend that it is impossible to make connections and advise the enquirer to resort to the use of the Bell lines. The claim that good service can not be obtained over the independent lines is groundless and, in resorting to such desperate expedients to divert business, the Bell company is clearing violating the State law on the subject of common carriers and laying up trouble for the future.

Henderson & Son, whose general stock was recently destroyed by fire at Rapid City, have re-engaged in the grocery business at that place. The Musselman Grocer Co. furnished the stock.

Miss Harriett Wells has engaged in the grocery business at St. Johns. The stock was furnished by the Musselman Grocer Co.

Harland & Wharton have embarked in the grocery business at Coldwater. The stock was furnished by the Musselman Grocer Co.

August Reinhart has engaged in the grocery business at Stroh, Ind., purchasing his stock of the Worden Grocer Co.

G. H. Mason has engaged in the grocery business at Montague. The stock was furnished by the Worden Grocer Co.

J. B. Vincent & Son have opened a grocery store at Belding. The Worden Grocer Co. furnished the stock.

Grand Rapids at Cripple Creek.

Dudley E. Waters, W. O. Hughart, Jr., Judge Cyrus E. Perkins, Alfred O. Crozier, Col. E. Crofton Fox and Dr. W. A. Dorland, who visited Cripple Creek, Colo., recently, as stated in the announcement on page two of this issue, are among the most prominent business men in Grand Rapids.

They are all enthusiastic over the outlook. They have placed the stock at the nominal price of 15 cents per share, so their friends can "take a little flyer" and at the same time get in on the "ground floor."

Nearly half the stock offered has already been taken and they expect to have the balance placed in a few days.

The inside location of their property on the top of Raven Hill, at the very center of the four mile district, which has produced \$69,723,514 in gold within nine years, makes these gentlemen feel that this is a business enterprise rather than a mining scheme.

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

The Grocery Market.

Sugar—Refined grades have been advanced ¼c during the past two weeks, which gives ground for the belief that the long-time fight between the trust and the independent refiners has been settled.

Canned Goods—The firmness of spot tomatoes is the feature of the canned goods market and it imparts a better feeling to the whole market, although actual sales are not numerous. Tomatoes have been gaining strength the past two weeks and now there is an advance of 2½c per dozen for Maryland standards, with demand good at the advanced price. The outlook now is for a big peach crop and that will curtail the pack of tomatoes very considerably. Many packers of tomatoes who packed last year, it is expected, will not pack this season, for the reason that they have sold no futures. The tendency, therefore, seems to be toward slightly higher prices. Corn is very quiet, the difference between packers' and buyers' ideas as to price being considerable. The expectation is that the pack of peas will be very large this year, conditional, of course, on the extent of the ravages of the pea louse. Many think that the damage from the insect will not be so extensive as has been feared in some quarters. The prospects are for an increase in the price of peas, due to the greater cost of manufacturing cans.

There is an excellent demand for the higher grades of pineapple at unchanged prices. Although the opening of the season, in accordance with law, for the packing of sardines in Maine has arrived, the actual packing will not commence until the beginning of July, as packers have learned from past experience that the fish caught before then are unsuitable for sardine purposes. Present stocks in first hands have been greatly reduced, on account of the large orders lately received, and which are still coming in, so that the outlook is that there will be a bare market before the arrival of the new pack.

Reports of the light stocks of Red Alaska salmon tend to brace up the market for these goods and the price will almost certainly be advanced several cents within a few days. There are not over 30,000 cases in first hands and the entire supply is in the hands of a few concerns. Last year at the corresponding time the Alaska Packers' Association had 65,000 cases on hand and the independent dealers considerably more.

The Association to-day has very few cases left and there is already a good demand for the available supply in the hands of the three or four concerns which have the salmon. With the hot summer months coming on, there is little doubt that the present supply will be cleaned up earlier than usual, especially at the present price. Efforts, however, are under way to advance the price, and the expectation is that they will succeed. Nothing definite regarding prices on the new pack of salmon is heard, but it is believed that the present week will end the uncertainty. Reports from the Columbia River are of light catches during the last two weeks, the fish averaging in size less than in any former season in April and May.

Dried Fruits—The dried fruit market is generally unchanged and dull, all business done being what may be described as the hand-to-mouth order. Reports of good crops keep coming from all sides, and with them the desire to buy seemingly falls off daily. The only thing at all interesting is prunes.

The market is firm and there is a good demand, especially for 40-50s and 50-60s. The smaller sizes have practically disappeared from the market and many orders for them are being received which it is practically impossible to fill. If the present demand continues it is expected that prices of the large sizes will advance ¼@½c in a few days. The demand for evaporated apples has increased somewhat, being largely for export purposes. Spot stocks are moving out fairly well and it is expected that stocks will be well cleaned up before the new goods come in. Raisins, apricots and peaches are all dull and meet with only small sales.

Rice—The rice market is in good condition, with prices firm. Holders having moderate stocks prefer to hold same, anticipating still higher prices. What few lots of low grades are still in the market are held at such extremely high prices that few sales are made. General indications are that exporters, being unable to purchase at prices bid, will sooner or later purchase rice of the better grades, as prices are lower, considering the quality.

Tea—The tea market is quiet with no change in price. The total deliveries of tea at New York for the month of April were 3,148,000 pounds, showing a material decrease compared with March deliveries.

Molasses and Syrups—The molasses market continues firm, but only small transactions are made, as buyers prefer to carry light stocks, as the demand is light during the summer months. The corn syrup market is rather weak and prices show a decline of 1c per gal., with a corresponding decline on cases.

Nuts—Some time ago it looked as though the California walnut crop would be almost double what it was a year ago, but since then, owing to weather conditions, it looks as if the crop would be even less than that of last year, consequently the crop will probably be very short and high in price.

Soap—On account of lower prices on the raw materials entering into the manufacture of soap, manufacturers contemplate a general reduction in prices, which will probably be promulgated in the course of a couple of weeks. In the meantime list prices are being shaded by factory salesmen in the case of cash buyers.

The American Sugar Refining Co. is still supplying granulated in 5 pound cotton bags, packed in 100 pound sacks and in barrels, but has discontinued its practice of packing fine granulated sugar in 5 pound cartons. The Trust was never enamored of the cartons, and no doubt relinquishes the sale of the 5-pounders with the greatest willingness. The use of the carton was practically forced upon the Trust by the enterprise and audacity of the Arbuckles, who introduced the carton as a sugar package and thus threw down the gauntlet to the Trust and precipitated the refiners' war.

Apparently the American corn kitchen which has been opened at the Paris exposition to show Frenchmen what a variety of excellent dishes may be constructed on a basis of corn meal will prove to be a taking part of the national exhibit. As the food is prepared free of charge an additional enticement is added to novelty and appetite. As a result American corn is getting a great advertisement, and there is a good prospect of a better future demand for export.

BRITISH POULTRY MARKETS.

Countries Competing for England's Poultry and Egg Trade.

M. de Loverdo recently read before the Societe Nationale d'Agriculture de France an article on the importation of eggs into Great Britain, in which he says that the importation of eggs into Great Britain last year was valued at \$24,548,227, while the poultry and game figures were \$3,821,633, an outlay of \$28,369,860 in addition to that for the poultry and eggs produced in Great Britain.

M. de Loverdo describes the special cars in use, which are so made that chickens for this market can be fattened during the transport, one attendant being able to care for a number of cars. Young Russian chickens bought at low prices are thus prepared for the English market and reach there alive, and the same system has been followed with success in Italy. Belgium has been fortunate enough in establishing a specialty, not only for the London market, but also in Paris, with its "petit poussin," for which restaurant keepers in both places willingly pay 48 cents apiece. They are ready for the table in six weeks, the particular breed of Flemish fowls which furnishes these early-maturing chickens being known as the Braekel, which has long been famous for its precocity. French poultry breeders are urged to exhibit the attractive Mans and La Bresse chickens at the Smithfield dead-chicken show, held annually in London.

England is credited with but a small production of turkeys, and, in spite of the supplies from the county of Norfolk and more recently from Ireland, importations from abroad have increased enormously in late years, as the liking for turkeys is greatly on the increase in England. The British market is supplied chiefly from Italy and France, Canada and part of Eastern Europe ranking next. M. de Loverdo does not mention the United States as sending poultry to that market. France sends two kinds of turkeys—from Solonge and Normandy respectively. These used to find a ready market, but latterly have found formidable rivals in the Irish turkeys, which are better fattened and cared for. The Normandy turkey is more precocious than the Solonge and fattens very readily. The flesh is juicy and of an exquisite flavor, and commands about 4c a pound more. It is suggested that the Normandy turkey might with advantage be introduced into the French midlands. Next to the Norfolk turkey, which occupies the place of honor in the English market, those from France and Ireland are most valued, but more turkeys are received from Italy than from France. The Italian turkey possesses a flavor almost equal to the Normandy birds, although their weight does not often exceed a dozen pounds. France exports annually 60,000 turkeys, while Italy exports from 600,000 to 800,000; but the birds from beyond the Alps find their way not only to London, but to Leipzig, Dresden, Frankfurt, Berlin and Hamburg, and they realize higher prices in those German towns than in England. During the last three years, Canada has made extraordinary efforts to establish a turkey trade in England, the greatest care being bestowed upon the transport in cold storage; but while these Canadian birds have no lack of quality and easily attain the weight of 20 pounds, it is said the refrigeration they are subjected to does not improve the flavor of the flesh. The complaint about refrigeration in Great Britain is based on prejudice.

In continuation M. de Loverdo says that, so far as France is concerned, Canadian competition need not be regarded as disquieting. Hungary and Servia have furnished some indications of ability to supply the London market with turkeys, but owing to the great overland distance the dead birds do not arrive in the best of condition, while the use of refrigerators would put them in practically the same category as those from Canada.

Geese are less in favor with the British public than formerly, but there is a

demand in excess of the home supply, especially at Christmas time, and France reaps this benefit almost exclusively, it being estimated that 100,000 to 150,000 are sold in London in December, while the other cities in England also furnish advantageous markets for geese. Sarthe geese have the highest reputation in London, the giant birds of Toulouse finding less favor. Geese should not exceed 9 to 12 pounds each in weight, so the tendency to produce Sarthe geese in excess of this size is discouraged. Southern Hungary has in recent years produced fine birds to compete when dressed with the French geese in London, but there are a reddening of the skin and a sensible depreciation in quality, due to the length of the transport. Russia has made some attempts, but only produces a mongrel which fattens with difficulty.

Great Britain imported 16,000,000 great hundreds (1,920,000,000) of eggs in 1899. Many Russian eggs are credited to Germany, although originally coming from Russia, and many coming from Italy are credited to France and Belgium. French eggs would seem specially fitted for prompt consumption, on account of the short transport; but unfortunately for the French producers, an unwise practice has been adopted by many farmers, especially in Normandy, of keeping eggs many days or even weeks in the hope of getting better prices, and as a result the eggs have not reached London in perfect condition, and French eggs have become discredited, and one large firm is quoted as spending not more than \$150 a week where formerly \$5,000 a week was spent, and this discrediting of French eggs has happened when other countries are perfecting their methods.

Monroe County Shippers Commend the Exposures.

Monroe, May 26—Your statement concerning the Crawford Produce Co., the Tucker Produce Co., the Manhattan Fruit and Grain Co. and the Union Fruit & Grain Co., of Detroit, is true but too mild. They have roped in a number of Monroe county fruit growers, who are still waiting the promised returns, their attorney being unable to collect the accounts. To guard against loss, the shipper should require a certified check deposited in his home bank before shipping any produce to these people. The proper thing to do is to make it impossible for them to continue their questionable methods. If there is a way to get at them our shippers would like to know it. They will furnish money or affidavits toward prosecution. Carl Franke.

Not Enough to Pay Court Fees.

The Tradesman is in receipt of a letter from Nathaniel A. Prentiss, Referee in Bankruptcy of the United States Court, New York, stating that T. B. Truesdell & Co., who recently filed a voluntary petition in bankruptcy, show assets of \$128, with liabilities of \$19,826.25. As the expense of putting the estate through bankruptcy is considerably in excess of this amount, it is quite evident that Truesdell & Co. will not only be unable to pay their creditors anything, but will owe the officers of the United States Court, to whom they will be compelled to pay the remainder due before they can obtain a discharge from bankruptcy.

Light and Help Needed.

A burglar who had entered a minister's house at midnight was disturbed by the awakening of the occupant of the room he was in. Drawing his knife, he said:

"If you stir you are a dead man. I'm hunting for money."

"Let me get up and strike a light," said the minister, "and I'll hunt with you."

Took Her at Her Word.

Mrs. Newwed (handing tramp several biscuits)—Here, my poor man, are some of my home-made biscuits. You will find the saw and ax in the woodshed.

Tramp (closely examining the biscuits)—Are they as bad as that, mum?

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.

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.

-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.

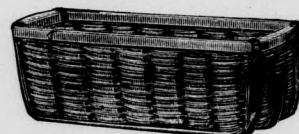
STROUP & SICKELS,

38 So. Division St.,

Grand Rapids, Mich.

Both phones.

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.

BALLOU 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.

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.

DOG IN THE MANGER.

Perfidious Policy of the Persistent Price Cutter.

It is unfortunate that in every community there is a retailer who is willing to disturb the harmony of profit-making for some little selfish or petty reason. Minneapolis is unfortunate enough to have one or two of these disturbers in her camp, hence there is trouble for the moment in the sugar department of the retail business.

One of the local grocers insisted on selling three pounds more of sugar for a dollar than the card rate called for. This meant an actual loss on handling the sugar. The officers of the Retail Grocers' Association endeavored to bring the recalcitrant into line but without effect. The Association resolved at once to throw the market on sugar wide open, hence, for the first time since the sugar card was instituted in Minneapolis several years ago, all dealers are selling three more pounds of sugar for a dollar than the card called for.

The Association proposes to give all cutters a chance to drink their fill at the fountain of price-cutting. Just what will be gained by this attempt on the part of one or two dealers to gain a little cheap notoriety of an advertising nature is not now clear. One thing is clear, however, the retailers of Minneapolis, who have spent years in building the retail business on a basis of prosperity for all who are engaged in it, do not propose to sit by longer and mince words with this class of cutters. If they want to sell sugar at a loss they will all try a hand at the game.

But why do this thing at all? Why resort to price-cutting methods when it is the sheerest nonsense to do so? The most ambitious retailer of groceries can maintain the schedules and increase his business by other means than this. It is too bad, we say, that any dealer is willing to jeopardize the prosperity of the trade in the hope of realizing a temporary benefit from so doing.

The penalty will have to be paid. Just in proportion as any line is cut just to that extent will the dealer who cuts lose money. And with a general trade war in force the large dealer would suffer his share of loss with the small dealer. Those who have taken the initiative in the price-cutting business had better admit frankly their error and permit the schedule to be restored. There will not be a thing gained by quarreling. Every pound of sugar sold now is sold at a loss. Does this pay?

If any grocer dares to say the method of the Association is dictatorial, he is merely resorting to whistling methods

to justify his course. The dealer who says that knows better. To enforce a schedule of prices there must needs be a display of firmness. But this is not dictation; it is enforcement and to this the dealers have agreed.

Because there is an independent sugar refiner around with his wares, one or two of the dealers feel they can play with the card list and not be subjected to punishment, because if the jobbers refuse to sell them sugar, surely the independent refiner can be depended on to furnish supplies.

This is a poor defense and not a frank way of doing business. The man who is not satisfied to do business on a basis that has behind it the confidence of the public had better go out of the business. The people have come to believe in the regularity of prices. They are in the position of the shipper of merchandise who prefers a steady rate to a constant changing of schedules. There is nothing in the cut rate policy to defend. It is as much behind the times as the old omnibus traffic that once found its way across the plain.

The price cutter is an abnormal tradesman. He blocks the way for all who wish to conform to a standard of equality and steadiness, and is in every way a misfit. Let the price-cutting go on until the one or two mighties drink their fill.—Minneapolis Commercial Bulletin.

New Business Methods.

The keynote of business to-day is to give as much as possible for a dollar. The keynote of all business methods under older business methods was to get as much profit out of a sale or out of a dollar as possible. The differences are as wide as midday and midnight. The competition developed by modern trade and industry has brought about the condition of things which makes it wiser and more enlightened policy for the manufacturer or shopkeeper to give as much as possible for one dollar, one dime, or one cent.

The greatest merchants of to-day are those who study to give their customers all they can for the money paid to render the very best service in every possible respect; not merely to take dollars over the counter, but to see that the customer on the other side of the counter is pleased and served, and is made to feel that the seller is interested not only in the transfer of an article for a given sum, but that he is actuated by a broader and deeper motive than the mere fact of making a sale.

The whole trend of modern society is in that direction. It is an evidence of our modern progress. It is a measure of it. Mere buying and selling is an incident of life. The human mind is enlarging, and comprehends that there is something else in the world besides making money and doing business.

This may seem somewhat moralizing, but the principal thought to be enunciated is sound, solid business. In every industry there is a strong movement towards superiority in goods rather than competition in price. There is a tendency towards the establishment of a reputation for square dealings, which is pleasing and encouraging, no matter from what standpoint we look at it.

To secure the best results from window-dressing: Have a nice window; keep the glass clean; keep window closed from the rear; light very brilliantly; conceal lighting apparatus if possible; keep window lighted after store hours; in dressing, use colors that harmonize; never overcrowd with stock; change the display twice a week; use clean, artistic price tickets; dress window before or after business hours.

Close figurers are usually money-makers.

RUBBER STAMPS

You can do business with.
Write now to
BUSINESS STAMP WORKS.
49 and 50 Tower Block, Grand Rapids, Mich.
Catalogue for the asking.
Both Phones 2255.

**MOSELEY & SHELBY,
SUGAR BROKERS.**

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

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

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.

**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.



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

**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.

ESTABLISHED THIRTY YEARS

3 GOOD THINGS

Oranges: We have in our Cold Room
1,000 Boxes Fine Navels. 1,000 Boxes Fine Mediterranean Sweets.
Lemons: We offer you
3,000 Boxes Lemons, 420s, 360s and 300s.

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 30, 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 23, 1900, and saw the edition mailed in the usual manner. And further deponent saith not.

John DeBoer.

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

Henry B. Fairchild,

Notary Public in and for Kent County, Mich.

GENERAL TRADE REVIEW.

Slight recoveries in stock market values, to be followed by still greater declines thus slowly pushing the average downward, describes the condition in Wall Street. While this situation is attributed largely to the uncertainties of the presidential year, there are those who see as great a factor in the recovery from over-capitalization. It is to be noted that the most steady stocks are the preferred, which in many instances fully equal, if they do not exceed, the cash values of the assets of the corporations concerned. Thus the common stock becomes almost purely a speculative element and it is not strange that it should suffer the more severely in the inevitable coming to a business basis. The sensation of an otherwise quiet week was the \$15,000,000 failure of a cotton firm, which served to demonstrate the general strength underlying legitimate business. Ordinarily a failure of this magnitude would be expected to cause quite a flurry, or even precipitate a panic. On the day of the failure there was a slight decline, such as had been occurring every few days, and the next day there was prompt recovery of all the loss. Apparently the failure was without effect in the market.

The price changes have been in the direction of a lower range, but the continued activity in most lines indicates that with a normal price basis the tide will maintain its volume. An analysis of the situation shows that the combinations are as prompt to meet the conditions as the outside lists. Thus the iron products which are not controlled are the last to react, for the reason that the causes of their advance last longer.

The several leather combinations have not prevented a general decline in prices of leather, which has averaged over 2½ per cent. during the last week and about 8 per cent. since January. The boot and shoe makers are thus en-

abled to reduce by about 2½ to 5 cents a pair the prices asked two months ago, and the fall in hides at Chicago has been about 20 per cent. since the year began. It will be fortunate for the manufacture if this reduction encourages traders throughout the country to put in the orders which have been for a long time so largely held back, as the shipments from the East have fallen below those of five of the last seven years.

Price changes in the iron and steel markets are being made to meet the conditions in the outside world. It is significant that the coming to a normal basis is attended by the placing of some very heavy export orders.

In the textile market it is notable that the two great staples keep very close to the high price they have maintained. Even with the great failure mentioned above the decline of cotton is very slight, new holders apparently persuading themselves that after the chief bull firm has been forced into bankruptcy it is just the time for other people to succeed. The commercial stocks of American held abroad have decreased nearly 200,000 bales this month, in spite of 227,962 bales exported from this country in May thus far, against 270,433 last year. Further increase of mill stocks abroad is clearly indicated, as it was in April, but the point is not far distant at which the reduced consumption of foreign mills will be well provided for to the end of the crop year, as the consumption in Northern mills is already, by mill holdings. The goods market has shown some weakness, but mills have been wise in making their largest concessions in the grades of goods most heavily exported.

The outgo of wheat and also of corn continues in May thus far to exceed last year's, and the forward movement from the farms, in wheat larger than last year and in corn nearly as large, deprives even the most able-bodied rumors of much power over prices. The merchandise exports from New York have been 19 per cent. larger in May than in the same month last year, while the imports in four weeks at the same port have been \$40,653,881, against \$40,944,811 last year. Meanwhile, the volume of domestic trade is sustained in the most remarkable manner, excepting close to the seaboard. In New England and the Middle States exchanges through the clearing houses in May thus far have been 8.4 per cent. smaller than last year, but in all the rest of the country the increase over last year is about \$84,000,000, or 8.4 per cent.

The Government has just awarded a contract to a Massachusetts firm for 10,000 white marble headstones, at \$1.28 each. These stones are to be used to mark the graves of United States soldiers and marines, and will be distributed upon application of Grand Army posts, or of relatives of those who lie in unmarked graves, upon application to the War Department.

The Japanese government protests against the treatment of Japanese in this country otherwise than we treat all foreigners. The Japs were shrewd enough to place themselves by treaty up among the white folks and are strong enough to make their protests respected.

One fashion journal is out with an illustration of a cream-colored lady's yachting costume. After she has been on the sea, under the sun, for a couple of days, the cream-colored lady will have a tan color on.

THE INCOMING TIDE.

One of the unmistakable proofs of America's era of prosperity is the unnumbered multitudes that are crowding to her shores. She is the central point to which all thoughts converge. Once it was the gate opening towards the sunrise that received all sort and condition of immigrant, but that has been changed. The East is dividing the labors of reception committee with the South and West and nowhere are they idle. By the thousands daily they are pouring in as they have been doing for years with no questions asked and it is getting to be a serious question what is to be done with them? There was a time—would that it would come again—when the immigrants that came to us were ready with trained hand and earnest purpose to step at once into places waiting for them and so were absorbed early by our American life. That time has gone. Shipload after shipload is dumped—the word is used advisedly—upon the American docks exactly as the refuse of New York has been dumped into the bay and for the same reason. Europe has got tired of them, Asia has got tired of them, cartage is cheaper than support and they are brought from one plague-blighted alley to blight another, a pest to the locality that harbors them.

That is the fact. What's to be done about it? These pestilential germs of the worst disease that has ever cursed mankind have come in and taken possession of the United States. Left to themselves there can be but one result. Taken in hand they can be checked; so the question becomes one of method. The Hawaiians resorted to fire to extirpate the bubonic ailment that threatened them. Some years ago the Asiatic cholera reached New York and grappled with the continent for possession. The line was drawn in both places and the plague was driven back into the sea. Fire is a heroic treatment and can not be resorted to; but, with the same determination awakened that this thing is going to be stopped, there will be discovered ways and means, and the discovery can not be made too soon.

One of the first measures to be taken is the careful inspection of the shipload and a prompt return of the material which ought to be sunk in midocean. Let it once be known that we are not going to have thrown into our seaports any more Old World garbage from the East or the West and the source of supply will be cut off. How can smallpox be checked with new cases coming in at the rate of five thousand a day? With the flood-gates shut there is some hope of reclaiming the flooded territory. Until that is done the rest is an impossibility.

Another fact which ought to be looked full in the face is that those immigrants who are not and never can be good material for American citizenship should be sent back in short order where they came from. Their one idea is to get the living which they, with the rest of their class, insist the world owes them. They have been led to believe that the American living is better and they have come here to demand it. This is the "land of the free"—lunch—and that is the only part of the National song they care to or intend to sing. "Free," to them, is only another word for lawlessness, an idea which monarchy has fostered and they come here to practice. They have not a single quality to recommend them. Lazy, they live in dirt and filth and vermin with soft

water all about them and toilet soap at a cent a cake. Idle, they are like flies on garbage and when disturbed will rise in buzzing swarms to settle down again on the same or another stench-steaming swill-barrel—if a decaying, long-unburied rat does not invite them to a daintier feast. For decades Havana was the pest-pool of yellow fever. It was a menace to the lands lying along our Southern coast and, folding her arms in despair, that island, the loveliest land that gladdens those summer seas, resigned herself to her fate. Havana to-day is no longer the pest-spot of the West Indies and everybody knows why. The remedy for Havana is the one needed for the United States; and unless the remedy is resorted to, the existence of this country and this Government will be that of the old life of Havana on a larger scale.

Thinned out, the remainder should be taken vigorously in hand. The Hawaiian method should be resorted to for cleansing their disease-breeding abodes. They should be compelled to be decent. They should be forced to work and to learn to read. They should be made to understand that freedom means living according to established law, with a willingness to live for the country, and die for it if need be. If they be found amenable, good; if not, straight back to the land that bred them should they be sent and the spot they infested fumigated and turned over to a more desirable tenant. This—or something better—should be done, and done at once. Public safety demands it and the authority longer neglecting its unquestioned duty does so at its own and the Nation's peril.

The grocers of Springfield, Mass., are facing a hard proposition. The grocery clerks of that city recently organized a union and immediately resorted to the usual union tactics by demanding the recognition of the union, the discharge of all non-union help, the sale of union goods exclusively and the signing of an iron-clad agreement which would take the management of every store out of the hands of the owner and transfer it to the walking delegate. The grocers very naturally revolted and war has been declared by the union, whose demands are supported by all the other unions of the city. Some of the grocers have signed the agreement and those who refuse to do so have been placed on the boycotted list by the trades unions. The walking delegates assert that they will ruin the business of any merchant who does not accede to their demands. The usual result in such cases is that the boycotted institution thrives, while the union concern goes broke because of the burdens laid on it by the unions.

If it is a fact that the sugar fight is at an end—and all the indications point to that conclusion—there is occasion for rejoicing on the part of both the wholesale and retail grocery trade. The wholesale grocer has been compelled to handle sugars on greatly reduced margins ever since the sugar war started and the introduction of independent sugars has demoralized the sale of sugars at retail to a considerable extent. If the cessation of hostilities is accompanied by the restoration of the equality plan, there will be additional cause for rejoicing.

There were no "William Tell," no "Sheridan's Ride," no "Barbara Frietche;" but there was a George Washington once, and he should not be forgotten.

GRAVES GREEN AND HOLY.

The Nation to-day will give herself up to tears. From sunrise to sunset she will pass from grave to grave and she will place with reverent hands above her cherished dead the sweetest blossoms to be found in field and garden. She will not go alone. Men bent with age and lame with wounds will follow her on crutches and while she hangs the marble shaft and the humbler stone with garlands will tell the thrilling story how the brave sleepers died. Women with grief which even love of country can not lighten will strew from brimming baskets the "graves green and holy" where husband, son or lover, home-borne in his country's flag, lay down to rest. Young men and women, fresh-lipped and beautiful as the fair May morning, will join the countless throng and, standing at these green graves, the altars of their native land, their hearts throbbing with purposes unknown before, will consecrate themselves to preserve unstained and unimpaired the priceless legacy for which their fathers died. Childhood, strangely silent and clinging to parental finger and gown, will be stirred by bugle-blare and drum-beat and will plead with outstretched hands for blossoms to scatter above the heroes at their feet. The winds will whisper all day long the dead men's names; in city, town and country graveyard the flag they died for will wave above them from reveille to tattoo, and memory, in the twilight aglow with the deeds these men have done, will sit by their low green tents long after the stars with lighted tapers shall have come to guard "the bivouac of the dead."

How all that is sacred in the storied past centers around this day! To those whose heads are white come back the stories of '76 told by lips older than theirs are now. The old musket or the rusty sword that father's gran'ther carried has been the stirring theme of many a winter night since it has hung above the mantel. From that old gun was "fired the shot heard 'round the world." It stood its ground at Bunker Hill. It crossed the Delaware and wintered at Valley Forge. It played its part at Saratoga and saw the surrender at Yorktown, the boast of its bearer and the pride of sons unborn.

War came again, and mother and maid again sent out all that was best and dearest for the country's good. The white haired regiment remains to tell of the determined foe and the shock of war and the dead-covered battlefield. Earth never saw before, and may she never see again, a war like that. From ocean to ocean brother fought with brother and when men fell they of their own household killed them. They were heroes, though. Lexington and Concord and Bunker Hill were not disgraced at Shiloh. Antietam and Gettysburg and the powder horn and flintlock which had won the independence of the colonies found proud companionship with rifle and canteen which loyal hearts and conquering hands brought back from Appomattox.

It needed one war more to place our native land, so won and so preserved, in the van of nations. It came. Out in the East where the new day begins and down where the gem of the Antilles brightens the waters of the Spanish main there came the cry of helpless servitude. The pleading was not in vain. A word, a warning and a blow and the tyranny of centuries was over. For a second time an army of the Old World was driven from the New, beaten

and humiliated, and the Republic, known and acknowledged as a power, a leader in all that is first and best in life and living, reigns an uncrowned queen in the liberty, loving hearts of mankind. There were white cheeks and quivering lips when there came the call for men, but not a faltering heart. Firm as the hills that had reared them, the boys in blue, mother-kissed, with the same look on their faces their fathers wore in '61, went out to fight. "Come home with your shields or on them!" was the father's parting as they marched away. They did. They fought as men always fight. They came home conquerors. Some died. There are tears in many a home for the manly face and form which will be seen on earth no more. The grave green and holy out there on the hillside is the altar whose vestal fire, memory-kept, shall never go out. The sleeper came home, not bringing his shield but on it, and while he sleeps the sleep that knows no waking, his shield—the pledge of his patriotism—is placed by the same earnest hands that tenderly bound his sash with the musket and the rifle which his great-grandfather and father left as a precious inheritance to those who bear their name.

Through the tears she sheds to-day the Nation will see these sacred relics. She will grieve for the heroes—her heroes—but, twining these mementos of noble deeds with the choicest blossoms that the springtime brings, she rejoices with exceeding great joy that hers is the grateful privilege to offer the grandest pledges of undying love and devotion of self to country which patriotism has ever received. She knows the whole of the past's endearing story, but she points to her own proud page—the glowing record of only a hundred years—with a jubilant "See here! There are Marathon and Leuctra, but what are they? There is the plain of Tours and the hammering Martel, but what is he? There is Cromwell on the field of Naseby with his foot upon monarchy dethroned; there is Arnold von Winkelried gathering to his breast the sheaf of victorious spears, but what is he, and what are they all when compared with my boys, living and dead, whose undying deeds I embalm with these loving remembrances this glorious Memorial Day!"

The sun's march to-day is a triumphal one, although it be from grave to grave. Its radiant banner is greeted in the birthplace of the morning by the flag-marked resting-place of the American soldier. The waves of the Atlantic, glad to-day as when, obedient to the commands of the American sailor, they sunk the Seraphis, rejoice at his coming. The spire of the old North Church, catching the first red glimmer from the beacon on Bunker Hill, flashes the expected signal and the echoes of Boston Bay are shouting, "Yankee Doodle." "We have met the enemy and they are ours," call out the exultant ripples of Lake Erie and the dying pean gives way to "John Brown's body lies mouldering in the grave." With arms reversed the Grand Army of the Republic marches westward, not a grave unmarked nor unvisited, and on the shores of the Golden Gate they send greeting to Hawaii, who, firing her sunset guns into the western twilight where the day's march ends, joins the innumerable throng of the Great Republic encircling the world and singing,

"My country, 'tis of thee!"

Aguinaldo may be a good soldier; but he has never been caught at it.

THE FOUNDATION FACT.

Tradition is not yet tired of telling the story of the mother's indignation when a friend admiring her three months' old baby remarked, "He is really beginning to notice the light." Transferred from the home to the Nation, the same righteous wrath is felt, and expressed, when the Englishman solemnly declares that the American workman, especially in the line of machinery, shows signs of marked intelligence. Thankful for this concession and curious to see what the man is driving at, it is pleasant to find that he has reached the foundation fact of difference between the old Anglo-Saxon and the new and that the latter structure resting upon that foundation reveals this difference in every form of its development.

The English farm hand, known and liked at home, is turned loose in the American fields and stands helpless. He may miss the English hedge bright with blossom and sweet with fragrance, the grass may be heavier in the British meadows and so harder to cut, the scythe is the implement his stout hand is used to and he fears to tackle the mowing machine. Cultivators and horse rakes are all right, but how is he to use them? and in the midst of plenty he stands perplexed. He does not know what to do. He looks at the machine and at the work he is to do with it and scratches his head. No modern Saxon this side of the Atlantic does that. If the machine was made to go and there is a seat on it he climbs into the seat and takes up the reins. That may be his last ride and it may go straight to Kingdom Come, but his hat is tipped upon one side and, indifferent to consequences, he starts off. His seat is uncertain but he clings to it. The end of the swath is distant but he gets there. The blanked machine cuts up like the Somebody or other but the man conquers it. It is a regular tussle of mind with matter for the first fifteen minutes, if not for all day, but to the question at night, "How'd you get on?" the cheerful, "All right!" is the expected answer and nothing more is said or thought of the day's experiences. There has been mind enough, and a trained one at that, to adapt itself to the unusual, the peculiarity which makes the American the superior.

Because this part of creation does not care to have regiments of well-built manhood stand holding a gun for the rest of the Nation to support and insists that, with the weapon of warfare handy, the citizen soldier shall support himself, the crowned imbecility on the other side concluded that the ignominious Yankee could whittle and swap horses but could not fight. Spain, with the courage of her convictions, was woefully worsted when she put the matter to the test; but Spain's thinking was Europe's thinking, and the most amusing feature of that onesided war was the expression on the faces of Spain's royal brothers and sisters when they waited for Spain to come out of the fight at Manila and when they found out why she did not come! "Donnerwetter!" growled the Kaiser in his deepest guttural as he glared at the paper that told him the terrible story; and "Donnerwetter!" answered the echoes from as many directions as there are dialects. When the surprise was over and astonished Europe had time to think, she found that mechanical discipline is one thing, that reliance upon individual training and intelligence is quite another and that

the American soldier, with the thinking cap on which he never lays aside, is ready for "Fire when you get ready!" which no other general on the face of the earth except the American would think of saying to a subordinate. It was the American mind behind the gun, not the Spanish machine behind it, that did the business, and, with that there, the man can whittle and swap horses until bugle call and then have time enough to sink the ships of the enemy.

This same adaptability shows itself in trade. There is no careful sitting down with the American drummer and a painful going over with the what and the how of business details. "Can you sell goods?" "You bet!" That is all and the drummer in his own way with his own wits works out his own salvation. There is no doubt that many times if he knew more he could more easily accomplish his purpose, but, with the National mind and the National characteristics, there is an inborn "know how" that inspires him and makes him ready for the unexpected with an intense desire to grapple with it. If it downs him, good. If he downs it, that is a part of the business to brag over until the next chance comes. It is only another instance in another way of the foundation fact which is getting to be more and more acknowledged, that the common American—and that means all of them—and the common Englishman are unlike in this, that the American has a mind and uses it and the Englishman has one which somebody else directs; and the self-used article behind the plow, the gun and the bargain is why the American Nation is ahead.

The petroleum industry in Japan is developing rapidly, and the Echigo oil wells have received an impetus on account of the opening of the Hoko Etsu Railway, which enables the producers to send the petroleum direct to Tokio and Osaka. A large amount of piping to be used at these wells has been ordered from the United States and Europe, and the industry is apparently in a promising condition. The number of gallons of kerosene imported into Japan in 1899 was considerably less than in 1898, the imports from the United States and the Dutch Indies in particular showing a decrease, while the amount procured from Russian Asia was greater than in the previous year.

The Akron pottery workmen are out on strike. This gives the manufacturers in a dull time opportunity to reduce expenses and work off old stock at better prices, instead of paying good wages all summer to men who are not anxious to work.

Consul-General Winslow, at Stockholm, informs the State Department at Washington that in a recent inspection of pork by the Health Department in that city all pork of American origin was found healthy.

There is nothing too good for the customer who pays his grocery bills; but the dead beat is generally most extravagant in his purchases.

The working man who will not work when ordered by walking delegates to be idle can consider himself a self-elected slave.

The man who drinks beyond his salary is in a way to have his salary reduced.

The successful merchant is a tireless worker.

Dry Goods

The Dry Goods Market.

Staple Cottons—There has been a moderate demand for coarse colored cottons, although there is considerable irregularity shown in spots. For instance, denims, in spite of their recent strength and present scarcity, are reported as unsteady. Ticks and chevots are slow, but held firm. Bleached goods are quiet in all directions. Prices are firm, and buyers are making careful enquiries here and there, which seems to show that they are preparing to place orders.

Prints and Gingham—There is a better business in progress in staple printed goods than for the past two or three weeks and a fair amount of reordering is under way. In some cases large quantities are said to have been contracted for, although the sellers are reticent about giving the details of the transactions. There is no question about prices, either for goods for immediate delivery or for the fall. Light weights are becoming pretty well cleaned up, and such goods as remain on hand are moving easily, although in small quantities, and sellers are easy to deal with. There is comparatively little left, however, to dispose of. Dark goods, percales, flannelettes, domets and other woven patterned napped lines have sold well for fall, although at the present writing business is rather quiet. Stocks of gingham are small and both staples and dress styles are steady and quiet in demand.

Cotton Linings—Show a quiet business for immediate consumption, with hardly enough to take care of the supplies coming to hand. This makes the market easy for buyers. Silesias are showing a decline from top prices of one-fourth to one-half of a cent a yard, both for stock business and for futures. Kid finished cambrics are quiet, only a few orders coming to hand at the present time, and these are for small quantities. Mercerized and similarly finished cambrics have been in good request, although in blacks and colors. The clothing trade has continued doing a small business. The market is barely steady in several directions.

Dress Goods—While the events of the past week do not bring to light any enlivening features, there has been nothing in the developments to cause one to alter his confidence in the position of the market. The market continues in a waiting position. There is a small business under way, both on light and heavyweights, but it is not worthy of much mention. The jobber is not picking up goods in any quantity, for the reason that he desires to lighten stocks now in hand before providing ahead for future requirements. The retailer is pursuing a similar course. At the mills all is activity; with many mills it is not easy to keep up with delivery requirements, even although their full complement of machinery is running more than the regular scheduled time. The domestic manufacturer has every reason to feel satisfied with the plain goods market. The foreign manufacturer has done a very fair business on high-class novelties and fine piece dyes. The average plain goods manufacturer can afford to bide the development of the repeat order business, owing to the orders now in hand for venetians, cashmeres, broadcloths, homespun, serges, etc. In some instances agents profess to see signs of an improved interest in fancies, especially on the part of the Western

trade. It must be remarked, however, that these signs of increased interest are not yet of a very positive nature. But here's hoping for the sake of the fancy goods manufacturer.

Knit Goods—In the heavyweight branch of the knit goods industry manufacturers are busy turning out the goods under orders. It is early for the duplicate season to begin, and the chances are that the number of reorders placed will be small in volume. A large majority of the mills have had enough goods ordered during the preliminary season to keep their mills busy for months to come, and hence would not be able to receive duplicate orders to any great extent. It will be interesting to note whether there will be any advance to speak of in fleece goods. The rumors that there will be a weakness can not as yet be substantiated, but there is a belief among many jobbers and agents that there is likely to be a slight break, and this belief has been somewhat heightened by the recent weakness in wool and the belief that the demand for fleece goods was not as great as anticipated. It is also said that there are a number of fleece goods manufacturers who are willing to take orders at prices lower than those established by the association.

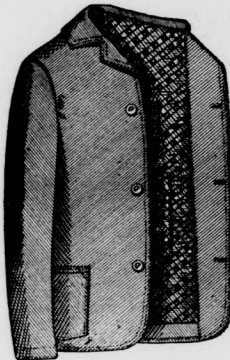
Hosiery—Seamless cotton hosiery is having a very large run. Enough orders have been booked, it is said, to keep the mill that manufactures this line busy until the fall. Prices are very firm, and are liable to remain so. The demand for mercerized hosiery is also very great. This line of goods is one line that finds more favor in the domestic make than it does in the foreign. The patterns are more quiet than those of last year. Solid colors with polka dots, large or small, are in great demand in both women's and men's hosiery. Wool and worsted hosiery is in a satisfactory condition. Prices are firm, and enough orders are at the mills to keep them busy until next year. Fleece hosiery, on the other hand, is quiet.

Carpets—The condition of the market is still firm with no indication of a reduction in price. The manufacturers last season supplied a very large amount of carpets but at unremunerative prices, but now that the raw material and yarn are at such a high figure, the buyers must expect to pay more for their goods. Those who entertain ideas to the contrary will do well to look into the matter and they will see that all conditions not only warrant an advance but compel it. Owing to the backward retail trade which has continued to prevail, the fall opening will necessarily be later than usual, which, under the circumstances, however, will be better for the trade.

"The Christian" is the name of a Chicago restaurant conducted on Bible principles. Its proprietor is a reformed drunkard, and he is making a success of his novel enterprise. He has decorated his walls with scriptural quotations, holds gospel meetings on Saturday evenings, and closes the place on Sundays. The bill of fare bears familiar texts.

A growing demand for California prunes is reported from France, where the excellence of the American article is recognized. But owing to the lightness of the wood employed for boxing a large percentage of a recent shipment was lost. The United States Consul at Nantes calls attention to the need of guarding against this trouble in the future.

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.

Grain Bags

16 ounce Stark.
16 ounce Sherman.
16 ounce American.
14 ounce Hermitage.
12 ounce Phawhatan.
Good time to buy now. Write for prices.

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

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.

Solid Comfort

Ladies', Misses', Children's
Hose Supporters



Conceded
the
best
in the
market.

Are
suspended
from
the
shoulders.

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

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

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

Clothing

Status of Neckwear, Underwear and Hat Business.

The retail haberdashers have been disappointed in their spring business so far, although the last couple of weeks have shown some improvement. Why the spring business was not better is one of those things that no man can tell absolutely; it is laid to various causes, any one of which may have had some effect, or it may have been something entirely different. One of the causes to which this condition is ascribed, and it seems to be fully as plausible as any, is the fact that shapes in neckwear changed so very little during the past two seasons, but even this would not have had quite as much effect, we believe, as we have actually seen. It is true that the shapes for this season are practically the same as for last season, the only difference being in minor details, which do not affect to any extent the general public. The person who buys a 50 or 75 cent scarf cares very little whether the length of the apron or the width varies one-half inch or an inch or none at all as long as the general shape suits him.

It is safe to say that the broad end scarfs in the general style of the English squares will have the biggest sale of the large shapes, while, of course, the ties will be full as plenty for the warm weather as in past seasons, and the batwing shape, with either square or pointed ends, will have the call. This is not only our own opinion, but seems to be proven by the purchases that the retailers have made, and also by what the consumers have done up to the present time. There seems to be an increasing demand for narrow ties in the four-in-hand shapes, and some entirely new styles have lately been introduced in consequence.

The Rumchundas in finest grades are going to be important features of the warm weather business this year. Some beautiful combinations of colors are shown in these goods that sell at \$1 and over. Cheap "Rumchundas" are not seen in anything like the same variety that they were last summer and the season before, although they are plenty enough.

It is confidently expected that this style of scarf will be actually the swell thing for this season. In these Rumchundas, the patterns largely run to the small squares, one-quarter or three-eighths of an inch across or in groups of squares. Some polka dots are seen, but aside from these, there is very little of interest to be found. These Rumchundas are in ascots, four-in-hands and batwing bows.

Stocks of all kinds are to be seen in the haberdashers' cases, but the demand has been very limited to date. They, however, will undoubtedly tell a different story in another month.

In all lines of summer underwear, the retail trade has been very quiet, with the exception of balbriggans, and of these goods they can not get enough. The mills have been pressed on every hand to turn out sufficient quantities to supply their regular customers; while it is a fact that the customers of many other mills have applied repeatedly for balbriggan underwear. This state of affairs seems to exist for all grades. Almost anything that is balbriggan is wanted, and wanted quickly, and so far the supply has not been equal to the demand. There is also a growing demand for the open or cellular woven

goods on account of the comfort and hygienic qualities.

There is a somewhat better demand for union suits, although it is taking time for the public to become educated to these garments.

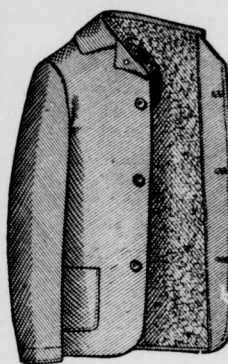
The hat trade, while not a complete disappointment, is still far behind what was expected this season. Duplicate orders have been coming to hand very slowly, and they drag along as though the season were to be a long one. It is due to the fact that considerable stock was carried over from last season, and the merchants not only wish to dispose of this, but they do not want to buy more than is absolutely necessary for this season. As the shapes this year show quite a difference from last year, it is only wise for the retailer to dispose of the old goods first, and as soon as that is done, he will take hold of the new and fill up where necessary.

While there are still conflicting opinions as to the shapes that will be most popular, it does not seem as though the most radical ranges that some manufacturers introduced will secure very much popularity. More can be done in changing the styles by doing it gradually than by making sudden jumps. Hats that have been imported by individuals show high tapering crowns, and this is an indication of what our styles will probably come to. Nevertheless, the American people do not adopt a style of that kind, except by easy stages. The sale of soft hats for this spring has been quite good, both for the regular alpine shape and for the low crowns.

The salesmen are now well on the road with their fall samples, but as yet it is too early to determine what this season will bring forth. There will be but little change in the prices from the last season, because the raw materials have stayed in about the same condition as to prices. All shapes and styles of derbys and soft hats are being shown; the manufacturers, however, have taken the spring tendencies to go by, and are not showing very much that could be called extreme. A little later some specials will be brought out. Most of the manufacturers believe in sticking to the rather low flat crowns, although some ventures are made on the higher styles, that seem to be in demand with the more exclusive haters.

If we have a good, warm summer, the straw hat business will beat its record. Last season went far beyond expectations, and very few retailers carried a single hat over. They have been obliged to order more liberally than usual on this account, having no stock whatever to fall back upon, and this means that if the business is up to the average this year, their sales of this year's styles will be larger than ever. The retailers have all got their goods, or at least enough of them to open up with. Many of the manufacturers have filled their orders completely, and are waiting now for the reorders. There will be very little that is absolutely new this season in straws, most of the manufacturers sticking to the lines that were popular last summer. The brims will be a little narrower, and the crowns a little lower for those who are fastidious, but that is practically the only change. The alpine straw which was placed on the market last summer by one or two has been adopted by a number of manufacturers this year, and a great deal is expected of it.

The golden opportunities of the future may vanish, but the present is yours to utilize to advantage.



The Willard K. Bush Co.,

Lansing, Michigan.

Makers of the "W. K. B." Brand of Pants, Overalls, Jackets, Shirts, Duck Coats.

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

Mention Michigan Tradesman.

A Record Breaker

Is the black Clay Worsted heavy weight suit which we are offering at

7.50

Write for sample to convince yourself that nothing has been offered to you like it for such money.

Would you like to see our complete line? If so, drop us a postal.

M. Wile & Co.
MAKERS OF FINE CLOTHING

for Men, Boys and Children.

Buffalo, N. Y.

"Better Quality for Less Money."

If It's Good Trade You're After

It's "H. Bros. Correct Clothes" you want. Lookers become buyers and buyers steady customers. It's a sure case of making friends and money at the same time. Our fall line is now ready—it will pay you to look it over. It's clean and right from start to finish, not a dead one in the lot.

Men's fall overcoats from \$3.75 to \$16

In long, medium and short box styles, in Kerseys, Coverts, Oxfords and Vicunas; also, close fitting Kerseys.

Men's fall suits from \$3.75 to \$14

In Cheviots, smooth finish Cassimeres, Oxfords, fine fancy Worsted, and nobby effects in rough goods.

For boys

The line is unusually choice and complete, in three-piece Suits, Children's Vestee and Double Breasted School Suits, etc.

Dealers

From Maine to California buy of us and make money on their purchases, a point that Michigan trade will appreciate. Our salesmen are now out and will be pleased to call by appointment.



Heavenrich Bros.



Shoes and Leather

Furnishing a Store and Arranging the Stock.

Taking for granted that we have selected a store of suitable size and location, let us look first to the shelving. Commencing at the floor, have a base-board of 5 inches, then a panel of 11 inches. Above this have drawers of 15x14 inches front by 30 inches long, with bronze drawer pulls which have a slot to hold the label explaining what it in each drawer. Have these drawers extend back about three-fourths the length of the store while in the other quarter I would have shelves.

Above the drawers have a ledge about 34 inches from floor and 18 inches wide, a good height for tall or short, and plenty of room for displaying goods. On this ledge commence with our shelves. These should be 12 inches wide and about 7 inches apart, just room enough for two tiers of ladies' cartons. Have about seven of these shelves; as that brings the top shelves within easy reach with the aid of small ladders that reach from floor to ledge. They are light and can be carried about easily.

For men's shelves have 12 inch boards 9 inches apart and five or six shelves high—about same height as ladies' shelves, this gives us one side for ladies' goods and the other for men's goods.

In front of store have a small case with four drawers on one side and panels on the others. On this table have a glass case suitable for displaying fancy slippers, infants' soft-soles, etc. Back of this case have a double settee made of light quartered oak, polished, the seats upholstered with red plush.

This brings us to the center of the store. Have here a small table or counter about 5 feet long by 26 inches wide. This will hold your cash register, paper and twine and, being in the center of store, would make it handy to tie up bundles and make change. Back of this have another settee same as above. This leaves a little floor space, say just about enough to have a case 5 or 6 feet square and 4 feet high. This case could have drawers on both sides and lots of room on top.

Now the show windows. These of course would be about as they were built, unless one changed front to suit his taste, but the inside I would paint white, have a mirror on the side, place pretty drapery in the background and use brass display rods, clips, nickel and glass stands, etc.

In the store proper I would have a steel ceiling if possible, if not I would have it pure white and the walls tinted. The shelves and woodwork I would have grained light, for it wears well and is much easier to keep clean, and goes well with oak settees, etc. The ledge I would have either oak, or some other wood polished a mahogany shade; the trimmings same as ledge. I should have the best lights that the place could give, and have enough of them to make the store bright and cheery. We have some idea now of how store would be arranged. Let us look at the next part.

For quick selling, not so much to spend time for fixing up, but for selling shoes quickly.

In front of store I should commence in first section with best boots first, having the section just wide enough to hold seven ladies' cartons; two tiers high of course, putting sizes together, that is,

commencing at top put all the 2s together, A, B and C, etc., so on down through the section. These sections will hold a few pairs over all sizes and widths in lace and button, so this would give it to us right in a small area as to width, just what we need in that one shoe. Follow this up until we commence on ladies' oxfords and slippers, putting these the same as boots.

In the rear of ladies' side put misses' and children's goods, and in rear of men's side boys', youths' and little gents' goods, also men's slippers. That will about fill up the shelves. Now in the drawers on men's side put bulk rubbers and leggins, etc., in rear have the shelves beneath the ledge for men's carton rubbers. On ladies' side use the drawers for ladies' carton rubber goods. They would hold twenty-four pairs, also for misses' and children's rubbers, arctics, etc. In the slot of each drawer-pull have the label explaining contents of drawer. On our table in the rear we would put goods that we find do not go very well, thus keeping them before us all the time.

In drawers of the case which we have in front of the store we could have shoe-strings, soles, button hooks, etc.

As for stock cartons all labeled the same, for quick selling I think I should leave them out, and take the cartons as they come, for the manufacturers and jobbers are using good labels and cartons, and do very well. With stock cartons, if we should have to have a new clerk or two it would take some of our quick selling time to explain things to them, and again we would be liable to forget some things ourselves.

Now get the clerks into shape, open the doors, and I think we would be able to please the public—quickly.—Maurice F. Bragdon in Boot and Shoe Recorder.

Try Fewer Styles.

The success of some of the shoe departments in large stores, who handle an advertised line like the Sorosis or Regal exclusively, has demonstrated the fact that it is not at all necessary for the retailer to carry so many colors and styles, for these lines as a general thing are made up in not over three styles and two colors. A certain shade of tan is selected and used altogether, and in some well advertised lines of men's shoes one style last is used straight through the line.

It has been our experience that the more styles and colors you show the trade the harder it is to make a sale.

If the merchant will carefully select two style lasts in black and some good color and stick to them, he will find it easier to make a sale than when he offers some eight or ten styles and colors. You can educate your trade the same as the specialty house does; try it.

Shows on the Face.

"The evidence," said the judge, "shows that you threw a stone at this man."

"Sure," replied Mrs. O'Hoolihan, "an' the looks av the man shows more than that, yer honor. It shows thot Oi hit him."

What She Wanted.

Clerk—What do you wish, ma'am?
Mrs. O'Toole—Oi want to sae some mirrors fit to give as a gift.

Clerk—Hand mirrors?
Mrs. O'Toole—No, some thot ye kin sae yer face in.

It is well enough to watch your competitors, but don't lose sight of your own business while doing so.



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"

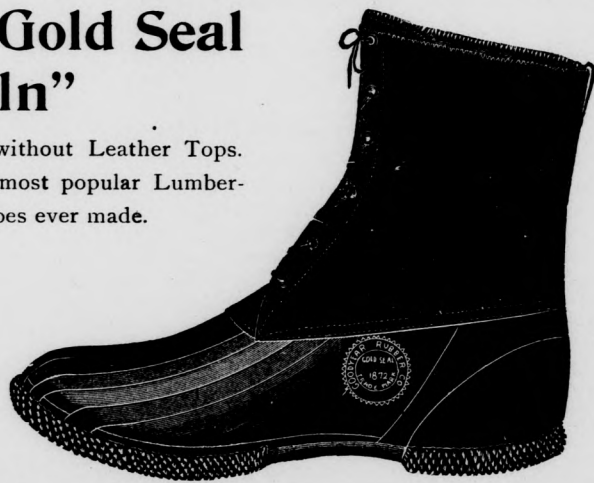
With or without Leather Tops.

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.*

Bradley & Metcalf Co.,

Milwaukee,

Sell the

Goodyear Glove Rubbers

The Best Made.

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

How a Successful Dealer Arranges His Window Display.

I have often advised the use of cheese cloth as a background for special displays, but right here a word of admonition. Don't become a slave of "cheese cloth." I wonder how many unnecessary backaches, how much unnecessary effort and how much extravagance in the use of "gray matter" can be directly traced to the over-use of our over-worked friend, cheese cloth? Some of my readers doubtless spend many hours, in concentrated thought, trying to devise some new arrangement of their cheese cloth background when the use of it, at all, is entirely unnecessary. This again brings us back to the question of mirrors—we believe them indispensable. With mirrors for, at least, the lower half of your background and with a ceiling and the balance of your background of hard wood, half of your labor is done. Then with a practical display fixture and the usual complement of stands, your window trim would resolve itself simply into the proper arrangement of shoes. To have a continuous, ever changing panorama of attractive displays it is only necessary to take out the old lot, re-arrange some fresh styles, put in a new card and the thing is done.

No agonizing puffing (both of your own and of the cheese cloth), no elaborate effects over which to "labor and travail," none of the extravagance of time and thought that the old cheese cloth regime necessitates. You simply change your display of shoes, not the display of cheese cloth. Of course this old friend of all decorators can be used to advantage at times, but don't abuse him. Used occasionally and, when used, used tastefully, the result is often pleasing in the extreme.

In arranging your window displays don't overlook the fact that they are, primarily, for the display of shoes. In conjuring up the artistic effects that are so dear to the hearts of most of the members of our profession, don't produce an effect that will in any way detract from the prominence of your wares. The elaborate effects, that we sometimes tell about, are only to be strived for on very special occasions—they are only to give added tone and dignity to your store. They have very little direct selling influence.

How do you prepare your shoes for your window display? Do you use any effort to see that every curve shall be displayed, that the natural beauty lines of each model shall be seen to best advantage? What agency do you employ? The writer in his early days used to stuff his shoes with paper to fill them out and give them the proper symmetry—but what a wanton waste of effort it was! To take out, "unstuff," prepare and "restuff" the ordinary display of shoes, required fully a whole day's continuous effort and consumed all the stray "waste paper" in that district. Get lasts—the little papier mache shoe lasts. They are light, inexpensive (comparatively so), durable, easy to use, save time, and give a much better, a much neater effect than the most careful "stuffing" ever could. My, but under what a handicap some of us are working! What would you think of a skillful surgeon who tried to amputate a limb with nothing but a hatchet and a meat saw to do it with? He might succeed in getting your leg off, after a fashion, but it would be unnecessarily painful and laborious, and you'd very likely think him the most

stupendous jackass on record. Yet, my dear friends, many of you are doing almost the very same thing. You are trying to do good work with almost absolutely no equipment. Possibly, if you are trimming for yourself, you may consider these conveniences a bit of extravagance, or, if you're trimming for your "boss," he may have the same view of it—but never was an idea a more mistaken one. You are, now, not only making an extravagant use of your time in useless and unnecessary work, but you are extravagantly throwing away opportunities for results that, collectively, will amount to ten times the amount necessary to procure the things you need. Get out of the old hatchet-and-saw method of surgery and get a full complement of instruments.

The manager of the shoe department in one of our big department stores has originated a simple yet very effective way of displaying shoes in his department. The fixture he uses is exceedingly simple yet could be perfectly described only with a camera. It is a little wire arrangement very much like the wire hook arrangements we use to hang our coats and hats on only it is longer—extends out farther from the wall. On the top of this is a clamp for the sole of one shoe (about where you'd hang your hat) and at the bottom is a place to suspend the other (about where the coat would hang). He had these simple arrangements fixed to the standards that divide his shelves and altogether it is the most effective simple way of showing shoes that we have seen for some time.

There is no little thing, that we can think of, that will add to or detract from the appearance of your window as much as price cards. A neatly printed, fresh, clean card, of rational size, will improve any window, while a soiled, carelessly executed one creates about the same impression as would a daub of dirt on a high colored painting. The simplest solution of the matter for you, that we know of, is this: Get about a hundred sheets of cardboard (the man who sells you wrapping paper will sell it), have your printer cut it up into the proper sizes (he has a paper cutter and will do it willingly) and that part of the matter will be over with. Have the cardboard cut into small sizes for price cards and large for general cards. If you can not letter neatly with brush and paint get a rubber stamping outfit. These may be had in various styles of type faces (any one of which is neat and appropriate) and in several sizes. We should say one style with three sizes of letters and figures would be all that you will require. You sometimes use a full sheet of card and maybe you're aggravated by the continual curling up of these big fellows. To obviate this have some neat oak frames made (just like picture frames) of the proper size and in these your cards will be protected from dirt, contortions and the other evils that usually befall window cards. —Shoe and Leather Gazette.

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

Leather Top Lumbermen's Rubber Shoes

We have the best Leather Top Lumbermen's Rubber Shoes that are made—not one pair of these Leather Tops cracked in 1899. We can furnish them in Boot Heel Duck Rolled Edge, 6 inch tops, at \$24 per dozen pair. Boot Heel Gum, not rolled edge, at \$22.20 per dozen pair. Order a sample case and get your order in early.

Write for price on Sock Combinations in Captains, Eries and Pacs. We offer bargains in these lines. We carry the best and most complete line of Socks, Gloves and Mittens of any one in Michigan, and while you are about it order samples of Mackinaws and Kerseys. We are offering great bargains in Men's and Women's Mackintosh garments.

Studley & Barclay,

4 Monroe Street,

Grand Rapids, Mich.



PRINCESS



SENSIBLE OVER

These cuts show two of the most popular styles of the famous AMERICAN RUBBERS—highest in quality, most elegant in style and fitting perfectly. We deal exclusively in Rubber Footwear; five different brands:

Americans
Paras
Woonsockets
Rhode Islands
Colonials

Write for prices.

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

BAILEY'S Patent Ribbed Back Rubber



Three reasons why Bailey's Patent Rubber must commend itself to all who wear rubber shoes:

1. The heel having a ribbed back, it protects the clothing from becoming wet or soiled on the under surface by breaking the suction which two smooth surfaces create when wet. 2. The ribs, being near together at the top and spreading over the heel to the bottom, serve to hold the rubber securely on to the foot and prevent it from slipping at the heel. 3. It prevents the breaking of the rubber at the heel, where it first gives out, and a short fit can not be forced on the wearer. It also secures the shape of the rubber until worn out.

HIRTH, KRAUSE & CO.,

Agents for GOODYEAR GLOVE HOODS AND OLD COLONY RUBBERS,
Grand Rapids, Michigan.

Woman's World

Intellectual Poverty of the One Word Woman.

Any suggestion that women need to acquire more words—considering the reputation the sex bears for fluency of speech—is bound to savor of sarcasm to a certain extent, yet, nevertheless, it is amazing how poverty-stricken the majority of women are in the matter of a vocabulary. Take note of the ordinary conversation that you hear about you every day and you shall be divided between wonder at the incredibly small number of words actually in use and admiration that with such limited facilities for expression they still should be able to express themselves so voluminously and so continuously. It is not number of words they lack, but variety.

Unfortunately, the average woman seems to be as tone deaf, when it comes to using words, as Trilby was about music. She has no nice discrimination, no subtle shading, no fine values in her employment of them. It is a case of "all coons look alike" to her and the word that comes handiest serves her purpose. She has only a few at her command and these she makes do yeoman's service, never dreaming that she is overworking them remorselessly and outraging them most abominably.

This reliance on a few words and the guileless belief that they can, upon occasion, be made to mean anything and to adapt themselves to any situation is not confined to the uneducated and illiterate, either. Many otherwise intelligent people are guilty of the offense, simply because they have been too lazy and too careless to provide themselves with a flexible vocabulary that was varied enough to meet the emergencies of life. The result in conversation is precisely as awkward and inadequate as if one had only one frock in her wardrobe and must come down to breakfast in a decollete gown because she only possessed a ball dress, or must appear at a ball in her Mother Hubbard because she had nothing to wear but a dressing gown.

No woman would be guilty of such a solecism in dress. Rather than come to breakfast in a trailing, low-cut gown she would stay in bed all day, and she would forewear balls for the balance of her natural life rather than not be suitably attired when she did go, but she has no such fine sense of the fitness of things when it comes to the use of words. She hasn't the slightest compunctions about dressing up her ideas in any sort of misfit clothes and sees nothing ludicrous in the result. Just how ridiculous, as well as exasperating, this is I had impressed upon me not long ago in the street car, when I sat behind two young girls and listened, perforce, to their edifying conversation. They were pretty and intelligent looking and beautifully dressed and they greeted each other with enthusiasm.

"Oh, Mame!" said one, "I have just had such a perfectly lovely time. I went to Edith's to lunch and we just had the loveliest things to eat—lobster Newberg, that was the loveliest thing I ever tasted, and perfectly lovely chocolate cream and cakes. Then Edith and I went to the matinee. Say, you ought to see that play. It's just too lovely for anything. I cried all the time. It's perfectly lovely to cry at a play, isn't it? And the leading man, in that lovely scene, you know, where he kills the heroine because he thinks she is in love

with somebody else, he's just too lovely for words! I just love the theater, don't you?" "Indeed, I do," responded the other girl, "I think it's just perfectly lovely," and as I listened I could only groan and, paraphrasing the words of the poet, wonder "has the language played out and is education a failure?"

If it was only school girls who so misused words and harped upon a single adjective until they had worn it threadbare, we might live in the faith and hope that time and experience would bring enlightenment and discretion, but the fault is just as common with their elders. Who, for instance, has been so fortunate as not to know the woman whose whole descriptive capital was comprised in the one word, "awful?" She never meets any one who isn't "awfully" sweet, or "awfully" good, or "awfully" bad. The storms of heaven and the pie at dinner are equally "awful," and her entire conversation is one awful assault on her mother tongue. It may be "grand" that is the prop and stay of her vocabulary. The new paint on her front fence is perfectly "grand." The baby is "grand." Niagara is "grand." The comic actor was just "grand" in that scene where he turns a somersault and sits in the old woman's lap, and she caps the climax of her efforts to make herself agreeable to you by telling you that your new basque fits you "just something grand" in the back. I have often trembled to think what would happen if some catastrophe should occur to these words, so that they would be invalidated for further use. I am persuaded that in that event a large proportion of my most loquacious sisters would be smitten with sudden dumbness and that a silence of desolation would reign over the land.

Perhaps if we realized more fully what a distinguished charm and grace a good vocabulary gives a woman we should pay this subject the attention it deserves. For one thing, it would enable us to avoid many of those social blunders that partake of the nature of crimes, because they cause us to needlessly wound the self-love of innocent people. Most of us have suffered this in our own experience, and know the deadly chill of disappointment with which well-meaning people have damned us not with faint praise, but with wrong praise. Did you ever—now honestly—read aloud before your club a paper in which you poured out your whole heart in a passionate protest against some wrong without having some woman who meant to pay you a florid compliment bustle up and tell you how "sweet" your essay was? Didn't you long to throttle her? If only she had said it was strong or that you had struck some note of truth, how pleased you would have been. But "sweet"—when you meant to blister! Faugh! The word is an abomination to you and you show it, and she goes off huffy and tells other people that she didn't see anything in your old paper, anyway, so remarkable you need give yourself airs about it.

It is the same way if you have written some airy little verses, gay and tender, with a laugh and a sigh in every line. It would warm the cockles of your heart for some one to tell you that they are graceful or dainty, but when the blunderer, who thinks one adjective doesn't differ from another in glory, comes along and says, "Say, that was a magnificent poem you had in the paper last week," you can't help feeling that you have gotten a slap in the face and wonder if it is sarcasm or merely igno-

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.

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

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

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

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

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

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

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

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

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

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

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

YUSEA MANTLES.

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

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

Sells for 50 cents.

Will outwear three ordinary mantles and gives more light.

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

F. J. Sokup

Manufacturer of
**Galvanized
Iron
Skylight
and
Cornice
Work**

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

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

Bell and Citizens Phones 261.

rance that makes a person say a thing like that. Or, it may be that you show a picture in which you have tried to paint all the unutterable agony of a mother bending above the dead body of her first born. You mean it to be tragedy in all its naked hideousness. "What a pretty picture," says some good-natured soul, anxious to do the right thing in the way of flattering you. You turn the picture to the wall. If they had thought a year they could not have said anything that would seem such a biting criticism. It takes all your fortitude to recognize the good intentions of the speaker and forgive the break and you gnash your teeth to think that anybody could make such a heart-breaking mistake for the lack of the right word in the right place. I knew a whole family disrupted because a simple old woman to whom a doting mother had sent the first baby's first picture wrote back that it seemed a nice, healthy child, instead of saying it was "magnificent," and upon my word, I think there have been plenty of feuds with less real provocation. It is so aggravating for people to say the wrong thing, when they might just as well say the right.

There is no excuse for going through life making these mistakes. If one is born with a snub nose and little fishy eyes, one is, of course, bound to his infirmities and can not escape from them, but any one can acquire a good working vocabulary, and the best use that any young woman can make of her time is to put in some good hard study on the dictionary. In that interesting and affording volume, she will find out the difference between a grand chocolate cream and a grand mountain, and she may, at least, acquire an accumulation of adjectives that will enable her to deal out the right one to everybody, instead of lumping all talents and every attainment in an indiscriminate mass of "prettiness" and "sweetness" as the one-word woman does.

This is the most elementary aspect of the matter. It is merely a business suggestion that it pays to lay in a sufficient working capital of words to carry on daily intercourse with ease and facility, instead of making packhorses of a few words and forcing them into service for which they were never intended. Beyond all this lies the great field of the English language, where the great craftsmen of literature have planted and watered and pruned until it blossoms like a meadow with beautiful words, waiting to be woven into garlands to adorn our speech. Is it not passing strange that any woman should be content with her poverty of vocabulary, when so much richness and beauty are to be had for the taking? Dorothy Dix.

Beginning Early.

Visitor (viewing the new baby)—He's the very image of his father.

Proud Mother—Yes; and he acts just like him, too.

Visitor—Is it possible!

Proud Mother—Yes; he keeps me up nearly every night.

Know What They Are About.

Simpell—Funny thing about women. They often read the last page of a newspaper first.

Duplex—You see the big advertisements are usually on the last page of a newspaper.

The Parlor Will Do.

Mistress—And remember, Mary, I never allow my girls to entertain their beaux in the kitchen.

New Servant—Very well, ma'am. What nights does your daughter use the parlor?

The Woman Who Has Nothing to Do.

It has been one of the cherished theories of the world that woman was never intended to work. There have even been those who have not hesitated to point out that when our first parents were driven out of Eden the curse of work was directed solely against man. It was Adam who was ordered to earn his bread by the sweat of his brow. Nothing was said about the way in which Eve was to get hers, and so convinced have we become of the correctness of this point of view that when, through force of circumstances, a woman is called upon to become a breadwinner it is universally felt that she is an object of commiseration.

What tears we had to shed we have been called on to shed for the working woman. The woman behind the counter and the woman before the cooking stove, the business woman and the house mother have all come in for so much sympathy it has made us overlook the one who, in reality, has the greatest claim upon our sympathy—the poor rich woman who has nothing to do. The time flies by for the working woman, whose hours are filled to the brim; the days are all too short for the duties and interests of the busy mother. They have the physical work that outranks all the physical culture on earth in building up health. They have no time to grow morbid thinking of their souls or digestions. They have that greatest topic and incentive ever offered humanity—the knowledge that they are of use, that they are wanted, that they are filling some niche, however small, in the great world.

Consider the forlorn case of the rich woman with nothing to do. There is no particular reason for her to get up in the morning. None whatever for her to do any especial thing. Her whole life is spent in the tedious pursuit of killing time, and time is a paradoxical jade that delights in tormenting us. If we need it it goes lightning swift, and if we don't know what to do with it it is as slow-footed as a snail.

Sometimes we are disposed to make fun of the expedients by which the woman with nothing to do fills in her time, but surely they are pathetic as well. They are imitation interests instead of real, and down in her soul she knows them for the husks they are. We laugh at the foolish fads of women, at the absurd societies, the insane clubs, where they go and read each other long-winded papers out of the encyclopedia, the ridiculous reforms and the idiotic philanthropies. We should sigh, rather than smile, if we remembered oftener that these are nearly always the desperate devices of the women with nothing to do trying to make work for themselves.

The truth is that women, as well as men, must have work if they would be happy, and no greater mistake is ever made than to class work as a curse. It is our greatest blessing, and the happiest people are the busiest people. When task and talent are in tune, when one does the work that in itself is its own greatest pay, life's sweetest chords are touched. There is no sense of weariness in it. One goes to it with joy and leaves it with regret, and they who miss this, whether they be man or woman, have missed the greatest boon fate has to bestow. Cora Stowell.

When your trade falls below the mark which you think it should attain, it is time to begin a thorough investigation. The cause may lie in your business system. Internal causes are sometimes as destructive as external.

Crockery and Glassware

AKRON STONEWARE.

Butters

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

Churns

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

Milkpans

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

Fine Glazed Milkpans

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

Stewpans

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

Jugs

1/2 gal., per doz.	55
3/4 gal., per doz.	45
1 to 5 gal., per gal.	6 1/2

Tomato Jugs

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

Preserve Jars and Covers

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

Sealing Wax

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

FRUIT JARS

Pints	5 50
Quarts	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 Nacoras	9 00

Pump Cans

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

LANTERNS

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

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.,

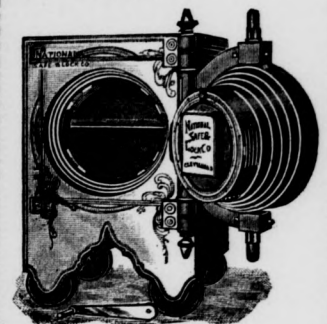
Mfrs of the

Hand "W. H. B." made

Improved to center.

Greenville, Mich.

The National Safe & Lock Co.



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

Can Not be opened by the jarring process.

Absolute Proof against the introduction of Liquid or Dry explosives.

Locking Action the quickest of any safe.

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

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

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

Estimates furnished on all kinds of safe and vault work.

Office and Salesroom,

129 Jefferson Ave.,

Detroit, Mich.

W. M. HULL, Manager.

Hardware

How to Make the Show Windows Advertise the Store.

Every merchant's front window is a free advertising medium. It always occupies a preferred position. The public is constantly brought in contact with it, for it is continually staring the public in the face. The merchant is obliged to have the light, so as an advertising medium it costs nothing but a little time and thought, and it brings greater returns for the investment than any other method of advertising. No merchant, however strongly he may insist that he does not believe in advertising, but what is contradicted by his front windows. The mere fact that he has placed in his window different articles which he has for sale, designed to attract the attention of the passerby, shows that he believes in advertising, although his window may not advertise.

The one purpose of any kind of advertising is to sell goods, and the wise merchant keeps this fact in mind when he makes a window display. The stranger, whom you wish to become your business acquaintance, judges largely of the character of your store from the impression made upon him through your front windows. If this impression is pleasing, he will remember your store when in need of anything in your line, and particularly anything he has seen displayed in your window. If then, the show window is an advertising medium, which it is, and the purpose of all advertising is to sell goods, which it is, we come to the practical question of how to make window advertising sell goods.

In the first place, the front windows should be kept clean. The merchant is careful to greet his customers every day with a clean face; why should he not do likewise with clean windows? Dirt in either case leaves the same impression.

If you wish your goods to be seen from the outside, you must make it possible for people to see through your windows. In arranging a window the best results are secured by exhibiting one thing at a time, or several articles of the same kind or class of goods.

When a single article is brought to one's attention, the eye can catch it quickly, and the memory will retain it where it would become confused were several articles entirely different to be shown together, and the effect would be largely diminished. The nearer the merchant can keep to the idea of oneness in window displays the more satisfactory will be this source of advertising. If any merchant wishes to verify this proposition let him purchase a dozen granite wash basins, or anything else that is commonly used (I merely suggest wash basins by way of illustration); arrange them upon a clean contrasting background of cloth or paper, place a card in a conspicuous spot, naming a reasonable price, for one week, and I assure him that he will reorder the same goods from the first salesman that comes along.

But fully 75 per cent. of all merchants (including hardware merchants) follow just the opposite plan, and convert their front windows into a sort of sampling place, where are collected a conglomeration of nearly every kind of goods carried in stock, without regard to order or fitness, and there it remains until it is almost lost to sight under the dust that accumulates upon it.

In visiting a hardware store in a neighboring town a few days ago I counted no less than thirty different kinds of goods represented in one small window, and the only reason there were not sixty was the lack of room. It looked as if the merchant had placed there a sample of everything he had in his store and in some instances the entire stock of some articles. You might as well have asked a person to tell the colors he saw in a revolving kaleidoscope as to tell what goods were displayed in that window. The window, as a means of advertising, was practically a failure.

If you wish to exhibit a steel range, have nothing else in the window to divert the attention from this particular object; to give naturalness to it place a tea kettle or a few other pieces of stove furniture upon it, while a pan of nicely browned biscuits drawn half way out of the oven would cause many people to stop and look who otherwise might give it no attention. Place a card by it, stating that "with one of our ranges your biscuits will look as nice," or anything else appropriate. If it is a hard coal stove, carpet your display floor, put down a sample of your oil cloth and a zinc board; set up the stove, using your best Russia pipe, and place a candle or lamp inside at night to give the appearance of fire; then if you wish to have about six people looking at it where you had one before, make up a dummy sitting in a rocking chair with her stocking feet upon the foot rest, with a card reading, "Her feet are always warm at night."

A clothes wringer will not make a very artistic exhibit, but it can be made an attractive one. Place one of your packing boxes in your window, upon which put a tub, to which attach a wringer. Borrow from your grocery merchant one of his life sized dummies (showing a woman washing with a certain kind of soap), place this behind the tub with a real washboard in front of the woman; place a pile of dirty clothes on the floor, with a garment going through the wringer on its way into a basket, with a card bearing the announcement, "This Wringer wrings dry, price only \$3," and you will sell wringers.

Nickel goods always make an attractive window, whether shown as a class or as individual articles, upon black cloth, with black background; nothing else should go in with them, and a card should be conspicuous stating that "they are solid copper and will never rust," or something else as suggestive. Add a price to your card when practicable. One effective way of arranging nickel goods is to place a few small boxes irregularly in the window, not so many that they will seem crowded; cover these over with black calico, which can be purchased for a few cents; let the cloth drop loosely between the boxes, covering the entire display floor, then place a single article, a tea kettle or coffee pot, or whatever it may be, upon each box, and no more; stretch a black curtain behind, high enough to form a background, place a card where it can be read, and you will sell nickel goods to people who did not know before that you kept them. When the whole line of nickel goods is displayed, step shelves can be arranged covered with contrasting cloth, and a row of similar articles placed on each shelf. Any display in motion is attractive. People will look at an object in action that would not be noticed in a state of rest.

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

Calcined Plaster, Land Plaster, Bug Compound, etc.

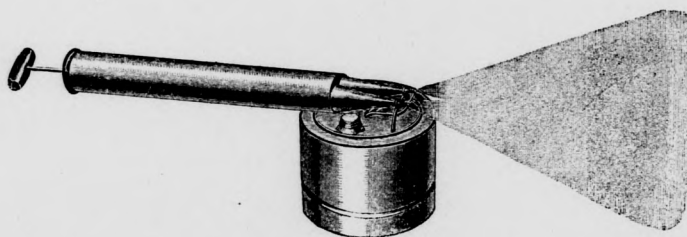
Mill and Warehouse: 200 South Front Street.

Office: Room 20, Powers' Opera House Block.

Grand Rapids, Mich.

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

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.

Agents for the

American

Corn Planter

Babcock

Corn Planter

Triumph

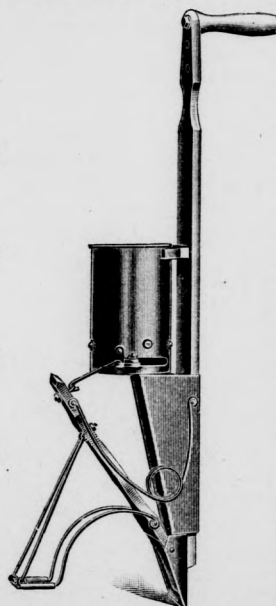
Corn Planter

Acme

Corn Planter

Send in your orders
at once.

FOSTER, STEVENS, & CO., Grand Rapids.



Place a churn in your window and how many people would give it a passing notice? Give it a motive power and they would go a block to see it. This idea will be left for the ingenious merchant to develop. An occasional exhibit without any display of goods will repay one for his efforts; something relating to some local event or circumstance, if not overdone, will interest the people. For illustration: If the farmers hold an institute in your town reproduce in miniature a farm scene, the barnyard with its buildings, sheds, straw and haystacks, and a few toy animals in different places, with the yard fenced. Cotton batting makes a good substitute for snow, and a little coal soot will make tracks for the barn and sheds in different directions, and along the road. A grove of willows could be used for a background with good effect. A window of this kind will keep people standing in front of it in zero weather. There are many things in a hardware store that can be arranged into amusing and interesting exhibits, and anything that will make the people laugh without disgusting them advertises. The trade journals publish from time to time cuts of various creations, as turkeys, locomotives, bicycles, boats, men, and many other things, constructed from articles taken from different parts of the store. People will always look at these and talk about them.

However attractive a display may be it should never be allowed to remain longer than one or two weeks without change, even if the same thing has to be arranged in a different way.

Window advertising, like newspaper advertising, to bring the best results, should carry with it that phrase with which all hardware merchants have become familiar the past year: "Subject to change without notice," and the retailer should be as alert in making these changes as the manufacturers have been in making theirs.

If hardware merchants would give more attention to this free advertising medium, bring to the notice of the people the dozens of useful things they have for sale by an attractive window display, with an attractive price card where practicable, I doubt not but many orders for goods that are kept for sale in the local hardware store would never go away to a catalogue house.

To make window advertising a success:

- Keep the eyes of your store bright.
- Hold to the idea of oneness in your display.
- Make frequent changes.
- Attach a price card when possible.

C. M. Dosssee.

Lessons to Be Learned From Biography.

Written for the Tradesman.

From the child on the knee to the tottering old man everybody loves biography. The small boy or girl wants a real true story of Mamma or Papa to extend his own limited experience, while the white-haired man is never happier than when he can recount the experiences and incidents in his own life or in the lives of his friends.

More and more is the study of history the grouping of events of the various periods around the great, the representative men of those times. And, what is more, although these men may follow various paths, as generals, rulers or simply men of mark in the common walks of life, yet they possess many elements of character in common. What are some of these qualities? In the first place the truly great man wants to stand

alone; in other words he is self-poised. That does not mean that he actively opposes other people, but that he works for his ideals even if the popular side of sentiment runs the other way.

Next, he does not sit down and wait for something to turn up. He finds or makes his own opportunities and they are stepping stones to higher things.

He is willing to attempt hard, nay almost impossible tasks. He may not complete them to his own satisfaction, but he has accomplished more than if he had not made the attempt. Few people really know their worth until they are put to the test.

He is not easily discouraged. He may fail over and over again, but when he feels himself on the right track he is not daunted, but gains strength from his falls until finally his efforts are crowned with success.

But if he does make a failure and his guiding star does not light the way to better things he is willing to start over at something else for which Nature or his environment better fits him.

He is sure of his own strength. His is generally an optimistic nature, which finds the best in everything. His very hopefulness helps him to conquer baffling circumstances or frustrated plans.

His is a growing nature. He learns from each person he meets and from his failures and his successes.

If he has but little strength he uses that to the best advantage. He does not bury his one talent in the ground and interest accrues until he makes of himself quite another individual.

He is not fluctuating in action. He does not act in fits and starts. He does each day's tasks without dissipating his energy.

He does not waste his time over needless details; as some one has put it, he does not scour the nailheads in the attic. Thoroughness can not be too highly commended, but there are times and places for the overtaxed man when shirking is a virtue. It is the wise man who systematizes his work, knows what effort counts and when to shirk and how.

He is willing to assume responsibility. He does not shove his load off on to some one else, nor, on the other hand, does he assume a martyr-like air if he has much to bear.

He has high ideals and works toward them. He may at first need to do humble tasks and glorify distasteful drudgery, but he may thus gain the needed discipline to develop him into a man built on a large plan.

He is always looking ahead and preparing for more difficult, more complex tasks, so that when the hoped-for opening comes he is prepared to succeed in his new place. He outgrows his ideals from time to time to replace them with larger and better ones.

He does not feel that the world owes him a living, but that he owes much to the world. It is his duty and privilege to be in line with progress and to help the world to be a better place for his having lived in it.

He does not look off at life to see what it offers, but examines himself. He can not be some one else, but he can find out his own capacities. He can overcome his deficiencies and develop his talents.

And thus the days go, working without haste and without rest. He does not look for fame, but it comes unsolicited, for he has made his standards high and striven to live up to his highest ideals.

Zaida E. Udell.

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. S. Steel	13 00

Barrows	
Railroad	18 00
Garden	30 00

Bolts	
Stove	50
Carriage, new list	50 1c
Flow	50

Buckets	
Well, plain	\$4 00

Butts, Cast	
Cast Loose Pin, figured	65
Wrought Narrow	60

Cartridges	
Rim Fire	40&10
Central Fire	20

Chain	
Com.	8 c.
BB	9
BBB	9 1/2

Crowbars	
Cast Steel, per lb.	6

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

Chisels	
Socket Firmer	65
Socket Framing	65
Socket Corner	65
Socket Sinks	65

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

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

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

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

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

Glass	
Single Strength, by box	80&20
Double Strength, by box	85&10
By the Light	80&10

Hammers	
Maydole & Co.'s, new list	dis 33 1/4
Verkes & Plumb's	dis 40&10
Mason's Solid Cast Steel	30c list 70

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

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

Horse Nails	
Au Sable	dis 40&10
Putnam	dis 5

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

Iron	
Bar Iron	2 75 c rates
Light Band	3 1/4 c rates

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

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

Levels	
Stanley Rule and Level Co.'s	dis 70

Mattocks	
Adze Eye	\$17 00 dis

Metals—Zinc	
600 pound casks	7 1/4
Per pound	8

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

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

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

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

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

Nails

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

Rivets

Iron and Tinned	50
Copper Rivets and Burs	45

Roofing Plates

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

Ropes

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

Sand Paper

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

Sash Weights

Solid Eyes, per ton	25 60
---------------------	-------

Sheet Iron

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

Shells—Loaded

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

Shot

Drop	1 50
B B and Buck	1 75

Shovels and Spades

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

Solder

1/2 @ 1/4	20
-----------	----

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

Squares

Steel and Iron	65
----------------	----

Tin—Melyn Grade

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

Each additional X on this grade, \$1.25.

Tin—Allaway Grade

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

Each additional X on this grade, \$1.50

Boiler Size Tin Plate

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

Traps

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

Wire

Bright Market	60
Annealed Market	60
Coppered Market	50&10
Tinned Market	50&10
Coppered Spring Steel	400
Barbed Fence, Galvanized	3 30
Barbed Fence, Painted	3 15

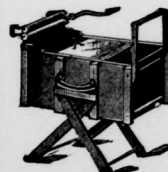
Wire Goods

Bright	75
Screw Eyes	75
Hooks	75
Gate Hooks and Eyes	75

Wrenches

Baxter's Adjustable, Nicked	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.

FLOWERS IN DEAD HANDS.

A Veteran Who Found His Friends at Last.

Written for the Tradesman.

There were a number of ladies at the cutlery counter as I entered the hardware store that Decoration Day morning and the proprietor was bustling about unpacking goods. He had arranged with his wife to attend the G. A. R. services at the cemetery in the afternoon and was slightly irritated at the deliberation with which everything about the place was moving.

As I stood looking about the store I heard a slight scream from the direction of the cutlery counter and saw a man slip on the small incline at the entrance and fall against a package of garden tools which stood among the display stock in front.

"The man is drunk!"

"Oh, why doesn't someone call the police?"

"What a shame! And he looks like an old soldier, too!"

The merchant, with an angry flush on his face, hastened to the door.

"What's the trouble here?" he demanded, in no gentle tones.

"He's got a jag!" declared a young clerk, rushing forward.

The man who had caused this little ripple of excitement arose painfully to his feet and leaned against the counter. There was a wound on his forehead, where he had fallen against a rake-tooth, and the blood was flowing down his face in a little stream and dripping on a worn and faded army coat, at the lapel of which shone a Grand Army button.

"Don't lean on that case," growled the merchant, "you'll break the glass. Something you want?"

The man, who was old and gray, with a pitiful stoop at the shoulders, wiped the blood from his face with the inside of his hand and turned toward the street again.

"Look out, there!" cried the fresh young clerk, "you'll take another tumble. Whew! but you've got a precious package!"

One of the ladies now came forward.

"Are you hurt?" she asked.

"I lost more blood than that at Malvern Hill," said the old man, with a faint smile. "I am weak and ill, that's all."

"Oh, he wants a quarter to get home with," said the clerk. "The bums all wear blue coats and Grand Army buttons on Decoration Day."

"I'm no bum," said the old man, stepping angrily back into the doorway, "and I'm not drunk, but I do need a little money to get home with. I'm rather lost, wandering about in the crowd."

"I told you so," cried the clerk.

"I'll let you have money to get home with," said the lady who had spoken before. "My father was killed at Malvern Hill."

"How foolish!"

"He'll only buy more drink with it!"

The lady turned a stern face toward her companions and stepped nearer to the old man.

"How much do you require?" she asked.

"Anywhere from a dime to a dollar," said the clerk with a laugh.

"Twenty cents, I think," said the old man. "I've asked in several places this morning and been refused. They are saving their money for flowers to give the dead, I presume."

"No," said the lady, kindly, "only

there are so many impostors. We don't forget the boys who carried the flag on that awful day, and I give you this in memory of those who never came back."

As she spoke the lady took a rose from her bosom and fastened it above the Grand Army badge on the lapel of the man's coat, at the same time slipping a dollar into his hand.

The clerk laughed stridently and the lady's companions emitted faint little screams as her dainty fingers touched the faded coat.

"He may have some awful disease," one of the shoppers said.

The lady hastened toward the rear of the store—I thought to escape the heartless remarks of her friends—and the old man went feebly down the incline and turned up the street. As he walked he staggered, as if from weakness, and now and then he stopped and put his hand to his bleeding face. When I went back into the store the merchant stood talking with the lady who had given the rose to the soldier.

"I'm sorry I acted so like a brute," he was saying. "I'd give a ten dollar note to have him back here this minute. He may be deserving and in want."

"I am certain of it," was the low reply.

The clerk who had done so much talking came up and attempted to say something.

"Say," said the merchant, turning fiercely upon him, "if I ever hear of your talking that way again to a person in my store, drunk or sober, I'll discharge you."

The clerk went away grumbling.

At the cemetery that afternoon there were many old soldiers wandering aimlessly among the graves. They talked to each other of swift battle charges where Death took three and left one, of lonely nights on picket duty where the closing of the eyes for an instant invited death, of days in Southern prisons, where men wasted away to skeletons and died at last with images of cool Northern homes and singing streams in their despairing brains.

There was a little commotion at one of the graves as I walked up the flower-embowered avenue with my friend of the morning and some one, calling out that a soldier had fainted, asked for water.

Pressed forward by the curious crowd to the very spot whence the call had come, my friend bent over a man who lay with his face upon a great bunch of lilies which decorated an officer's grave. When he arose his face was whiter than the face of the man who lay there.

"My God!" he said. "The lady's rose is still upon his badge and he is dead!"

The long march was ended. The soldier had ascended a mightier eminence than that of Malvern Hill!

"If I had but known," said my friend, sadly. "If I had but known! I shall see his face forever—his face with the blood running from it as I turned him away!"

The old soldiers recognized the body as that of a faithful soldier who—ill and old and heartbroken—had sought the grave of his captain to make the last great surrender, and buried it with military honors. And many in the city said with my friend that night:

"I might have prevented it. I might have seen how ill he was and cared for him."

Remember that buyers flock to the stores where it is made the most inviting and interesting for them,

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.

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.

2-ply Asphalt Torpedo Gravel

= Roofing =

Made from pure Trinidad Asphalt and positively guaranteed. A great seller. Weighs 100 pounds per square. Write for discounts.

H. M. REYNOLDS & SON, Manufacturers,
GRAND RAPIDS, MICH.,

DETROIT, MICH.

WORLD'S BEST

S.C.W.

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

PLENTY TO PENURY.

Change Wrought in a Week by Fire and Death.

This is going to be a sermon on the folly of a man's not protecting himself, his business and his family—a sermon on the folly of expecting the sun to always shine and Fortune to always smile.

I knew Archer—this is not his real name—for about thirty years. He was a man who turned things into money. He wasn't an especially good business man, but everything he did prospered. Money came to him.

I believe in luck to some extent, for that is the only explanation to make of Archer's case.

Archer had a grocery and dry goods business in a small city of about 10,000, and he had been there since he commenced business. He had the largest stock in the place, employed the most clerks and did the most business. His business career was smooth and exceedingly sunny. So far as I know, he never had a break, that is, until the last. When people would talk hard times, Archer would smile quietly and say he had no reason to complain. And he hadn't.

Now, I'm going to tell you something that will surprise you business men who believe in taking care of yourselves.

Archer never, so long as he lived, carried a cent of life insurance, a cent of fire insurance, a cent of accident insurance; he never belonged to a building association or a beneficial order. He didn't see the need of these things; he had lots of ready money and he had a good business; life was easy, plenty of time, and so on, and so on.

His friends, and his wife, and his children used to argue long and vigorously with Archer about these things—he'd laugh it off. For one thing, he was a fatalist—believed that certain things had to be anyhow and that there was no use monkeying with the buzz saw of creation. His reason for not getting his life insured he used to give everybody very frankly. A friend of his who had thought himself perfectly sound made application for life insurance and went up for medical examination. The examination disclosed the fact that he had Bright's disease well advanced. It was a frightful shock and the man brooded over it. In a very short time he died, and the doctors said that worry shortened his life five years.

Archer always said he was afraid to undergo a medical examination for just this reason. It was a poor excuse; in fact, it was no excuse at all, but I can easily understand how such a dread of a possible revelation could stand in the way of a man of sentimental disposition.

As for fire insurance, Archer had no excuse whatever. It was simply a weak putting of the thing off. To save my life, I have never been able to understand how a man could be content to live with a sword hanging over his head like this. Archer owned his home and he owned his storebuilding. Together, these stood him about \$19,000, and a fire in either of them meant, of course, that the loss would fall on him alone.

I talked the need of insurance to him many times and one argument I advanced was that the carrying of good insurance was really an asset. A man's creditors, I said, would grant him a larger line of credit when he was protected by insurance. I can hear now what he said:

"But I don't want a larger line of credit. I pay my bills as I go."

I have known lots of men who didn't

go in for insurance and such things, but every one of them but Archer took it out in saving money. They would pile away every cent they had and they thought that that plan was much better than gambling, as they called it, on their house burning down or their life snuffing out.

I once knew an old lady who had conscientious scruples against fire insurance. "If the Lord wants my house to burn down," said the dear, pious old soul, "he will let it burn, and it's wicked for me to take chances on it." The time came, however, when this old lady needed to borrow money on her house. Nobody would lend her a cent on an uninsured house, so she went to her conscientious scruples and up went the good old soul and took the insurance like a little man.

Well, to get back to Archer. He wasn't one of those who saved money. He not only didn't take out protective insurance, but he spent like water the money that might have protected him if he had saved it. He gave his wife and his daughters everything they could want. They lived up with the best people in the town. They kept their own team—always two horses and sometimes three. One year his wife and one daughter went to Europe. That must have cost Archer a thousand dollars if it cost him a cent, yet he handed it over without a murmur.

To make a long story short, Archer didn't do the best thing with his money, but he got a whole heap of pleasure out of it while it lasted.

Now, I'm going to end this story in a very hackneyed way. There happened to Archer precisely what you would expect to happen—he went to bed one night worth \$19,000 in real estate, and some \$12,000 or \$15,000 in stock, and he awoke in the morning without a cent.

It was a windy night in March—only a few weeks ago. The house adjoined the store on the main street of the town. They believed that the stove in the store tipped over and scattered a whole bushel of burning coals on the floor. The building was of frame, and the flames leaped to heaven in an instant. Archer and his family were awakened by smoke and flame in their home. They got out as quickly as they could, and by that time the firemen were there, but nothing could make any headway against that hurricane of wind. It was a bad wind for a man who had no insurance.

Well, the property was burned to the ground—house and furniture, store and stock—and there wasn't one single cent of insurance on any of it. The flames had licked up over \$30,000 worth of property in a few hours.

Archer was penniless, but there is worse to tell—much worse. Archer went out to give what little aid he could to fight the fire. Accidentally, he got in range of a stream of icy water from the hose and was drenched from head to foot. He didn't change his clothes. All night he stood in the fierce wind, half frozen, thinking only that a few heaps of burned brick and timbers represented the work of thirty years.

The next day Archer was sick in bed, in a neighbor's house. He developed pneumonia—died in two days.

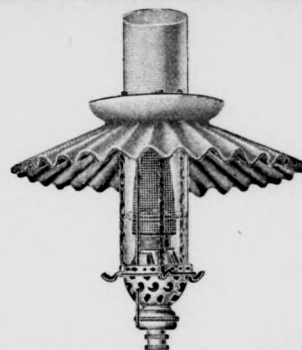
Now just mark the difference one week can make in a man's financial condition. At the beginning of the week of the fire Archer was a man of property. He had probably \$35,000 in house, household goods, store and stock, and he had a business that was paying him at least \$5,000 a year. He was in good health, strong and happy, and saw no need for either life, fire or beneficial insurance.

At the beginning of the next week he was dead—in a neighbor's house. He hadn't had even a bed of his own to die on. He had lost every dollar, every stick of furniture, every cent's worth of stock and his business. His family were penniless, his wife a widow, his children fatherless. And the astounding feature of the case is that every one of this overwhelming series of misfortunes came solely from Archer's shortsighted idea that protection to his property and his family was one of the things that would do to-morrow just as well as to-day.

Before I decided to write this article I wrote to a friend in Archer's town, asking what had become of the widow. He wrote back that she was a sort of housekeeper in a rich relative's house in Kansas City. One of the daughters is a pensioner on the bounty of an aunt, the other on the bounty of an uncle.

What do you think Archer would say about insurance if you could call him back now?—Stroller in Grocery World.

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.

The Imperial Gas Lamp

Fully covered by U. S. Patents

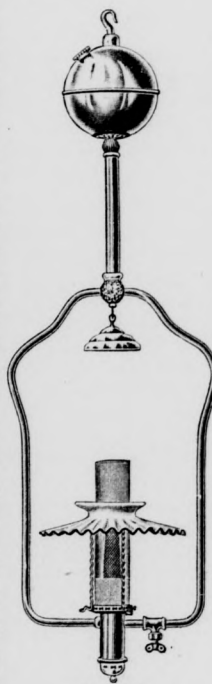
The Imperial Gas Lamp is not an experimental lamp, but has established itself and won on its merits. It is the most satisfactory, the most economical and the most ornamental.

The Imperial burns common stove gasoline, gives 100 candle-power light, and is free from odor or smoke. No torch is used with it and it is simple in construction and easy to operate. It cannot clog. Every lamp is carefully tested by actual burning, so that every lamp shipped is a perfect lamp. Furthermore, each lamp is fully guaranteed to do all that is claimed. Thousands in use and giving satisfaction.

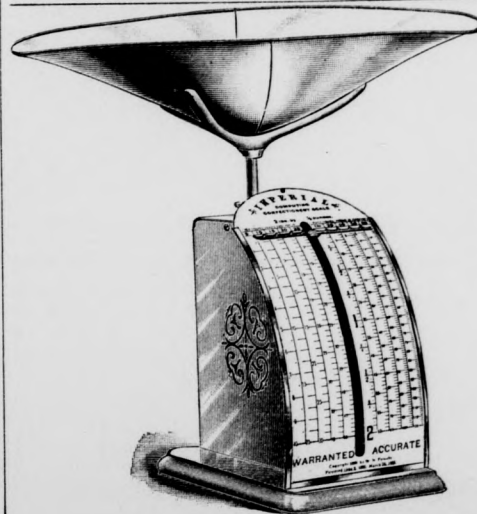
Send for illustrated catalogue and discount price list.

The Imperial Gas Lamp Co.,

132 and 134 Lake St.,
Chicago, Ill.



No. 101.



"Imperial" Computing Scale

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

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

Warranted accurate. Beautifully nickel plated.

Saves both time and money. Weight boxes 2½ lbs. Gives also exact weight by half ounces.

Order through your jobber.

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

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

Butter and Eggs

Observations by a Gotham Egg Man.

Practically the selling of eggs by commission merchants is governed to some extent by the Exchange rules, but it is noticed that during the past few years there has been an effort to sell more and more of the egg receipts on a case count basis, even during the loss off season, and now about the only goods which are ordinarily sold loss off are the regular packings of ungraded or improperly graded eggs which contain a sufficient percentage of fine fresh eggs to satisfy the better class of jobbing trade, but which also contain so many defective and worthless eggs as to make it difficult to determine their real value on a case count basis without taking all the stock out. Of course this class of stock comprises a large proportion of the receipts, but there is also a large quantity of stock for which receivers have been able to establish case count sales at all seasons. These comprise (at this season) such fancy selected goods as show very light and very uniform losses and for which packers have established a reputation among buyers; second, all sorts of cull eggs—dirties, checks, etc.; third, all such regular packed eggs as are too poor in quality to give satisfaction to a good class of trade even on a loss off basis, and which have to seek outlets among the buyers of cheap eggs.

* * *

In considering the merits and demerits of the loss off system the first feature that strikes the impartial observer is the virtual control of price which the system throws into the hands of the egg buyer. This is not to say that the egg dealers as a rule are not to be trusted in point of honesty. There are doubtless some among them who use the loss off power dishonorably, but these soon get a bad reputation and have difficulty in buying, and as a class there is no reason for considering the egg dealer as less scrupulous than any other class of merchants. But even where the character of the dealer is unquestionable it is found that losses on the same eggs are variable; and this is perfectly natural. There are various standards of quality and methods of candling, and one dealer, with perfectly honorable intentions, will candle much closer than another. In this way a number of dealers, buying stock at a uniform price, will obtain, after candling, various grades of eggs, some of which are intrinsically worth more than others. Again, in very unfavorable weather, when losses increase from day to day, the loss off system throws the brunt of deterioration upon the shipper for a time even after the buyer has purchased the stock.

* * *

It is probable that some grades of eggs, sold to some dealers, will really net more when sold loss off than when sold at mark; this is because if buyers were compelled to buy at mark they would insist upon the price being low enough to cover probable loss on goods of doubtful quality, whereas the actual loss might prove less than estimated. But it is quite certain that if all eggs were sold at mark actual merit, as controlled by the method of selection and packing in the country, would be better appreciated and paid for and this would soon induce a closer grading at primary points. It is hard to see why dealers should seriously object to the case count method of selling; probably most of

them would as soon buy in this way if they could be sure of getting practically perfect goods or goods packed in such careful manner as to make the loss very light and uniform, and if the system were adopted the supply of such goods would undoubtedly increase by reason of the greater variation in wholesale price and the fact that full value could be realized only on properly packed eggs.

* * *

I am inclined to think that one of the chief obstacles in the way of selling average prime eggs at mark in the warm season is the effort on the part of receivers to return "outside quotations" and the insistence of shippers upon this conformity between sales and top published rates. Of course much irregularity of quality is compensated by various losses and irregular grades of eggs are salable at a uniform price per dozen when the loss is allowed after the price is agreed upon. Taking various lots of eggs in which the good are of equal quality and the loss varies from say one to three dozen, if this loss is allowed the goods may all sell at a uniform price; but if sold case count the price would have to vary perhaps a cent a dozen, and it would be impossible to return the heavier loss lots at a quotation based on the value of the better goods. If shippers want to encourage mark selling they will have to cultivate a satisfaction with sales at irregular prices—strictly in accordance with quality and condition—and it is this very irregularity which would tend to encourage closer grading and the establishment of reputation for the brand.

* * *

I saw a truckload of eggs going out of a Harrison street store the other day on which were many cases whose covers were "black as the ace of spades." "What's the matter with those cases?" I asked of the merchant. "They've been smoked," he answered. It seems that the car containing these goods had been part of a train which met with an accident in transit in which part of the cars had been destroyed and burned; the trouble occurred in a tunnel and the smoke penetrated this car, depositing a thick layer of soot on the top cases and permeating the packing of all. It was a car of storage packed eggs and the smoke so flavored the eggs that the price had to be shaded 11c to find a buyer. Smoked eggs are not in as high favor as smoked hams.—New York Produce Review.

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.

That voting would take women from their homes and household duties was recently, at a Philadelphia meeting, advanced as an argument against woman's suffrage. But a woman in the audience testified that one day when she went to vote she took her little girl to school, did one day's marketing, cast her ballot and got home inside of twenty minutes.

E. J. Gover, general dealer, Leaton: I do not wish to be without the Tradesman.

G. A. Schantz & Co.,

22 Market Street, Eastern Market and
484 Eighteenth St., Western Market.

**Wholesale Produce,
Berries and Small Fruits a Specialty.**

If you have anything to offer in Butter, Eggs, Beans, Potatoes, Fruit etc.,
name price and quality f. o. b. or delivered

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

D. O. WILEY & CO.

DETROIT, MICH.

COMMISSION MERCHANTS

ESTABLISHED 1868.

BUTTER, EGGS, FRUIT, PRODUCE

References, Dun or Bradstreet.

Consignments Solicited.

Please Mention Tradesman.

WE PAY CASH

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

HARRIS & FRUTCHEY, DETROIT, MICH.

ALL GROCERS

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

THE LEROUX CIDER & VINEGAR CO.,

Toledo, Ohio.



Fibre Butter Packages

Convenient and Sanitary

Lined with parchment paper. The best class of trade prefer them. Write for prices to dealers.

Gem Fibre Package Co

Detroit, Michigan

Geo. N. Huff & Co.,

WHOLESALE DEALERS IN

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

COOLERS AND COLD STORAGE ATTACHED.

Consignments Solicited.

74 East Congress St., Detroit, Mich.

WE BUY FOR CASH

Eggs and Butter

IN ANY QUANTITY.

Hermann C. Naumann & Co.,

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

WANTED

We are always in the market for Fresh

BUTTER AND EGGS

36 Market Street.

R. HIRT, JR., Detroit, Mich.

HOW TO TELL GOOD BUTTER.

Things Worth Knowing About That Great Staple.

From the New York Sun.

Denmark is the great butter producing country of the world, but the United States is a good second, and the creamery industry, which declined a few years ago on account of a fall in butter prices, is once more booming. Twenty years ago the United States knew very little about scientific buttermaking. The New York butter supply came from the small dairies of the farmers throughout the State, and its quality, depending largely upon the mood and skill of the farmers' wives and daughters, was as variable as March weather. Anything like a uniform quality was practically an impossibility.

"Occasionally," said the butter buyer for one of New York's largest retail grocery firms to a Sun reporter, "a man—the same man who talks about the pies his mother used to make—bemoans the passing of the good old purple tubs of Orange county butter. Now, the fact is that we couldn't to-day dispose of the kind of butter we used to sell. Our customers wouldn't have it. They are used to uniformly good butter, and they will not put up with any lowering of the quality. Of course, there is bad butter on the market. Some of the creameries turn out an inferior article. So much depends upon the breeding of the cows and their care, the kind of pasture, the skill of the workers; and those things vary. A short time ago competition in the creamery business was so great and profit so small that a good many creameries tried to cut down expenses by hiring cheap workmen. The effect was seen immediately in the quality of the butter. Just at this season there's a fault in much of the butter that is a result of carelessness or false economy on the part of the farmers. The pasturage is still very scanty; but in order to save heavy feeding and to improve the color of the butter the cows are turned out to grass. There's very little grass, but there's plenty of wild garlic, and the cows like it. The people who use the milk and cream and butter don't. There's the difficulty. Much of the butter in market has more or less what we call the onion flavor and is objectionable on that account. Either the farmers should have the pasture examined carefully and the wild garlic rooted out or the cows should be fed until the pasture is more luxuriant. After the clover and thick grass come the cow will turn up her nose at the garlic.

"June is the best month, because the pasture is at its best then; and, as a consequence, the butter made then has better keeping qualities than any other. Almost all the butter stored for winter use and for purposes of speculation is June butter. Of course, the price is low in June; that's another reason why June butter is bought for speculation. There are a good many kinds of fancy butter on the market—butter put up in small pats by certain creameries and supposed to be extra good. The cows used by these dealers are fed with special care on clover hay, Indian meal, etc., and the butter is put up in attractive shape and sold at a fancy price. I don't know that, as a rule, it is any better than the regular creamery butter; but some of our customers will have it. Most of it comes from Pennsylvania farmers. As a general thing, though, the individual farmer can't compete with the creamery.

"Buttermaking is an exact science now and the farmer's wife who thought she knew all about it isn't in it with the centrifugal machine, and the weighing machine, and the Pasteurizing apparatus. It's a good cow that can produce a pound of butter a day for nine months out of the year. Now take the cost of keeping and feeding the cow, the cost of making the butter, the cost of the tubs, the cost of shipping, and the profits of the wholesale and retail dealers. Add all those items together, and remember that butter is selling for 25 cents a pound. Where are you going to figure out any profit for the small farmer? So to-day, buttermaking must be done on a large scale and by scientific methods in order to be profitable."

The West is the home of the creamery industry to-day. Illinois, Iowa, Minnesota, Nebraska and neighboring states produce 85 per cent. of the butter on the market, and the market price is determined by the Chicago Board of Trade, although New York City is the greatest distributing center. The Eastern farmers, who originally had control of the industry, were too conservative to adopt the scientific methods introduced with admirable results in Denmark. The West saw its opportunity. Large creameries were established in the Mississippi States. Denmark methods were closely copied, and the Eastern farmer, finding that buttermaking had gone out of his hands, fell back upon milk and cheese. Recently, however, the wave that surged westward has been receding, and the East, New York in particular, having at last awakened to a realization that the new methods are necessary, has been setting up a number of large creameries.

Although the West has been doing the business, the East can console itself with the thought that it has at least been furnishing the science. The festive germ has had a great field in butter. Over in Denmark scientists made amazing and unappetizing discoveries in regard to the bacteria in butter, and a Pasteurizing process was promptly applied. That settled the bacteria, but it also settled the butter. Germless butter proved sadly without flavor. The scientists went to work once more and found, by experiment, just what bacteria were a feature of the best butter. These aristocrats among germs were then propagated carefully and introduced in judicious quantities into the butter, after Pasteurization had wiped out all plebeian bacteria. The up-to-date creameries all use the process now. The cream is subjected to a temperature of 160 degrees, and then is inoculated with pure culture. For any butter eater who objects to the idea the only consolation to be offered is that of the Wonderland March Hare at the Mad Tea Party. "I told you butter wouldn't suit the works of your watch," growled the Hatter. "It was the best butter," said the March Hare, plaintively.

One of the greatest authorities on the culture of bacteria for butter is a Boston man, who develops the culture in his laboratory and sells it all through the West. So new laurels are due Boston. She's inoculating even the butter of the land with pure culture. The centrifugal machine is another great factor in modern buttermaking. Through it the cream is separated from the milk more thoroughly than was ever possible in the old process. Not five-tenths of 1 per cent. cream remains with the milk. Ordinarily a large creamery is a co-operative affair, the farmers of the neighborhood having a share in it and furnishing the milk. The farmer brings his milk to the front of the building where it is accurately weighed. Then he drives around to the back of the building where the milk is delivered to him again, having in the meantime passed through the centrifugal machine and been separated from the cream. The skim milk is taken back to the farm and fed to the stock. Almost all butter has a small percentage of coloring matter—the winter butter containing more because it is naturally whiter than butter made during the summer when the cows are in pasture. Less coloring matter is used than formerly, and the public has been educated to a lighter-colored butter.

As for the adulteration of butter, stringent laws have practically done away with it. Oleomargarine is on the market in large quantities, but the law requires that it shall be stamped as oleomargarine. Moreover, there is a law in New York forbidding under severe penalty the use of any coloring matter in oleomargarine, which, in its natural condition, is white and easily distinguished from butter. Some unscrupulous retail dealers do sell oleomargarine as butter, but the risk is now so great that few are willing to take it.

The successful butter buyer needs long experience and a marvelously educated

palate. He must be able to judge the grain of the butter, its keeping quality and the amount of coloring matter used in it. If there is the slightest foreign flavor in it he must know to what it is due, and how it will affect the butter in course of time. The expert can give a shrewd guess at the food of the cows from whose milk the butter has been made, and can detect in a second any carelessness in the making. Much of the fault in butter as served on the table is due to the handling and storing, rather than to the making.

"If we could only accomplish a lightning transfer from the wholesale house to the table," said a well-known retail dealer, "there would be less complaint about butter. By the time it is brought from the wholesale to the retail house, cut up and stored here, taken out and carted around in delivery wagons with all sorts of other packages, carelessly handled and left lying around the kitchen at the house where it is delivered, tucked away in a refrigerator

with watermelon and meat and fruit, and finally served from a hot, smelly kitchen, even the best butter has lost a good deal of its purity and sweetness."

The exportation of butter is, of course, governed by the price prevailing here; but it reaches large figures each year. Last year 115,000 tubs of butter were sent to Europe and 5,500,000 tubs to the West Indies and South America.

Made Crazy by Bleached Hair.

She—Do you believe that bleaching the hair will drive a person insane? He—Sure thing. Why, I know two or three fellows who are crazy over bleached blondes.

It is a great deal better to have your expenses too light—that is to cut off some things that you really need—rather than to have them too heavy. Expenses are something that can not be attended to just once or twice a year; but they require constant watching, day after day.

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.

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.

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.

Produce

Saving a Penny and Losing a Pound.

At this season of year between spring and summer dressed poultry dealers experience much trouble owing to the fact that stock arrives out of condition and large amounts of money are lost because of the low and unprofitable prices realized for this poor-conditioned poultry.

During cold weather shippers send their dressed poultry dry-packed, but as soon as the weather becomes warm the poultry is iced, and there seems to be great difficulty at times in getting the iced poultry through in fine condition. The stock will arrive with ice almost melted off and often entirely gone, and the poultry more or less out of condition. There seems to be more poultry spoiled in transit during this season of year than any other time, the quantity even exceeding amount damaged during the very warm weather, and the natural inference is that the fault lies with the shipper and is largely due to carelessness.

If poultry can be iced and brought here from the West or South in good condition during midsummer there certainly should be no difficulty in placing it on the market in the spring in perfect condition, as the weather is much cooler then than during the summer. It is always difficult to get the animal heat entirely out of poultry, as well as other meat, and it is thought that much of the stock which arrives out of condition has not been thoroughly cooled before icing, the comparatively cool weather doubtless causing packers to give this important matter less attention than they should. But the main trouble is the lack of ice used by shippers.

During really hot weather the shipper ices the stock thoroughly and it usually comes through all right, but while the weather is cool, as at present, shippers use less ice to carry the stock and while it reaches here in good shape if the weather keeps cool, every warm spell, or in fact every warm day, that appears rapidly melts the ice and the poultry is ruined before it reaches the market, so far as top market prices are concerned, as it has to be forced off to cheap trade for what it will bring.

It is a certainly pennywise and pound foolish policy for shippers to try and save a little on their ice accounts at the expense of their poultry. The loss incurred every few shipments by having their stock arrive out of condition is much greater than the cost of a little more ice with each shipment, and it is hoped that some effort will be made by shippers to remedy this long-time evil, which is a drain on the larger and regular shippers as much if not more than on the smaller shippers. With care this loss could be avoided by operators and it would be a great saving to the shipper and receiver of both annoyance and money.

All last week many receivers reported stock arriving out of condition and so far this week the same complaint is general. Commission receivers complain that while the fault is entirely that of the shipper it is very difficult to satisfy him with the necessarily low price which must be accepted for the stock.—New York Produce Review.

Increasing Consumption of Coffee in This Country.

From the New York Commercial.

The importations of coffee into this country, chiefly from Brazil, have nearly doubled in twenty years. They were

809,000,000 pounds in 1897, 804,000,000 in 1898 and 878,000,000 in 1899. All the imports of coffee, however, are not for domestic use, as 25,000,000 pounds a year are reshipped to foreign countries. These are the figures of importations of coffee in pounds in the years named, with the population of the country approximated for the same time, which shows the extent to which the American consumption of coffee has been increasing:

Year	Pounds	Population
1874	285,000,000	42,000,000
1880	446,000,000	50,000,000
1890	499,000,000	60,000,000
1892	640,000,000	65,000,000
1893	563,000,000	67,000,000
1897	809,000,000	72,000,000
1898	804,000,000	74,000,000
1899	878,000,000	76,000,000

New York is the chief port for the shipment of coffee, its closest rival, twenty years ago, being Baltimore, which received 20 per cent. of all the coffee imported into this country, New York getting 60, and the remaining 20 per cent. being divided between the Pacific, Gulf and New England ports. Holland, Belgium, Switzerland, the United States and Germany are the five countries in which there is the largest per capita consumption of coffee, and the figures for Germany, the partiality of whose inhabitants for coffee drinking is very marked, would probably be higher than they are but for the extensive use of substitutes. The imports of coffee into Germany were to the value of \$45,000,000 last year.

The consumption per capita of coffee in the United States has been steadily increasing of very recent years. It is now 40 per cent. greater, according to the Treasury figures, than it was ten years ago, and the popularity of tea, so great in England and Russia, is gradually diminishing. Cuba, Puerto Rico and Hawaii all export coffee, and the quality of the Puerto Rico coffee is certain to secure for it a larger market in the United States in the future.

To a very considerable extent coffee is the drink of cities, as tea is of the rural districts, and one probable reason for the vast increase in coffee drinking during the past few years, entirely apart from a more general appreciation of the best methods of preparing it, is to be found in the increase of urban population and the extension of city ways to minor towns.

The Child's Sympathy.

A little girl of five or six years, with big blue eyes that were full of tears, came to Bellevue Hospital the other day. She carried a cat in her arms. The cat had been wounded by a street car, and one leg was badly mangled.

At the gate the girl told Tom, the big policeman, that the cat was hurt.

"I want a doctor to help it!" she said.

Tom took her to the receiving ward, where there was a doctor who had nothing else to do.

"Here's a case, doc," said the policeman.

"I ain't a—," the doctor began. Then he saw the girl's eyes. "Let me see," he continued.

"Pretty bad," was the doctor's comment. The he got some knives, a little bottle of chloroform and some bandages. "You must help me," he said to the girl.

She aided bravely, although it made her very pale to see the sharp knives amputating the leg. In a few minutes it was all over and the cat was partly recovering from the anaesthetic.

"Now you can take your kitty home with you," said the doctor.

"It ain't mine," the girl said. "I des found it. Now oo take care of it. Dood-bye." The policeman and doctor made faces at each other, then sent the cat to the Society for the Prevention of Cruelty to Animals.

Its Peculiar Merit.

"What is your favorite recitation?" asked the hostess.

"Curfew Shall Not Ring To-night," answered Mr. Blykins with a promptness which was almost defiant.

"Why, nobody recites that any more!" "That's why I like it."

Walker Egg & Produce Co.,

54-56 Woodbridge Street, W. 24 Market Street, 484 18th Street, Detroit, Mich.
150 King Street, 161-163 King Street, Chatham, Ontario.

Commission Merchants and Wholesale Butter and Eggs.

We are in the market for

200,000 lbs. Dairy Butter, 100,000 doz. Eggs.

Write us for prices. We pay CASH on arrival. We handle in our Detroit stores a full line of Country Produce, Fruits, Cheese, Beans, Peas, etc. We can handle your consignments promptly and make satisfactory returns. Send us your shipments. Established 15 years.

References: Any Detroit or Chicago bank.

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

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.



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.

GOTHAM GOSSIP.

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

New York, May 26—There is a sort of an uneasy, uncomfortable feeling in the situation which causes business men to ask whether we are not beginning to have a little let-up in the rush that has been upon us for a year. Possibly the first rumblings of the Presidential campaign are beginning to be manifest and the business world begins to act in a more conservative manner. A thirteen-million dollar failure on Thursday did not add to the cheerfulness, but the losses are probably more on paper than elsewhere. However, it may be well to take in sail a little.

Coffee jobbers have had a rather more active trade than last week and quite a good deal of coffee might have changed hands had the views of buyers and sellers not been so far apart. The latter would not concede anything from 7½c, and the former would not offer more than 7½c. Orders have come quite freely from the interior for small lots and altogether there was a fair aggregate. In store and afloat there are 933,353 bags, against 1,201,192 bags at the same time last year. There has been a better demand for West India growths and, in fact, the improvement is quite marked, but whether it will continue remains to be seen. West India sorts, too, are doing fairly well and quotations are strongly adhered to.

The demand for tea is very light and in searching the market hardly a feature of interest is to be picked up. Sales are of the smallest and prices are nominal. Some samples of new crop Japans—basket and sun fired—have been received and the better sort have been sold at a price said to be 35@38c, duty paid. There appears to be a better feeling in the sugar trade and quite a fair amount of business has been transacted. Buyers begin to think now that lower rates will not prevail and, as they must have stocks, they are taking hold with more freedom. Softs have been shaded about 5 points. Raw sugars are firm and sellers are rather indifferent. The interest in the sugar war has been transferred to Toledo, Arbuckle being a little ahead.

There has been some little demand for the lower grades of rice, but the market generally is "wrapped in solitude" and neither buyer nor seller appears to care whether anything "happens" or not. Prices are practically without change and the situation remains about as last week. Japan rice is quotable at 4¼@5c.

Pepper remains firm, with black Singapore at 12½c. The market otherwise is very quiet and buyers show hardly any interest beyond taking small lots for everyday wants.

Grocery grades of molasses are firm and without change. The demand is not very lively, but the supply is not large and the one about balances the other. Prices same as last week. There is quite a firm market for foreign sorts, with Puerto Rico worth from 34@40c. Syrups are firm and the quotations show a slight advance, prime to fancy sugar being worth 21@28c.

In canned goods, all hands are waiting to see what will happen "later in the season." Columbia River salmon threatens to go to a point which will curtail consumption. Consumers are very unwilling to pay over 15c for a can of 1 lb., and will take in preference one of a number of other things. Maine and California are both hard at work trying to prohibit the use of the names of these States on canned goods put up in Baltimore and somebody will get "hurt" if the counterfeiting is not stopped. All sorts of reports as to crops come from the Peninsula, and between a "total failure" and "magnificent yields" it is hard to get at the exact truth. Harford county corn is worth 57½@60c for No. 2 and N. Y. State standard brands command 75c; Maine, 85@95c.

In lemons and oranges, there has been a good demand all the week and prices are well sustained. Sicily lemons command \$4, all the way up to \$5.25 for strictly fancy fruit. California oranges

are worth \$4.25@5.25 for navels, and \$3.75@4 for seedlings. Bananas are firm and prices high, but there are five cargoes on the way and something is likely to happen when they arrive.

The dried fruit market is slow. Current wants are being supplied, but buyers are taking none ahead. Prices are nominal and the demand is mostly of a jobbing character.

With an improving demand the butter market is strong and the quotation of 20c for best Western creamery is easily obtained. The supply, while about sufficient to meet requirements, is not excessive and matters are in pretty good shape. Third to firsts, 16½@19½c; imitation creamery, 16@18c; Western factory, 15@16c; renovated, 15@18c, latter for fancy. "Fancy" renovated butter has quite an ornamental sound.

The market for full cream cheese is steady and quotations are rather better than a week ago. Really desirable full cream is worth 9¼c, but the lower grades fall off rapidly in price. Exporters are doing a little, but there is room for improvement in this direction.

Desirable Western eggs fetch about 14c at the outside, and are hard to find. Nearby will bring 15c, but this is top.

There is little if any change to note in the bean market and the general run of quotations is practically the same as last week. Choice marrow, \$2.20; choice medium, \$2.12½@2.15; choice pea, \$2.25; choice red kidney, \$2.

The Middleman a Necessity.
From the New York Commercial.

Every little while somebody makes a proposition to do away with the so-called "middleman" who stands between the producer of some article of trade and the consumer; but after about just so much discussion of the matter it is dropped, and the middleman flourishes just as he flourished before.

This would seem to prove that, after all, the middleman is not so unnecessary a piece of commercial furniture as some people are wont to suppose. A little examination of the matter proves that he simply is not an arbitrary tribute-taker who somehow manages to block the channels through which goods would otherwise flow unhindered from producer to consumer, but that he has a real office to perform in the economies of trade, and that on the whole he is a blessing and not the opposite to all the millions of people in a city or state who receive goods at his hands. Theoretically it is all very pretty to imagine things going straight from the shop to the home of the consumer, who is consequently required to pay no more per pound or yard on a purchase of a single unit of measure than the middleman otherwise would have paid had he purchased by the ton or piece, but somehow in practice the thing has its drawbacks.

In order that the factory may be quickly unburdened of its output and room afforded it for another run, someone must come forward and buy in large quantities and act as warehouseman; and here is where the wholesaler and jobber get in their work, to the benefit not only of the factory, but of the petty purchaser at the store counter.

It seems, after all, the simplest and most satisfactory way of adjusting the matter. Some great Socialistic scheme may some day be hit upon which will alter the case, but under present circumstances the middleman is not only a convenience, but a necessity.

Less than two years ago Grant Gillette was, perhaps, the leading cattle dealer and speculator in Kansas. He was worth millions and bade fair to practically own all the herds in that State. Just before Thanksgiving, 1898, he collapsed through over-speculation. Cattlemen and banks are now fighting over the remains of his once vast estate and Gillette is now peddling shirt waists to the señoritas of Chihuahua, Mexico.

A New York woman has chosen as her profession that of professional packer for women who are about to move, and who are willing to pay for the advantage and comfort of having nothing to bother about.



TRADE MARK

Phelps, Brace & Co.,

**Produce
Commission Merchants**

Specialties: Eggs, Butter and Honey.

Correspondence and general shipments solicited.

E. A. BRIDGE, Detroit, Mich.

Both Long Distance Phones 111.

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.

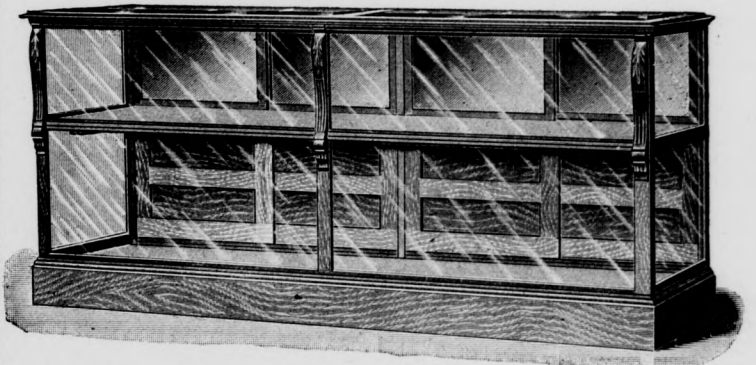
ALFRED J. BROWN SEED CO.

Seed Growers and Merchants

24 & 26 North Division St.

Grand Rapids, Mich.

COMBINATION CASE



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

BRYAN SHOW CASE WORKS, Bryan, Ohio.

**BOUR'S
COFFEES
MAKE BUSINESS**

The Meat Market

How Two Butchers Were Relieved of the Big Head.

It is a long way from New York to St. Louis. I haven't been there recently, but a story about Gus Brecht, of that city, has fallen into my hands, and as its chief point is the fact that Brecht, whose friends credit him with having ordinary sense, has proved himself to be either ignorant of the common laws or a victim of "big head," I shall this week ask my readers to spend a few moments in study of this individual and one other who came to grief through thinking himself of some importance. Brecht, it appears, was summoned for jury service. Now, everyone knows that no American citizen is exempt from such duty, except newspaper men. I do not know that anyone ever suspected him of being qualified to classification under that title, and if he had any such idea himself he smothered it, for when he was brought into the Court of Criminal Correction, he tried to explain matters with the plea that he is consul for some little island or other, and that he didn't know he was expected to act as a juror. Had I been the judge I would have spoken to him kindly and given him over to his friends to be cared for tenderly. His confession of the ignorance of the law would have been accepted by me as proof that he was not qualified to serve. The judge of the Court of Criminal Correction, however, fined him \$25, and rather than linger in a cell, he paid it. Now, the question is, was Brecht really as ignorant on the point as he professed to be or did his insignificant consular position make him think he was a bigger man than any other in St. Louis? I am inclined to the latter belief. I think it was a case of ignorance and "big head" combined and that by this time the swelling has gone down until his hat would rest on his shoulders were it not for his ears.

* * *

But Mr. Brecht is not the first man who has made himself more ridiculous than usual by permitting himself to swell up with imaginary importance. I once knew a Chicago butcher who was made manager of a wholesale meat depot. The first thing he did to impress his fellowmen with his importance was to buy the loudest suit of clothes he could find. He strutted about his cooler like a peacock on a sunny day and any butcher who got up the courage to speak to him was treated like a dog. The foolish man thought that was the way to get trade. The butchers soon learned to keep away from him and as they passed his cooler would peep in at him much the same as if he were a monkey in a cage. One day he received a letter signed with a lady's name, asking him to meet her at a certain corner at a certain hour. The lady said in the letter that she had long admired him; he was the "ideal of her eye;" she could not live without him. That day he strutted more vainly than ever and at the appointed hour sneaked away to meet her. When he got there he found his wife. She had received a letter saying her husband was a flirt and advising that she put him to the test. The letter he had received was the result. And there he stood confronted by his irate wife. There was a war of words for a time and soon she got her hands in action. In five minutes forty or more butchers were standing around enjoying

his discomfiture. It was they, of course, who had put up the game to take some of the conceit out of the "big headed" salesman. The story of his trouble with his wife, together with the other one of his treatment of butchers, got to headquarters, and the peacock had to walk the plank. He had run his race, and was the laughing stock of the trade, just as Gus Brecht is to-day.

* * *

A gentleman who will sail for Europe to-day tells me that about fifty of his friends have asked him to bring home various articles and that if he spends his time in making purchases for them he will not have an opportunity to see the sights. I asked him how many of them had given him the necessary money to pay for the articles and his answer was what I expected. He had not received a cent, which reminds me of a true story about an old butcher, now dead. One time he announced that he was going to Europe, and his army of friends at once loaded him with orders for gloves, canes and various other articles. A Mr. Brown was the only one who gave him the necessary money—a \$5 gold piece—to buy the article he desired. When the old butcher came home, the friends flocked into his cabin and asked him where the things they expected were. He handed Mr. Brown a package and said: "Here is yours." "But where are ours?" asked the friends. "Why is Mr. Brown only remembered?" "I'll tell you how it happened," said the old butcher. "When I arrived at my hotel in Paris I took out the lists of things I was to buy and laid them on the table. On Mr. Brown's list I laid the \$5 gold piece he had given me. A gust of wind swept through the room and carried the unweighted lists out of a window. Mr. Brown's did not move." They took the hint. I recommend that people who are about to go abroad and are pestered in the usual way tell the above story to those who wish to make buyers of them. —Stroller in Butchers' Advocate.

Willie the Siren.

In one of the packing houses in Kansas City a goat is employed to entice sheep from the stock yards to the killing pens. It is a long distance from the yards to the house, through streets, over a river and a railroad yard by bridge, and through lanes. Without an animal to lead them it would be very difficult to get a large flock of sheep home safely and expeditiously.

The goat's name is Willie, and he is the cleverest beast of his kind. He cost less than \$2, but does work that a \$5,000 a year clerk could not do half so well, if at all. The sheep follow Willie with implicit confidence, and he leads hundreds of them to their doom every day. When the sheep buyer goes about the stock yards buying the animals, Willie follows him. The yards are divided into pens by fences. On top of each pen is a footboard, along which the buyer walks, inspecting the animals that he desires to buy. Willie walks the fences with the buyer and climbs up and down the steps with ease.

Queer Men, Queer Women.

Call a girl a chick and she smiles; call a woman a hen and she howls. Call a young woman a witch and she is pleased; call an old woman a witch and she is indignant. Call a young girl a kitten and she rather likes it; call a woman a cat and she'll hate you. Women are queer.

If you call a man a gay dog it will flatter him; call him a pup, a hound, or a cur and he will try to alter the map on your face. He doesn't mind being called a bull or a bear, and yet he will object to being mentioned as a calf or a cub.

Men are queer.

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.

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.



Highest Market Prices paid. Regular shipments solicited.

98 South Division Street.

Grand Rapids, Michigan.

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.

AS HE OUGHT TO BE.

Pen Picture of the Ideal Commercial Traveler.

There are some commercial travelers who almost make a profession of jesting. Let it suffice to say of these people that it is beneath the dignity of a man of good sense to play the buffoon perpetually. Such clowns must not expect to win the respectful regard of those with whom they associate. For the traveling merchant to gain admission into a patron's family by means of some talent, as skill in music, singing, or the art of recitation, to visit his customer's club-room, his lodge, or society, if invited to do so, is certainly not objectionable, but to entertain a crowd of clerks in the stores or warerooms, or waiters and attendants in hotel corridors, is far from being advisable. Such an excellent wit ten to one neglects his business and wastes his time, and the probability is that the house he represents will sooner or later think it wise to look out for a less busy but more occupied man than he.

In conversation with persons whose favors it is desirable to obtain, do not forget the fact that average people prefer to be entertained rather than to be instructed. The number of individuals who can bear being treated as a class of children is exceedingly small. Instead of trying to shine as an instructor and oracle the man with an object to gain from them prefers to give his auditors the opportunity of showing themselves to advantage. Far be it from me to recommend the practice of flattery, although it often happens that courtesies which savor of this feature of discourse are of the greatest value to him who tenders them.

Be it remembered, however, that compliments can only have the desired effect when bestowed with tact and delicacy. It may be observed that all persons possess at least one good point, and if the complimentary treatment of that particular feature is done cleverly and in the right way it can not fail to have a good effect. Indeed, to adopt such means in order to make one's self liked and appreciated is not only permissible, but the laws of good breeding inculcate the practice. On the other hand, mean flatteries and deceitful praises serve only to make those using them very justly contemptible.

The commercial traveler must not consider his personal appearance a secondary matter. It is rightly expected of every well-bred person that he have full command over his features and movements. No one can question that it is very bad taste to gesticulate violently while engaged in conversation, to "buttonhole" people or to talk them down. Let your bearing be quiet and dignified and look with an honest directness, care-

fully avoiding a rude stare into the face of your interlocutor. Nice manners carry the approbation of every one. Even the uneducated can not help being fascinated by them. I can not too highly recommend the habit of closely following the laws and rules prescribed by good society, because they are founded on mutual respect and good will. With equal emphasis I condemn the rudeness of those agents who seem to think they have the right to act and speak just as they please. These, of course, expect to transact business, but I am convinced that those in competition with them whose manners are at all times proper will have the advantage in securing trade.

An unfortunate quality in an agent is bashfulness, not a common one, you say. It is, however, to be found. Shy manners are most generally the result of a faulty education, but are sometimes in-born, and caused by a lack of self-confidence and, in a measure, by overestimation of others. Moreover, bashfulness is oftener met with among highly cultivated persons than among the comparatively ignorant. Some very intelligent people are almost childlike in their timidity; and as the world is apt to judge more by the exterior than by the true perception of worth, it is not an easy task for such persons to keep up with or to reach the social standing which their capacities undeniably merit. On the other hand, a person destitute of superior worth or excellence is often seen to have the best of them, and they lose the advantage and profits which life offers to those who have the confidence to seize them. Very sensitive people could never be successful as drummers. When bashfulness is in-born, it is difficult, almost impossible, to overcome it, even by the only means which might be tried with the expectation of success, namely, that of continually mixing with other persons.

While exaggerated modesty and timidity are undesirable qualities in a commercial traveler, arrogance and haughtiness are no less objectionable and have a very detrimental effect on business transactions. An overbearing, insolent person is never well liked wherever he may go. He is treated with impatience or contempt if obliged to be tolerated at all, and he is gotten rid of as soon as possible. Furthermore, presumption is generally a sign of stupidity. My young fellow-travelers may ask themselves how they would feel if an insolent prig introduced himself to them. Now-a-days store-keepers have many and various means of keeping themselves supplied with goods and are almost overwhelmed with applications for orders; and, beyond question, only those in the long list of commercial travelers who understand the art of making themselves appreciated can hope to be prosperous.

The commercial traveler can not afford to disregard the obligation of strict politeness. True courtesy is appreciated always and is everywhere sure to win favor from others and to earn their steady good will, for it is a sign of good breeding and the pleasing indication of an affable disposition. Courtesy costs nothing to anybody; why should some people be so sparing of it?

The Goat Is in Readiness.

Grand Rapids, May 29.—The next regular meeting of Grand Rapids Council, No. 131, United Commercial Travelers, will meet Saturday evening, June 2. A large class of candidates is ready for initiation and much business of importance is to be transacted. The usual smoker will be held. All members will please attend. L. F. Baker, Sec'y.

GONE BEYOND.

John Smyth, Local Agent Fleischmann & Co.

John Smyth, local representative for Fleischmann & Co., who was stricken with paralysis some weeks ago, died at the family residence last Saturday forenoon. He made a desperate fight with death and everything which the foremost medical skill of the city could suggest was done to prolong his life. The funeral was held at the family residence Tuesday afternoon under the auspices of Doric Lodge, the interment being in Oak Hill cemetery.

Mr. Smyth was born in Philadelphia Sept. 27, 1855, being the next oldest of a family of four boys. He attended the public schools of Philadelphia and was afterwards employed by the Reading Railway. He came West in 1879, locating in Tecumseh, securing a position in the grocery store of Henry McClure, where he remained until 1883, when he



removed to Grand Rapids and entered the grocery store of his brother, Jas. A. Smyth. At the end of a year he identified himself with the Riverside Yeast Co., which was then managed in this city by L. Winternitz and for some months acted in the capacity of advertising man. At the end of this time he was placed in charge of a wagon and, on the promotion of Mr. Winternitz to a higher position, he was made local agent for the Riverside Yeast Co., which position he held until about three years ago, when he was offered and accepted the position of local agent for Fleischmann & Co., which he occupied at the time of his death.

Mr. Smyth was married Sept. 30, 1886, to Miss Lizzie Waters, of Lisbon, who survives him. He also leaves three brothers—Jas. A. and David H., of this city, and Daniel G., of Philadelphia. He was a member of Doric Lodge, F. and A. M., B. P. O. E. No. 48, and the Michigan Knights of the Grip.

Mr. Smyth was a faithful worker and a conscientious gentleman who enjoyed the respect and friendship of all who knew him. He was methodical to an unusual degree and when he was suddenly stricken with the malady which caused his death the representative of Fleischmann & Co. who was sent here the next day to take temporary charge of the office found that every entry on his books was carried forward to the hour of his illness and that his accounts checked to the penny. Genial in manner, courteous in his dealings with others, loyal to his friends, faithful to

his employers and devoted to his wife, the deceased will long be remembered by all who enjoyed the pleasure of his acquaintance.

Gripsack Brigade.

Byron S. Davenport (Olney & Judson Grocer Co.) was called to Reed City this week by the death of a brother. His route is being covered in the meantime by Geo. Williams.

Ludington Appeal; Guy W. Vaughan, who has been in the employ of the Butters & Peters Co. for a long time and for several years past engaged as buyer for their store, has resigned his position to go on the road for Roundey, Peckham & Co., of Milwaukee.

Manistee Advocate: N. C. Arseneau, who has been representing Cudahy Bros. Co., meat dealers of Milwaukee, for the past seven years in Manistee, will be relieved at this point by W. F. Schade. Mr. Arseneau will go to the southern part of the State for the same firm, with headquarters at Ann Arbor.

Ernest G. Wilson, who is introducing the product of the Crushed Cereal Coffee Cake Co., Ltd., of Marshall, assisted by four demonstrators, has completed his canvass of this city and will devote about a week to each of the lake shore towns, taking Muskegon, Ludington, Manistee, Traverse City and Petoskey in rotation.

Geo. Blass, who traveled in Northern and Central Michigan four years for Daniel Lynch, but who has been connected with the Hotel Albion as clerk for the past fifteen months, has engaged with the new proprietor of that hotel and will continue to welcome the traveling men who make it their headquarters while in Albion.

Now For the Jubilee.

Bay City, May 28.—The Bay Cities Grocers' and Butchers' jubilee and pure food exhibit will be held in the fair grounds August 14, 15 and 16. The railroad of the State have granted a rate of fare and a third for the occasion and the event promises to be more successful than the one held in 1899. The Association is now fully organized and committees are busy making plans for the jubilee. It is not yet possible to give a list of attractions, but they will be many and varied. There will be a parade during the afternoon of one of the days and an effort will be made to get every merchant and manufacturer into line.

The jubilee will be advertised throughout the State, and it is anticipated that the attendance will be enormous.

The following officers and committees will have charge of the jubilee:

President—Jacob F. Boes.
First Vice-President—Edward West.
Second Vice-President—C. A. Guntermann.
General Secretary—E. C. Little.
Financial Secretary—G. A. Fuller.
Treasurer—C. E. Walker.

Because They Are Jolly Good Fellows.

Mayor Perry granted the U. C. T. permission to indulge in a parade on the streets of Grand Rapids on the occasion of their recent convention, in the following words:

Permission is hereby given to James Burlingame McInnes and his associates to parade with bands, bandboxes and bags, or such other accoutrements as they deem fit, in the city of Grand Rapids, until thoroughly tired. Recommended by the fact of their being jolly good fellows.

George R. Perry, Mayor.

Florida expects to get \$2 per box for 1,000,000 boxes of oranges this season. It is better than a crop of politics.

A man of the world is one who is alive.

Drugs--Chemicals

Michigan State Board of Pharmacy

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

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

Examination Sessions

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

State Pharmaceutical Association

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

How to Make and Mount Transparencies.

The making of transparencies is a very interesting and fascinating branch of photography. It is also a pleasure to know that the best possible work may be accomplished with no special apparatus. Any one who does his own developing and printing has all the paraphernalia needed. The necessary outfit includes hypo fixing bath (same as that used for negatives), developer, graduate, developing tray, printing frame, dark-room lamp, and a few unexposed dry plates. If your lantern is not one of the kind provided with a hinged door, or if your light is one that is supplied from the outside of the dark room through a window, it will be necessary to add a candle, either wax or tallow, to your outfit. Its use will be described later on.

The method of procedure is as follows: Having selected the negative or negatives, which should be of medium density, from which you desire to make the transparencies, and having cleaned the glass side thoroughly, proceed to the dark room with your outfit. Place the negative in the printing frame, film up, just as though you were going to make a print. Then take a plate from your box, and having dusted it place it in the printing frame, film side against the film of the negative, exactly as you would a sheet of printing paper.

So far this work is done with the protection of the ruby or orange light, and after taking the plate from the box, it is, of course, covered again to protect it from the white light which we are about to use. After I have filled the frame, I have a pasteboard box with a cover large enough to hold the frame while lighting the candle or opening the door of the lantern. If you use the candle, wait until the flame has reached its height before you reach for your frame. If the lantern is used open the door, get the frame and expose the negative to the white light for about ten seconds, taking care that each part of the negative is evenly exposed. This is easily accomplished by moving the frame so that each part will receive its share.

The length of exposure depends of course on the density of your negative and on the strength of your light. Before completing this article I took three negatives, one very thin, one very dense, and one about midway between these two, and experimented with exposure. The resulting positives were of about equal qualities, although slightly in favor of the one produced from the negative of medium density. The thin negative required an exposure of five seconds before the candle, the dense one twenty seconds, and the medium one ten seconds.

Having exposed your plate and extinguished your candle or closed the door of the lantern, proceed to develop the plate as you would one exposed in

the camera. No special developer is required; the same formula you use for your negatives will answer. Carry the development as far as you do on the negative, and fix and wash as usual.

When the plate is dry the work is finished except for framing. This can be done by buying some of the metal frames made for this work and to be found at some of the supply stores, or by making a frame yourself in the following manner: At a hardware store buy some brass chain, as much as is needed and of the size you desire (the smallest size is strong enough), and also four brass rings, for each transparency you are going to frame, about three-quarters of an inch in diameter. Close and bend the rings to fit the corners of the transparencies so that they look something like a crescent. Place these over the corners of the positive, and with a pair of pliers separate as much chain as is needed to connect one ring with the other and to draw them so tight that the corner of the transparency protrudes, being thus held in place. Separate another piece of chain and fasten an end to each of the two upper corners, thus forming a loop by which it may be suspended. If desired, a piece of ribbon may be substituted for this purpose. If one wishes he may varnish these transparencies when dry, and they are then easily kept clean and not so readily scratched.

Thus far I have not mentioned the plates which are made especially for this work. They are made on ground glass—that is, one side is ground glass and the other is coated with emulsion. These plates add very much to the looks of a good transparency and also slightly to its cost, but if one has a choice negative and he wants to make a present of an equally nice positive, these are the plates to use. Excellent work can be produced, however, on the ordinary dry plate.

If you desire to still further embellish your work, you can make your transparencies on plates larger than your negative, in this way leaving a margin around the picture. By cutting out a paper mask as large as the plate you are going to use, with an aperture small enough to block out the white margin on the negative made by the rabbit of the printing frame, a perfectly clear border may be obtained.—Spatula.

The Drug Market.

Opium—Is easier and, under favorable weather conditions for the growing crop, lower prices are looked for.

Morphine—Is unchanged.

Quinine—Is unchanged.

Alcohol—Has declined 3c per gallon. Salicylic Acid—Manufacturers' prices are 8c above those of the second hand holders. The tendency is lower.

Citric Acid—Is very firm. An advance in price is looked for on account of the article being higher abroad.

Oil Almonds—It is noted that the Government will assess 25 per cent. on all importations and higher prices will rule.

Balsam Peru—Has declined, on account of large stocks and a pressure to sell.

Essential Oils—Bergamot has advanced 10c per lb. Lemon has advanced 5c per lb. Pennyroyal is in small supply and very firm in price.

Gum Camphor—Is very firm at the advance noted last week.

"Friendship in business" sounds well. It's like an empty cask, however, all "sound."

Action of Alkalies on the Hair.

There is a wide-spread notion that the repeated application of alkalies, including sodium bicarbonate, will exert a bleaching effect on the growing hair. How far this is true we are not prepared to say, but rather incline to the opinion that to a certain extent the assertion is justified. The change, if it does occur, would rest upon the chemical action of alkalies on the pigment of the hair. In this connection we recall the fact related by Roman historians that the women of the ancient Teutonic tribes sought to emphasize the red hue of their luxuriant flowing tresses by treating them with urine, the supposition being that the ammonia produced by the putrefactive process from that fluid lightened the color of the hair.

It is more than likely, of course, that the removal by the soda of the natural grease also contributes to the lightening of the color of the hair. It may be explained that the query was suggested by the fact that a certain lady who had been applying a sodium bicarbonate solution to her scalp for falling of the hair, after about three weeks observed her dark hair changing to a reddish hue.

How Much Pharmacy Should a Physician Know?

Years ago there can be no doubt that a considerable amount of pharmaceutical knowledge was of inestimable value to the practitioner, particularly to one who intended to follow his profession in the country districts. It was necessary for him to know the appearance of growing and dried medicinal plants, and it was also necessary that he should prepare from these plants the various medicaments which he knew by experience would prove useful in his practice. To-day this function of the physician both in the country and city has become entirely obsolete. The manufacturing chemist provides each practitioner with official products in solid and liquid form at small cost and of such reliability that it is futile for an individual to attempt the preparation of medicines for himself. For this reason a certain amount of the pharmaceutical information heretofore imparted to students is no longer necessary, and the facts which he wishes to know deal rather with finished products than with crude materials. It is important to the physician of to-day that he should know about pharmaceutical and chemical incompatibility; that he should not prescribe fluid extracts in watery solutions; that he should not order salts to be dissolved to the point of saturation in any of the official waters which already have in solution a certain amount of medicinal substances; that he should not order such large quantities of bulky materials placed in pills that these pills become boluses too large to be swallowed. In other words, he must know enough about pharmacy to be able to write with ease a prescription which will not only contain the ingredients needed by his patient, but which is capable of being put up in

such a form as to be easily taken and to impress the patient with his ability to compound medicines. For this reason it is necessary that he should have a working knowledge of the means by which each one of the official preparations of the U. S. Pharmacopoeia is prepared, and there is no better way of teaching him this than by allowing him to prepare a representative of each class during the early days of his medical college career. The mere manipulation fixes the method in his mind more firmly than any description or book study can do, and prevents him from making those ludicrous and oftentimes embarrassing errors which are met with by those who have not been fortunate enough to have such training in their student days.

Beyond this amount of pharmaceutical teaching we do not believe that it is the function of the medical college to go. If a physician desires to be thoroughly equipped as a pharmacist, he should gain such information from a college of pharmacy, for a full grasp of the character of information which we have outlined will certainly be sufficient for his necessities as a practitioner of medicine.—Therapeutic Gazette.

Autobiography of a Drug Clerk.

At a recent examination held by a board of pharmacy the applicants were required to write a short essay on some subject in order to show their use of English, their capacity to spell, etc., etc. One of the applicants thereupon wrote the following, which we regret not being able to reproduce in the original handwriting:

Born in— of good old scotch Parents, the value of the stock having run out by the time I was born, judging from the anxiety I have caused my good Parents, finally culminating in my taking up the study of Pharmacy and getting Married, which is a fate terrible enough with doing the deed while a mere Drug clerk at 8 per and 17 hours a day. Hoping to end it all by passing this Examination I am yours truly—

Johnson's Test For Sugar in Urine.

Urine containing sugar when heated with picric acid and potassium hydrate solution gives a deep red color. To remove such reducing substances that interfere with the reaction, Johnson recommends the addition of mercuric chloride first to precipitate uric acid and creatinin; after standing for awhile the excess of sublimate is removed by the addition of aqua ammonia, then picric acid may be added.

Wm. Mixton.

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

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

WHOLESALE DRUG PRICE CURRENT

Advanced—Gum Camphor, Oil Bergamot, Oil Lemon.
Declined—Alcohol, Balsam Peru.

Acidum		Conium Mac.		Sella Co.	
Aceticum	60¢ 8	Copaiba	50¢ 60	Sellat Co.	50
Benzoleum, German.	70¢ 75	Cubeba	1 15¢ 1 25	Tolutan	50
Boricum	16	Exechthitis	1 00¢ 1 10	Prunus virg.	50
Carbolicum	35¢ 40	Erigeron	1 00¢ 1 10	Tinctures	
Citricum	45¢ 48	Gaultheria	2 00¢ 2 10	Aconitum Napellis R	60
Hydrochlor.	30¢ 5	Geranium, ounce	50¢ 75	Aconitum Napellis F	50
Nitrosum	80¢ 10	Gossypil, Sem. gal.	50¢ 60	Aloes	50
Oxalicum	12¢ 14	Hedeoma	1 70¢ 1 75	Aloes, com. Myrrh	50
Phosphoricum, dil.	15	Junipera	1 50¢ 2 00	Arnica	50
Salicylicum	65¢ 70	Lavendula	1 50¢ 2 00	Assafetida	50
Sulphuricum	13¢ 5	Limonis	1 40¢ 1 50	Atrope Belladonna	50
Tannicum	30¢ 1 00	Mentha Piper	1 25¢ 2 00	Aurant Cortex	50
Tartaricum	38¢ 40	Mentha Verid	1 50¢ 1 60	Benzoin	50
Ammonia		Morruhu, gal.	1 20¢ 1 25	Benzoin Co.	50
Aqua, 16 deg.	40¢ 6	Myrra	4 00¢ 4 50	Bismuth	50
Aqua, 20 deg.	60¢ 8	Olive	75¢ 3 00	Bismuth, es	50
Carbonas	15¢ 15	Pisic Liquid	10¢ 12	Capsicum	50
Chloridum	12¢ 14	Pisic Liquid, gal.	10¢ 35	Cardamon	50
Aniline		Ricina	1 00¢ 1 08	Cardamon Co.	50
Black	2 00¢ 2 25	Rosmar	1 00¢ 1 00	Castor	50
Brown	80¢ 1 00	Rose, ounce	6 50¢ 8 50	Catechu	50
Red	45¢ 50	Succin	40¢ 45	Cinchona	50
Yellow	2 50¢ 3 00	Sabina	90¢ 1 00	Cinchona Co.	50
Bacae		Santal	2 75¢ 7 00	Cubeba	50
Cubeba, po. 15	12¢ 14	Sassafras	50¢ 55	Cassia Acutifol	50
Juniperus	6¢ 8	Sinapis, ess., ounce	50¢ 65	Cassia Acutifol Co.	50
Xanthoxylum	75¢ 80	Thyme	1 50¢ 1 60	Digitalis	50
Balsamum		Thyme, opt.	40¢ 50	Ergot	50
Copaiba	50¢ 55	Theobroma	15¢ 20	Ferri Chloridum	50
Peru	1 80	Potassium		Gentian Co.	50
Terabin, Canada	40¢ 45	Bi-Carb	15¢ 18	Guaiaca	50
Tolutan	40¢ 45	Bichromate	15¢ 15	Guaiaca ammon	50
Cortex		Bromide	50¢ 57	Hyoscyamus	50
Abies, Canadian	18	Carb	12¢ 15	Iodine	75
Cassia	12	Chlorate, po. 17	19 10¢ 18	Iodine, colorless	50
Cinchona Flava	18	Cyanide	35¢ 40	Kino	50
Euonymus atropurp.	30	Iodide	2 65¢ 2 75	Lobelia	50
Myrica Cerifera, po.	20	Potassa, Bitart, pure	28¢ 30	Myrrh	50
Prunus Virgin.	12	Potassa, Bitart, com.	30¢ 35	Nux Vomica	50
Quillaia, gr'd	12	Potass Nitras, opt.	70¢ 10	Opil	50
Sassafras, po. 18	15	Potass Nitras	60¢ 8	Opil, comphorated	50
Ulmus, po. 15, gr'd	15	Prussia	25¢ 26	Opil, deodorized	50
Extractum		Sulphate po	15¢ 18	Quassia	50
Glycyrrhiza Glabra	24¢ 25	Radix		Rhatany	50
Glycyrrhiza, po	28¢ 30	Aconitum	20¢ 25	Rhei	50
Hamatox, 15 lb. box	11¢ 12	Althea	22¢ 25	Sanguinaria	50
Hamatox, 15	13¢ 14	Anchusa	10¢ 12	Serpentaria	50
Hamatox, 1/4s	14¢ 15	Arum po	60¢ 65	Stromonium	50
Hamatox, 1/4s	16¢ 17	Calamus	20¢ 40	Tolutan	50
Ferru		Gentiana, po. 15	12¢ 15	Verum Veride	50
Carbonate Precip	15	Glycyrrhiza, pv. 15	10¢ 18	Zingiber	50
Citrate and Quina	2 25	Hydrastis Canaden	75¢ 80	Miscellaneous	
Citrate Soluble	75	Hydrastis Can., po.	12¢ 15	Aether, Spts. Nit. F	30¢ 35
Ferrocyanidum Sol.	15	Hellebore, Alba, po.	12¢ 15	Aether, Spts. Nit. F	34¢ 38
Solut. Chloride	40	Inula, po.	15¢ 20	Alumen	24¢ 3
Sulphate, com'l.	2	Ipecac, po.	4 25¢ 4 35	Alumen, gro'd., po. 7	30¢ 4
Sulphate, com'l, by	80	Iris plox., po. 35	38¢ 40	Annatto	40¢ 50
Sulphate, pure	7	Jalap, pr.	25¢ 30	Antimoni	40¢ 50
Flora		Maranta, 1/4s	25¢ 35	Antimoni et Potass T	40¢ 50
Arnica	14¢ 16	Podophyllum, po.	75¢ 100	Antipyrin	20
Anthelm.	22¢ 25	Rhei	75¢ 100	Antifebrin	20
Matricaria	30¢ 35	Rhei, cut	75¢ 100	Argent Nitras, oz.	10¢ 12
Folia		Rhei, pv	75¢ 100	Balm Gilead Buds	38¢ 40
Barosma	25¢ 30	Spigelia	35¢ 38	Bismuth S. N.	1 50¢ 1 60
Cassia Acutifol, Tin-	20¢ 25	Sanguinaria, po. 15	10¢ 18	Calcium Chlor., 1s.	9
nevelly	20¢ 25	Serpentaria	40¢ 45	Calcium Chlor., 1/4s.	12
Cassia, Acutifol, Ali.	25¢ 30	Senega	60¢ 65	Cantharides, Rus. po	75
Salvia officinalis, 1/4s	12¢ 20	Smlax, officinalis H.	60¢ 65	Capsici Fructus, af.	15
Uva Ursi	8¢ 10	Smlax, M.	60¢ 65	Capsici Fructus B, po	15
Gummi		Sellae	10¢ 12	Caryophyllus, po. 15	12¢ 14
Acacia, 1st picked	65	Symplocarpus, Foeti-	10¢ 12	Carmin, No. 40	3 00
Acacia, 2d picked	45	cus, po.	10¢ 12	Cera Alba	50¢ 55
Acacia, 3d picked	35	Valeriana, Eng. po. 30	15¢ 20	Cera Flava	40¢ 42
Acacia, sifted sorts	28	Valeriana, German	12¢ 16	Coccus	40
Acacia, po.	12¢ 14	Zingiber a.	25¢ 27	Cassia Fructus	35
Aloe, Barb. po. 18	12¢ 14	Semen		Centraria	10
Aloe, Cape, po. 15	12¢ 14	Anisum, po. 15	12	Cetaceum	45
Aloe, Socotri, po. 40	30	Apium (graveleons).	13¢ 15	Chloroform	50¢ 60
Ammoniac	55¢ 60	Bird, 1s.	40¢ 6	Chloroform, squibbs	1 60
Assafetida, po. 30	28¢ 30	Carul, po. 18	11¢ 12	Chloral Hyd Crst.	1 60
Benzoinum	50¢ 55	Cardano	1 25¢ 1 75	Chondrus	20¢ 25
Catechu, 1s	50¢ 55	Coriandrum	8¢ 10	Cinchonidine, P. & W	38¢ 48
Catechu, 1/4s	68¢ 72	Cannabis Sativa	4 5	Cinchonidine, Germ.	38¢ 48
Catechu, 1/4s	68¢ 72	Cydonium	75¢ 1 00	Cocaine	5 30¢ 5 50
Camphora	68¢ 72	Chenopodium	10¢ 12	Corks, list, dis. pr. ct.	70
Euphorbium, po. 35	40	Dipterix Odorate.	1 00¢ 1 10	Creta, prep.	2
Galbanum	1 00	Foeniculum	10¢ 12	Creta, prep.	90¢ 11
Gamboge	65¢ 70	Foenicreek, po.	70¢ 9	Creta, Rubra	8
Guaiacum, po. 25	30	Lini	34¢ 44	Crocus	15¢ 18
Kino, po. \$1.25	60	Lini, gr'd. bbl. 3 1/2	40¢ 44	Cudbear	24
Mastic	60	Lobelia	35¢ 40	Cupri Sulph.	64¢ 8
Myrrh, po. 45	40	Pharlaris Canarian.	4 5	Dextrine	70¢ 10
Opil, po. 4.50¢ 4.80	3 30¢ 3 40	Rapa	45¢ 60	Ether Sulph.	75¢ 90
Shellac	25¢ 35	Sinapis Albica	11¢ 12	Emery, all numbers.	8
Shellac, bleached	40¢ 45	Spiritus		Emery, po.	6
Tragacanth	50¢ 80	Frument, W. D. Co.	2 00¢ 2 50	Ergota, po. 90	85¢ 90
Herba		Frument, D. F. R.	2 00¢ 2 25	Flake White	120¢ 15
Absinthium, oz. pkg	25	Juniperis Co. O. T.	1 65¢ 2 00	Galla	80¢ 9
Eupatorium, oz. pkg	25	Juniperis Co.	1 75¢ 3 50	Gelatin, Cooper	60
Lobelia, oz. pkg	25	Saacharum N. E.	1 90¢ 2 10	Gelatin, French	35¢ 60
Majorum, oz. pkg	25	Spt. Vini Galli.	1 75¢ 6 50	Glassware, flint, box	75 & 5
Mentha Pip. oz. pkg	23	Vini Oporto.	1 25¢ 2 00	Less than box	70
Mentha Vir. oz. pkg	25	Vini Alba.	1 25¢ 2 00	Glue, brown	11¢ 13
Rue, oz. pkg	39	Sponges		Glue, white	15¢ 25
Tanacetum V oz. pkg	22	Florida sheeps' wool	2 50¢ 2 75	Glycerina	17¢ 28
Thymus, V. oz. pkg	25	Nassau sheeps' wool	2 50¢ 2 75	Grana Paradisi.	25¢ 35
Magnesia		Velvet extra sheeps'	1 50	Humulus	25¢ 35
Calcined, Pat.	55¢ 60	Extra yellow sheeps'	1 25	Hydrarg Chlor Cor.	85
Carbonate, Pat.	18¢ 20	wool, carriage	1 25	Hydrarg Ox Rub'm	1 05
Carbonate, K. & M.	18¢ 20	Grass sheeps' wool,	1 00	Hydrarg Ammoniat	1 17
'arbonate, Jennings	18¢ 20	carriage	1 00	Hydrarg Unguentum	50¢ 60
Oleum		Hard, for slate use.	75	Hydrargyrum	85
Absinthium	6 50¢ 6 75	Yellow Reef, for	1 40	Ichthyobolla, Am.	65¢ 70
Amalgam, Dulc	35¢ 60	slate use.	1 40	Indigo	75¢ 100
Amalgam, Amarae	8 00¢ 8 25	Syrups		Iodine, Resubl.	3 90¢ 4 00
Anisi	1 80¢ 1 85	Acacia	50	Iodoform	4 00
Aurant Cortex	2 25¢ 2 30	Auranti Cortex	50	Lupulin	50
Bergamit	2 50¢ 2 60	Zingiber	50	Lycopodium	70¢ 75
Cajiputi	80¢ 85	Ipecac	60	Maelis	65¢ 75
Caryophylli	75¢ 80	Ferri Iod	50	Liquor Arsen et Hy-	25
Cedar	35¢ 45	Rhei Arom	50	drarg Iod.	10¢ 12
Chenopadi	2 75	Smlax Officinalis	50¢ 60	Liquor Potass Arsnit	20
Cinnamonil	1 10¢ 1 20	Senega	50	Magnesia, Sulph.	14
Citronella	35¢ 40	Sellae	50	Magnesia, Sulph, bbl	14
				Mannia, S. F.	50¢ 60

Menthol	3 25	Selditz Mixture	20¢ 22	Linseed, pure raw	66	69
Morphia, S. P. & W.	2 05¢ 2 30	Sinapis	18	Linseed, boiled	67	70
Morphia, S. N. Y. Q.	1 95¢ 2 20	Sinapis, opt.	30	Neatsfoot, winter str	54	60
& C. Co.	1 95¢ 2 20	Snuff, Maccaboy, De	41	Spirits Turpentine	55	60
Moschus Canton	40	Voos	41	Paints		BBL. LB.
Myristica, No. 1	65¢ 80	Snuff, Scotch, De Vo's	41	Red Venetian	13¢ 2	2 8
Nux Vomica, po. 15	30¢ 35	Soda, Boras	11	Ochre, yellow Mars	13¢ 2	2 4
Os Sepia	30¢ 35	Soda, Boras, po.	96	Ochre, yellow Ber	13¢ 2	2 3
Pepsin Saac, H. & P.	1 00	Soda et Potass Tart.	23¢ 25	Putty, commercial	24¢ 24	2 3
D. Co.	1 00	Soda, Carb.	14¢ 2	Putty, strictly pure	24¢ 24	2 3
Pisic Liq. N.N. 1/2 gal.	2 00	Soda, Bi-Carb.	36¢ 5	Vermilion, Prime	13¢ 15	15
doz.	2 00	Soda, Ash	34¢ 4	American	70¢ 75	75
Pisic Liq., quarts	1 00	Soda, Sulphas	23¢ 25	Green, Paris	14¢ 18	18
Pisic Liq., pints	85	Spts. Cologne	2 60	Green, Peninsular	13¢ 16	16
Pil Hydrarg. po. 80	50	Spts. Ether Co.	50¢ 55	Lead, red	64¢ 7	7
Piper Nigra, po. 22	18	Spts. Myrcia Dom.	2 00	Lead, white	64¢ 7	7
Piper Alba, po. 35	30	Spts. Vini Rect. bbl.	1 05¢ 1 25	Whiting, white Span	64¢ 7	7
Plix Burgun	7	Spts. Vini Rect. 10gal	1 05¢ 1 25	Whiting, gliders	64¢ 7	7
Plumbi Acet.	10¢ 12	Spts. Vini Rect. 5 gal	1 05¢ 1 25	Whiting, Paris, Amer	64¢ 7	7
Pulvis Ipecac et Opil	1 30¢ 1 50	Strychnia, Crystal	1 05¢ 1 25	Whiting, Paris, Eng.	64¢ 7	7
Pyrethrum, boxes H.	50	Sulphur, Subl.	24¢ 34	Universal Prepared	1 00¢ 1 15	1 15
& P. D. Co., doz.	75	Sulphur, Roll	24¢ 34	Varnishes		
Pyrethrum, pv	25¢ 30	Tamarinds	8¢ 10	No. 1 Turp Coach	1 10¢ 1 20	1 20
Quassia	8¢ 10	Theobroma	52¢ 55	Extra Turp	1 60¢ 1 70	1 70
Quinia, S. P. & W.	33¢ 43	Vanilla	9 00¢ 16 00	Coach Body	2 75¢ 3 00	3 00
Quinia, S. German	33¢ 43	Zinci Sulph.	7¢ 8	No. 1 Turp Furn.	1 00¢ 1 10	1 10
Quinia, N. Y.	33¢ 43	Oils		Extra Turk Damar	1 50¢ 1 60	1 60
Rubia Tinctum	12¢ 14	Whale, winter	70 70	Jap. Dryer, No. 1 Turp	70¢ 77	77
Saccharum Lactis pv	18¢ 20	Lard, extra	60 70			
Salacin	6 00¢ 6 25	Lard, No. 1	45 50			
Sanguis Draconis	40¢ 60					
Sapo, W.	12¢ 14					
Sapo M.	10¢ 12					
Sapo G.	15					

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

Guaranteed correct at time of issue. Not connected with any jobbing house.

ADVANCES

Sugars
California Prunes
Lemons
Oranges
Boneless Hams

DECLINES

Cheese
Whitefish
Corn Syrup
Illuminating Oil
Lards

ALABASTINE

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

AXLE GREASE

Aurora doz. gross..... 55
Castor Oil..... 60
Diamond..... 50
Frazier's..... 75
IXL Golden, tin boxes 75 9 00



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

BAKING POWDER

Acme..... 45
1 lb. cans 3 doz..... 75
1 lb. cans 1 doz..... 1 00
Bulk..... 10

Artic

6 oz. Eng. Tumblers..... 85
El Purity..... 75
1 lb. cans per doz..... 1 20
1 lb. cans per doz..... 2 00

Home

1 lb. cans, 4 doz. case..... 35
1 lb. cans, 2 doz. case..... 90
1 lb. cans, 2 doz. case..... 1 60

Queen Flake

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

Royal

10c size..... 86
1 lb. cans 1 30
6 oz. cans 1 80
1 lb. cans 2 40
1 lb. cans 3 60
1 lb. cans, 4 doz. case..... 4 65
3 lb. cans 12 75
5 lb. cans 21 00



BATH BRICK

American..... 70
English..... 80

BLUING

CONDENSED
PEARL
BLUING

Small 3 doz..... 40
Large, 2 doz..... 75
Artic, 4 oz., per gross..... 4 00
Artic, 8 oz., per gross..... 6 00
Artic, pints, per gross..... 9 00

BROOMS

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

CANDLES

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

CANNED GOODS

Apples..... 80
Gallons, standards..... 2 60
Beans..... 75
Baked Red Kidney..... 75
String..... 85
Wax..... 80

Blackberries

Standards..... 75

Blueberries

Standard..... 85
Little Neck, 1 lb..... 1 00
Little Neck, 2 lb..... 1 50
Cherries..... 40
Red Standards..... 85
White..... 1 15

Corn

Fair..... 75
Good..... 85
Fancy..... 95
Gooseberries..... 40
Standard..... 90

Hominy

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

Mackerel

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

Mushrooms

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

Peaches

Pie..... 1 65@1 85
Yellow..... 85
Pears..... 70
Standard..... 80
Fancy..... 70

Pears

Marrowfat..... 1 00
Early June..... 1 00
Early June Sifted..... 1 60
Pineapple..... 1 25@2 75
Grated..... 1 35@2 25
Sliced..... 1 35@2 25

Pumpkin

Fair..... 65
Good..... 75
Fancy..... 85
Raspberries..... 90
Standard..... 90

Salmon

Red Alaska..... 1 35
Pink Alaska..... 95
Shrimps..... 1 50
Standard..... 1 50

Sardines

Domestic, 1/2s..... 4
Domestic, 1/4s..... 8
Domestic, Mustard..... 17
California, 1/2s..... 22
French, 1/2s..... 28
French, 1/4s..... 28

Strawberries

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

Tomatoes

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

CATSUP

Columbia, pints..... 2 00
Columbia, 1/2 pints..... 1 25

CHEESE

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

CHICORY

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

CHOCOLATE

Walter Baker & Co.'s..... 23
German Sweet..... 35
Premium..... 35
Breakfast Cocoa..... 46
Runkel Bros..... 40
Vienna Sweet..... 21
Vanilla..... 31
Premium..... 31

H. O. Wilbur & Sons

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

COCOA

Webb..... 30
Cleveland..... 41
Epps..... 42
Van Houten, 1/2s..... 12
Van Houten, 1/4s..... 20
Van Houten, 1s..... 40
Colonial, 1/4s..... 35
Colonial, 1/2s..... 30
Huyler..... 45
Wilbur, 1/2s..... 41
Wilbur, 1/4s..... 42

CIGARS

The Bradley Cigar Co.'s Brands
Advance..... \$35 00
Bradley..... 35 00
Clear Havana Puffs..... 25 00
"W. H. B."..... 55 00
"W. B. B."..... 55 00

H. & P. Drug Co.'s brands

Fortune Teller..... 35 00
Our Manager..... 35 00
Quintette..... 35 00
G. J. Johnson Cigar Co.'s brand.

S. C. W..... 35 00
Phelps, Brace & Co.'s Brands..... 55 00
Royal Tigers..... 35 00
Royal Tigerettes..... 35 00
Vicente Portuondo..... 35 00
Rube Bros. Co..... 25 00
Hilson Co..... 35 00
T. J. Dunn & Co..... 35 00
McCoy & Co..... 35 00
The Collins Cigar Co..... 10 00
Brown Bros..... 15 00
Bernard Stahl Co..... 35 00
Banner Cigar Co..... 10 00
Seidenberg & Co..... 55 00
Fulton Cigar Co..... 10 00
A. B. Ballard & Co..... 35 00
E. M. Schwarz & Co..... 35 00
San Telmo..... 35 00
Havana Cigar Co..... 15 00
C. Costello & Co..... 35 00
LaGora-Dee Co..... 35 00
S. I. Davis & Co..... 35 00
Hene & Co..... 35 00
Benedict & Co..... 7 50
Hemmett Cigar Co..... 35 00
G. J. Johnson Cigar Co..... 35 00
Maurice Sanborn..... 50 00
Rock & Co..... 65 00
Manuel Garcia..... 80 00
Neuva Mundo..... 85 00
Henry Clay..... 85 00
La Carolina..... 90 00
Standard T. & C. Co..... 35 00
H. Van Tongeren's Brand..... 35 00
Star Green..... 35 00

COFFEE

Roasted

Special Combination..... 20
French Breakfast..... 25
Lenox..... 30
Vienna..... 35
Private Estate..... 38
Supreme..... 40
Less 33 1/2 per cent.

Rio

Common..... 10 1/2
Fair..... 11
Choice..... 13
Fancy..... 15

Santos

Common..... 11
Fair..... 14
Choice..... 15
Fancy..... 17
Peaberry..... 13

Maraicaoibo

Fair..... 12
Choice..... 16
Fancy..... 17

Mexican

Choice..... 16
Fancy..... 17

Guatemala

Choice..... 16

Java

African..... 12 1/2
Fancy African..... 17
O. G..... 25
P. G..... 29

Mocha

Arabian..... 21

PACKAGE COFFEE

Below are given New York prices on package coffees, to which the wholesale dealer adds the local freight from New York to buyers shipping point, giving buyer credit on the invoice for the amount of freight he pays from the market in which he purchases to his shipping point. These prices are further subject to manufacturer's regular rebate.

Arbuckle..... 12 00
Jersey..... 12 00
McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.

Extract
Valley City 1/2 gross..... 75
Felix 1/2 gross..... 1 15
Hummel's foil 1/2 gross..... 1 15
Hummel's tin 1/2 gross..... 1 43

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

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

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

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

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

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

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

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

DRIED FRUITS—Domestic
Apples..... @ 6 1/2
Evaporated, 50 lb. boxes..... 7 1/2
California Fruits..... @ 15

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

California Prunes
100-120 25 lb. boxes..... @
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..... @ 6 1/2
40-50 25 lb. boxes..... @ 7
30-40 25 lb. boxes..... @ 8 1/2
1/2 cent less in 50 lb. cases

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

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

Currents
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.....
Sultana 2 Crown.....
Sultana 3 Crown.....
Sultana 4 Crown.....
Sultana 5 Crown.....
Sultana 6 Crown.....
Sultana package.....

FARINACEOUS GOODS
Beans
Dried Lima..... 6 1/2
Medium Hand Picked 2 15@2 25
Brown Holland.....

Cereals
Cream of Cereal..... 90
Grain-O small..... 1 35
Grain-O large..... 2 25
Grape Nuts..... 1 35
Postum Cereal, small..... 1 35
Postum Cereal, large..... 2 25

Farina

24 1 lb. packages..... 1 25
Bulk, per 100 lbs..... 3 00
Haskell's Wheat Flakes..... 3 00
36 2 lb. packages..... 3 00

Hominy

Barrels..... 2 50
Flake, 50 lb. drums..... 1 00
Maccaroni and Vermicelli
Domestic, 10 lb. box..... 60
Imported, 25 lb. box..... 2 50

Pearl Barley

Common..... 2 50
Chester..... 2 50
Empire..... 3 00

Grits

Walsh-DeRoo Co.'s Brand.



24 2 lb. packages..... 1 80
100 lb. kegs..... 2 70
200 lb. barrels..... 5 10

Peas

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

Rolled Oats

Rolled Avena, bbl..... 3 45
Steel Cut, 1/2 bbls..... 1 70
Monarch, bbl..... 3 20
Monarch, 1/2 bbl..... 1 75
Monarch, 90 lb. sacks..... 1 55
Quaker, cases..... 3 20

Sago

German..... 4
East India..... 3 1/2

Tapioca

Flake..... 5
Pearl..... 5
Pearl, 24 1 lb. packages..... 6 1/2

Wheat

Cracked, bulk..... 3 1/2
24 2 lb. packages..... 2 50

FLAVORING EXTRACTS

DeBee's
Vanilla D. C..... 1 10
Lemon D. C..... 1 10
Vanilla Tonka..... 75

FOOTE & JENKS
Highest Grade Extracts

Vanilla..... 1 10
Lemon..... 1 10
1 oz full m. 1 20 1 oz full m. 25
2 oz full m. 2 10 2 oz full m. 45
No. 3 fan'y 3 15 No. 3 fan'y 1 75

COLEMAN'S
HIGH GRADE CLASS
EXTRACTS

Vanilla..... 1 10
Lemon..... 1 10
2 oz panel. 1 20 2 oz panel. 75
3 oz taper. 2 00 4 oz taper. 1 50

JENNINGS' FLAVORING EXTRACTS

D. C. Vanilla..... 1 20
D. C. Lemon..... 1 20
2 oz..... 1 50
3 oz..... 1 50
4 oz..... 2 00
6 oz..... 3 00
No. 8..... 4 00
No. 10..... 6 00
No. 2 T..... 1 25
No. 3 T..... 1 25
No. 4 T..... 1 50

Northrop Brand
2 oz. Taper Panel..... Lem. Van.
2 oz. Oval..... 75
3 oz. Taper Panel..... 1 35
4 oz. Taper Panel..... 1 60

Perrigo's
2 oz. Taper Panel..... Lem. Van.
2 oz. Oval..... 75
3 oz. Taper Panel..... 1 35
4 oz. Taper Panel..... 1 60

HERBS
Sage..... 15
Hops..... 15

INDIGO
Madras, 5 lb. boxes..... 55
S. F., 2 and 5 lb. boxes..... 50

JELLY
5 lb. pails..... 1 90
15 lb. pails..... 35
30 lb. pails..... 62

LICORICE
Pure..... 30
Calabria..... 25
Sicily..... 14
Root..... 10

LYE
Condensed, 2 doz..... 1 20
Condensed, 4 doz..... 2 25

MATCHES

Diamond Match Co.'s brands.
No. 9 sulphur..... 1 65
Anchor Farior..... 1 50
No. 2 Home..... 1 30
Export Farior..... 4 00
Wolverine..... 1 50

MOLASSES

New Orleans
Black..... 11
Fair..... 14
Good..... 20
Fancy..... 24
Open Kettle..... 25@35
Half-barrels 2c extra

MUSTARD

Horse Radish, 1 doz..... 1 75
Horse Radish, 2 doz..... 3 50
Bayle's Celery, 1 doz..... 1 75

PAPER BAGS

Satchel Union Square
Bottom..... 28
Small..... 53
1..... 44
2..... 54
3..... 66
4..... 76
5..... 90
6..... 1 06
7..... 1 28
8..... 1 38
10..... 1 60
12..... 1 80
14..... 2 24
16..... 2 34
20..... 2 52

PICKLES

Medium
Barrels, 1,200 count..... 5 25
Half bbls, 600 count..... 3 13
Small
Barrels, 2,400 count..... 6 25
Half bbls, 1,200 count..... 3 62

PIPES

Clay, No. 216..... 1 70
Clay, T. D., full count..... 65
Cob, No. 3..... 85

POTASH

48 cans in case.
Babbitt's..... 4 00
Penna Salt Co.'s..... 3 00

RICE

Domestic
Carolina head..... 6 1/2
Carolina No. 1..... 5
Carolina No. 2..... 4
Broken..... 3 1/2

Imported

Japan, No. 1..... 5 1/2@6
Japan, No. 2..... 4 1/2@5
Java, fancy head..... 5 1/2@5 1/2
Java, No. 1..... 5 @
Table..... @

SALERATUS

Packed 60 lbs. in box.
Church's Arm and Hammer..... 3 15
Deland's..... 3 00
Dwight's Cow..... 2 15
Emblem..... 2 10
L. P..... 3 00
Sodio..... 3 15
Wyandotte, 100 1/2s..... 3 00

SAL SODA

Granulated, bbls..... 80
Granulated, 100 lb. cases..... 85
Lump, bbls..... 75
Lump, 145 lb. kegs..... 80

SALT

Diamond Crystal
Table, cases, 24 1 lb. boxes..... 1 40
Table, barrels, 100 1 lb. bags..... 2 35
Table, barrels, 40 7 lb. bags..... 2 50
Butter, barrels, 280 lb. bulk..... 2 60
Butter, barrels, 20 14 lb. bags..... 2 50

SALT FISH

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

Halibut.

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

Herring

Holland white hoops, bbl.	11 00
Holland white hoops, 4 bbl.	6 00
Holland white hoop, keg.	75
Holland white hoop, mechs.	85
Norwegian.....	
Round 100 lbs.	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
Mess 100 lbs.	15 00
No. 1 40 lbs.	6 30
No. 1 10 lbs.	1 65
No. 1 8 lbs.	1 35
No. 2 100 lbs.	9 50
No. 2 40 lbs.	4 10
No. 2 10 lbs.	1 10
No. 2 8 lbs.	91

Trout

No. 1 100 lbs.	
No. 1 40 lbs.	
No. 1 10 lbs.	
No. 1 8 lbs.	

Whitefish

No. 1	No. 2	Fam
100 lbs.	7 50	7 00
40 lbs.	3 30	3 10
10 lbs.	90	85
8 lbs.	75	71

SEEDS

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

SNUFF

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

SODA

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

SPICES

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

Pure Ground in Bulk

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

STARCH

Kingsford's Corn.....	6 1/2
40 1-lb. packages.....	6 1/2
20 1-lb. packages.....	6 1/2
6 lb. packages.....	7 1/2
Kingsford's Silver Gloss.....	7 1/2
40 1-lb. packages.....	7 1/2
20 1-lb. packages.....	7 1/2
6 lb. boxes.....	7 1/2
Common Corn.....	4 1/2
40 1-lb. packages.....	4 1/2
20 1-lb. packages.....	4 1/2
6 lb. boxes.....	4 1/2
Common Gloss.....	4 1/2
1-lb. packages.....	4 1/2
3-lb. packages.....	4 1/2
6-lb. packages.....	5
40 and 50-lb. boxes.....	3 1/2
Barrels.....	3 1/2

STOVE POLISH

Enameline.....	
40 1-lb. packages.....	4 50
No. 6, 3 doz in case, gross.....	7 20

Enameline.....	
40 1-lb. packages.....	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 65
Cut Leaf.....	5 80
Crushed.....	5 80
Cubes.....	5 55
Powdered.....	5 50
Coarse Powdered.....	5 50
XXXX Powdered.....	5 55
Standard Granulated.....	5 40
Fine Granulated.....	5 40
Coarse Granulated.....	5 35
Extra Fine Granulated.....	5 30
Conf. Granulated.....	5 65
2 lb. cartons Fine Gran.....	5 50
2 lb. bags Fine Gran.....	5 50
5 lb. cartons Fine Gran.....	5 50
5 lb. bags Fine Gran.....	5 50
Mould A.....	5 65
Diamond A.....	5 40
Confectioner's A.....	5 20
No. 1, Columbia A.....	5 05
No. 2, Windsor A.....	5 05
No. 3, Ridgewood A.....	5 05
No. 4, Phenix A.....	5 00
No. 5, Empire A.....	4 95
No. 6.....	4 90
No. 7.....	4 85
No. 8.....	4 80
No. 9.....	4 75
No. 10.....	4 70
No. 11.....	4 65
No. 12.....	4 60
No. 13.....	4 60
No. 14.....	4 60
No. 15.....	4 60
No. 16.....	4 60

SYRUPS

Corn	
Barrels.....	20
Half bbls.....	22
1 doz. 1 gallon cans.....	3 20
1 doz. 1/2 gallon cans.....	1 95
2 doz. 1/4 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.....	3 75
Half doz, small.....	2 25
Salad Dressing, large.....	4 55
Salad Dressing, small.....	2 75

TEA

Japan	
Sundried, medium.....	27
Sundried, choice.....	30
Sundried, fancy.....	40
Regular, medium.....	28
Regular, choice.....	30
Regular, fancy.....	40
Basket-fired, medium.....	26
Basket-fired, choice.....	35
Basket-fired, fancy.....	40
Nibs.....	27
Siftings.....	19
Fannings.....	20

Gunpowder

Moyune, medium.....	26
Moyune, choice.....	35
Moyune, fancy.....	40
Pingsuey, medium.....	25
Pingsuey, choice.....	30
Pingsuey, fancy.....	40

Young Hyson

Choice.....	30
Fancy.....	36
Oolong	
Formosa, fancy.....	42
Amoy, medium.....	25
Amoy, choice.....	32

English Breakfast

Medium.....	27
Choice.....	34
Fancy.....	42
India	
Ceylon, choice.....	32
Fancy.....	42

TOBACCO

Seooten Tobacco Co.'s Brands.	
Sweet Chunk plug.....	34
Swadell fine cut.....	57
Sweet Loma fine cut.....	38

VINEGAR

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

WASHING POWDER

WICKING	
WICKING	
WICKING	

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

WOODENWARE

Baskets	
Bushels.....	1 15
Bushels, wide band.....	1 25
Market.....	30
Willow Clothes, large.....	7 00
Willow Clothes, medium.....	6 50
Willow Clothes, small.....	5 50

Butter Plates

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

Clothes Pins

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

Mop Sticks

Trojan spring.....	9 00
Eclipse patent spring.....	9 00
No. 1 common.....	8 00
No. 2 patent brush holder.....	9 00
12 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 25
17 in. Butter.....	2 50
19 in. Butter.....	3 00
Assorted 13-15-17.....	1 75
Assorted 15-17-19.....	2 50

YEAST CAKE

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

Crackers

The National Biscuit Co.	
quotes as follows:	
Butter	
Seymour.....	5 1/2
New York.....	5 1/2
Family.....	5 1/2
Salted.....	5 1/2
Wolverine.....	6
Soda	
Soda XXX.....	6
Soda, City.....	8
Lehigh Island Wafers.....	11
Zephyrette.....	10

Oyster

Faust.....	7
Farina.....	5 1/2
Extra Farina.....	6
Saltine Wafer.....	5 1/2
Sweet Goods—Boxes	
Animals.....	10 1/2
Assorted Cake.....	10
Belle Rose.....	9
Bent's Water.....	15
Buttercups.....	13
Chinamen Biscuits.....	9
Coffee Cake, Iced.....	10
Coffee Cake, Java.....	10
Cocoanut Taffy.....	10
Cracknells.....	15 1/2
Creams, Iced.....	8 1/2
Cream Crisp.....	9
Crystal Creams.....	11 1/2
Cubans.....	11 1/2
Currant Fruit.....	11
Frosted Honey.....	12 1/2
Frosted Cream.....	9
Ginger Gems, lg. or sm.....	9
Ginger Snaps, XXX.....	8
Gladiator.....	10
Grandma Cakes.....	9
Graham Crackers.....	8
Honey Wafers.....	10
Imperial.....	12 1/2
Jumbles, Honey.....	12
Lady Fingers.....	11 1/2
Lemon Wafers.....	14
Marshmallow.....	15
Marshmallow Walnuts.....	16
Mixed Fruits.....	11 1/2
Milk Biscuit.....	7
Molasses Cake.....	8
Molasses Bar.....	9
Moss Jelly Bar.....	12 1/2
Newton.....	12
Oatmeal Crackers.....	8
Oatmeal Wafers.....	10
Orange Crisp.....	9
Orange Gem.....	9
Penny Cake.....	8
Pilot Bread, XXX.....	7
Pretzels, hand made.....	7 1/2
Sears' Lunch.....	7 1/2
Sugar Cake.....	8
Sugar Cream, XXX.....	8
Sugar Squares.....	8
Sultanas.....	12 1/2
Tutti Frutti.....	16 1/2
Vanilla Wafers.....	14
Vienna Crimp.....	8

Grains and Feedstuffs

Wheat

Winter Wheat Flour

Local Brands

Patents.....	4 10
Second Patent.....	3 60
Straight.....	3 40
Clear.....	3 30
Buckwheat.....	3 00
Rye.....	3 25
Subject to usual cash discount.	

Ball-Barnhart-Putman's Brand

Diamond 1/2s.

Diamond 3/4s.

Diamond 1/2s.

Worden Grocer Co.'s Brand

Quaker 1/2s.

Quaker 3/4s.

Quaker 1/2s.

Spring Wheat Flour

Clark-Jewell-Wells Co.'s Brand

Pillsbury's Best 1/2s.

Pillsbury's Best 3/4s.

Pillsbury's Best 1/2s.

Pillsbury's Best 3/4s.

Ball-Barnhart-Putman's Brand

Duluth Imperial 1/2s.

Duluth Imperial 3/4s.

Duluth Imperial 1/2s.

Lemon & Wheeler Co.'s Brand

Wingold 1/2s.

Wingold 3/4s.

Wingold 1/2s.

Olney & Judson's Brand

Ceresota 1/2s.

Ceresota 3/4s.

Ceresota 1/2s.

Worden Grocer Co.'s Brand

Laurel 1/2s.

Laurel 3/4s.

Laurel 1/2s.

Laurel 3/4s and 1/2s paper.

Getting the People

Some Good Advertising—Value of White Space.

Carl Dice, of Wyandotte, does some decidedly original advertising. In a recent issue of the Wyandotte Independent he takes a space of three full columns to advertise his groceries. His prices seem remarkably low and account, in a measure, for the wonderful success which Mr. Dice is said to have met. The heading of his advertisement (which is reproduced herewith) is de-

At the Mammoth Low Price Cash Provision House.

WE TRUST NO ONE.

That is, speaking in a general way, and after looking over our prices quoted below, you will agree with us when we say, if you buy your groceries and provisions at our store, you will not be compelled to ask for trust, for in a short time we will save you enough money to pay off all old debts and start life over again on an equal basis. That is something you could not have done had you stayed with the man who trusts and gets trust prices—why not commence at once to get even and keep so when the remedy is so simple? We are opposed to trusts and try to push anti-trust goods. Boycott the trust, that's the cry. Way to drive them to the wall: Quit the steel trust—be honest. Quit the soap trust and go dirty. Boycott the tobacco and chewing gum trust—chew the rag. Quit the sugar trust—don't get sweet on anybody, male or female. Quit the whiskey trust—drink buttermilk and catnip tea. Quit the oil trust and go to bed at dusk. Boycott the coal trust—the next world will be hot enough to make up for any chilliness in this.

cidedly unique, to say the least, but it seems to me that a little more business and a little less attempted humor would have improved it. Of course, an advertisement with the prices offered by Mr. Dice could never be absolutely bad, and I am of the opinion that it is Mr. Dice's prices, rather than his advertising, which have been instrumental in making his success.

* * *

Here is a decidedly attractive advertisement from Manistee. The display is excellent, the liberal use of white space giving prominence to each im-

Fedora Hats

\$1.29 Wednesday.

Regular Hatters \$2.00 Values.

Dunlap, Knox and Youman shapes in shades, Black, Brown and Tan, Pearl, etc. This is a special price for Wednesday and if you can't come yourself it will pay you to have your wife buy one for you. These hats are styles that sell and a price that will sell them doubly fast.

CORNER OF LOW PRICES.

LIVELY JAKE, The Clothier.

portant part, and the wording is concise and forcible. In its original form the advertisement occupies ten and one-half inches, double column, but it stands out on the page like the proverbial "sore thumb." Decidedly it should sell hats.

* * *

As a contrast to the above advertisement, the one of Wells & Morgan, Lansing, shows how effective a small two inch, single column, advertisement can be made. The only suggestion I would offer would have been the display of the price, \$4.35, in black-face

Cut Glass Cut

We have an overstock of Fine Cut Glass. Until June 1 we offer any piece in the stock at much below its real value. Among the bargains is a beautifully cut and finished Water Set, consisting of a bottle and six tumblers, at four dollars and thirty-five cents.

WELLS & MORGAN.

figures. This would be a better plan than spelling the words out in the regular body type. A displayed price is always interesting and always attracts attention because it appeals to the universal human failing of curiosity. Apart

from this criticism, Wells & Morgan have produced an exceptionally good small advertisement.

* * *

The advertisement of C. D. Woodbury, also of Lansing, is another illustration of the value of white space when properly used. It would have been possible to condense it into a much smaller space, but to do so the effect would have been sacrificed and the at-

A Leader

Fine Vici Kid—medium weight soles—narrow, medium and wide coin toe—lace or button—cloth top or all kid—perfect fitting—flexible yet strong enough to please those who give their shoes considerable hard wear. Compares favorably with many three dollar shoes.

Price \$2.50

C. D. Woodbury,
Hollister Block.

tractiveness entirely lost. It is very difficult for the inexperienced advertiser to realize that blank space in a paper is quite as valuable to him as the space that is occupied by the type matter. I know of many who think it a reckless extravagance to allow the smallest speck of white to appear in their advertisements. If there is a little unoccupied corner they must straightway fill it up with wording of some kind or other. White space, if properly used, is the most valuable means of giving prominence to an advertisement. The whole principle underlying display is contrast, and white space, together with bold type, gives the very strongest kind of contrast possible. The few who realize this fact are the ones who are getting business because their advertising is being read. The many who do not realize it are the ones who advertise because it is customary or those who do not advertise because they say it doesn't pay.

W. S. Hamburger.

Sparing of Her Remedy.

From the Chicago Times-Herald.

There is at least one woman in Kenwood who believes thoroughly in the efficacy of prayer. About a year ago her husband engaged in a business venture that looked rather uncertain. But his wife had strong faith that it would turn out well.

"Go ahead, John," she said, "and let us put our trust in the Lord. I pray every night that we may have no reason to regret the risk we are taking."

The affair seemed to turn out pretty well right from the start. Handsome dividends were paid all through the summer and during the winter, and great joy was in the home of this man and the sharer of his fortunes.

But there came a turn about a month ago. The business ceased to pay, and since then the losses have been increasing ever day. Nothing was said about it at the fireside around which so much happiness had centered during the last year until the other day, when it was suggested by the worried husband that it would be well to cut down expenses. Questions followed as a matter of course, and then it had to be confessed that the business was not going well.

"Dear me!" exclaimed the distressed woman, when all the truth had been revealed to her, "I must begin praying again to-night!"

A German authority has recently announced the discovery of a tree in the forests of Central India which has most curious characteristics: The leaves of the tree are of a highly sensitive nature, and so full of electricity that whoever touches one of them receives an electric shock. It has a very singular effect upon a magnetic needle, and will influence it at a distance of even seventy feet. The electrical strength of the tree varies according to the time of day, it being strongest at midday and weakest at midnight. In wet weather its powers disappear altogether. Birds never approach the tree, nor have insects ever been seen upon it.

USE THE CELEBRATED

Sweet Loma

FINE CUT TOBACCO.

NEW SCOTTEN TOBACCO CO. (Against the Trust.)

Sweet Loma

50 CIGAR
SOLD BY ALL JOBBERS

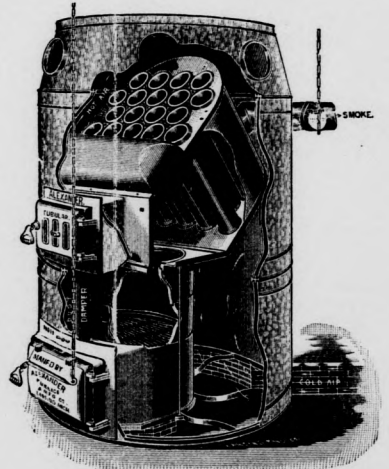
Alexander Tubular Furnaces

Before buying a new furnace investigate fully the Alexander's points of excellence:

1. They have a larger radiating surface than any other furnace.
2. For economy of fuel they are unsurpassed.
3. They have double ventilated casings.
4. They have revolving duplex grates.
5. All cleaning can be done direct from the door.

We make a specialty of heating and ventilating stores, residences, churches and schools. Write for catalogue and prices.

Alexander Furnace & Mfg Co.
Lansing, Michigan



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

MADE HIS HEAD SOFT.

Magic Effect of a Celebrated Hair Restorative.

Paw's gitten Balld Hedded, so he red in the paper About sumthing What would make the Hare gro on a Looken glass if it Got the Chanct, and He sent fer a Bottel.

"If I was proud like some peepel," paw told maw, "I wouldn't Care to Git Enny Hare on mi Hed Becoz tha say a purson what Gits Balld Has Branes. That shows why the Wimmin Dan't Git Balld very offen. Wimmin ain't Got as menny Branes as men Becoz thy wasn't enny Left when Eve was maid."

"But you Don't Haft to Go Around Balld Hedded to Let peepel no you Have Branes, Do you?" maw Says.

"I Don't think So," paw told Her. "That's the reason I might as Well Keep frum Loosen mi Hare as not."

"If Wimmin ain't Got no Branes," maw says, "How Does it Come so menny of them are gitten up in the World? You sed the other Da they was Taken the Place of men in offeses. Don't that sho thay Got Branes?"

"No," paw Says. "It shos thay Don't no Enuff to stick to the place they was made fer. Look at the Way Wimmin put powder on their Fais! If they had Branes they would Have more Sentz than that. And Look in the Stores. They sell Bussels and lots of other Stuff to make Wimmin Have Shaips they ain't Got no right to. That Don't sho thay Got menny Branes Duz it or thay wouldn't Ware them Kind of Things. Look How thay Frizz thare Hare, Too, tryin' to Have Curls when thay no thay ain't Got a rite to them. Wimmin are the worst Fools I Ever seen," paw Say.

"All you Got to Do is to tell them they are purty and that Settles it. They ain't a Wumman I Ever seen Yit what wouldn't Ruther Be Told she was Jus too Sweet than to Have Branes Enuff to Be the Presadunt of a Colledge. If they Had Enny Branes thay wouldn't al-ways Be tryin' to make Themsell Look Diffarunt from what nature made Them."

"Yes," maw says, "I no thay Do Lots of foolish Things. I Even no Some rite now What are yooosen stuff to Keep thare Hare from Comin out when thay ot to no, if they Had Enny Branes, nature Diden't make thare Hare Gro to Stay where it was ferever."

Paw He got Bizzy Reedin His Paper Then and a Fu Daze after That the Hare medasun Cum, But me and little albert Was Looken to See what kind of Stuff it Was and Got the Kork out and Split it on the Bath room flore. I new thay Wood be trubble if paw found it Out and I got maw's mashean oil and pored it in paw's Hare medasun bottle and rapped it up agin.

Paw tried it that nite and me and little albert thot about Every minit thay Would Be an erth Quaik Er sumthing. But paw Diden't say nothin.

The next nite He put on sum more Machean oil and Kept it up rite a Long fer neerly a Week now. This morning at Breckfust He felt his Hed and says to maw:

"Thay ain't no yoose tawken that's Grate stuff. Mi Hed's Gittin nice and soft and I Kin feel the new Hares Beginnen to Sprout."

Maw went over and Rubbed Her hand on His Balld place and Sed:

"Yes, thay ain't no Dout Your Hed is Soft, But I Don't feel the new Hares."

Then little albert sed:

"Paw."

"What?" paw ast.

"Do you Think the Medasun made Your Hed soft?"

I'm afrade little albert is agoin to Git mixt up in the fly wheel sum of These daze.

Men Not Wanted in Labor Unions.
Deacon in Furniture Journal.

I have seen some things in these latter days that make me think the man in a dugout on Coyote Buttes, cooking his corn bread on a fire of steer chips and meeting no one but his dog and his bunch of cattle for three months running, is blessed high above the city

mechanic who hears the band in the city park every evening during the summer months and goes to the Bijou theater every Sunday afternoon.

The lonesome cowboy of Coyote Buttes may be lonesome, but he is spared the fatigue of having a walking delegate walk over him; tell him not to begin work until 8 o'clock in the morning, and fine him \$10 if he picks up a tool at 7:50 a. m. He does not have to drop his tools like a hot potato at 12 m. and leave them like a hot iron where they fell until 1 p. m., then fling them down at 5 p. m. for fear of another fine. This cowboy doesn't have to put up with a sneaking spy at his elbow to tell him not to hurry when he is riding to head off a refractory steer. He does not have to loaf from 3 p. m. to 5 p. m. because he rode his horse above regulation speed early in the day.

Not much! The cowboy who wouldn't let daylight through the average walking delegate in ten minutes after he was introduced to him is not a cowboy to be trusted with a bunch of steers in the Coyote Buttes country. Out there under the free sunshine and in the wide atmosphere is room for men to grow. From these wide sections of our sub-arid country come men who can do things and think. If our labor union machinery continues to work harmoniously and well, the only thing that can live in a city henceforth is a bloated monopolist, a walking delegate and a thing with a sheep's head on its shoulders and a mechanic's tool in its hand. Men are not wanted in labor unions. Provisions are made for bosses and babes only.

How Linoleum Is Made.

Few people have the slightest conception of how this floor covering, which is now almost a necessity in the average household, is made. Indeed, there are hundreds of people selling linoleums who have just as little idea of the manufacture of it as have their customers. A short sketch of its manufacture should be of interest to readers of this department. The two principal materials used are linseed oil and cork, to which is added kauri gum in small quantities. The waste in manufacturing cork stoppers for bottles forms the chief source of supply for linoleum work. It undergoes a process whereby all dust and foreign substances are removed. The pieces are reduced to very small particles, about the size of buckshot. Expensive special machinery is used in reducing the cork to particles and anyone who has ever tried cutting cork can easily realize how soon the edge is taken off the best tempered steel knives. After passing through the breaker the cork goes on to a grinding mill, where it is reduced to a powder. In this process rough stones such as sandstone and lava stones are used. The cement is then prepared, which is formed principally from oxidized linseed oil. By a process of solidifying the oil is formed into a solid resinous mass. It is first boiled and all impurities and sediment removed. After it has been clarified the oil is pumped to a considerable height and allowed to flow down pieces of cotton fabric known as "scrim." The temperature is maintained uniformly at one hundred degrees Fahrenheit, so that in the course of twenty-four hours the oil becomes solidified. This operation is continued until the oxidized oil has attained to a thickness of one-half inch, when it is removed, cut down, and ground between rollers. It is then mixed with resin and kauri gum, and a sticky mass is formed. The cork dust is added to it and the whole rolled on a backing of jute, the evenness of surface being insured by pressing between two cylinders. The pattern is then printed.

Aluminum stoppers for bottles are now being made at the rate of several thousand pounds a week. The blanks are cut from sheet metal, and after shaping rubber gaskets are forced over them. Such stoppers have retained the gas of effervescent fluids for four years, while they are cheaper than cork and easily removed.

Even the man with a "pull" is of little use without some "push."



**Chas.
A.
Coye,**

Manufacturer and Jobber of

**Bunting and Muslin Flags,
Flag Poles and holders,
Large Umbrellas,
Awnings, Tents,
Seat Shades,**

**11 Pearl Street,
Grand Rapids, Mich.**

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 P. Joy, Chas. C. Jenks.

Crushed Cereal Coffee Cake.

Better than coffee.
Cheaper than coffee.
More healthful than coffee.
Costs the consumer less.
Affords the retailer larger profit.
Send for sample case.
See quotations in price current.

Crushed Cereal Coffee Cake Co.

Marshall, 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.

Wheat Meat

A delicious, crisp and pleasant health food.

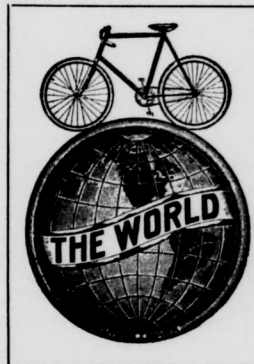
If your jobber does not handle order sample case of
KALAMAZOO PURE FOOD CO., Kalamazoo, Mich.

Golden Nectar

Absolutely the finest flavor of any Food Coffee on the market

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.**

DISHONESTY DECREASING.

Radical changes are rarely swift ones. Growth and decay are slow. The patient whom fever has left at the doors of death creeps slowly back to life and he finds that the first sign of his coming illness antedated its culmination by almost as many weeks of sluggish decline. Moral disease has the same characteristic. It is slow in its development and, if not found to be chronic, slower in its cure. The theft that shocks the community is not the outgrowth of chance nor the offspring of impulse; and the convicted thief is never again entrusted with the funds of the firm whose till he has robbed.

Admitting so much, it is still submitted that dishonesty as a disease is on the decline and in spite of instances to the contrary business men are more honest at heart than they were a century ago. The world has been growing better not worse for a hundred years and dishonesty, the disease that has been a curse to humanity since time began, has declined with the others. A better environment, a better parentage, better instruction and extended training, together with the certainty of detection and punishment, have all been working together and these, going on as they have been for a hundred years, have been making progress. The child early developing a tendency to steal is not left so much to his own devices. Every temptation possible is removed and every tendency towards the inborn inclination is subjugated during the years of irresponsibility and when the time comes for the boy to put on his manhood and the girl her womanhood, they go out into the world no longer dishonest at heart and ready to meet unflinching the temptation when it comes.

Among a good many instances here is one: The boy was born of questionable parentage. If he did not inherit the tendency to steal the father was certainly not to blame. A blessed orphanage early removed him from debasing influences and, taken into a family who were willing to assume the responsibility, the child grew to manhood. He soon showed the dreaded inheritance, but it was looked upon as an inherited disease and so treated. Line upon line and precept upon precept, here a little, there a great deal, was the unrelenting treatment that followed, and the young man has yet to show that environment and wholesome care are not preventives of crime.

Moral training has its counterpart in the physical, upon which in many instances it largely depends. The gamin will be the gamin so long as he lives in the slums and feeds on garbage. The potato, not its skin, must be the food of first-class citizenship and he is the real man-trainer who makes the needed change. What has been done in this respect during the last century it would take too long to tell; but the first thing which the immigrant who is worthy of his new birthright does is to change his food and clothes. Black bread and beer may be all right for the unthinking European peasant, but a forehead that freedom-loving America has kissed, tanned although it be by the sun and beaded with sweat, to be true to itself must feed on better fare. The smock and the wooden shoe may still be the garments of toil, but the collar and the cuff, the insignia of modern life and civilization, are put on as soon as the wearer finds out what his new life means.

So dishonesty, under improved phys-

ical conditions, is forgetting to be dishonest. It is getting to be more and more the common thought that the honest way is not only the best but the only way for gain-getting. That new methods of business furnish more chances to cheat and steal can not be denied, but it is denied that the American tradesman is making the most of these chances. He, with the rest of mankind, has grown better and this growth refutes the idea that he has not a higher ideal of honesty than his kinsman of a century ago and is not living up to that ideal.

The Grain Market.

The wheat market is purely and simply a weather market. The statistics of supply and demand are relegated to the background, as the atmospheric condition, seem to have control of the markets and heavy reductions from previous estimates will have to be made for the coming crop. Part of the Dakotas and large sections of Minnesota are still without rain, which, unless soon relieved, will cut the crop materially short, while the winter wheat sections are having too much moisture. The foreign crops, as in France, Hungary and part of Russia, are not improving, so to say the least the world's outlook for an average wheat crop will be curtailed considerably. The crop of Indiana and Ohio is counted very inferior to last year. In our own State the wheat is probably some above last year's small crop, but we should not lose sight of the fact that we have not a bountiful crop to fall back on, as we had in 1899. Prices have remained about the same as last week—around 67c for spring July wheat, while cash winter wheat remains very stationary around 73½c in Detroit and July holds fast around 72½c. The visible made a decrease of about 1,500,000 bushels, which was about what was expected. Should more speculators take hold, wheat would be at least 10c higher, but the Chicago crowd are holding prices down. The question arises, can they always do it? The bears claim a 100,000,000 bushel crop of wheat in Kansas on 5,000,000 acres, but this is misleading, as the average can not be 20 bushels per acre. Kansas will have a large crop, weather permitting, but about 50,000,000 bushels will be about right. Nebraska was never counted as a wheat producing State, but as a corn State.

Corn remains about the same in price, with a seeming strong undertone. Traders point to the large acreage put in, but the corn gathering is far off yet, as it has only been planted a short time and it will take six months before new corn will be available. With the small stocks in cribs, the exports and the large amount used for feeding for fattening hogs and cattle, where will the amount necessary until new corn is fit for market come from? We think corn is a good investment, the same as wheat.

Oats have sagged about 1c per bushel. Prices are not as firm, owing to the generally good outlook for a large crop, as many wheat fields have been plowed up and put to oats; so lower prices will be the rule.

There is nothing doing in rye. However, as the German rye crop is in a very poor condition the exports will in all probability be larger, which may enhance prices some.

Beans remain steady for the present, but the drop will come, as the demand is not as large as it was. There is also a larger acreage put in than last season,

owing to the large price now being paid.

Receipts have been about as usual—58 cars of wheat, 5 cars of corn, 6 cars of oats, 2 cars of flour, 1 car of hay, 1 car of straw and 1 car of potatoes.

C. G. A. Voigt.

Ludington Grocers To Touch Elbows.

Ludington, May 28—A meeting of local grocers was recently held for the purpose of forming a grocers' association. The Fourth ward and upper end of town were well represented, but not many were there from down town. The grocers are agreed in recognizing the advantages of such an association. Temporary officers were appointed until another week, when a constitution will be adopted and more permanent arrangements made. Such matters as extensions of credits, deals with wholesale houses, manufacturers and transportation companies are to be considered by the proposed organization.

Business Wants

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

BUSINESS CHANCES.

FOR SALE—A NICE, CLEAN STOCK OF general merchandise in one of the liveliest towns in Michigan of 400 inhabitants; stock inventories \$6,000; good farming all around; good reasons for selling. Address H. & B., care Michigan Tradesman. 378

STORE TO RENT IN CADILLAC; Centrally located; formerly used for drug store, later for grocery store. Dr. John Leeson. 377

FOR SALE—STOCK OF MEN'S AND BOYS' clothing; big discount for cash; in good order. Address No. 374, care Michigan Tradesman. 374

FOR SALE—I WILL SELL THE BOSTON bakery and confectionery store at Holland, Mich. If taken at once, this is a rare chance for a live man; no trades. If you mean business, call on J. VanderVeen, Kent County Bank, Grand Rapids, or write J. A. VanderVeen, Holland, Mich. 372

FOR SALE—A STOCK OF HARDWARE invoicing from \$7,000 to \$8,000 in city of 20,000 in Southern Michigan; all bought within the last three years. D. D. Ford, Battle Creek, Mich. 371

FOR SALE—DRY GOODS AND NOTION stock; best town in Southern Michigan; about 3,000 population; stock clean and mostly staples; invoices about \$6,000; profitable business; good opening for live merchant; enquire at once; good reason for selling. Address J. C. B., care Michigan Tradesman. 370

WRITE TO NO. 369, CARE MICHIGAN Tradesman, if you wish to buy a country store and farm in connection; good trade and a nice home, well and pleasantly located. 369

FOR SALE—FIRST-CLASS MEAT MAR- ket; good trade; good modern fixtures; ice box, two horse power motor, electric fans, cash register, horses and wagons; doing good business. Harry Holmes, Jackson, Mich. 368

A GOOD LITTLE MILLINERY STOCK and business for sale very cheap. A good thing for a young milliner. Mrs. Modeland, Lisbon, Mich. 367

FOR SALE—ONE PARKE, DAVIS & CO.'S drug identification case for \$15; good as new; cost \$25. B. F. Scott, Lake City, Mich. 366

FOR SALE—UP-TO-DATE, CLEAN DRUG stock in best town of 25,000 population in Michigan; good location; elegant soda fountain; no cut 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

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

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

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., 500 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, 1,600. Would prefer to sell electric fixtures and would sell any part of the present stock—clothing and men's furnishing goods—as I wish to establish a department store in another city. Only one other stock of the kind in town. Address No. 348, care Michigan Tradesman. 348

FOR SALE—FLOUR AND FEED MILL, roller process, in a good location; good bargain. C. L. Packard, Flushing, Mich. 353

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

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

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. 259

FOR SALE—FLOUR AND FEED MILL— full roller process—in a splendid location. Great bargain, easy terms. Address No. 227, care Michigan Tradesman. 227

FOR SALE CHEAP—\$3,000 GENERAL stock and building. Address No. 240, care Michigan Tradesman. 240

FOR SALE OR EXCHANGE FOR GENERAL Stock of Merchandise—60 acre farm, part clear, architect house and barn; well watered. I also have two 40 acre farms and one 80 acre farm to exchange. Address No. 12, care Michigan Tradesman. 12

MISCELLANEOUS.

WANTED—POSITION AS SHOE CLERK, billing clerk or assistant book-keeper by young man of 18 who has good education and can produce exceptional references. Address L. A. Jaquith, 304 Jefferson Ave., Grand Rapids. 376

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. First class book-keeper. Could make change earlier if desired. No objection to leaving city. Best of references and bond if required. Address G. F. O. Box 418, Grand Rapids, Mich. 363

DRUG CLERK WANTS POSITION; HAVE had two and one-half years' experience in both country and city; six months to serve before can take examination; understands soda fountain dispensing; can furnish best of references. Address Box 101, Muskegon, Mich. 375

WANTED—REGISTERED DRUG CLERK Enquire Hazeltine & Perkins Drug Co. 365

WANTED—A COOK FOR WOODS CAMP and men accustomed to handling cedar logs. John W. Balcorn, Boyne City, Mich. 373

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. Giesberger, Storekeeper Peninsular Club, Grand Rapids, Mich. 352

MICA AXLE GREASE

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

ILLUMINATING AND LUBRICATING OILS

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

HIGHEST PRICE PAID FOR EMPTY CARBON AND GASOLINE BARRELS

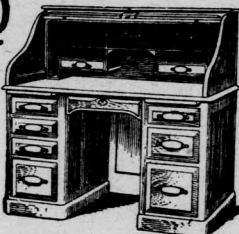
STANDARD OIL CO.

FURNITURE BY MAIL

MAGAZINE PRICES OUTDONE

\$18.50

FREIGHT
PRE-PAID.



Our Desk No. 261, illustrated above, is 50 in. long, 34 in. deep and 50 in. high; is made of selected oak, any finish desired.

The gracefulness of the design, the exquisite workmanship, the nice attention to every little detail, will satisfy your most critical idea.

Is sent on approval, freight prepaid, to be returned at our expense if not found positively the best roll top desk ever offered for the price or even 25 per cent more.

Write for our complete Office Furniture Catalogue.

SAMPLE FURNITURE CO.
Retailers of Sample Furniture
LYON PEARL & OTTAWA STS.
GRAND RAPIDS MICH.

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

WE PREPAY FREIGHT

MERCANTILE ASSOCIATIONS

Michigan Retail Grocers' Association
President, C. E. WALKER, Bay City; Vice-President, J. H. HOPKINS, Ypsilanti; Secretary, E. A. STOWE, Grand Rapids; Treasurer, J. F. TATMAN, Clare.

Grand Rapids Retail Grocers' Association
President, FRANK J. DYK; Secretary, HOMER KLAP; Treasurer, J. GEORGE LEHMAN

Detroit Retail Grocers' Protective Association
President, WM. BLESSED; Secretaries, N. L. KOENIG and F. H. COZZENS; Treasurer, C. H. FRINK.

Kalamazoo Retail Grocers' Association
President, W. H. JOHNSON; Secretary, CHAS. HYMAN.

Bay Cities Retail Grocers' Association
President, C. E. WALKER; Secretary, E. C. LITTLE.

Muskegon Retail Grocers' Association
President, H. B. SMITH; Secretary, D. A. BOELKINS; Treasurer, J. W. CASKADON.

Jackson Retail Grocers' Association
President, J. FRANK HELMER; Secretary, W. H. PORTER; Treasurer, L. PELTON.

Adrian Retail Grocers' Association
President, A. C. CLARK; Secretary, E. F. CLEVELAND; Treasurer, WM. C. KOEHN

Saginaw Retail Merchants' Association
President, M. W. TANNER; Secretary, E. H. McPHERSON; Treasurer, R. A. HORN.

Traverse City Business Men's Association
President, THOS T. BATES; Secretary, M. B. HOLLY; Treasurer, C. A. HAMMOND.

Owosso Business Men's Association
President, A. D. WHIPPLE; Secretary, G. T. CAMPBELL; Treasurer, W. E. COLLINS.

Pt. Huron Merchants' and Manufacturers' Association
President, CHAS. WELLMAN; Secretary, J. T. PERCIVAL.

Alpena Business Men's Association
President, F. W. GILCHRIST; Secretary, C. L. PARTRIDGE.

St. Johns Business Men's Association
President, THOS. BROMLEY; Secretary, FRANK A. PERCY; Treasurer, CLARK A. PUTT.

Perry Business Men's Association
President, H. W. WALLACE; Secretary, T. E. HEDDLE.

Grand Haven Retail Merchants' Association
President, F. D. VOS; Secretary, J. W. VERHOEKS.

Yale Business Men's Association
President, CHAS. ROUNDS; Secretary, FRANK PUTNEY.

Grand Rapids Retail Meat Dealers' Association
President, L. M. WILSON; Secretary, PHILIP HILBER; Treasurer, S. J. HUFFORD.

Aluminum Money

Will Increase Your Business.



Cheap and Effective.
Send for samples and prices.

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

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 2,880 invoices... \$2.00

Tradesman Company
Grand Rapids, Mich.

Travelers' Time Tables.

PERE MARQUETTE

Chicago Trains.

Lv. G. Rapids, 7:10am 12:00m 4:30pm *11:50pm
Ar. Chicago, 1:30pm 5:00pm 10:50pm *7:05am
Lv. Chicago, 7:15am 12:00m 5:00pm *11:50pm
Ar. G. Rapids, 1:25pm 5:05pm 10:55pm *6:20am

Milwaukee Via Ottawa Beach.

Lv. Grand Rapids, every day... 10:10pm
Ar. Milwaukee... 6:30am
Lv. Milwaukee... 10:00pm
Ar. Grand Rapids, every day... 6:55am

Traverse City and Petoskey.

Lv. Grand Rapids... 7:55am 1:45pm 5:30pm
Ar. Traverse City... 1:15pm 6:25pm 10:45pm
Ar. Petoskey... 4:10pm 9:20pm

Trains arrive from north at 10:50am; 4:15pm and 11:00pm.

Ludington and Manistee.

Lv. Grand Rapids... 7:55am 1:45pm 5:30pm
Ar. Ludington... 12:05pm 5:20pm 9:25pm
Ar. Manistee... 12:28pm 5:50pm 9:55pm

Detroit and Toledo Trains.

Lv. Grand Rapids... * 7:10am 12:05pm 5:30pm
Ar. Detroit... 11:40am 4:05pm 10:05pm
Ar. Toledo... 12:35pm
Lv. Toledo... 7:20am 11:55am 4:15pm
Lv. Detroit... 8:40am 1:10pm * 5:15pm
Ar. Grand Rapids... 1:30pm 5:10pm 10:00pm

Saginaw and Bay City Trains.

Lv. Grand Rapids... 7:00am 5:20pm
Ar. Saginaw... 11:50am 10:12pm
Ar. Bay City... 12:20pm 10:45pm
Ar. from Bay City & Saginaw... 11:55am 9:35pm

Parlor cars on all Detroit, Saginaw and Bay City trains.

Buffet parlor cars on afternoon trains to and from Chicago. Pullman sleepers on night trains.

Parlor car to Petoskey on 1:45pm train.

*Every day. Others week days only.

May 13, 1900. H. F. MOELLER,
Acting General Passenger Agent,
Grand Rapids, Mich.

GRAND Rapids & Indiana Railway

May 27, 1900.

Northern Division.		Going North	From North
Trav. City, Petoskey, Mack.	+ 7:45am	+ 5:15pm	
Trav. City, Petoskey, Mack.	+ 2:10pm	+ 10:15pm	
Cadillac Accommodation	+ 5:25pm	+ 10:45am	
Petoskey & Mackinaw City	+ 11:00pm	+ 6:00am	
7:45am and 2:10pm trains, parlor cars; 11:00pm train, sleeping car.			

Southern Division		Going South	From South
Kalamazoo, Ft. Wayne Cin.	+ 7:10am	+ 9:45pm	
Kalamazoo and Ft. Wayne.	+ 1:50pm	+ 2:00pm	
Kalamazoo, Ft. Wayne Cin.	* 7:00pm	* 6:45am	
Kalamazoo and Vicksburg.	* 11:30pm	* 9:10am	
7:10am train has parlor car to Cincinnati, coach to Chicago; 1:50pm train has parlor car to Fort Wayne; 7:00pm train has sleeper to Cincinnati; 11:30pm train, sleeping car and coach to Chicago.			

Chicago Trains.

TO CHICAGO.
Lv. Grand Rapids... 7:10am + 1:50pm *11:30pm
Ar. Chicago... 2:30pm 8:45pm 7:00am

FROM CHICAGO

Lv. Chicago... 13:02pm *11:32pm
Ar. Grand Rapids... 9:45pm 6:45am
Train leaving Grand Rapids 7:10am has coach; 11:30pm train has coach and sleeping car; train leaving Chicago 3:02pm has coach; 11:32pm has sleeping car for Grand Rapids.

Muskegon Trains.

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

GOING EAST.
Lv. Muskegon... 7:48am + 12:15pm + 4:00pm
Ar. Grand Rapids... 9:30am 1:30pm 5:20pm
*Except Sunday. *Daily.

C. L. LOCKWOOD,
Gen'l Pass't and Ticket Agent,
W. C. BLAKE,
Ticket Agent Union Station.

MANISTEE & Northeastern Ry.

Best route to Manistee.

Via C. & W. M. Railway.

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

50 Cents Muskegon Sunday G. R. & I.

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



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** JOBBERS
CLEVELAND, OHIO
CROCKERY, GLASS, LAMPS, HOUSE FURNISHING GOODS

Boom Your Glassware

Here Is a Flyer for Your
Bargain Day Sale
No. 80 Nappy Assortment



This package contains
Eight Dozen 6 inch Nappies
of six different beautiful designs. Each one of these Nappies will make a new customer for you.

Price **\$3.50** per bbl.

No charge for package.
Sold only in full assortments.

The Dautt Glass & Crockery Co.,
236 Summit and 230, 232, 234 and 236 Water St.,
Toledo, Ohio.



Tanglefoot Sealed Sticky Fly Paper

Catches the Germ as well as the Fly.

Sanitary. Used the world over. Good profit to sellers.
Order from Jobbers.

H. Leonard & Sons

A Stimulating Tonic
for a healthy summer trade:

"New Century" Assortment Lemonade Sets

The cheapest and largest selling assortment of colored glass lemonade sets on the market. The assortment comprises: One dozen sets in three assorted styles, optic effect, and each style in three assorted colors, crystal, emerald and blue. They will readily sell for double their cost. Sold by package only. Price per package of one dozen sets (no charge for barrel):

\$6.00.

H. LEONARD & SONS, Grand Rapids, Michigan.



TALK

We buy this space to talk to you about JEWELRY. We tell you there is more profit to be made on this line for the amount of money invested than in any other department of your store. Make it bright and attractive with new goods, every-day sellers, from our latest selections. Now talk back quick. Try it.

AMERICAN JEWELRY CO., GRAND RAPIDS