



Pneumonia

follows

La Grippe

but never follows the use of

Foley's Honey and Tar

STOPS THE COUGH AND HEALS THE LUNGS

PNEUMONIA is treacherous for it often happens that heart failure ensues after the patient is supposed to be on the road to recovery—the recent death of P. D. ARMOUR is an example of this.

We emphasize the fact that **Foley's Honey and Tar** if taken in time affords perfect security from serious results of an attack of La Grippe or Pneumonia. Contains no opiates.

DR. C. J. BISHOP, Agnew, Mich., says: "I have used **Foley's Honey and Tar** in three very severe cases of pneumonia with good results in every case. There is nothing so good."

J. W. BRYAN, of Lowder, Ill., writes: "My little boy was very low with pneumonia. Unknown to the doctor we gave him **Foley's Honey and Tar**. The result was magical and puzzled the doctor, as it immediately stopped the racking cough and he quickly recovered."

G. VACHER, 157 Osgood St., Chicago, says: "My wife had a very severe case of la grippe, and it left her with a very bad cough. She tried a bottle of **Foley's Honey and Tar** and it gave immediate relief."

CURES THE MOST STUBBORN COUGHS

SATISFY YOUR CUSTOMERS BY RECOMMENDING FOLEY'S HONEY AND TAR

Address FOLEY & CO., Prop., Chicago, Ill.

THE NEW Booked Havana Filled Tigerettes

See Page Twenty-five

PHELPS, BRACE & CO., Detroit, Mich.

The Largest Cigar Dealers in the Middle West.

F. E. BUSHMAN, Manager.

Start the New Century Right

by sending us an order.

Walsh-DeRoo Milling Co., Holland, Mich.



EGG Baking Powder

Nearly every dealer who has corresponded with us has bought from us and every dealer who has bought is satisfied and so are his customers.

EGG BAKING POWDER

Home Office, 80 West street, New York.
Western Office,
523 Williamson B'dg, Cleveland.
Branch Offices:
Indianapolis Detroit
Cincinnati Fort Wayne
Grand Rapids Columbus

Have You yet Bought Your Wall Paper for Spring?

ANTI-TRUST WALL PAPER direct from mill to merchant. No middle men's profits or trust prices.

Audebert Wall Paper Mill, Chicago

ALWAYS have been and ALWAYS will be ANTI-TRUST. We certainly have the brightest and best and lowest-priced line on the market. A line in which there is more profit than any other you can buy, besides showing these trust fellows you don't have to buy of them. Would you like to see it? Address

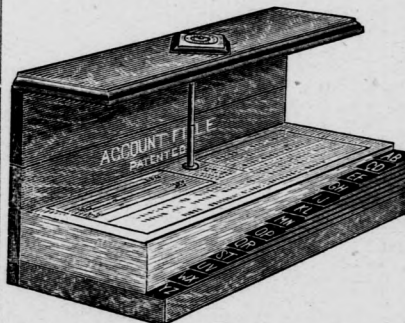
Osmond W. Booth,

General Agent for Mills,

161 Elm St., Detroit, Mich.

And we'll either send samples or a salesman to submit them. You need not buy unless you are satisfied with our goods and prices. Modern Mills, Modern Designs, Modern Prices.

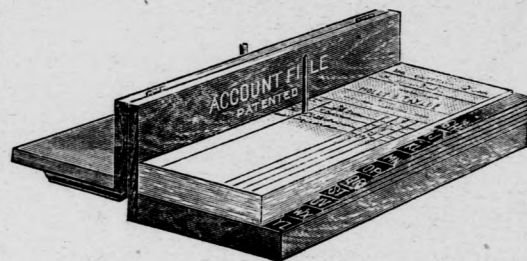
Simple Account File



A quick and easy method of keeping your accounts. Especially handy for keeping account of goods let out on approval, and for petty accounts with which one does not like to encumber the regular ledger. By using this file or ledger for charging accounts, it will save

one-half the time and cost of keeping a set of books.

Charge goods, when purchased, directly on file, then your customer's bill is always ready for him, and can be found quickly, on account of the special index. This



saves you looking over several leaves of a day book if not posted, when a customer comes in to pay an account and you are busy waiting on a prospective buyer.

TRADESMAN COMPANY, Grand Rapids

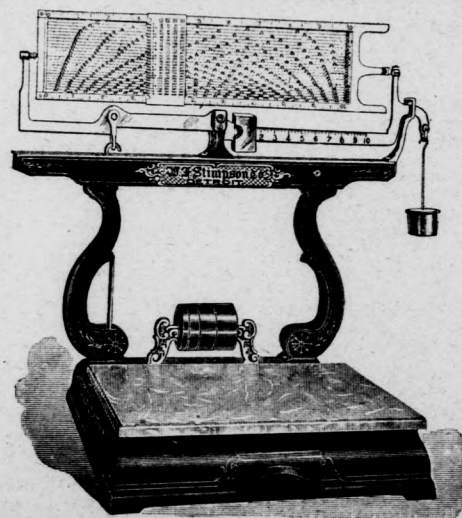
Capital and Brains

These attributes are essential to a grocer in transacting business, but to GET ALL YOUR PROFIT and economize your time it is necessary to secure a

Stimpson Computing Grocers' Scale

They are better than an extra clerk and will make you more money than most salesmen. They absolutely prevent the most minute loss and are superior to all other scales on the market. Ask for further information. It's to your advantage.

THE W. F. STIMPSON CO.
DETROIT, MICH.



MICHIGAN TRADESMAN

Volume XVIII.

GRAND RAPIDS, WEDNESDAY, JANUARY 16, 1901.

Number 904

Knights of the Loyal Guard A Reserve Fund Order

A fraternal beneficiary society founded upon a permanent plan. Permanency not cheapness its motto. Reliable deputies wanted. Address

EDWIN O. WOOD, Flint, Mich.
Supreme Commander in Chief.

American Jewelry Co.,

Manufacturers and Jobbers of

Jewelry and Novelties

45 and 46 Tower Block,
Grand Rapids, Mich.

Perfection Time Book and Pay Roll

Takes care of time in usual way, also divides up pay roll into the several amounts needed to pay each person. No running around after change. Send for Sample Sheet.

Barlow Bros.
Grand Rapids, Mich.

ASSOCIATE OFFICES IN ALL PRINCIPAL CITIES



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

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
Grand Rapids
FIRE INS. CO.

Prompt, Conservative, Safe.

J. W. CHAMPLIN, Pres. W. FRED McBAIN, Sec.

William Connor, 20 years with us, will be at Sweet's Hotel, Grand Rapids, Mich., Jan. 19 to Jan. 22, with Spring Samples Ready Made Clothing, from \$4.50 up. Customers' expenses allowed or write him care Sweet's Hotel and he will call on you. We guarantee quality, prices and fit. Our 50 years' reputation for stouts, silms and all specialties requires no comment. All mail orders receive prompt attention. **KOLB & SON,**
Wholesale Clothiers,
Rochester, N. Y.

N. B.—If you are low on Winter Ulsters, Overcoats, Suits, Wm. Connor can show you large line.

Tradesman Coupons

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WITHOUT A HITCH.

There is a teamster down on Ottawa street that knows how. He can turn his cart in the smallest possible space. He never tries twice to back up in the exact spot. By the time the team stops he is off his seat and ready for his load. Hardly have his feet struck the draybody than the first item of his load appears through the warehouse door. Barrel or box, it makes little difference which, without stop or stay his hands grasp it and it stops only when it has reached its place. Instantly the experienced eye and hand know where the merchandise is to go and without a hitch or the loss of a minute the dray is loaded and driven away.

That teamster is a great comfort to that firm. Whatever happens elsewhere, in the teamster's seat there is peace. From the rising of the sun unto the going down of the same he is on hand and ready for duty. The snows of winter and the heat of summer do not trouble him. Health without limit or intermission is apparently his and in the full enjoyment of it he accomplishes his daily work. Like a sound organ of the body he is unnoticed because he is sound and without friction or complaint the ponderous loads come and go. The man has found his place and is contented and the place has found its man and is satisfied.

When the teamster was asked the other day if he did not sometimes wish he had a place where the work would not be so hard and the wages were higher his answer was short and to the point: "No. What do I want another place for? I know this work and how to do it. It has got so that it does itself. I don't have to waste any time over it. The goods I handle seem to know what is expected of 'em and don't kick. The wages are all right and sure. They are always there on time, and if you've ever been where you expected your money and didn't get it you know what that means. This work ain't hard and if it was I've got so used to it that it

don't seem so. Work, after you get into it, is all about the same. You begin and keep at it and stop when the time comes. Along at first you have to gauge your gait to what you have to do and the rest takes care of itself. You're always sure to get through if you keep a going and the man that don't do that shirks, and a shirking teamster is pretty apt to be out of a job. No, I've been here long enough to get along without any hitching and until they git tired of me I'm a going to stay."

It is submitted that this getting "along without any hitching" is an idea that can be dwelt upon with advantage in other departments of the business house, be it large or small. The satisfactory adjustment of work and wages, the thorough knowledge of the work to be done, the manifest interest in the intelligent doing of it, the familiarity with it that ensures its speedy accomplishment and the thorough appreciation of such advantages as the place affords—all these tend to strengthen the bonds that bind the parts of the house together into a harmonious whole. The old story of the stomach and the limbs is much in evidence here and illustrates the fact that just in proportion as each part accepts the place assigned it, with the conviction that it can do that and no other part best, so the general work to be done is well done and, what is much to the purpose, without a hitch.

It would be easy to carry the idea farther. The office, the head of the department, the clerk behind the counter, the boy with the bundle will all find much in the teamster's view of the situation to approve, or question, or condemn. There will be no objection to the statement that business without a hitch is the best business and that this can exist only where each man contentedly does his best work. The trouble will come in removing the personal grievances. Until that is done there will be sure to be a hitch; but wise and happy is he who has learned that the hitch is in himself and that it remains with himself to decide whether he, like the man with the team, shall so ponder the conditions as to reach the same conclusions.

A Cincinnati gas manufacturer recently testified before a municipal committee of enquiry that gas could be sold in Cincinnati for 1 cent a 1,000 feet and still be profitable to the makers. He should have qualified the statement by citing the peculiar and perhaps unusual market and other conditions that would sometimes make such a thing possible in Cincinnati.

There are some self-made men who must have finished the job when there were no looking glasses around; and there are others who certainly worship their maker.

A man may woo and win a woman's respect, but he must take chances on having her give him her love.

They publish news so fast now that half of it has no time to happen.

GENERAL TRADE REVIEW.

After a week of great activity, during which a new record was made for volume of business in railway shares, there is this week a decided tendency to reaction in both activity and price in nearly all except the iron and steel lines. There are no apparent reasons for a reaction further than the fact that a healthy trade demands breathing spells, and the speculative operations of some managements. The only line of goods to suffer in trade distribution is in winter wear, which is not helped by the persistent warm weather. A few industrial companies have not fared well in the annual reports and so their stocks have suffered; but this is abundantly accounted for by the mismanagement, which will always be a factor with some. This may have influence in restricting the activity which has characterized the market so long.

Of the great industries iron and steel are still easily in the lead. With conservatism in the management of prices and the talk of combination to further reduce cost, stocks are gaining a confidence which keeps them well in the lead. Manufacturers are not able to meet the demand for bridges and structural forms and railways can not procure rolling stock and supplies rapidly enough to meet their needs. Pig iron output is increasing at a wonderful rate and yet stocks do not seem to accumulate.

Aside from lines affected by the mild weather there is an unusual activity in almost all lines of general merchandise. Western shoe manufacturers report great activity, and while there is less movement at the East prices are well sustained. Heavy sales are being made of both hides and leather and prices are well sustained. The leading cereals are having strong demand at prices considerably above those of last year, export trade keeping up well in spite of the price. Cotton is still above 10c, although there is a tendency to decline. Export of this staple is heavy in spite of its continuing at such high figures.

The January sales of furniture at this market are meeting every expectation. This exhibit has brought out many new buyers and the tendency for the market to expand is pronounced. There is some distraction caused by discussion of changing the frequency and times of sales and rumors of consolidation, but these have little effect on present business, whatever might be the future consequences of interfering with a natural trade growth.

There is no alarm caused by the expected outgo of gold this week and money is plenty, with easy rates. Bank clearings are reported far in excess of any former reports in the history of the country.

It was just after the The Commandments were issued, that they first asked: "Is Life Worth Living?"

Real goodness wears plain clothes and has no painted face.

A murderer is a man who takes life as he finds it.

Getting the People

The Use of Black Borders in Advertising.

It is impossible to criticize much work of general advertisers without occasionally treading on the toes of some one, either by undue severity of expression or by advocating erroneous positions, or positions which may be considered debatable.

For example, I have had occasion to comment on the use of heavy black borders, often made by inverting nonpareil rules. One correspondent demurs at my criticisms on this point and sends me some samples of a recognized authority in publicity, which appear as the first two on this page, to show the fallacy of my position. I am glad of this, for it calls my attention to the fact that many may assume that I am condemning a valuable and recognized principle in advertising display.

While publishers have long contended, and with reason, that heavy, black display disfigures a publication, there is no question but that for the individual advertiser there may be an advantage in the prominence gained. But while this is the case the publisher who wishes to be fair to those sharing the space will discourage the general disfigurement such display gives. Thus it is that, while heavy silhouette cuts and borders may have value, their use in general advertising is growing less.

What I criticized in a number of examples which have come under my attention was the setting of an advertisement in a light display of type, which should require a corresponding border, if any, and then surrounding it with an ugly black mark suggestive of shabby mourning. This, I admit, gives a kind of distinction to the advertiser's space in a page, but it is at the expense of a disagreeable impression, which does not help the advertiser, or those occupying neighboring space.

The samples which my critic sends me are examples of good advertising. One of them occupies the entire page of the publication in which it appears and the other is run with an advertisement having similarly broad treatment. In one case the heavy border gives opportunity for a striking use of the partially-covered figure. It will be noted that this figure is in silhouette and that clear, heavy-faced type is used. The advertisement is a good one when it can be used without encroaching on its neighbors. In the full page example, of course, there is no one to complain. In this the illustration is also silhouette and the enclosed type and inside border are heavy.

The use of strong contrasts may be a valuable factor in advertising, but their use must be governed by a careful attention to proportion and suitability. When dreary blacks are employed the display and type must be suitably strong, whites carefully proportioned, or the result is a disagreeable combination which the eye is fain to avoid.

A carefully-prepared advertisement is that of Christopher & Loftus. There is evidence in it of a careful laying out and selection of matter to best fit the space, rather than the writing of all that comes in mind with instruction to the printer to "get it in somehow." The advertisement is noticeable as an example of a number of dissimilar articles, each of which gets due prominence. The printer has been especially judicious in arranging his spaces, so



CUTTING THE PRICE IN TWO

WE have cut the price of RUBBER PAD STEPS, right square in the middle. It isn't so long ago that these steps were used on the very best grade of buggies, and cost you double what they do now. Now we make them with our regular rolled steel shank with the rubber pad bolted to the shank at a cost of less than one-half of former prices. We make them in all the drops and styles of our steel steps and find them one of our very best sellers.

Of course, we do not need to argue about the superiority of rolled steel goods over the ordinary malleable kind, and only need to add that the lower price on these, as on all our goods, is due to the fact that we manufacture on an enormous scale and have our own rolling mill.

These Rubber Pad Steps were shown in our bright red catalogues on pages 41 to 52. If you haven't got the catalogue, you ought to ask for it.

The CLEVELAND HARDWARE CO.
CLEVELAND, O.

CHARLES P. LIMBERT AND COMPANY

Show Full Line Samples from

Estey Manufacturing Co.
Charlotte Manufacturing Co.
German Furniture Company.
Old Hickory Chair Company.
Grand Rapids Brass and Iron Bed Co.
Kimball & Chappell Company.

226 East Second Building

FIRST FLOOR, BLODGETT BLOCK

CHARLES P. LIMBERT AND COMPANY

CHRISTOPHER & LOFTUS

The Popular Price Grocers

Something New

Egg BAKING POWDER

This week we will introduce the Egg Baking Powder. Perhaps you know about it. Scientists say it is the purest and best on the market. We will have a demonstrator with us, who will serve you with muffins, biscuits, gems, etc., made with this powder. We extend a cordial invitation to every lady in the city.

Our Dried Fruit Counter

The values on our dried fruits stand alone, and are unrivaled.

PEACHES

APRICOTS

PEARS

NECTARINES

Prunes in 2-lb Cans.

Prunes in 5-lb Cans.

The only way to buy prunes now-days is in cans.

Fels Naptha Soap

Have you ever heard of it? Try it and you will use no other.

Remember we make a specialty of Creamery and Dairy Butter.

CHRISTOPHER & LOFTUS

Smith's Cash Store

Is just the place to buy your groceries. Where you can get the most goods for the least money. Everything sold at the lowest cash price.

17 Pound Granulated Sugar	\$1.00
4x Coffee per pound	15c
Spices per pound	25c
Kerosene	8c

Other goods in same proportion. Highest price paid for BUTTER and EGGS. Come and see me and I will do you good.

S. J. SMITH, Chadwick.

We Must Move!

Our Stock of Staple and Fancy Groceries

Into line on the Twentieth Century Plan of CASH, and you, my customer, will get the benefit. How? By the extremely low prices we quote on all Groceries.

Watch our Special Price Sales every Saturday.

Saturday, January 5, 1901.

Special Number 1.

10lbs. Rolled Oats, fresh & sweet, 25c.

Special Number 2.

4lbs. Good Crackers, fresh & crisp, 25c.

A call at our store will convince you that our prices are the lowest. In fact we are the only Grocery in the City selling for Cash that will give you a discount for cash.

Fetch us your Eggs. We will pay 21c in trade, Saturday January 5.

Three Rivers Grocery and Bakery,
Both Phones. LATIMER & CO., Proprietors.

New Grocery,

A. FITZGERALD, Prop.

The traveling merchant has now opened permanent headquarters in the basement under Gibbs' Drug Store, and carries a full line of

FIRST-CLASS GROCERIES.

I buy for spot cash and get closest prices, and sell accordingly. Thus my customers get the benefit. Butter and eggs taken in exchange for groceries.

GO WHERE THE HAND POINTS DOWN.

A. FITZGERALD.

GO TO

WISLER'S BAZAAR..

FOR Blankets, Comfortables, Rubbers, Overshoes, Almost Everything You want.

Wisler's Bazaar.

You Can Have

These GLOVES, MITTENS, SOCKS, and that Underwear

at my store at prices that will pay you to buy now.

W. A. Gardner.

that while the divisions are strong it does not destroy the unity of the whole. He has also done well in using a uniform series of letter for his display.

S. J. Smith has happily adapted his matter to his room, has expressed his ideas in simple language and finds a good printer. The display is exceptionally well balanced, the selection of type could not be better. This manner of making the main display the first and last lines separating the matter, when it will admit, by a smaller display, or by a panel as in this case, is a style well worth attention. The price feature is a good one. While one or two sentences of wording might be stronger the advertisement is well written and composed.

Latimer & Co. are not so successful, either in wording or display. It is not well to make deceiving statements in an advertisement, for, as a rule, the customer doesn't like to be fooled in that manner. When the statement of what would be an interesting news item, as that a prominent firm is to change its location, is found to be an April fool joke the rest of the advertisement gains little attention. There is, then, too much matter not sufficiently connected, a general lack of system in the writing which tends to embarrass the printer. The display in the center is too large and the main display at the bottom is in a letter much too condensed. A study of this advertisement will emphasize the points of excellence I have noted in the other two.

A. Fitzgerald furnishes another grocery advertisement in which the matter is well adapted to the space, and while the printer has been obliged to vary his styles of type, the display is not bad. The comma should have been omitted in the first line and the error in Mr. Gibbs' name should not have been overlooked.

The advertisement of Wisler's Bazaar is evidently composed by a printer who understands the value of unity of style and he certainly produces an exceptionally good result with a very unpromising series of type. The advertisement is a good one for a change.

A good advertisement of a single sentence is that of W. A. Gardner. The printer handles it well. The space is well used.

Was It the Girl or the Traveler?

A commercial traveler stepped from a train at Detroit very early the other morning and went to the depot lunch room to get breakfast. He was extremely tired from a long ride and, consequently, not in the best of moods.

"What do you want?" snarled one of the waiter girls. She had a get-up-too-son expression on her face and spoke savagely.

"A little courteous treatment," responded the traveler.

"We don't keep it here," rejoined the girl.

"I thought so," was the laconic reply of the traveler. "Give me some regular eggs."

"We only keep fresh eggs," replied the girl.

"Everything fresh around here?" queried the traveler.

"Yes," she hissed through her teeth.

"I thought so," the traveler replied. As the traveler ate his breakfast in silence he wondered who had the better of the skirmish. From the look on the girl's face she, too, was pondering over the same question.

He that will not look before must look behind.—Gaelic.

Shorter Skirts vs. Expectoration.

Written for the Tradesman.

Your pleasing regular contributor to the columns of the Tradesman (Cora Stowell), in her contribution to your issue of Dec. 26, "The Law and the Lady," indulges in some very forcible truths relative to law making and law enforcing. Evidently she does not have much faith that the evil of too much law making would be abated to any very great extent even if women enjoyed the largest political liberty, but very sensibly suggests that woman's home influence might be made to mitigate some of the evils so often met with, and of which she complains, without the aid of statutes specially provided. This proposition to a large extent is undoubtedly true, but the writer begs leave to suggest that the particular ordinance she refers to is an exception and will remain so until woman's influence and effort or some other moral agency becomes strong enough to convince boys and men of the abomination of the tobacco habit, and its evil consequences. The writer is no apologist for the foul and unmitigated curse of mankind by the tobacco habit, as the columns of the Tradesman in the past can bear ample testimony, but at the same time he realizes that there are two sides to the spitting question. All ordinances prohibiting expectoration in the streets, public places, or anywhere else, are so in conflict with the laws of health, so far as the spitter is concerned, that it makes all legislation upon the subject seem absurd, and all enactments for its suppression useless. Three-fourths of the expectoration in public places, railway cars, or on the street, which has become such an abominable nuisance, is directly chargeable to the tobacco habit. Nature is always busy in her efforts to counteract or resist the outrages to which she is subjected by the carelessness or evil habits of her greatest handiwork, man, but she has her own way of doing her work. How forcibly she warns the boy with his first cigar or chew of tobacco by the deadly nausea he experiences. Alas, that the warning should be so little heeded, the habit has become fixed, and nature's next beneficent effort is to mitigate the evil consequences that are sure to follow. The deadly nicotine is putting in its work and the salivary glands are set to work to expel the poison by expectoration. Now suppose a law could be enforced compelling the smoker or chewer to swallow his saliva, how long would he live before becoming withered up and colored the shade of a mummy from the land of the Pharaohs, or become a driveling idiot?

Surely the first effort to cure an evil should be to remove the cause, and for the mother to begin her efforts in her own family circle is a step in the right direction, but the magnitude of the work she has undertaken is discouraging when she sees our public educators, university professors, and men holding positions of high moral influence, our doctors of medicine and doctors of divinity chewing or puffing at a pipe or cigar.

The educator of our youth, whether in the halls of the university or in our country schools, who indulges in the tobacco habit is a fraud, and the minister of the gospel who is a slave to the use of tobacco is a hypocrite and does more through his example to demoralize the youth of his flock in a single day than the tears, admonitions and prayers of the pious mothers of his flock can

undo in a year. The same course of reasoning applies to any other disease (for the tobacco habit is a disease the same as is alcoholism) that makes expectoration necessary. In cases of a common cold, bronchial and lung diseases, consumption and catarrh, nature's remedy to expel the poison and give relief is expectoration. Persons afflicted with any of the ailments mentioned are not expected to stay within doors.

Air, exercise, food and sleep are nature's remedies for the cure of diseases. How worse than absurd the making of laws compelling, under penalty, the sufferer to disregard them or swallow the poisonous expectoration, to be taken up by the process of digestion, and the poison returned to the blood. Alas, I fear that it will be a long time before our women will realize any relief from the defilement of their dainty skirts from the suspension of the spitting habit. Their only sure relief lies in the shortening of their skirts.

W. S. H. Welton.

Commercial Law Points.

A promise to extend the time of performance of a contract is not binding, unless made on some new consideration.

A common carrier can not claim exemption from the consequences of its own negligence, and a contract to that effect will not be upheld.

When the intention of a debtor as to the application of a payment is not shown, the law will apply the payment to the least secured debt.

One who enters a firm already established does not, in the absence of an express agreement, thus become liable for the debts of the old copartnership.

A surviving partner can purchase new stock and material in order to enable him to dispose of the business to better advantage, and bind the estate of a deceased partner for payment of same.

A person engaged in the business of carrying freight by wagons from depots to other places, and delivering packages for all persons who desire to employ him, is a common carrier.

A partner advancing money to his firm is entitled to interest on the loan, although there was at the time no express agreement to pay interest in the absence of some agreement to the contrary.

It is not sufficient to vitiate a transfer of a sale of goods to a creditor of the seller that the latter had knowledge of the fraudulent designs of the debtor; it must appear that he participated in same.

Where a traveling salesman is wrongfully discharged the measure of damages is the amount of his salary for the unexpired term of his contract, less the amount he had earned or could have earned during such period.

Where a partnership is dissolved, and one partner, for a consideration, agrees with the other to pay the firm debts, as between themselves, the one agreeing becomes the principal and the other a surety for him.

Where a principal ratifies an unauthorized act of his agent, he can not afterwards avoid the effect of such ratification by showing that he was not acquainted with all the facts of the transaction, where he was in possession of the means of learning them.

Where an article is purchased by one who is in fact insolvent at the time, but who makes no representations as to his financial condition, and who intends to pay for it, and has reasonable expectations of being able to pay for it, the title to such article passes to him, and the seller can not recover it on the ground that the purchase was fraudulent.

An Effective Reminder.

She—I do believe you forgot that this was our wedding day's third anniversary.

He—Indeed I didn't. I just met the second of the notes I negotiated to buy the furniture when we were married.

Ambrosia

Guaranteed absolutely Pure Chocolate and Cocoa.

Direct from Manufacturer to Retailers. In localities where jobbers do not handle our line, we will sell direct to retailers in order to introduce our goods more thoroughly. Will you write today for descriptive circulars and special prices for trial orders?
AMBROSIA CHOCOLATE CO., Milwaukee, Wis.

GAS AND GASOLINE MANTLES

Glovers' Gems, Satisfaction, and Perfection are the best.
GLOVER'S WHOLESALE MDSE. CO., Manufacturers, Importers, and Jobbers of Gas and Gasoline Sundries, GRAND RAPIDS, MICH.

We make a specialty of

Pure Rye Flour

We have the best equipped mill in Michigan for this purpose. Write for prices. We deal direct with merchants.

Olsen & Youngquist, Whitehall, Mich.

You ought to sell

LILY WHITE

"The flour the best cooks use"

VALLEY CITY MILLING CO., GRAND RAPIDS, MICH.

Bryan Show Cases

Always please. Write for handsome new catalogue.

Bryan Show Case Works, Bryan, Ohio.

Aluminum Money

Will Increase Your Business.



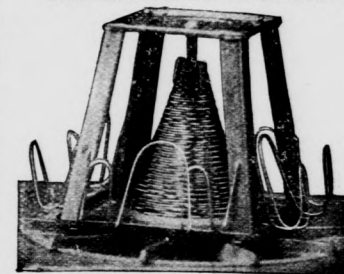
Cheap and Effective. Send for samples and prices.

C. H. HANSON,

44 S. Clark St., Chicago, Ill.

JIM'S TOASTER

TOASTS BREAD ON A GAS OR GASOLINE STOVE



The wire cone is heated red hot in one minute. The bread is then placed around in wire holders. Four slices can be toasted beautifully in two minutes. Write for terms to dealers. It will pay you.

HARKINS & WILLIS, Manufacturers ANN ARBOR, MICH.

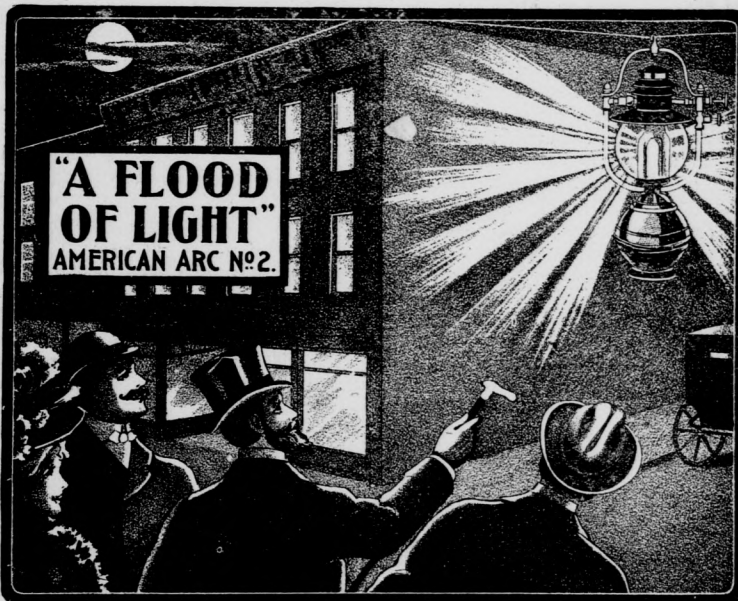
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DARRAH BROS. CO., Big Rapids, Mich.

A MODERN WONDER

Approved by the National Board of Fire Underwriters; can therefore be used in any insured building without additional cost for insurance.



The finest artificial light in the world. Hang or stand them anywhere. One lamp lights ordinary store; two ample for room 25 x 100 feet. No smoke. No odor. Very simple to operate. Burns ordinary gasoline. Absolutely non-explosive. 800 candle-power light at a cost of 5¢ for 10 hours.

BRASS MFG. & SUPPLY CO.

Ask for Catalogue.

192-194 Michigan Street, CHICAGO.

Around the State

Movements of Merchants.

Ovid—Fred M. Kay succeeds the grocery firm of Quayle & Kay.

Petoskey—Price & Piester succeed T. A. Price in the meat business.

Jackson—Byron G. Champlin has sold his grocery stock to C. S. Benedict.

Tecumseh—Art Gove has purchased the meat market of F. R. Dickinson.

Adrian—Paul Schoettle has purchased the grocery stock of Townsend & Co.

Deerfield—Robert McCarty has purchased the Gafner Bros. meat market.

Coloma—Frank Leonard succeeds Rogers & Wright in the meat business.

Gladwin—Fraser & Button have purchased the hardware stock of B. S. Lewis.

Mason—Scott Lane will open a New York racket store at this place about Feb. 1.

Marshall—Prior & Kern have sold their grocery stock to Norman G. Brown.

Jones—S. P. King & Son have purchased the grocery stock of Wiley W. Russey.

South Haven—Roberts & Westgate, grocers and bakers, have sold out to Frank D. Scofield.

Saranac—J. P. Anderson & Co. have sold their agricultural implement business to Thad Mercer.

Escanaba—Henry W. Colburn will open a drug store in the Michigan building about Feb. 1.

Holly—Silas Fletcher has purchased the interest of his partner in the meat firm of Fletcher & Smith.

Plymouth—Lyman Reiner has purchased the stock of men's furnishing goods of John W. Oliver.

Petoskey—Van Alstine & Gilbert succeed Levant Van Alstine in the agricultural implement business.

Ishpeming—The Scandinavian Co-operative Society has increased its capital stock from \$25,000 to \$75,000.

Albion—Isadore Jacobs has retired from the clothing business, having sold his stock to Chas. E. Ashdown.

Big Rapids—A. R. Morehouse, who a few weeks ago sold his grocery stock to A. Falardeau, has bought it back.

Owosso—D. R. Salisbury will again embark in the retail shoe business in his old stand, the opera house block.

Saginaw—Champion & Perrin is the style of the firm which succeeds Edward Champion in the office supply business.

Flint—Frank E. Curtis has engaged in the drug business, having purchased the drug stock of the Thompson Drug Co.

Traverse City—A. Pierce has purchased the interest of his partner in the grocery and notion firm of Pierce & Freeman.

Constantine—William H. Barnard and Lewis Hutton will succeed David M. Castle in the hardware and implement business.

Kalamazoo—Ware & O'Brien, boot and shoe dealers, have dissolved partnership. The business is continued by Wm. Ware.

Saranac—J. O. Norton has sold his meat market to James Post, of Clarks-ville. Mr. Norton intends to remove to Washington.

Grand Junction—F. A. Moon has sold his drug stock to W. H. Smith and will re-engage in the drug business at New Buffalo.

St. Joseph—Morrow & Stone, who conduct grocery stores here and at Benton Harbor, have opened a branch store at Watervliet.

Kalamazoo—J. B. Cretsinger has purchased the grocery stock of Pratt Welis and will continue the business at the same location.

Muskegon—John Riordan & Co., dealers in dry goods, have merged their business into a corporation, with a capital stock of \$25,000.

Deerfield—Dr. W. D. Gale has purchased the bankrupt stock of clothing belonging to Frank Roberts. The business will be continued.

Allen—F. A. Burns has resigned his position as principal of the Montgomery schools and will engage in the grocery and produce business at this place.

Houghton—John Polglase, for a number of years employed at the Atlantic mine store, will be the manager of the new general store at the Champion mine.

Caro—Misses Chennell & Symonds, of Saginaw, have purchased the millinery stock of Mesdames Travis & Adams and will continue the business at the same location.

Coloma—W. A. and A. W. Baker have formed a copartnership to conduct a drug store at Coloma, with a summer branch at Paw Paw Lake. The combined capital of the firm is \$4,000.

Holland—Dr. H. Kremers, for several years proprietor of the Central drug store, has sold the stock to John N. and Jacob N. Haan, who will continue the business under the style of Haan Bros.

Tustin—C. Edgett, dealer in groceries and provisions at this place, has put in weigh scales at Dighton and engaged in the purchase of potatoes at that place. He expects to erect an elevator there next season.

Owosso—Duff & Preyer, grocers, have dissolved partnership, Mr. Preyer retiring. Chas. J. Thorne, who recently disposed of his cigar business, has identified himself with Mr. Duff under the style of Duff & Thorne.

Chesaning—R. Dumas and Dr. D. W. Finley are about to embark in the grocery and general store business, taking the store now occupied by Mr. Clark as a shoe store, in the new Homer & Brennan block. The latter will move his goods to some other town.

Bessemer—A co-operative company, composed of 225 miners, has been formed here and a general merchandise business will be done. The capital is \$25,000. The board of directors will elect a manager. There is much opposition among the business men, but the scheme will probably go through.

Greenville—The old firm of Feldt, Judd & Co., clothiers, has recently dissolved. M. H. Judd remains at the old stand under the style of M. H. Judd & Co. The other member of the firm, W. Feldt, has taken for a partner M. Schroder, who for years has clerked for F. Gibson. They will also open a clothing store in Greenville about Feb. 1. That will give Greenville four clothing stores.

Detroit—C. H. Michell, the defunct price cutting grocer and clothier, has filed a petition in bankruptcy. His liabilities amount to \$92,882.35, while his assets are all in real estate, and even that is badly encumbered. One of the principal creditors is the defunct banking firm of A. Ives & Son, whose claim is \$24,544.12. Other unsecured creditors are Crouse & Brandigee, of Utica, N. Y., and M. J. Mertens, of Syracuse, N. Y., whose claims are respectively \$20,000 and \$10,000.

Detroit—The stock of the embarrassed wholesale millinery firm of Macauley & Co. has been sold to Richard H.

Macauley, who will continue the business under the name of R. H. Macauley & Co. Satisfactory arrangements have been made with the New York creditors and the Detroit National Bank. While Richard Macauley is thus out of the Detroit firm, his business is not affected in Toledo, where he is proprietor of a wholesale millinery business under the name of J. H. Williams & Co.

Bay City—Jas. Seed & Co. have merged their business into a corporation under the style of James Seed & Co. Limited. The company will deal in general dry goods, millinery, dressmaking, holiday goods and general merchandise. The capital stock is \$25,000, divided into 2,500 shares of \$10 each, and is held as follows: James Seed, 1,201; John W. Eddy, 209; Charlotte W. Eddy, 209; Lucretia G. Eddy, 209; Robert B. Eddy, 209; James G. Eddy, 209; Caroline Eddy, 209; Frank E. Ginster, 15; George W. Karpus, 15; Earl W. Sirmeyer, 15. The capital stock has been paid in by the purchase of the stock of the firm of James Seed & Co., valued at \$25,000.

Manufacturing Matters.

Clinton—The Clinton Knitting Co. has been formed with a capital stock of \$25,000.

Saranac—Amos Otis succeeds Mr. Goodman as manager of the Saranac Dairy Co.

Clare—W. Wolsey succeeds W. Wolsey & Co. in the manufacture of hosiery and knit goods.

Coloma—James A. Bailey recently started a broom factory here, employing five hands.

Manistique—The Manistique Brewing Co. has increased its capital stock from \$15,000 to \$30,000.

Leslie—W. C. Locklin will retire from the management of the Leslie Co-operative Creamery Co. Feb. 1.

Detroit—The style of the Detroit Valve & Washer Co. has been changed to the Detroit Leather Specialty Co.

Detroit—The American Tap Bush Co. has secured a contract from the Pabst Brewing Co., of Milwaukee, for 110,000 bushings.

Lake City—The Missaukee Manufacturing and Mercantile Co., manufacturer of lumber and dealer in general merchandise, will discontinue business at this place.

Detroit—The Willard K. Bush Co., manufacturer of pants, overalls, duck coats, etc., has removed from Lansing to this city, locating at 416 and 418 Howard street.

Battle Creek—The Mann Cedar Co., Limited, has been organized by Arthur W. Davis, W. H. Mann, of Elkhart, Ind., and others. Capital stock, \$5,000. Factory at Honor.

Flint—The Flint Pantaloons Co. is reported to be considering an offer to remove its plant to Port Huron. It may consolidate with the Standard Novelty Co. of the latter city.

Ludington—The Ludington Woodenware Co.'s pin mill will resume operations Jan. 21, employing a full complement of sixty hands. The plant has been idle six months.

Manistee—F. C. Larsen, wholesale and retail grocer and retail dry goods, clothing and boot and shoe dealer, will establish a flouring mill at this place, with a capacity of fifty barrels per day.

Cheboygan—A. Y. Smith & Son have removed their potash plant from the southern part of the State and are operating it on Western avenue. The leaching capacity of the plant is 1,200 bushels.

Cadillac—Thomas Kelly was made happy on Christmas with a present of a draft for \$1,000 from the general office of the Thayer Lumber Co. at Boston. He has been superintendent of the logging operations of this company for many years.

Morley—J. M. Carr, once a prominent shingle manufacturer of this place and the founder of the now defunct town of Shingleton, and who has made his home in the Soo during the past few years has been adjudged insane and was taken to the Newberry asylum for treatment.

Alpena—The Alpena Manufacturing Co. has been established by Chas. H. Reynolds and Chas. T. Park. The old spool factory at Campbellville has been leased and will immediately be put in shape for the manufacture of bed slats, trunk slats and similar wooden articles.

Benton Harbor—Barkheiser & Moore, proprietors of the planing mill which was destroyed by fire two weeks ago, announce their intention of rebuilding the plant at once. This firm gives employment to fifty hands. A large number of orders are booked for immediate delivery as soon as the factory can begin operations.

Greenville—The new Continental Starch Co. expects its factory to be in operation by Sept. 1, 1901. The plant can work up 1,000 to 3,000 bushels of potatoes daily. Farmers have been urged to plant a large acreage of potatoes the coming season as the factory will be able to utilize \$40,000 worth of that product in one season.

Detroit—The Sichelsteel Lumber Co. has been organized to engage exclusively in the jobbing of hardwoods and expects to pay particular attention to the trade of Southern Michigan, Indiana and Ohio. The paid in capital is \$10,000. S. F. Derry, of Saginaw, is President of the company; J. R. Sichelsteel, Secretary and Vice-President, and George A. Blessed, Treasurer.

Benton Harbor—The Hopper-Morgan Co., which established a table factory here two years ago, giving employment to twenty-five hands, proposes to move another factory here from New York to manufacture blank books and also to establish a large printing office. It will cost \$1,000. They want the city to pay the expense. The new factory will give employment to nearly 100 hands.

Port Huron—A new corporation has been organized at this place known as the Port Huron Automatic Carpet Sweeper Co. The new concern will have charge of the Campbell planing mill, and it is stated that the present owners of the Marine City Carpet Sweeper Co. are among the incorporators. It is proposed to do away entirely with the planing mill department of the business.

Detroit—An agreement was filed with the city clerk one day last week by which Edwin Armitage and S. D. Madden transferred to John R. and George B. Clark, for \$250, a one-third interest in a patent machine for coloring window shades. A bill of sale was immediately afterward filed transferring the patent right from the four men to the Edwin Armitage Manufacturing Co. for \$27,800.

Hillsdale—The Hillsdale Wheel Co. is equipping the foundry and machine shop opposite Campbell's planing mill with new machinery and will manufacture the Low Down solid wheel. E. J. Watkins, the patentee of the wheel, began its manufacture in a small way at Cambria, but has removed to this city and associated himself with Geo. F. Gardner, of this place, who believes a profitable business can be built up on the wheel.

Grand Rapids Gossip

Albert Steketee has purchased the drug stock of Dennis Baker at 61 West Leonard street.

Oley Fountain has engaged in the grocery business at Whitneyville. The Ball-Barnhart-Putman Co. furnished the stock.

English & Eelenbaas have opened a grocery store at Lucas. The stock was furnished by the Lemon & Wheeler Company.

The Rapid Rifle Co. has removed from 193 Canal street to the corner of South Front street and Butterworth avenue, having leased the original plant of the Grand Rapids Cycle Co.

The attempt to throw F. W. Wurzburg into bankruptcy will be stubbornly contested by those creditors who have received remittances or payments on account for several months previous to the failure, because in the event of the estate being thrown into bankruptcy such payments would have to be returned to the receiver. Nearly every legal firm in the city has been retained on one side or the other and, from present indications, the sum paid for legal services will exceed the net proceeds which will be realized from the sale of the stock and fixtures.

The Produce Market.

Apples—The market is weaker, fancy fruit having been marked down to \$2.25@3.

Bananas—Prices range from \$1.25@1.75 per bunch, according to size.

Butter—The condition of the market shows no improvement over last week. Dealers generally have written their country shippers, requesting them to discontinue making shipments, because there is no outlet for the goods anywhere. The same report comes from every market—glut of stock, stagnation in demand and almost entire absence of movement. The most unfortunate feature of the situation is the apparent determination on the part of the country merchant to pay full prices for all offerings of dairy, in face of the fact that he can not possibly move his purchases except at a loss.

Beets—\$1 per bbl.

Cabbage—50@60c per doz.

Carrots—\$1 per bbl.

Celery—Scarce at 30c per bunch.

Cider—13c per gal. for sweet.

Cocoanuts—\$2.75@4.50 per sack.

Cranberries—Jerseys have declined to \$3 per bu. and \$8.75 per bbl.

Eggs—The market is dormant, the price ranging from 15c for storage and packed stock to 18c for strictly fresh. Receipts are small and the demand is in keeping with the receipts.

Game—Local handlers pay \$1.20 per doz for gray and fox squirrels. Common cottontail rabbits are taken readily at 70@90c per doz. Belgian hares command 8@10c per lb. for dressed.

Grape Fruit—75c@\$1 per doz.; \$6.50 per box.

Hickory Nuts—\$2@2.25 per bu.

Honey—Fancy white is scarce, but the demand is slow. Prices range from 15@16c. Amber goes at 14@15c and dark buckwheat is slow sale at 10@12c.

Lemons—Californias continue steady at \$3.25 for 300s and \$3 for 360s.

Lettuce—Hothouse stock is stronger and higher, commanding 15c per lb. for leaf.

Limes—\$1.25 per 100; \$1@1.25 per box.

Lima Beans—7c per lb.

Onions—Dry are strong and have advanced to 90c. Spanish are slow sale at \$1.50 per crate.

Oranges—Floridas are in plentiful supply at \$2.75 for all sizes. Californias range about the same.

Parsnips—\$1.25 per bbl.

Pears—Cold storage Kieffers have declined to 75c per bu.

Potatoes—The market continues to strengthen, due to increased demand for stock from the South. Country buyers have been compelled to advance their paying prices about 2c per bu., in order to interest the growers.

Pop Corn—\$1 per bu.

Poultry—Turkeys are in better demand and chickens and ducks are in only fair demand. Local dealers pay as follows: Spring turkeys, 10c; old, 8@9c; spring chickens, 9@10c; fowls, 7 3/4 @8c; spring ducks, 9@10c—old not wanted at any price; spring geese, 8@10c—old not wanted.

Sweet Potatoes—\$2.50 for Virginias and \$3.50 for Jerseys.

Squash—2c per lb. for Hubbard.

Turnips—\$1 per bbl.

The Grain Market.

Wheat during the week has been very erratic, having had its ups and downs. Report has it that Wall Street speculators bought largely of May wheat. As they had made money to burn in the advance of stocks, they turned their attention to the wheat pit in Chicago. The news was of a bearish nature, but the buying was large, which sustained the market, and the close to-day for both cash and future was about where it left off a week ago. It puzzles the bull element where all the wheat in the Northwest comes from, as receipts are still quite large, taking into consideration the small crop harvested. The visible came in disappointing, but no two reports were alike. However, the visible probably made an increase of about 600,000 bushels. The Minneapolis mills did not start up, as they intended, as flour prices did not suit them and they evidently prefer to hold the wheat. The growing crop is now nicely covered with snow. Farmers think that this may kill the fly; at least they hope it will. Home receipts of wheat are growing less and probably will stop soon, especially if the outlook is as poor as some predict, as all will be needed for bread and seed.

Corn kept an even tenor, recording a decline of 1/2c. The visible made only about 220,000 bushels increase, which does not count much, but the quality does not improve as yet. We need much colder weather to put corn in condition to make it grade.

Oats were strong and a slight advance can be recorded. Contrary to all expectations, the visible showed a decrease of about 420,000 bushels. Where it went to, with the large receipts coming along, is a mystery.

Flour is strong, as many mills are running light. The outlook for better demand is good.

Mill feed holds its own and the supply is about equal to the demand.

There seems to be more demand for rye the last few days, but the market lacks snap.

Receipts have been about normal in wheat, while the other grains are exceptionally small, being as follows: Wheat, 64 cars; corn, 4 cars; oats, 4 cars; rye, 2 cars; flour, 1 car; potatoes, 10 cars.

Millers are paying 77c for wheat. C. G. A. Voigt.

Witch Hazel Combine.

The formation of a witch hazel combine is reported, but no definite particulars have been given out yet. The new company is to be capitalized at \$3,000,000.

It is understood that the principal witch hazel plants in Connecticut, Massachusetts and Rhode Island, the center of the industry, will be consolidated as a basis for the combine.

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

The Grocery Market.

Sugar—The raw sugar market is very firm on the basis of 4 3/4c for 96 deg. test centrifugals. Refiners' stocks are moderate, but they are ready buyers at full prices. Reports from Cuba are that the sugar crop is gaining over last year's. In sympathy with the strong market for raws, the refined market is very firm. List prices remain firm for all grades and an advance is looked for shortly, one refiner stating that it will be fully 15 points.

Canned Goods—The further we advance into the new year the brighter the outlook seems to be for all lines of canned goods. During the past few days the orders have been of an assorted character. It is this buying of small lots of each kind and duplication of the buying that is gradually hardening the market throughout the entire country, and all that is needed now is the usual demand for the spring trade in order to put the market upon a good, sound foundation, of which there will be no weakening, at least not until the packing season of 1901 is fairly on. The tomato market continues active for this time of the year. As a matter of fact, there has been an unusually heavy demand for this line of goods. It will be remembered that the quantity of tomatoes carried over from 1899 was very small, and as the pack of that year exceeded the year 1900 by about 1,500,000 cases, it is only fair to assume that, with the present large consumption, there will be at least a better feeling long before the packing season of 1901 is upon us. It has been a long, long while since the stocks of all grades of peas were so light, especially of the best grades. We have still before us nearly four months in which the consumption of peas will be very large and we believe there will be but very few, if any, carried over until the next packing season. We deem it advisable for buyers to watch their stocks of peas closely and lose no time in replenishing them whenever needed. Some of the larger Wisconsin pea packers have advised their representatives that they will not make future prices on peas this season, or at least until they are reasonably sure what their packs will be. There is considerable interest in lima beans, although prices are unchanged. There was a very light pack of this vegetable the past season and there are very few in the hands of the packers at this time, not over 3,000 cases, and there are still several months before us before the new crop will be ready. String beans are rather dull, although there is no change in price. Peaches are held at full prices, despite the light demand. The stocks of all grades of pineapples left over from last year are exceedingly light. In fact, none of the packers have any to amount to anything, and they are peddling them out to their customers in a small way. There is a better enquiry for Columbia River salmon, with small supplies held in first hands. Prices are firm but unchanged, with stocks very light for this time of the year. There is also considerable enquiry for red and pink Alaska at unchanged prices.

Dried Fruits—The demand for dried fruits seems to be much better than we usually experience so early in the month of January and the fact that everything points to light stocks carried by the trade induces us to believe that the spring demand will be much above the average. There are signs of improvement in several lines, particularly in those which have been through a period

of depression. The Cured Fruit Association has reduced prices on a few odd sizes of prunes, but the four sizes most in demand remain unchanged. So far as can be discovered, however, this reduction has brought about no particular change in the spot market, the general feeling apparently being that the lowering of prices just made will not be sufficient to help prunes move from the coast to any extent and that a considerable further reduction on all sizes must be made before the trade can be induced to buy for more than their temporary wants. It looks as though the Association will carry over the bulk of the crop, for from all appearances the market is well supplied and jobbers are not disposed to take hold of new goods until they can see some signs of a consumptive outlet. The unfavorable weather and the abundance of fresh fruits have thus far largely held back consumptive demand. The raisin situation gained considerable strength last week and there now seems no question that the outlook is decidedly improved. The better feeling at present is largely confined to two and three crown loose muscatels, the demand for which is decidedly more active. Peaches are slightly firmer. Stocks of good and fancy quality are quite scarce and hard to find. Apricots are firm and well cleaned up. Currants are slightly firmer and prices have advanced 1/2c. Dates are steady with a little better demand.

Rice—There continues to be a slow movement, but prices are firmly maintained for domestic, holders refusing to grant concessions. Spot supplies are moderate and are firmly held.

Teas—Prices are held steady for most grades and a better feeling prevails. Indications are for favorable conditions in the near future.

Molasses—High prices continue to hold business in check for some of the better grades and buyers are turning their attention to the cheaper grades. The market is very firm and an advance of 1@2c per gallon on some grades is confidently looked for.

Fish—The fish market is very strong. Stocks are very light, indeed, for this season of the year compared with that of previous years and prices are very high.

Nuts—There is a better enquiry for walnuts, especially French and Grembles. Prices are unchanged. Almonds are inclined to be firmer. Filberts are 1/2@3/4c lower, owing to heavy stocks and light demand. One dealer says that sales in October were less than in other seasons. The decline in consumption was probably caused to some extent by the higher range of prices. Sales during the end of November and during December were larger than during recent years, and on this account it was supposed that at the beginning of the year the market would be practically bare of stocks, which proved, however, a mistake, as a few hundred bags still remain, for which holders are now willing to accept a somewhat reduced price, as trade in this article is usually small during January and February. The peanut market is firm and prices have advanced 1/4c.

Rolled Oats—The rolled oats market is firm, with prices showing an advance of 10c per bbl.

Pickles—Pickles are in light demand at present at previous prices.

It requires only the weakest kind of intelligence to find fault with the best efforts of honest people.

The New York Market

Special Features of the Grocery and Produce Trades.
Special Correspondence.

New York, Jan. 12.—Coffee has had its ups and downs during the week and closes about holding its own. Foreign advices have not been reassuring, and with rather smaller arrivals at primary points the situation is possibly firmer than last week. At the close No. 7 is well held at 7½¢. In store and afloat the amount aggregates 978,155 bags, against 1,171,399 bags during the same time last year. Mild grades are quiet at unchanged quotations.

The demand for sugar is light, but such business as is going forward indicates a firm tone to prices, and dealers generally seem confident we shall see no lower rates very soon, unless the "war" breaks out again. Refiners are guaranteeing prices as a general thing for thirty days. Raw sugars are firm and steady.

The tea market is gradually getting into better shape and sales made are on a firm basis, but there is room for improvement.

The rice market shows little change. Sales are of small lots, only enough to supply present demands and dealers look for no great change in the near future. Prime to choice Southern, 5¢@5½¢.

Both sellers and buyers of spice seem utterly indifferent, and not an item of interest can be found. Quotations are practically those of a week ago.

Dealers in molasses are carrying very light stocks and say if they had none at all the supply would equal the demand. They are taking very little interest in the situation, and yet such sales as are made are quite generally at full rates, and probably matters might be much worse than they really are. Syrups are selling in a moderate way at unchanged prices. Prime to fancy, 20¢@25¢.

"Blessed quiet," said one, of canned goods, and his opinion seemed to be that of the Street generally. Not a thing sells with anything more than a moderate degree of activity—very moderate, too. There seem to be huge supplies, or at least a "great sufficiency," and the calls are for small lots. Tomatoes and corn are decidedly dull. Salmon is selling with some freedom and prices are pretty well sustained.

Lemons and oranges are both doing as well as might be looked for at this time of year, and prices generally are quite firm. Lemons, of course, are not especially sought after at this season, but dealers generally are satisfied with the volume of trade.

Dried fruits are decidedly quiet, and yet matters might be worse. Prices show no decline, and that is something.

The butter market is hardly as firm as last week, and best Western creamery is not quotable at over 23¢. Supplies have been larger than could be taken care of at once and a further decline in price will occasion no surprise, unless a decided change to colder weather sets in.

Eggs have taken a tumble in a decided manner, and as matters stand quotations made now cannot be depended on for twenty-four hours. But the prices lately ruling have probably been above the real value, and matters now are simply getting to rights.

Not a particle of change in cheese. Little doing in export and dealers seem to be simply waiting.

Improperly Prepared Meat a Cause of Divorce.

"An angry man says what he means," declares the maxim, and the butcher was angry. It was evident that the humanity half-concealed in the sealskin was the cause of the disturbance and

that patience was the only quality needed to get at the bottom of the whole affair. It was noticeable that there was little inclination to talk, that there was a strict attention to business and that one blow of the cleaver accomplished the purpose of the usually less determined two. The fiercest storm is often soonest over, however, and after one or two flashes from the indignant eyes, the clouds gradually passed from the still determined face and finally the indwelling spirit found relief in speech.

"I'm tired of these educated—educated!—women who come in here and show off their ignorance and bad manners. Every one of them"—the expressive adjective had better be dropped—"has a notion that a man who cuts up and sells meat doesn't know anything else and but little of that. To my mind they should give much less attention to what they wear and altogether more to what they eat. There are droves of them in here every day who don't know the difference between lamb and mutton or a duck and a goose, and when I try to tell them that they have made a mistake you ought to see them look at me. That—that woman who switched out of here just as you came in had the impudence to tell me that the chicken I recommended to her was a hen too old to lay and insisted on taking instead an old rooster with a breastbone you couldn't bend any more than you could cast iron. If she was my wife and didn't know more than that I'd take the drumsticks and pound that much into her!"

"Do men know any more about meats than women?"

"The majority never will sink a ship with what they know, but as a general thing they do. A good point about men is that they don't pretend. They simply say, 'Send home such or such meat and give me a good piece;' but a woman will come balancing in and after a lot of talk that means just nothing, she will mark with her finger where she wants it cut. As likely as not it's wrong and when I tell her so, sometimes she'll say 'Why, of course! what am I thinking of?' and then again when she gets on her high heels she'll try to brave it out! Humph!"

"I'll bet you five dollars you never could guess what made me so thundering mad with that woman who was in here this morning. I saw when she came in that it was her finicky day and made up my mind I'd let her have her way and not say a word. Well, she pulled the whole pile of poultry over and picked out the best one of the lot and then began to tip up her nose at it. That made me want to laugh because they were brought in this morning and I know the man who raised them and know, too, that they are as fresh and sweet as they can be. Well, what did that woman do but take that chicken and pull its legs apart and take a big smell with her dainty nose right in the opening where the chicken had been drawn. If the whole bird had been putrid she couldn't have dropped it any quicker and then, lifting her gloved hands as if they were too dirty ever to be clean again, she screeched out: 'Oh! Mercy! Why! It smells!' Smells? Of course it did, but only as it ought to

smell. Thinking there might be a mistake I gave the chicken the same treatment and, of course, I found it all right. I came mighty near saying something that would have lost a customer, but I held on to my tongue, and with the air of a woman whose manner says plainer than words, 'A butcher that gets ahead of me will have to get up early in the morning,' she took her d—d old rooster, or left that for her order, and marched out!

"Get even with her? I'm that now! The minute she picked out the rooster, my account with her was squared; and when I see the doctor's gig at the door to-morrow I shall be willing to throw off the odd cent the thing comes to! There is where the dickens is to pay in all these cases and that's why I say these smartest women ought to give more attention to what they eat than to what they wear. They buy the toughest meat and don't know what they are getting nor how to cook it and pretty soon their stomachs are in such a condition they can't eat anything. I don't wonder that kind of people have the dyspepsia. So I say they ought to be trained. This cooking school business is a move in the right direction. The one great trouble about it will be that the girl that blossoms out into this class of woman—the one who needs it most—will be the very one who will have nothing to do with it. What's the matter with not letting girls marry until they learn something about meat and how to cook it? There'd be mighty less divorces, in my opinion, if that should be insisted on. It would be a good plan to try it, anyway, and I for one would like to have it done."

The tempest had now spent itself and the interview ended with both parties contemplating the relations existing between a knowledge of buying and preparing meat and divorce.

Costly Insect Jewelry.

Insect and animal ornaments seem to grow into greater favor each day, and one smart woman was seen recently wearing an octopus—not the trust octopus that one reads about in the papers, but a spidery jeweled affair that looked wicked enough to be the identical one that figured in Victor Hugo's story.

The octopus, however, is not nearly so conspicuous as the dragon fly, the lizard or the beetle. The first of these is a very brilliant and attractive fellow, whose long wings are enameled with iridescent colors and made additionally smart with jewels. His eyes are also jeweled, and altogether he makes a most fetching ornament when pinned to some cobwebby lace at the throat.

The lizard of the goldsmith isn't a terrible looking creature, either. He's something of a chameleon, for, unlike the leopard, he changes his spots; thus he is often seen made of pearls with a spine of emeralds or of diamonds with a backbone of some other stone. He's always very strong in vertebrae, is the lizard, and he's always giving his tail a

jaunty wave that's simply irresistible.

It is a pity the jeweled beetle looks, except for his fine clothes, so much like the ordinary roach, for it detracts in some degree from his ornamental qualities; that is, some squeamish persons think it does. He costs a goodly penny, notwithstanding his plebeian resemblance, however; so no doubt his popularity will continue.

The butterfly is also well represented in the insect world of the jeweler. It is made of diamonds, enamel and all manner of gems, and is quite as gorgeous as the live ones seen in the fields in summer. Bumblebees are made in black, set with diamonds and a variety of other stones; and the common house fly appears, a trifle enlarged, developed in pearls and diamonds, in profusion, among these wares.

Life's Disappointments.

Advancing spring hath wintry days,
Ascending paths have downward ways,
And quickest flights have sore delays.

Tides oft seem ebbing while they flow,
Spring flowers are frost-nipt ere they blow,
Returning health ill days can show.

Henry Housman.

A Beautiful Lamp.

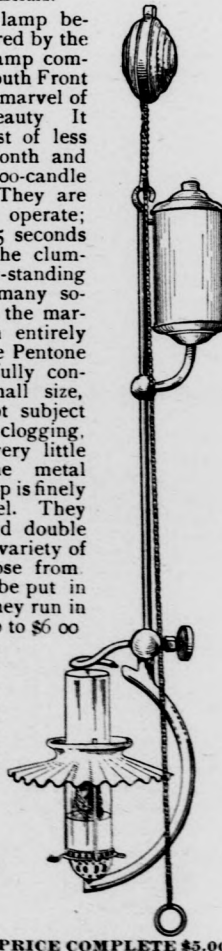
From the Sunday Herald.

The new gas lamp being manufactured by the Pentone Gas Lamp company, No 240 South Front street, city, is a marvel of economy and beauty. It burns at a cost of less than 25¢ per month and produces a 100-candle power light. They are very simple to operate; it takes but 15 seconds to start one. The clumsiness and long-standing defects of the many so-called lamps on the market have been entirely overcome. The Pentone Lamp is gracefully constructed of small size, brass tubing, not subject to corrosion and clogging, and requires very little attention. The metal work of this lamp is finely finished in nickel. They have single and double burners, with a variety of globes to choose from. The lamps can be put in any house. They run in price from \$4.50 to \$6.00.

The factory is open all day and night until 9 o'clock. Call and see the coming lamp of the day. Mail orders promptly filled.

PENTONE GAS LAMP CO.

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Grand Rapids, Mich.
Near Fulton Street Bridge.



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We want Fresh
EGGS. We are
candling for our
retail trade all the
time.

IN THE COMING AGE.

Aluminum Will Supersede Copper and Possibly Iron.

The coming age will be the age of aluminum. It is only seventy years since this wonderful metal was discovered by Woehler, and the aluminum industry, scarcely forty years old, commands already the attention of the entire world. Such rapid growth has not been recorded in the history of civilization before. Not long ago aluminum was sold at the fanciful price of thirty or forty dollars per pound; to-day it can be had in any desired amount for as many cents. What is more, the time is not far off when this price, too, will be considered fanciful, for great improvements are possible in the methods of its manufacture.

The absolutely unavoidable consequence of the advance of the aluminum industry will be the annihilation of the copper industry. They can not exist and prosper together, and the latter is doomed beyond any hope of recovery. Even now it is cheaper to convey an electric current through aluminum wires than through copper wires; aluminum castings cost less, and in many domestic and other uses copper has no chance of successfully competing. A further material reduction of the price of aluminum can not but be fatal to copper. But the progress of the former will not go on unchecked, for, as it ever happens in such cases, the larger industry will absorb the smaller one; the giant copper interests will control the pigmy aluminum interests, and the slow-pacing copper will reduce the lively gait of aluminum. This will only delay, not avoid, the impending catastrophe.

Aluminum, however, will not stop at

downing copper. Before many years have passed it will be engaged in a fierce struggle with iron, and in the latter it will find an adversary not easy to conquer. The issue of the contest will largely depend on whether iron shall be indispensable in electric machinery. This the future alone can decide.

While it is impossible to tell when this industrial revolution will be consummated, there can be no doubt that the future belongs to aluminum, and that in times to come it will be the chief means of increasing human performance. It has in this respect capacities greater by far than those of any other metal. I should estimate its civilizing potency at fully one hundred times that of iron. This estimate, although it may astonish, is not at all exaggerated. First of all, we must remember that there is thirty times as much aluminum as iron in bulk available for the uses of man. This in itself offers great possibilities. Then, again, the new metal is much more easily workable, which adds to its value. In many of its properties it partakes of the character of a precious metal, which gives it additional worth. Its electric conductivity, which, for a given weight, is greater than that of any other metal, would be alone sufficient to make it one of the most important factors in future human progress. Its extreme lightness makes it far more easy to transport the objects manufactured. By virtue of this property it will revolutionize naval construction, and in facilitating transport and travel it will add enormously to the useful performance of mankind. But its greatest civilizing potency will be, I believe, in aerial travel, which is sure to be brought about by means of it. Telegraph instruments will slowly en-

lighten the barbarian. Electric motors and lamps will do it more quickly, but quicker than anything else the flying-machines will do it. By rendering travel ideally easy it will be the best means of unifying the heterogeneous elements of humanity.

The jewelry trade are well acquainted with this promising metal and its many characteristics, and many novelties handled by the jewelers are made from it. In the manufacture of buckles, napkin-rings, drinking-cups, and a thousand different articles of utility, this bright and handsome metal is being used to an increasing extent, and a limitless field is open to it. Its lightness, brightness, strength and metallic serviceability are a rare combination and have limitless possibilities.—Nikola Tesla in Century.

Bring Out the "Stickers."

A great many sales are lost and a great deal of dead stock is carried by stores which are in the habit of having places behind or under the counters in which to place goods. These goods are probably never overhauled, except at stock taking times and these drawers and hiding places are an excellent catch-basin for all sorts of goods, which are usually called "stickers," and which ought to be out on the counters where they can be pushed more than ordinarily.

Do not have any place in your store where goods can be stuck away out of sight. If you have plenty of room, it is better to have all the goods above the counters, on the shelving. Have no shelves below, so that there will be no opportunity to put things away out of sight. A great many stores, however, can not do this, as they are crowded for

room, and it is, therefore, necessary that a part of the goods should be kept below the counter board.

If this is necessary, see that every piece of goods not in easy access is looked over and examined and brought out to the light at least once a week. If the goods are kept out where they can be seen at all times, they are very much more apt to sell than if hidden away. The salesmen are usually very careless about goods which are not easy to reach, and they very seldom take the pains to look into any of these old drawers, or under the shelves to find the goods to sell.

If customers come in and call for some particular thing which they know to be in such-and-such a place, they usually go and get it, but if it is in some place where there is any doubt about finding it, they either say they haven't got it, or they don't take the pains to look for it where they should, and try to substitute something else, which possibly the customer does not want.

If you have goods that can not be carried on the shelves, arrange bins on the counter, or on a center-table in the middle of the aisle, and place them there in full view of the customers. Do not let anything be hidden from sight.—C. F. Jones in Printers' Ink.

Short Shoes.

A great many people wear shoes entirely too short. Misplaced joints and bunions are almost invariably caused by too short shoes, and can be cured only by wearing shoes longer than the foot, which will allow the big toe to resume its natural position.

History is the essence of innumerable biographies.—Carlyle.



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Our Salesmen Are Now Out with the Finest Line of

Sock and Felt Boot Combinations

Ever Shown by Any Company.

We are Independent of any Trust or Combination, and our Prices will be a Revelation to you.

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E. A. STOWE, EDITOR.

WEDNESDAY, - - JANUARY 16, 1901.

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 Jan. 9, 1901, and saw the edition mailed in the usual manner. And further deponent saith not.

John DeBoer.

Sworn and subscribed before me, a notary public in and for said county, this twelfth day of January, 1901.

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

THE ALL-POWERFUL NOW.

Most of the world's work is piled up in to-morrow's work shop. To-day's numberless delays and hindrances prevent an immediate beginning and, with a convenient by and by, another task is added to to-morrow's intended duties. The world in general is busy with what it is going to do when the right time comes. In too many instances there is an utter forgetfulness of the all-important now and, to boy or man, that glowing work of the future which is to be the crowning glory of his life has little or nothing to do with the present, where the foundation alone can be laid.

Nothing is complained of oftener than the school education which does not educate. The multiplication table, to the boy, is only a tax upon his memory and that day is a success when he gets out of learning it. He learns to write under protest. His daily talk shows how useless, to him, is the study of grammar and over these essentials half learned, or not learned at all, in the school room he continually dreams of the things he is going to do "when he is a man."

There is a store round here on the corner kept by an enthusiast. It is not an attractive establishment. Strictly speaking it is hardly up to date. There is a lack of good store housekeeping about it. There is no window washing when the flies are gone and the stains of winter's dust and grime are never removed. Confusion reigns on both sides of the counter and the interior is dark and unattractive. For all this the future of that store is a bright one. One of these days those front windows are coming out and plate glass is going in. The room is going to be widened and raised. The office, now a little dingy place in front, is going to be at the back end of the store, with large windows. It is going to be furnished in quarter-sawn oak and otherwise fitted

up so that it will be a decent place for a man to spend his life in, with pictures on the walls and all that sort of thing.

There is a physician a few stones' throw from here who is hoping to get into a lucrative practice "one of these days." It is always slow work at first. There is a good deal of tiresome monotony in this early and discouraging waiting. Young blood can not stand it and this particular young blood will not. He spends a little of the day at the office and then, leaving on his door slate the notice, "Return in half an hour," goes out and has a game of billiards. He has a smoke in the meantime and some drinks and then saunters back to his office to dream of the time when his rooms will be full of patients and his pockets full of fees. It is the same old story of what is going to be—a condition of the future wholly there "from turret to foundation stone," with not the remotest connection with to-day or with anything belonging to it.

The slightest reflection shows how foolish all this is. Only the school boy is excusable and after the teacher finds out that his pupils must be taught to live and "act in the living present," and that it is the most important part of his duty to teach the value of the all-powerful now, the studies of the school room will have a meaning to the boy they do not now possess. It is well enough that the future should sometimes take the boy in his arms and tell him something of the possibilities, but the close connection between those possibilities and his school work should be plainly shown—that they are but the unfolding of the present.

The business man who fancies that a palatial establishment is going to develop itself out of that grocery, which has already gone to seed, ought to know better. In America the palace does often come from the cot and our city streets are flanked with splendid warehouses with humble beginnings, but they have not come from "such things as dreams are made of." The foundations of these houses were laid, strong and deep, in the all-powerful now of yesterday and every stone of those foundations and of the structures built upon them shows that the future was secured only by a careful husbandry of the once fateful present.

That young doctor who intends to play billiards into a lucrative practice will one day find out his mistake. He is, indeed, fresh from his medical studies, waiting is tiresome and full of discouragement and the game and the cigar and the drink are pleasing pastimes; but he will come to understand, what he already ought to know, that the all-powerful now, given up to these pleasures, will never make him the physician fit for that extensive practice he hopes one day will be his. Now is his accepted time if to-morrow is to be his day of salvation and, with all his book lore, he will find it to his advantage to conclude that the best preparation for that future which is playing a leading part in his day dreams lies "in doing the work of the day with the largest intelligence and the keenest conscience."

It is the all-powerful now which settles the question and wise is he who makes the best use of the only time he can call his own.

Wise men talk but little. They know that to the wise a word is sufficient, and that on the foolish all words are wasted.

WHERE RESPONSIBILITY RESTS.

Bishop Potter, of New York City, said the other day that the New York authorities had offered to "give him the heads," so to speak, of the police captain or police inspector in whose district the trouble originated which caused the outbreak of the anti-vice crusade in the big city recently. It was understood that this proposition from the higher authorities was a kind of "peace offering" from them to the indignant and aroused Bishop.

The offer was peremptorily declined, the Bishop asserting that he believed the captain did what the inspector told him to do, that the inspector only gave such orders as he had received from the chief of police and that the chief had carried out the wishes of the politicians who were over him. "Punishment of the men at the bottom," said the Bishop, "will accomplish little. It is the political system of swag that controls them all."

Bishop Potter indicates his sound sense and his thorough knowledge of the conditions of his city and of the methods of municipal government when he declines to fix the responsibility for broken laws, for corrupt practices or for evil-doing, under any kind of local government, upon the subordinate officers. His reasoning is worthy of attention of other communities than New York.

In most of our American municipalities there is a flagrant non-enforcement of the regulations against vice. In many of them it is freely charged and generally understood that the vicious classes pay regular installments of "hush money," or "peace money" and that these contributions never find their way to the public treasury. It is often a pure waste of time and energy for any good citizen to attempt to have these "protected classes" checked in their various occupations. Vice and infringements of the law are open and notorious, but the officers of the municipality forget their oaths of office or else close their eyes and the vicious continue to go unpunished.

The subordinate officers are not to blame. Bishop Potter's idea is right, not to strike at the patrolman or police officer who connives at wrong-doing, but "at the man or men behind and in control of the whole system." Does any sane citizen imagine for a moment that if the higher officials of any community want to purify a city or a city government the subordinates would dare to disobey instructions; or that these same subordinates would dare become efficient and conscientious ministers of justice, purity and good government if they understood that such course would be unpopular with their bosses?

When a city government, in a word, is not what it ought to be, or the moral conditions in the city are not what they ought to be, it is the direct fault of the higher officials, "the man or men behind and in control of the whole vicious system" and it is a species of injustice to hold the little subalterns responsible—further than that they ought to be ashamed to sell themselves to such masters or to such a system.

A MODERN INSTANCE.

A suggestive commentary on the manner in which valuable concessions are thoughtlessly given away by municipalities is afforded by the circumstances surrounding the giving of a thirty year gas franchise to a couple of Ionia gentlemen by the Common Council of Traverse City one evening last week.

The city has entered upon a contract which involves the payment by its citizens of upwards of a million dollars during the period covered by the franchise, yet the members of the Council cast their vote with as little concern as though the proceeding involved the construction of a sidewalk. Several of the aldermen had never read the franchise over and none of them had taken the trouble to obtain any expert information. No private corporation would enter into an arrangement of such magnitude without first obtaining the advice and assistance of acknowledged experts, but in the conduct of public business all idea of caution appears to be abandoned by those who are sworn to protect the interests of the people.

The draft of franchise originally presented by the gentlemen who were so anxious to obtain something for nothing would have been worth \$50,000. But for the voluntary and unsolicited warnings of gentlemen who are friendly to Traverse City and her best interests, this draft would have been adopted and a franchise worth \$50,000 would have been handed over to strangers for no compensation whatever. Agitation of the matter interested the people to that extent that action was delayed for a few weeks, in consequence of which some concessions were reluctantly conceded by the promoters of the enterprise. The draft finally adopted is more favorable to the people, but is altogether too favorable to the gentlemen who have obtained the franchise, which is worth to-day \$25,000 just as it stands, before a foot of pipe is ordered or a pound of coal is purchased. In their ignorance of the subject and their haste to record their votes on a matter on which they had not fully informed themselves, the aldermen of Traverse City have saddled on the gas users of that city an extra expense of \$365,000—at a very conservative estimate—which amount would have been saved if the aldermen had been as anxious to protect the rights of their constituents as they were to put a club in the hands of a corporation.

It is a commendable circumstance that one gentleman—an ex-mayor of the city—had the courage and the magnanimity to appear before the Council and protest against the granting of a monopoly on such unfair terms. The significance of his protest will increase in importance as the years go on and the people come to understand that, if his warning had been heeded, they would not be tied up to a one sided thirty year contract.

Considering the fact that a barrel is usually on tap when a franchise is under consideration, there are those who are so ungenerous as to intimate that the haste to grant the franchise may be traced to mercenary motives. The Tradesman has no positive proof of this, however, and prefers to believe that the aldermen who gave away the birthright of their constituents did so ignorantly and thoughtlessly, rather than from criminal motives.

The newspaper men of the country are realizing now, more than ever, that there is but one way to have a circulation, and that is a cash in advance proposition. When a man takes a newspaper and pays for it in advance, he feels as if he is getting his money's worth, and when he takes it and never pays for it, the publisher of the paper is out so much and the reader is out so much, for neither feels that he has had anything.

PROBLEMS OF POPULATION.

The immense growth of the United States in population in the past one hundred years has set people speculating as to what it will be in the next one hundred. The population of the Republic in the year 1800 was, in round numbers, 4,000,000 souls. In 1900 it was, in round numbers, 76,000,000. The original population has, therefore, been multiplied nineteen times in a century. Such a rate of increase would be impossible in the future, since, at the same rate, the population at the end of the new century would rise to fabulous figures. The ten-year rate has been as high as 30 per cent., or 3 per cent. a year; but it has declined below those figures. Our rate of increase in the last two decades has fallen from 30 per cent. to 25, and then from 25 to 21. In this, as in other respects, we rapidly are approaching the conditions in Europe, and our rate of growth must approximate that prevailing on the mother continent.

It is a fact, well recognized by statisticians, that as a country obtains a greater density of population, the increase is slower than in those that are thinly settled. This is demonstrated in Belgium, England, Germany and other countries. England and Germany, for example, have increased only 11 per cent. during the last ten years. One reason for this slower growth of the European countries is the heavy loss by emigration. On the other hand, the rapid increase of population of the United States has at least been considerably due to the great influx of foreigners, equal to some 13,000,000 altogether, and, while we have gained, foreign countries have been depleted by just so much.

Another reason for the decline of population in older and more densely settled countries has been in the growth of two great classes, as measured by wealth on one side and poverty on the other. People who live in wealth and luxury find children in the way of their own enjoyment, and, as a consequence, families among the luxurious classes are usually small. On the side of the poor, children are a great care and burden and they are opposed to large families. These are conditions that prevail in all old countries and they will obtain in this in time. They are now having some effect in the large cities, where the very wealthy and the very poor classes are found side by side.

Robert P. Porter, the Superintendent of the Census of 1890, in some remarks of his printed in the Chicago Tribune, said that on the basis of former records the population at the close of the Twentieth Century ought to be 300,000,000. At the beginning of the Nineteenth Century statisticians of prominence estimated that the population of the United States at this time would be 100,000,000. These predictions were based on increase prior to that time, but the falling off in those expectations should prepare us for like reductions in the figures for future dates.

The natural increment of a healthy country like England is $1\frac{1}{2}$ per cent. a year, or about 15 per cent. a decade; by this is meant the augmentation by birth, giving no consideration to the growth by immigration. If we should increase at the rate of $1\frac{1}{2}$ per cent. a year by natural means and continue along these lines for the next 100 years, the population would be 300,000,000, not counting the increase by immigration, but there

can be no certainty in these calculations.

Hon. W. R. Merriam, the present Director of the Census, has prepared some figures based upon the present population of the United States and its outlying possessions—84,261,189—taking 18 per cent. every ten years as the basis of growth. This would give us a total population in 2000 of 441,009,206.

As population increases and competition in every department of industry grows more exacting, all sorts of economies now scarcely considered will be practiced, and one result will be the drifting of population nearer to the sources of food supply, or to those districts where the raw material for manufactures is found.

The expense of transporting raw material will drive the people to those localities where it exists, and the manufacturing will be done there. Instead, as now, of hauling cotton, coal, iron ore, timber and other natural products through the length of continents or across seas to be manufactured, the manufacturing will be done on the spot and the manufactured articles will be shipped to distant consumers. In like manner, unless some great industry holds population away from the neighborhood of the grain fields and the localities where hogs and cattle are raised, the people will move nearer to the sources of food, and, as a result, the densest population will be in the Mississippi valley. This is undoubtedly the destiny of this great country in the present century.

EXPENSES OF GOVERNMENT.

United States Commissioner of Labor Carol D. Wright, in the current number of the Century Magazine, presents some statistics of the expenses of operating the National Government.

It is shown that in 1791 the per capita expenditure by the Federal Government was only 49 cents. It has gradually risen until, in 1900, it was \$6.39. In 1850 the per capita expenditure was \$1.60. In that year the private wealth of the nation was \$7,135,780,228 and its products were worth \$1,029,106,798. In 1900 the nation's wealth had increased to \$94,000,000,000 and its products to \$18,222,570,939.

From these figures it will be seen that, while the Government now spends annually four times as much per capita as it did fifty years ago, the nation's wealth and annual income have meantime increased to fifteen times the total amount of 1850. The present national debt of \$14.52 per capita is not considered a serious burden, in view of the vast wealth of the country.

Mr. Wright's idea is that the expenditures of the Government should be proportioned to its wealth, just as should be those of a very wealthy private person, and that any miserly or niggardly conduct in the premises would be unbecoming. This is true enough. The Government should have all the service it requires and pay fairly for it. The business of the Government should be carried on in structures ample, substantial and in every way worthy of the nation and its dignity.

Brock, in Holland, is far-famed as the "neatest town in the world." This town is so fastidious that until a few years ago horses were not allowed in its streets for reasons of cleanliness, and the entire town is as scrupulously kept as a man-of-war. It contains 2,700 inhabitants, and its main industry is the making of Edam cheese.

FORECAST OF THE FUTURE.

The present is peculiarly the age of commercialism in political and social life and of materialism in philosophy. The twentieth century promises, therefore, to be more than ever a money-seeking era. There will be enormous activity in commerce and manufacturing; immense progress will be made in scientific discovery and mechanical invention, while explorers of the few places upon the earth still remaining unknown will be more daring than ever, and all their discoveries will be valued according to the pecuniary benefits they may confer upon the practical affairs of daily life.

The prices of all articles of necessity will be greatly cheapened, but the increased use of complicated machinery and of elaborate scientific processes will raise the wages of those who render such service, while the unskilled laborer will have his rewards correspondingly reduced. Great combinations of capital will be necessary to carry on the vast business operations of the period, and so trusts and monopolies will be more powerful than ever; but they will find it to their interest, and even absolutely conducive to their existence, to supply all necessary products at prices lower than could be done by concerns of smaller capital and fewer facilities.

Thus it will turn out that the most powerful private monopolies, provided they sell their products with sufficient cheapness, and do not cut down the wages of their employees too severely, will not only be tolerated by the masses of the people, but will be supported by them. It will be only by a great show of liberality on the part of those powerful trusts that they will be allowed to exist, since the doctrines of socialism sown broadcast among the people will create a spirit which will threaten to destroy any monopoly which may be found too dictatorial and despotic.

The greatest safeguard to republican institutions and democratic liberty will be in the education and enlightenment of the people. The masses will come to realize that, under the stern requirements of competition, intelligence and skill give great advantages to the worker in every department of industry, and so there will be an eager and earnest effort to secure an education where now it is regarded with indifference, and the wide diffusion of information and sharpened intelligence will make men more keenly alert to the value of liberty and free institutions.

Only the ignorant and the illiterate can be enslaved, and it will result that the best safeguard of popular liberty will be in the general enlightenment of the people. Although the Great Republic must experience very considerable changes in its internal economy and political policy, there is every reason to hope that the spirit of liberty will be preserved, and in its borders will be found the freest and most prosperous people on the globe.

THE VALUE OF COLONIES.

It has come to be the custom to refer to the colonies of Great Britain as a source of weakness to that country. Just why this impression should have got abroad is not apparent, as there seem to be no real facts to warrant such an impression. The growth of the British colonial empire was really a matter of necessity—first, to provide new spheres of usefulness for her teeming population, and, second, to provide an outlet for her productions and a lu-

crative field for the investment of the money of her capitalists. The mere honor of immense possessions did not enter into the calculations of the thrifty Englishmen who built up the immense colonial empire. It was a desire to find new homes and extend trade opportunities which produced the energies which have built up the vast possessions upon which the sun is said never to set.

That her colonies were of no military value to her, England has amply disproved during the existing war in South Africa, and also during the recent troubles in China. All the autonomous colonies furnished soldiers for service in Africa and bore the expense of such troops, as a tribute of loyalty to the Imperial government. During the recent crisis in China, India has sent fully ten thousand native Indian troops to safeguard British interests in the Far East. If, then, England is compelled to defend a vast dependent domain scattered all over the world, the people of that domain stand ready to fight her battles.

As a business investment, it is also erroneous to hold that the British colonies have been unprofitable. It is true that the colonies do not pay tribute to the mother country, nor even pay a proportion of the cost of the maintenance of army and navy. They are not even restricted to an enforced preferential tariff on the products of the mother country, or the granting of free entry for such products. They have the privilege of trading where they will; yet the figures show that, during the past year, the British colonies purchased from the mother country over \$500,000,000 worth of British products. Can such an enormous trade be the source of weakness to any country which enjoys it? Certainly no man in his senses would think so. Yet all this trade is not the result of any advantage which Great Britain possesses in trading with her colonies which is not freely accorded to all competitors. The more intimate intercourse with the mother country is the loadstone which attracts the colonial trade to Great Britain and keeps it there against all competition.

Canada is probably the least profitable of the larger dependencies of Great Britain. This is due to the fact that Canada can purchase so much more expeditiously for most of her needs from the United States. In spite of this advantage, however, she, nevertheless, purchases fully \$34,000,000 worth of goods annually from Great Britain. A desire for trade expansion is the real secret of the success of the British colonial system, and it is trade rivalry which has made most of the other powers jealous of that vast colonial empire and ambitious to emulate it.

It is believed by many that the dry climate of Southern Oklahoma and the southern district of Indian territory is going to make all that section the home of the finest grades of cotton. During the season it has developed that the cotton grown in the Choctaw nation was of an extra good fiber, grading above the average and in great demand for export.

A woman with a plain face gains by wearing short dresses. Men will look at her feet.

The blowing of an orator does not make the blow that hits a nail on the head.

Some men resemble hogs; but the satisfied hog never tries to be a man.

Clothing

Tendency of the Trade in America's Metropolis.

A short time ago a tailor said to me: "One of the greatest difficulties that I have with my customers is that they will not trust to my judgment in the making of their clothes. Once in a while I have a man come to me who will let me study his needs and make a suit for him that my experience tells me is proper for him to wear, but too often men will insist on having changes made that totally spoil the appearance of a garment. A man should put himself in the hands of his tailor as unreservedly as he puts himself in the hands of his doctor. He should trust to his taste and experience, and if he feels that he can not, let him seek out another tailor." One can not but feel that this position is wisely taken, but it emphasizes the need of taste and judgment on the part of the tailor. This is true of the clothier as well. He is the tailor of the majority of the people. If clothiers would advise their customers with taste and judgment in the selection of clothing they could materially raise the standard of dress in their community. If, for instance, they would advise the man of limited means against garments of conspicuous patterns or peculiar cut, if they would discourage the purchase of garments suitable in themselves, but unsuited to the peculiarities of an individual, they would find it of profit to themselves and of material benefit to the customer. I think that, at the beginning of a new year, one good resolution that might be made is this—never sell a man a garment that is unsuitable to him without fully explaining to him the reason why it is not the garment for him to buy. This is one way of doing missionary work that will improve the outside of people and make them feel better inside, in the long run.

One sometimes hears it said that creased trousers are going out. An observation of well-dressed men here does not lead to this conclusion. Creases are not as stiff and pronounced as they once were, but the crease is clearly visible in garments. There is no reason why they should not be visible. It is not an unpleasant feature of dress and it clearly indicates the fact that garments are kept in good condition and receive careful attention. Creases so pronounced that they destroy the shapely curves of garments may be objectionable, but the crease that is moderate is sensible and reasonable.

Some dealers already have samples of their spring shirtings on exhibition. In general, pencil lines and broken stripes are the characteristic effects. Plain pencil lines placed narrow are very quiet and neat in effect, but they can be readily duplicated in cheap goods, and for this reason the massed pencil lines or wide broken stripes are preferable. Blue is a color that is always in demand here. Pink is not good. Shades of oxblood and lavender, with some effects in which yellow are introduced, are the principal combinations. In general, effects are neat and quiet in tone. The tendency is away from anything loud or startling. This is in harmony with the tendency of men's fashions in other respects—a thing which should always be considered, but which is often forgotten. In dress shirts the plain bosom shirt with two or three studholes and with cuffs of square or slightly rounded corners is the

proper shirt at present. Pleated shirts in stiff bosoms have not met with favor. It seems unlikely that figured effects will be much in demand in spring lines here.

During the past fall and the present winter some good dressers have worn braided frock and cutaway coats, but the number has not been large. Some tailors are of the opinion that the braided coat will become stylish again soon, and I am informed that samples of braided coats are being prepared for spring trade by some wholesalers. Braiding has been out of style so long that it seems reasonable to expect its return in the near future, but at present one sees very few coats with braid on them, and when worn it is in most cases moderate in width.

The long overcoat—the coat reaching to the calf of the leg—is more in favor with good dressers here than the shorter coat. The effect is not altogether admirable, as it strongly suggests an ulcer, but it serves to mark the difference between the cheap and the exclusive in clothing. I have seen some very long skirted surtouts cut with an extreme bell effect. A tall, thin man in a long surtout of this cut is not an attractive sight. The best surtouts are cut with a moderate bell effect, but surtouts are not great favorites here.

It has been noted before that cutaway coats have been worn this winter on many occasions when in previous years the frock coat was always worn. For the most formal afternoon affairs the frock coat is still the necessary coat, but for teas, receptions and the less formal functions the long cutaway coat is now proper and is much worn. This change is probably due to the fact that the frock coat is more worn than in former years by people at large. When department stores advertise frock coats and vests, "finely tailored," at \$20, it is evident that there is a popular demand for the garment. Naturally, this has its effect with the best dressers. Of course, it is unnecessary to say that the long cutaway for formal afternoon wear is either black or dark gray in color. As the winter has advanced the lighter gray tones have given place to the dark gray tones for men's clothing in general.

Great Men's Opinions of Women.

Remember, woman is most perfect when most womanly.—Gladstone.

Earth has nothing more tender than a pious woman's heart.—Luther.

All I am or can be I owe to my angel mother.—Abraham Lincoln.

Disguise our bondage as we will, 'tis woman, woman, rules us still.—Moore.

Heaven will be no heaven to me if I do not meet my wife there.—Andrew Jackson.

Even in the darkest hour of earthly ill woman's fond affection glows.—Sand.

Women need not look at those dear to them to know their moods.—Howells.

Oil and water—woman and a secret—are hostile properties.—Bulwer Lytton.

Raptured man quits each dozing sage, O woman, for thy lovelier page.—Moore.

Kindness in women, not their beautiful looks, shall win my love.—Shakespeare.

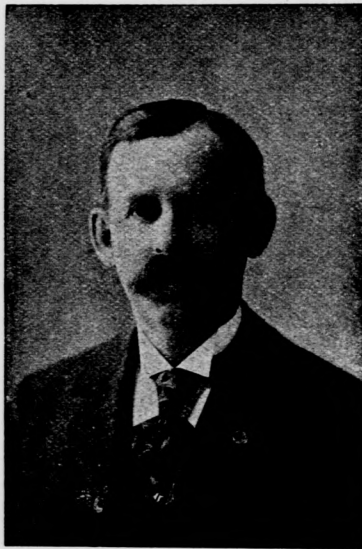
He that would have fine guests, let him have a fine wife.—Ben Johnson.

Every pretty woman should be a flirt, every clever woman a politician.—Ouida.

A woman's strength is most potent when robed in gentleness.—Lamartine.

Lovely woman, that caused our cares, can every care beguile.—Beresford.

Clothing Buyers Of Michigan.



The famous line of ROBERTS-WICKS COMPANY, Utica, New York, will be ready for inspection at Room 108, Sweet's Hotel, Grand Rapids, January 18 to 22 inclusive. Mr. Bowen, their representative, will appreciate a call from any who may be in the city on the above dates. All expenses allowed customers.

S. T. BOWEN, For

Roberts-Wicks Company.

STRONG TALKING POINTS

A good salesman can sell anything—ONCE, but if the goods fail in merit the second attempt is not so easy. In other words, the old Lincoln aphorism about "fooling the people" holds forth in all its force in regard to selling clothing.

"H. Bros. Correct Clothes" are made on merit; made not to sell once, but to hold your customers and make them call for the same kind next time.

As a practical clothing dealer you will appreciate the many strong talking points in our spring line. You will find satisfaction in telling them to your customers.

You will appreciate the fine tailoring, the excellent way in which the garments are put together, the sterling quality of materials, linings, trimmings and findings used.

You will show the well worked sleeves, the large and roomy arm scyes which in no way mar the fit of the coat, but rather improve.

You will find cause for good conversation in the neatly worked button-holes, the well-built pockets, the gracefully-turned collars.

You will call attention to the natty set of the trousers, the way they fit over the shoes, their very graceful lines.

You will show the build and style, that certain originality and difference admired by all men: particular characteristics peculiar to the custom tailor suits and to ours.

Incidentally we call attention to our line of Men's Clothing for Spring, 1901, to retail at \$10 and \$15 the suit. These are our specialties this season, and we have thrown tremendous efforts into them, that you shall have a good profit, and your customers the best suits at the price on the market.

Drop us a line. We'll send samples or have a representative call. "You're the doctor."

You can do without "H. Bros. Correct Clothes" next spring, but—

You can't make any money by doing so.

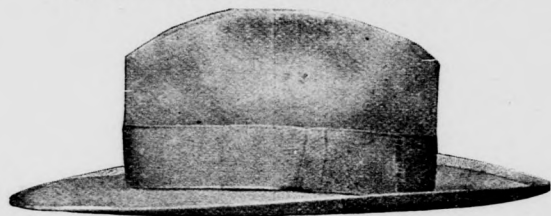


Heavenrich Bros.

WALTER BUHL & CO.,

DETROIT, MICH.

ARE HEADQUARTERS FOR NOVELTIES.



THE 1901 WINNER IN ALL NEW SHADES

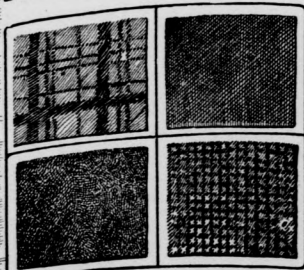
Prompt attention to all mail orders.

SAMPLE BOOK SENT FREE TO MERCHANTS

We will send to merchants, free of all expense—express charges prepaid—our New Book of SPRING and SUMMER CLOTHING SAMPLES, containing 160 samples of Men's, Boys' and Children's Ready-to-wear Clothing. You can do a successful, profitable clothing business with our outfit. Send in your application at once.

DAVID ADLER & SONS CLOTHING CO. MILWAUKEE, WIS.

DAVID ADLER & SONS CLOTHING CO. MILWAUKEE SPRING & SUMMER 1901



TRADESMAN COUPON BOOKS

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—No improvement of consequence can be noted in staple cottons, either as regards spot business or mail orders. The general tone of the market shows little change, although here and there special efforts are made to clean up lots that are on hand, for this purpose some concessions are made, although no open changes are quoted. This does not affect the market as a whole as regards present prices, although with these goods out of the way the future looks stronger. Several lines of coarse colored cottons, among them ticks, are well sold ahead, but there are enough stocks on hand to keep prices steady. Plaids, stripes, chevots and cottonades are quiet, but steady. Heavy brown cottons show no change. Sheetings show considerable irregularity; drills are more steady, and for all goods to arrive very firm. Bleached cottons show no change in any way. Wide sheetings are quiet but prices hold firm.

Linings—Cotton linings have shown no change the week past, sharing with other cotton goods in the quiet which has followed the holidays. The clothing trade has shown but little interest in any lines.

Prints and Gingham—Printed calicoes have shown a fair business since the holidays, and this week a moderate increase in the trading has been seen. This has been principally in staples, fancies having aroused but little interest so far. There are, however, very few stocks to be found in the market, and this makes it easy for the agents to maintain prices. Staple calicoes show a fair business, but deliveries on current orders make things appear lively. Buyers are anxious to get hold of the goods which they have under contract, and letters and telegrams are received with great frequency asking for haste in deliveries. Certain lines of specialties are doing quite well. Sheer fabrics are wanted in very good quantities, and are invariably accepted at regular quotations. Gingham and other cotton dress goods are dull, and show no change in prices. Since the advance of Pacific twilled and Cochecho Oriental draperies to 6c, there have been no changes in prices up to this writing.

Dress Goods—The dress goods market is well-nigh featureless. Jobbers have had little to engross their attention but the task of inventory taking, balancing accounts, etc., in order to have everything ship-shape in anticipation of increased interest on the part of their trade in what they have to offer. Naturally, in view of the unproductiveness of the jobbers' business at this time, orders coming into the primary market from that source are very small and unimportant. The task of making deliveries on old contracts, balancing up accounts for the year, etc., is about all that has engaged the attention of manufacturers. Some orders have come forward on skirting cloths in weights ranging from 12 to 20 ounces. Double-faced plain fabrics, in which the two sides show a pleasing contrast, are the most favored. Plaid backs are out of the race, being little wanted. Pebble serges are doing fairly well. Fancy designs are passe—without father or mother. The suit trade is without especial feature, orders being of a careful, conservative character. Buyers are uncertain as to what fabrics are going to sell the best, and will

therefore await the decision of their customers before placing bulk orders.

Underwear—The majority of the jobbers appear to have on hand quite a fair supply of heavyweight underwear at the present time. At the same time they do not express any fears in regard to these stocks, for they say undoubtedly there will be enough cold weather before the season ends to clear off the larger proportion, and that the retailers are not so overloaded but that a little increased activity on the part of the consumers will force them to call on the jobbers' supplies. For this reason jobbers are quite willing to look at fall samples for 1901. It will, however, be a case of the survival of the fittest. The jobbers will not be in a hurry, and will look at the goods with a most critical eye, and the agent presenting the best finished goods, and the best qualities for the price, will get the orders. The mills understand that this year and have made an unusual effort in the preparation of their fall samples. There are several lines to retail at under \$1 that are made up so finely and with so good a finish that at the first glance they would seem like all wool garments. Cotton, however, is spun in the yarns in a very clever manner, and the object has been to get a fine looking article at a low cost. Present prices for all wool underwear are too low, manufacturers claim, to make the goods up with any profit; in fact, if they make them up honestly, it will be at a decided loss. In regard to the recent discussions and questions that have arisen in the market in regard to fleeced goods, it seems evident that certain lines are growing popular for the coming fall. Some of the manufacturers of the better class of goods have prepared a number of fine looking lines for this season, and have great hopes of them. Whether they really will be much of a factor remains to be seen, and it will be interesting to note the season's development in regard to qualities wanted. Manufacturers of flat goods are contending that such lines as theirs are being called for by merchants who in other seasons bought heavily of fleeced goods, but who are not in favor of them this year. It is safe to say that fleeced goods will not have the same popularity that they have enjoyed during the past few years, yet there will be considerable quantities used.

Hosiery—There has been little change to note in the condition of the hosiery market for the present business. Importers have but little to draw from and domestic manufacturers are reaping the benefit thereof. Some fine samples have been received by importers for the next season and it is noticeable that the designs are larger and bolder than before. Among the designs shown is a black lisle, with two bands of lavender down the front, each about one and a half inches wide. In this same range were an old gold and a green stripe. Another set is of large diamond shaped figures arranged vertically in several colors. Another set is made up of alternate vertical rows of open lace work and colored stripes. The next lot shows a series of white or colored polka dots on black.

Carpets—Trade in three-quarter goods continues very fair. Agents have done a good business. The stock taking is over and the jobbers and manufacturers' agents report a larger amount of business done in three-quarter goods during 1900 than during the previous year, especially in velvets. This popular line has done exceedingly well. In-

grains are still in bad shape, due principally to the cut in price at the opening of the season. Business in this line is practically at a standstill. The carpet business has changed greatly in twenty years. At the earlier date many manufacturers made their own yarns, as well as wove their own goods, but 90 per cent. of these have given up the spinning of worsted warps and double reel filling yarns, or have failed or have gone into liquidation or withdrawn from the market; whereas only about 10 per cent. of those who bought yarn then have passed through such experiences—the spinners have borne the brunt of the fight.

Smyrna Rugs—Buyers are again trying to get these goods at lower prices than they can be made for. These rugs are now sold at very low figures; the manufacturers have large orders ahead at full prices, and are not disturbed by the effort to beat down prices.

Great Coats Popular.

From the Apparel Gazette.

The smart fellows who know the warmth and comfort of an ulster in zero weather are affecting the great coat, an oxford cheviot or Shetland, wool-lined garment. It is in all intents and purposes an ulster without the storm collar, a small three-inch velvet collar being its distinguishing feature. The ideal tailor-made great coat has shallow cuffs on the sleeves, piped with velvet. Muff pockets are good form, although they are an optional feature.

While the grays are most popular and best patronized, several fashion leaders have appeared in great coats of a rich seal brown with seal brown velvet collars—a decidedly handsome garment and much more dressy looking than the ordinary and now much seen oxfords.

Wine has drowned more men than water.

Michigan Fire and Marine Insurance Co.

Organized 1881.

Detroit, Michigan.

Cash Capital, \$400,000. Net Surplus, \$200,000. Cash Assets, \$800,000.

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GAS READING LAMPS



No wick, no oil, no trouble—always ready. A Gas Reading Lamp is the most satisfactory kind to use.

A complete lamp including tubing and genuine Welsbach Mantles and Welsbach lamps as low as \$3.

Suitable for offices and stores as well.

GRAND RAPIDS GAS LIGHT CO.,
Pearl and Ottawa Sts.

Thirty Years

Of experience in Dry Goods is our record. We think that's worth something. We believe if has especially fitted us to cater to the wants of the dry goods merchants in this territory. There are some that have a notion they cannot do as well near home, but it's a mistake to think so. Give us a chance and we will prove it to be just the opposite. Our lines for spring business bigger and better than ever. Drop us a card and salesman will call.

Voigt, Herpolsheimer & Co.,

Wholesale Dry Goods,

Grand Rapids, Mich.

Our stock of wash goods is now complete, being comprised of the best and choicest patterns in Dimities, Lawns, Gingham, Percales, White Goods, Prints, etc.

Our prices are right.

P. STEKETEE & SONS,

Wholesale Dry Goods,

Grand Rapids, Mich.

Shoes and Rubbers

The Passing of the Cheap Shoe.

The question of cheap clothing for many years was what the politicians have been pleased to call a "paramount issue" with the people of the country who were obliged to think twice to make the ends meet, and the demand for cheap shoes has been heard equally with the call for other cheap articles of clothing.

What is a "cheap" shoe is a matter for each one to decide for himself. Franklin, in his "Poor Richard's Almanack," said "the best is always the cheapest," but many things have changed since his day. At the time he was issuing that work the American army, which comprised practically all the able-bodied men in the country, was going barefoot and, as history tells us, "leaving their blood-stained footprints in the snow," and a pair of boots suitable for an officer cost at least six hundred dollars, so that—referring again to history—"an officer's pay would scarcely pay for his boots."

To come down to more recent times, the cost of footwear has been microscopic by comparison. A pair of shoes, good-looking when the dealer took them from the box, could be bought for as low a price as seventy-five cents, or about one per cent. of the prices in Revolutionary days, and it is possible that the goods might compare favorably with the kind that our forefathers wore, if we could place them side by side.

The opening up of the Great West, however, has made a great difference in the price of hides, and this has had its effect upon the shoe industry. Shoe machinery also has had an influence, which is little realized by the layman whose only knowledge of the subject is confined to his own wear.

The relation of the cattle-raising sections to the price of shoes may be noted in the price of shoes in the Confederate States during the closing years of that government, when shoes were beyond the means of an overwhelming majority, as politicians say, of the inhabitants. During a large portion of the struggle between the States, our Southern brethren were wearing shoes with wooden soles and tops made of such leather as could be obtained, Texas as a source of leather supply being then entirely in futuro.

But the "cheap shoe" of recent years has little or nothing in common with the shoe of the past. The advance in the possibilities in the manufacture of leather goods has made it practicable to put on the market a shoe—or, at least, something in the shape of a shoe—at a very low price, and those who have been unable to purchase goods of higher grade have furnished a market for the same.

It may be said, to the credit of shoe dealers—that is, those whose sole trade is in shoes—that they have never pushed this class of goods to the front, but stores handling furnishing goods, general merchandise, and department stores have pushed the cheap goods to the limit.

Interviews with retailers in several of the large cities of this country show that, as a rule, better shoes are now bought than were bought not long ago, and it is a question for consideration why the change has come about.

That there is more money per capita in the country can not be gainsaid, and that may to that extent explain why

people are buying better footwear; but whence the increase of wealth?

The gold fields of Alaska have added materially to the gold supply, to be sure, but that is only a very small fraction of a dollar per capita for the total population of the world—and the whole world has flocked into the gold fields to grasp what might be found there—so we must look elsewhere for the cause of the better grade of wear used now than a few years ago.

That cheap shoes have been a considerable factor in the retail market in recent years is a fact that can not be denied, and that they no longer have a considerable place is also incontrovertible.

The universal verdict of the retail shoe dealers is that there has never been a more prosperous year than the one just closed and, further, the verdict is that the class of goods called for is higher in grade than has been bought by the public in years past.

Perhaps we might look to the farming interest for an indication of the enhanced prices which the people are willing to pay.

Prosperous years and increased prices for their products have placed the wheat and corn farmers in the West and Northwest in a position where they are and for several years they have been placing large sums in the banks, either to their own credit, or to the credit of their Eastern mortgagees.

The fact of large crops, which must be handled by countless employees of transportation companies, and by the companies themselves, scattered money all along the line, and when the bread-stuff is finally on board for any European port, it has contributed to the income of many wage-earners.

But the question why a higher priced and better shoe is called for is yet unsolved, and can be accounted for only by such facts as are apparent and palpable.

That prosperity has arrived is an incontrovertible fact, and that the public are aware of it is another fact. The success of one political party upholding the stability of the currency, or the defeat of another party, whose actions might change the standard of value, are not to be considered at length in a paper of this kind, but we may look to the results—the sequelae of political campaigns—and to the prices of other necessities of life and see what their relation to the price of shoes may be.

During the period of three years last past the United States has had on its hands two wars and the result so far has been to the advantage of the United States.

These wars have made an advance in the price of shoes imperative and the advance has been felt. And it may be said that the enlargement of the American markets for export goods has made such increase in the demand for American labor in all branches that the laborers have come in for their full share of benefits arising from the wars prosecuted.

The various treaties made by our government with foreign powers whereby our goods have been admitted to their markets on more advantageous terms than formerly have had to do with the question in a great measure. Manufacturers have been thereby enabled to put upon the home market goods at a much cheaper rate than if they were dependent upon the home market for the sale of their entire output, and the result of this has been a better grade of shoe at a diminished price.

The "department store" has also had its part in the lessening of sales of cheap shoes by retailers. On this fact all dealers agree, and they all are insistent that their trade is enhanced by the drawing away of their customers of this class. It is impossible to find a retailer who will say that his business is injuriously affected by the department store, while all agree that they are selling more and higher grade goods than ever before.

Lumberman's Overs with Leather Top with heel or without heel



A. H.
Krum &
Co.

Detroit, Michigan

Wholesale Dealers

in

=====Rubber Boots and Shoes=====

We sell the Best Goods made. Send for Catalogue.

For Prompt Service

Write us when in need of sizes
in Rubbers. Distributors of

Goodyear Glove, Hood and Old Colony



Hood 25-5 off. Old Colony 25-10-5 off.

HIRTH, KRAUSE & CO., Grand Rapids.

"YERMA" CUSHION TURN SHOE

A SHOE FOR DELICATE FEET

The "YERMA" is an exclusive product of our own factory and combining as it does the best materials and workmanship, produces a shoe far excelling the so-called Cushion Shoes now on the market. Our salesmen carry samples. Ask to see them. The process by which this shoe is made makes it possible to use much heavier soles than are ordinarily used in turned shoes and reduces to a minimum the possibility of its ripping. The cushion is made by inserting between the sole and sock lining a soft yielding felt, serving the double purpose of keeping the feet dry and warm as well as making it the most comfortable turned shoe ever made.

F. Mayer Boot & Shoe Co.

Exclusive Manufacturers. Milwaukee, Wis.

Mail Orders

Use our catalogue in sending mail orders. Orders for staple boots and shoes filled the same day as received. Full stock on hand of Goodyear Glove and Federal Rubbers. Send us your orders.

Bradley & Metcalf Co., Milwaukee, Wis.

OLD CUSTOMERS.

More Faithful and Profitable Than New Ones.

Every live merchant wishes to see his business grow. The man who is content to stand still, who is not ambitious to increase the volume of his sales and the number of his customers, is more and more rarely found in modern American business life. The reason is that his competitors gradually force him out of business. His very existence depends on his keeping up the effort for more trade. If he does not increase his growing country, full of keen business men, there is no standing still. A man must keep up with his competitors or he will be out of the race before he knows it. For this reason every live merchant tries to increase the number of his patrons. He is ambitious to get new customers; he advertises; he offers extra inducements; he makes special rates; he exhausts his ingenuity to get new patrons and to see new faces in his store. Like an enthusiastic fisherman, he is forever angling for the fish that are still uncaught. He enters into the game with his whole heart and soul. To see a new name on his books (or, better, on his cash slip) gives him a pleasure as keen as the angler feels when he sees a new trout in his basket. New faces are the sign of an extended influence; new customers are the guarantee of an increasing demand. Every new purchase is an added prop to his prosperity and a shield against the efforts of his rivals. Every new face in his store is the evidence of extended power. And power means money. And money overcomes the difference between failure and success. So the live business man reasons.

But—it is one thing to hook a new fish and another thing to keep those that are caught. No fisherman is a success as a fisherman unless he can do both. No merchant is a success as a merchant if he is so occupied with new patrons that he neglects to strengthen his hold on his old patrons. This is the mistake that many an enterprising man makes. Old friends are the best friends; old patrons ought to be the best patrons. A business that is conducted on the principle of a lemon-squeezer, which continually requires new lemons and can make nothing out of the old, is not the kind of business that is good for the merchant or the community. A merchant ought not to let his old patrons slip out of sight while he devotes himself to new-comers. A solid, substantial business, sound and prosperous to the core, where patrons once gained are kept, even although new patrons are gained slowly, is the business that is permanently profitable and worth having for all parties concerned.

Many a man forgets that a bird in the hand is worth two in the bush, especially if the number of birds is limited. Many a merchant loses both old patrons and new from neglect of the trade he already has in hand in his efforts to catch the new.

Old patrons have a right to special consideration. They have contributed to the merchant's prosperity in the past; they have bought of him, often unsolicited, when otherwise his goods would have remained on his shelves. He has had a chance to study their needs, to learn their peculiarities, and to provide for their wants. Considerations of self-interest of the highest kind on both sides demand that they shall receive special attention and that the merchant

shall conduct his business in a way to attach them more and more strongly to him. Old customers dislike to be treated as if their patronage is a matter of course. It may be so, but it is not pleasant to them to be always turned over to an assistant or obliged to wait while special attention is given to new customers. They may say nothing, but they will quietly go somewhere else where they will be new customers. It is irritating to them to have their little peculiarities disregarded or overridden as if their helplessness is taken for granted. They can retaliate, and they know it, and while they feel keenly the calculation that takes account of their unwillingness to change their habits of trading, at last they grow weary of explaining over and over what they want and why they want it so, and they go where their whims are anticipated and not disregarded. Of gross discourtesy and neglect it is unnecessary to speak. Few merchants tolerate that in their subordinates if they know it. It is the lack of consideration in small things that escapes their attention.

A successful city merchant said lately: "I pay especial attention to my old customers. Some of them I always wait on myself. Some of them I always talk with to see if they have obtained what they want. I question my salespeople about their purchases; I give special instructions to my assistants about their peculiarities. I make them understand that I shall consider it a personal favor if they will at once let me know of any want that they have been unable to satisfy from my stock, and I take pains to fill it, even at extra expense. I go over my books frequently and if I see that any old customers' purchases have fallen off or ceased, I make it a point to find out the reason for it by personal enquiry or otherwise. In short, I keep constantly informed, by personal enquiry and by the aid of other people, concerning the movements of my old customers. I consult with them often about goods on which I wish an opinion, and in some cases on details of business organization. In short, I feel, and I make them feel, that I am personally interested in having their needs satisfied, to their greatest benefit and satisfaction. I make my salespeople understand that nothing will discredit them with me more than disregard for the wishes of old customers. It takes time to do all this, but I find it pays.

People have a personal confidence in me and my store that attaches them strongly to me. They know that I regard their interests as identical with my own, and the result is that my patrons are my friends, and I have a good, solid trade, constantly increasing, among people who appreciate that I have their interests at heart and who buy merchandise with the confidence inspired by their knowledge of that fact. I find, too, that when you have gained a patron's confidence and good will he or she will often make allowances in various ways at critical times that could not be expected of strangers. If I disappoint an old customer he knows there is a good reason for it and does not take offense. If a store rule has to be observed, to his annoyance, he knows that it is absolutely necessary or it would not be enforced. In short, I have the confidence of my customers—a confidence gained by personal attention—and I find that the best way to attract new customers is to let them see how well the old are satisfied."

One of the most interesting peculiarities of human nature to a thoughtful

man is the extent to which personal likes and dislikes influence people in the affairs of life. People will often, in fact, do, constantly buy and sell at less advantage than they might because of personal likes and dislikes that they know it is distinctly to their disadvantage to indulge. And these personal likes and dislikes in all of us are determined by little things that we are often ashamed to acknowledge to ourselves. A wise man will take this fact into his calculations when dealing with his customers. The difference between failure and success often lies in a quick appreciation of little things that escape the ordinary observer. The man who knows how to make friends out of his old customers will find that he has laid a solid foundation for success in dealing with new-comers. It is sometimes as important to attach people to our in-

terests through their own defects as by our positive merits, and often the unquestionable advantage of a competitor counts for nothing when weighed in the scale against personal friendship. A merchant, therefore, ought to be particularly solicitous for an old customer's friendship and see that his interests are considered. The new patron is often not so faithful or as profitable as an old one.

Plausibly Explained.

Dick—By the way, old man, do you recall why Jacob had to work seven years for Rachel?

Harry—I suppose he was saving up for a Christmas present to her.

Doing Quite Well.

Kind Pedestrian—Here's a half dollar, my poor man. Instead of living this way why don't you learn a trade?

Panhandler—I would, sir, if I knew of a better one than this.



Will Stand the Racket

OUR OWN MAKE
CHILDREN'S BOX CALF SHOES

Are made with greatest care as to appearance; they are neat and nobby. But they'll stand the racket longer than any other shoes made. We also make them in Misses' and Little Gents' sizes.

HEROLD-BERTSCH SHOE CO., Grand Rapids, Mich.
MAKERS OF SHOES.

We Cannot Help It that Everyone Wants Our Factory Make of Shoes



Folks seem to know a good thing when it comes to the wear. We know that we have put our trade to considerable inconvenience in not filling their orders promptly, but in future we will do better as we have increased our capacity and are turning out more shoes daily than ever before. Send in your orders early and they will receive prompt attention.

RINDGE, KALMBACH, LOGIE & CO.,

10-22 NORTH IONIA STREET,

GRAND RAPIDS, MICHIGAN

Rubbers 5 Per Cent. Cheaper

Lycomings are 25x5 per cent.

Keystones are 25x5x10 per cent.

Woonsockets are 25x5x5 per cent.

Rhode Islands are 25x5x5x10 per cent.

We have all kinds of Uncle Sam Combinations. Our stock is fresh, full and complete. Can fill orders same day received. Send us your order.

Geo. H. Reeder & Co.,

Grand Rapids, Mich.

Window Dressing

Exchange of Fixtures—Colored and White Shirt Trims.

Sometimes a merchant wishes to put in a window trim for which he has not the fixtures. The whole trim may turn on a lay figure, a piece of furniture, a bit of draping or some other article that he does not have in stock. At the same time there may be another man on the same street, a furniture dealer, a dry goods man or a hardware dealer who has just the article required and who could loan it for a few days without any inconvenience. Of course, a merchant does not wish his clerks to form the habit of borrowing even in his own interest, but it ought to be possible to make an arrangement with merchants in other lines of trade for an exchange of articles mutually needed in window trims. If the hardware man wishes to put in a trim involving the use of a lay figure, let him borrow it of the clothing man, who may sometimes wish to put in a trim involving the use of a stove, or something else of the kind. By a mutual exchange of articles in this way everyone is benefited, the character of the windows in the town is improved, and it is perhaps a better advertisement of the goods of each dealer than if he displayed them in his own windows. People are far more likely to notice a suit of clothes on a lay figure in a hardware display, or a stove in a clothing window, or a bedstead or dresser outside of a regular furniture display. A merchant should be glad to display his goods in the windows of other merchants. There is no sense in putting in window trims that are defective and incomplete for the want of a few minor accessories when, by a mutual exchange of a neighborly sort, the windows of a whole street might be improved. Of course, materials that would be spoiled or damaged in a window trim can not be borrowed, but if the dry goods man can lend a well-dressed lady to the clothier, or if the clothier can lend a well-dressed gentleman to the dry goods man, the character of the respective windows will be improved to the mutual profit of both.

* * *

As January finds the merchant with broken lines or job lots of colored shirts on his hands, a special trim for a colored shirt sale deserves consideration. As colored shirts come in all the colors of the rainbow, the rainbow offers a suggestion for a fancy trim that will be striking and appropriate. The background of the window is covered with plain white cheesecloth and in the center of the background a large circular yellow disk is fixed to represent the sun. Radiating from it in all directions, like rays, are strips of ribbon of all the different colors of the rainbow. These are fastened flat to the background. The outer border of the background is either a square or circular frame made of strips of tissue paper which vary in width according to the depth of the border. These strips of paper overlap one another and are in color like the different colors of the rainbow. The side wall of the window can be treated in the same manner. The floor of the window is covered either with white paper or cheesecloth, which is stretched flat or puffed and the colored shirts are displayed on the floor in piles or singly on standards as may be desired. A frame similar to the one on the background could be pasted on the window glass, and if it were not desired

to place many shirts in the window the strips of ribbon, instead of being attached to the background flat, could be brought forward and attached to the window glass. Their ends could be pasted on the back of the frame by the use of mucilage. One or two colored shirts of striking pattern could be hung in the window with a sign suspended above them. This sign could have the words "Colored Shirt Sale" painted on it in the different colors that have been used in the trim, or they might be painted in plain color on rainbow tinted paper.

* * *

White shirts should receive as much attention in January as colored shirts receive, for this is the time to push their sale. If one wishes a fancy trim for white shirts, it can be put in as follows: The floor of the window is covered with a dark green cloth irregularly puffed. At moderately wide intervals slender rods are fastened at right angles to the floor and in regular rows. These rods are twisted with dark green crepe tissue paper and artificial small green leaves are fastened to them. At the upper end of each stick an artificial chrysanthemum or sunflower is fastened. A stiff bosom white shirt is fastened to the front of each stick. Some of the shirts can be parallel with the window pane and others at a slight angle to it, varying with the depth of the window and the need of openings, through which accessories can be seen. The side of the window can be covered with green cloth and the sticks with shirts attached can be fastened to it at an acute angle. If it is not desired to make a fancy trim of this kind, a plainer window trim can be made by placing the sticks in the same manner with the shirts attached in the same way. The floor of the window is covered with white paper. On the top of each stick or metal rod an oblong piece of white or colored cardboard is placed. If white paper is used, black bat or butterfly ties can be hung with their ends depending over the front of each card, one tie to a card. Or, if colored paper is used, ties in contrasting or harmonizing colors can be used to correspond. It might be advantageous to arrange shirts so placed in step fashion or on a sloping window floor. This would depend on the depth of the window.

* * *

As night shirts are used at night, it is well to take the hint in making a trim of these articles. The background of the window is plain black cloth spread flat, on which small gilt stars of different sizes are pasted or fastened, with one large star in the center. Curtains of navy blue cheesecloth are hung over the black backing and drawn back and fastened at each side of the window in simple folds. The floor of the window is covered with black and navy blue cloth and the night shirts are placed in the window in piles or on stands. Small stars of gilt paper are scattered over them liberally, attached to the floor covering or hung from the ceiling.—Apparel Gazette.

Detroit to Florida Without Change of Cars.

Beginning with Monday, Jan. 14, and continuing daily thereafter, excepting Saturday and Sunday, a through Pullman drawing room sleeping car will be operated between Detroit and Jacksonville and St. Augustine, Fla., leaving on Michigan Central train at 12:35 p. m., arriving at Jacksonville 7:40 a. m. and St. Augustine 8:40 p. m. the following day—only one night out. Full particulars obtainable at Michigan Central ticket offices.

To Prevent Frost on Windows.

There are two ways of preventing windows from frosting. One is to make the windows perfectly airtight—that is, so that no air from the inside of the store will enter the window, and to put a ventilator in, connecting with the outside air so that the air in the window may be always exactly the same as that outdoors. If it is not possible to case the windows in it will be necessary to run a steam pipe, or to place a radiator close to the glass inside the window. This latter plan will not, however, always work in the coldest weather.

We have also seen it recommended to give the windows a light coat of glycerine every night just before store closing time. This remedy we have, however, tried ourselves and found it to be almost worthless. It may work with some windows, but it did not with ours. However, we offer the suggestion for what it is worth.

If your windows do get frosted up at any time the quickest way to remove it is with alcohol on a piece of flannel cloth. Another method is by turning an electric fan toward the frosted portions. This latter way, although somewhat slow, is more lasting than the other way.

She Welcomed Them.

The kitchen maid thrust her head inside the door of the family sitting room and called out:

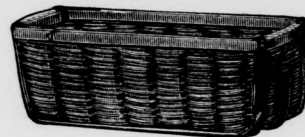
"Mrs. Strahng, the cockroaches is thick in the pantry an' the chiny closet! What'll I do wid 'em, mem?"

"Cockroaches, Norah?" exclaimed Mrs. Strong, much displeased. "How does it happen that you have allowed them to become so numerous?"

"They kim here from Mrs. Pairkins's, mem, next door," mentioning the name of a neighbor with whom her mistress was not on very good terms.

"Came from Mrs. Perkins', did they?" said Mrs. Strong, considerably mollified. "Well, I don't blame them! They'd starve to death in that house!"

Ballou Baskets Are Best



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

We make all kinds.

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

Send for catalogue.

BALLOU BASKET WORKS, Belding, Mich.

William Reid

Importer and Jobber of Polished Plate, Window and Ornamental

Glass

Paint, Oil, White Lead, Varnishes and Brushes

GRAND RAPIDS, MICH.

L. BUTLER,
Resident Manager.



For Indoor.

THE ACME ARC LAMP

EXCELS THEM ALL. It is the neatest, strongest, brightest and simplest. More brilliant than electricity, cheaper than kerosene oil. Tested to stand 100 pounds pressure. Absolutely safe to stand or hang anywhere. No smoke, no odor. Nothing to get out of order. Especially adapted to lighting stores, halls and churches; also street lighting. A guarantee with each lamp covering a period of one year. Good agents wanted everywhere. Write for catalogue and prices.

ACME METAL SPINNING & MANUFACTURING CO.,

45 & 47 S. CANAL ST., CHICAGO, ILL.

If you want to secure more than

\$25 REWARD

In Cash Profits in 1901, and in addition give thorough satisfaction to your patrons, the sale of but one dozen per day of

**FLEISCHMANN & CO.'S
YELLOW LABEL
COMPRESSED YEAST**

will secure that result.

Grand Rapids Office, 29 Crescent Ave. Detroit Office, 111 W. Larned St.

ROAD VS. OFFICE.

How the Traveling Salesman Regards the Book-Keeper.
Written for the Tradesman.

It was at a little no account station down in the southern part of the State that the drummer made his appearance on the train, swinging up on the platform from out the fog like a trick figure in a Christmas pantomime.

He carried a great many grips—half a dozen, I should say—and was red of face and short in the matter of breath because of a hasty wallow through the mud of a country town.

He tossed his grips on a seat and, with a grunt of recognition, sat down with me, to say sarcastic things regarding the management of the road and to shiver with the rest of the passengers. There was no fire in the little accommodation car, and the front door would not remain closed, although entreated and commanded to do so by the brakeman in language not admitted to good society.

A negro was smoking vile cigarettes just in front of us and the nauseous smudge he made drifted back into our faces. A group of track repairers journeying to the next station were in our rear, smoking 5 cent tobacco in clay pipes that was certainly strong enough to carry off the gates of a city. The spaces which were not filled with smoke were misty with the fog of an early winter's morning and the cold in the fireless place was like the chill of a deep well—damp, clinging and lung-irritating.

"This is a beautiful bunch we've got into," said the drummer, in a moment, casting his eyes over the various passengers. "Remnants, I should say. Bargain counter in the basement. Ninety-five off."

"What were you doing at that little crossing?" I asked. The drummer traveled for a large house when I last saw him, and made the best towns in the State.

"Oh, the hammer club got out their weapons," was the reply, "and I fell out of the B. & S. procession with a bump. I'm with H. & M. now, making watering tanks and blind sidings. Talk about knockers! The inside men at the B. & S. shop can give a carpet-beater cards and spades and win out."

"Why," I said, not a little surprised at the statement, "I thought you were anchored to that old house and would finally get into the firm."

"The fat-headed old book-keeper says I did get into the firm," replied the drummer, with a grim smile, "to the tune of a couple of hundred, but he's a prevaricator. He got it in for me and juggled with my expense account until it really looked as if I had gone South with some of the proprietors' coin. Oh, he's a peach of a knocker, that old book-keeper!"

"I'm sorry," I said. The drummer was slangy and odd, but I knew him to be honest and a good salesman; in fact, one of the best in his line.

"Oh, I'll get back in time," said the drummer. "I've got 'em all tied up with red tape now. Investigation and all that. There's nothing shelf-worn about me. I took on with H. & M. just to show 'em that I didn't have to stop off the earth because of the scrap. Say," he added, in a moment, "if I had my life to live over I'd be a book-keeper."

Remembering a previous interview with a book-keeper who wanted to become a drummer, I smiled and asked questions.

"It's a snap," he said, in reply, "this

keeping books. Cozy fire in winter, shady place in summer, roses on the desk and all that. Yes, I read what the book-keeper said to you," he continued, seeing my disposition to merriment. "He's off his trolley. I'll bet a split pint he sits there and hammers the drummers day and night."

"He says that he has no opportunity for advancement," I remarked.

"Of course," was the reply. "He's got everything but an interest in the firm and he wants that. Look here! If it wasn't for the drummers, he'd look like 30 cents in about a month. I'll gamble that he wears corsets and rolls his mustache in papers at night. I'd like to take him down the line once."

"I venture to say that he wouldn't like it," I said.

"Wouldn't like it?" laughed the drummer. "He'd cry his eyes out. He'd wander off on some cross-road and get lost. See here! Last night I got into that town back there at 11 o'clock. I couldn't get supper at the hotel and was put to bed in a room that would make a fine refrigerator if it wasn't that the smell of the place would rot any stuff put into it. I feel rotten myself this morning! At 12 o'clock a man with a jag fell upstairs and had a fit on the landing in front of my door. At 2 o'clock a man going away awoke me breaking the ice in his water pitcher in the next room. At 5 o'clock the cook fell downstairs with a kerosene lamp in her hand and broke the leg of a watch dog and set fire to the carpet. At 6 o'clock I ran up against a piece of beef-steak that ought to have been put on rollers and a cup of chicory which should have been served with capsules. Oh, yes, this traveling is about the thing—not!"

The drummer mused a moment and went on:

"Then I hunted up the only merchant in the place and went at him with my samples. He was half asleep and wanted to be let alone in order that he might sweep out his place of business. He's a retired hackman and smells of the stable. He's one of the kind that buys 10 cent coffee for his 30 cent customers and piles his soap on the same counter with his country butter. He smokes stogas while wrapping sugar and cutting cheese and wants 25 off for cash."

At this point in the conversation the conductor came in and rejected the drummer's mileage, declaring that it wasn't good on that train and grumbling because a ticket had not been purchased. The drummer paid his fare at the rate of 3 cents a mile and charged 15 cents to his expense account, observing that the book-keeper would undoubtedly reject the item.

"And while I was up against all this," he continued, "that book-keeper was rolling on a bed of ease and eating a good breakfast in a fashionable hotel. He's getting down to the office about now and will begin knocking the drummers as soon as he finishes his 15 cent cigar. Yes, I'm going into that line myself."

By this time the train, which was principally composed of freight cars, had rattled and bumped its way to a dreary junction in the heart of a swamp and my friend began collecting his grips. Looking from the window, I saw only a stretch of boggy earth, seamed here and there with ditches and bunches of dejected-looking undergrowth.

"You surely do not anticipate taking orders here?" I asked.

"Oh, I've got to hunt up a rig and

plod through the mud and snow a matter of nine miles to another line," was the reply. "I presume the book-keeper at our place is opening his mail about this time, and while I'm out here in the scenery he'll sit at his desk looking as solemn as a prize cow at a county fair. He wants to be a producer, too, I've no doubt. If I could chase over to the corner joint, in about an hour, and go up against the turtle lunch he'll consume, I'll bet he would produce. Producer, eh? He couldn't produce beans if he was a ten acre lot of sandy soil in New Jersey. Ta-ta!"

The drummer smiled good naturedly, his fit of the blues having vanished, gathered up his luggage and left the car, leaving me to wonder at his strength of character and frame. I knew that he and the book-keeper for his house were the best of friends, and great chums when he was in town, and realized that he had been but paying me off for a previous article regarding commercial salesmen from the book-keeper's standpoint.

Alfred B. Tozer.

Found in a Turkey's Crop.

A few months ago a lady visitor at the farm of a friend in Ottawa county, while scattering corn for the chickens and young turkeys, lost from her finger a valuable diamond ring. A faithful search for the gem proved without avail and it was naturally concluded that the ring had been swallowed by some one of the fowls in its eagerness to partake of the corn.

A day or so before Thanksgiving one of the turkeys of the flock fed by the lady when the gem was lost was killed that it might adorn the festive Thanksgiving board. By a peculiar coincidence the same lady was again visiting at the house. The crop of the turkey was unusually large and distended, and when opened was found to contain a handful of corn, two suspender buttons somewhat the worse for wear, half a dozen nails, two poker chips, a piece of second-hand corn plaster, two cancelled postage stamps, seven toothpicks and a partly digested spool of thread—and the lost diamond ring!

Young Men and Women!

It pays to attend "The Best"

The McLACHLAN

BUSINESS UNIVERSITY.

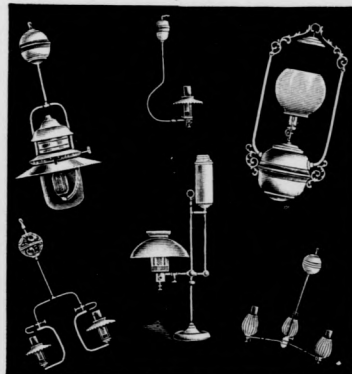
The Proof

Over 150 students have left other Business Colleges to complete their work with us. We occupy 9,000 square feet floor space. Send for list of 700 students at work. Beautiful catalogues FREE.

D. M. McLACHLAN & CO.

19-21-23-25 S. Division St., Grand Rapids, Mich.

The New White Light Gas Lamp Co.
ILLUMINATORS.



More brilliant and fifteen times cheaper than electricity. The coming light of the future for homes, stores and churches. They are odorless, smokeless, ornamental, portable, durable, inexpensive and absolutely safe. Dealers and agents be judicious and write us for catalogue. Big money in selling our lamps. Live people want light, dead ones don't need any. We have twenty different designs, both pressure and gravity, including the best lighting system for stores and churches. Mantles and Welsbach supplies at wholesale prices.

THE NEW WHITE LIGHT GAS LAMP CO.,
283 W. Madison St., Chicago, Ill.

ESTABLISHED 1868

H. M. REYNOLDS & SON

Manufacturers of

STRICTLY HIGH GRADE TARRED FELT

Send us your orders, which will be shipped same day received. Prices with the market and qualities above it.

GRAND RAPIDS, MICH.

BOUR'S
COFFEES
MAKE BUSINESS

Hardware

Difficulties of Selling Hardware at a Profit.

About three years ago I took charge of a small hardware business that invoiced about \$2,000, and my practical experience during the past three years and the results up to the present is what I shall try to give.

Having a very limited capital to work with, I made it a rule to buy in limited quantities and not overstock on any one line, but to keep an assortment of good, salable and staple goods and carry a greater variety. To do this requires close and prompt attention to your want list and catalogues. I keep a want book and give it prompt attention. I do not buy from every drummer that comes in my store, as a good many of them can testify. I make it a rule to treat all traveling men politely, however. I have regular houses that I buy from most of the time, but I find an occasional change is beneficial to both parties. It enables me to keep better posted in prices, by comparison, and at the same time lets the wholesale man know that he does not own me. I have found it time well spent to study prices and discounts and keep myself posted, so that I can buy at right prices. "Goods well bought are half sold" is as true now as it ever was, if not more so.

As a general rule I discount my bills, and find it a great saving, in several different ways. First, it makes me a considerable sum of money, in a year's time, which is no small thing, and, second, it saves any amount of annoyance and anxiety and worry, and, third, it gives me a feeling of satisfaction to know that my goods are paid for. When I get them in the store and mark them up I add a per cent. to cover freights, store rent, insurance and clerk hire and so on. I do a cash business, that is, I sell on thirty days' time to prompt paying customers, and those that are not prompt I sell to for spot cash. I try to be prompt in making my collections on the first of each month, in fact, I find that promptness is very essential in every detail of the hardware business. By being prompt in attending to all the different departments of my business I am spared a world of unnecessary trouble, besides having the satisfaction of having performed my duty. I am constantly busy in my store. I have very little idle time.

I make it a point to keep my stock properly arranged, so it will show up to good advantage, and make a good display of all seasonable goods by keeping in front. I find it a great convenience and saving of time to keep all goods of the same class and purpose as near together as possible. I have a place for every class of hardware and when a customer calls for a certain thing I know just where to get it, without having to hunt for it. I study the wants of my trade and keep such goods as they have to have, and keep goods that the general trade do not handle, and advertise them. I have competition on all sides that I have to meet, but the variety and unlimited number of different things carried in a stock of hardware (and not by the general trade) enables me to sell a great many goods at a good profit, and thus meet competition on staple goods, such as wire and nails, as carried and sold by the grocery trade. It is very confining and hard work to give the hardware business all the necessary attention it requires, but I like it better than anything I have ever tried.

I have fallen in love with the business, so to speak, and could not be satisfied at anything else.

The advances in all lines of hardware during the last twelve months or more have not affected my business very materially, for when goods are high I have to sell them high. I have made about the same profits, while my sales have not been quite so good. It is a difficult matter to sell to a customer at an advanced price, and requires lots of talk and explaining. It takes persistence, energy and endurance to sell goods when they are high. I try to keep in a good humor, always, but keep in earnest and show my customer that I mean business, and, nine times out of ten, I sell the goods.

The profits on staple hardware for the next twelve months will, I think, be small, owing to several reasons. One is that here in the South we have had floods and excessive rains all the year up to this time, and the farmers will not be able to buy hardware at any price, and another is, that the recent decline in wire, nails and builders' hardware has had a demoralizing effect on the trade that will take time to overcome. I have decided to continue the course I have been pursuing, i. e., buying for present demand, and no overstock until prices become more settled and the markets less changeable. We never know what to expect, though, as regards settled conditions of trade, at this day and time, as nearly every manufactured product is in the hands of trusts and monopolies and they can make the retail man pay any price they choose, and he, in turn, has to treat his customers the same way. I have made it a rule always to price my goods high enough to make a respectable profit on them, and the adage reads: "That if you do not ask a high price for your goods you are sure not to get it."

My experience in the hardware business has been fairly satisfactory to myself. While I have not amassed any great amount of money, I give some of the results of my three years' hardware business. The store has kept up and supported three large families comfortably during this time and I paid for and improved a 100-acre farm, and I have a much better stock of goods on hand than when I took charge, three years ago, and I owe no debts but what I can pay when they become due. These are a few of the results of a small hardware business, which, I think, is evidence that there has been some profit in it. I have tried to state my experience in as practical a manner as I know how, not having given the subject much thought until quite recently, and as it only applies to the small retail dealer, I am soon through. The main points I have tried to make are: Promptness in all business transactions and caution in buying, energy and determination.—Dealer in American Artisan.

Utilizing Other People's Brains.

Under this title a representative advertising man of the metropolis sends forth his views in an enticingly small booklet:

It is the utilization of the brains and hands of other people that makes great success a possibility. The men who are best able to turn the work of others to profitable account are the ones who make the deepest "footprints on the sands of time."

The delegation of power multiplies it. The man who formulates an idea and turns over its working out to another is

free for other work. He may be ever so good an accountant—he may be amply able to superintend the mechanical work in his factory, but if he hires a book-keeper and a foreman, he goes along faster.

Executive ability—the ability to employ and manage the work of others—is the kind that builds up big businesses.

In the operation of a peanut stand one man can attend to all the details.

In a very small shop one man does it all.

When the business grows a little he hires a small boy to build fires and sweep the floors and dust the stock.

That is the beginning of his use of "other people's brains."

Bye and bye he gets another boy and a man, a book-keeper, expert buyers and sellers for his different departments.

Then he finds that the detail of his advertising has become troublesome and irksome.

Maybe he feels that in the employment of a specialist in this line he will achieve better results.

In my business of writing and planning advertising three classes of business men come to me:

1. Those who have not the knack of talking in type.

2. Those who have the knack, but have not the time.

3. Those who believed that even if I make their advertising only a little bit better and stronger and clearer and more effective that my charges will prove a profitable investment.

The lack of a word or a sentence may prove the advertisement from attaining its greatest effectiveness, while a pertinent point patly put—a phrase neatly turned—an argument logically

and forcibly made will make incisive an otherwise dull and profitless statement.

The Worm Turns.

"Yes," said Mr. Henpeck, "I, too, have my favorite flowers."

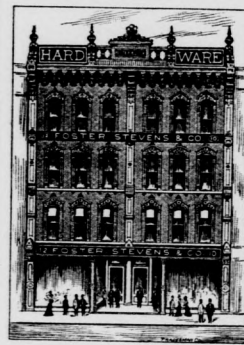
"And what may they be, pray?" sneered his wife.

"They are the ones that 'shut up' at night," he bravely managed to articulate.

A good advertisement helps to make a competitor's store look like a summer resort on a rainy day.

There are two things desirable for Retail Merchants: First, is low prices and, second, prompt shipment and we beg to say we are in position to handle the business of Northwestern Merchants in a very satisfactory manner, having both of these elements of success in view. We keep in stock a full line of paint and paint material, asphalt roofing, tar felt and roofing material, wind mills, pumps and well supplies, air tight stoves and steel ranges, stove pipe, etc., bicycles and bicycle sundries and represent many manufacturers on direct shipment. Our travelers will call on you in a short time and if you will give them a hearing we are satisfied that we will get your business.

CALLAGHAN & RICHARDSON,
Manufacturers' Agents,
REED CITY, MICH.



Sporting Goods, Ammunition, Stoves, Window Glass, Bar Iron, Shelf Hardware, etc., etc.

Foster, Stevens & Co.,

31, 33, 35, 37, 39 Louis St.

10 & 12 Monroe St.

Grand Rapids, Mich.

THE Keeley Cure
Long Distance
Phone 634.

GRAND RAPIDS, MICH.

Alcohol,
Opium,
Tobacco,
Neurasthenia

Drunkness, Drug Using and Neurasthenia absolutely cured by the Double Chloride of Gold Remedies at The Keeley Institute, Grand Rapids, Mich. Correspondence strictly confidential. Write for particulars.

Village Improvement

It Is a Good Rule that Works Both Ways.

"You are setting your ideal altogether too high. Admitting half what you are claiming to be true, there isn't a village that the Improvement Society has doctored that common mortals could live in with comfort. A costly, well-kept street with never a paper nor a straw, a stick nor a stone, on it, dooryards all spic and span and vines and trees and posies, is a sort of a place that good homespun, everyday folks would be sure to shun. It's too much like wearing your Sunday clothes week days or like the old shut-up New England parlor with its six somber haircloth covered chairs and sofa and a weeping willow mourning piece over the mantel. It's altogether too good and too fine. It wouldn't last. As soon as the novelty wore off—and that would take but a little while—there would be a relapse and the last condition of that village would be worse than the first."

While much of the above was intended for pure sarcasm, and none of it to be considered seriously, there is much in it which will bear examination. A well "doctored" village, one in which the work of the Society has met with that Society's hearty approval, would undoubtedly be shunned; but the shunning would come from that class which for the same reasons would keep as far as possible from the open door of the church, and so reconcile the Improvement Society to their action. It is not an unusual condition of things for every community to have within its borders a class of people who are determined that nothing shall make them respectable and "assume a virtue if they have it not." Belonging to the tumble-down class of humanity, they insist on being surrounded by the tumble-down, be it moral, mental or physical. Any other form of existence they "can't abide." They like a back yard with the prerogative of a back yard—a place for everything and nothing in its place. Front yards are good or bad as they can be made the catch-all of the back yards' overflow. The only use of trees about the house is for fire wood. Sidewalks will take care of themselves summer and winter. The road is a good place for dumping ashes because it is handy and makes good road material and, as for clearing the sidewalk of snow, that is an exaction which no Society in town or country has any business to undertake to carry out.

Now, then, if a rigid Society is carrying out with a rigid hand a rule that will force such families to clear up or clear out there is a great gain made. If the first condition prevails, a good neighbor is made out of a bad one; if the second, it is certainly "a good riddance to bad rubbish" for the neighborhood and shows conclusively that the good can drive away the bad when it seriously and systematically sets out to do it and that the Society can adopt no better plan for separating the sheep from the goats. For that class who have no Sunday clothes to wear at any time it can be easily understood what a trial it must be to be seen in them on week days, and if "spic and span" door yards will only cause that sort of "homespun, everyday folks" to shun the village that has a high ideal of life, that object alone should lead to the early organization of an Improvement Society in every village in the country. "It's gittin' too thick here to be comfortable,"

exclaimed the old pioneer when a family settled in his vicinity and, with gun on his shoulder, off he started to locate his "lodge in some vaster wilderness."

The Improvement Society works well in driving away from a place the shiftless and the lazy. Does it work as well in bringing to it the well-intentioned and the well-to-do and so show itself a good thing by working well both ways?

There is no maxim older or one that needs testing less than "Likes seeks like." Old as experience, it is never old-fashioned or out of fashion. "Yesterday, to-day and forever," is its only limit of application. A man with a pipe seeks another man with a pipe no more surely than other animals will be found with other animals having similar propensities. A certain traveling man may have no use for a certain other traveling man until he finds he smokes or swears and, these matters decided, the two are "hail, fellow, well met." A neat, tidy, snug, prosperous village is the longed-for haven of rest for a man with those same qualities and, for the sake of founding a home where these same characteristics may be obtained, he will travel far and go through troubles and dangers to secure just that kind of environment for his family; and it needs no contending to show that a community made up of that kind of citizen is the wholesomest place the earth has to offer for genuine home life. It is not a question of money, it is simply one of thrift and good living, and all those qualities which are a part of the Improvement Society are at the foundation of all prosperity and the basis of its best development.

The reverse of this pleasing condition of things is not wanting. A country town, which for our purpose may as well be nameless, was not noted for the spic and span condition of things. There were bad families there and among them were, as a matter of course, a number of notoriously bad boys. General conditions were favorable for a growing town, but it didn't grow. Men with families shunned it. Men without families did business there but lived somewhere else. Finally some one interested in the welfare of the town asked a workman whose home was miles away why he lived that long distance from his work when he could find as good accommodations near at hand. "Because," was the straightforward answer, "I have children that I think a great deal of and I would no sooner take them to that town to live than I would take them to a pest house. There are children there with whom I would no more bring mine in contact than I would expose them to smallpox. Clear out your vile families, purge the neighborhood of some half dozen boys that make it unfit for decent people to live in, and I'll be among the first to come and keep it decent. Until that is done my home shall never be there."

There are, there can be, no two ways about it. City life, village life, farm life, has got to be something more in America than animal existence. That is easily taken care of and, so long as "It is the mind that makes the body rich," those things, and only those, that tend to the body's enrichment are worth the striving for. So the village that is sweet and clean keeps sweet and clean the habits of its parents and its children: So the eyes that look out upon the pictures a beautiful landscape holds up to them learns, in gazing, to see there what in time becomes a part of the inner life and so of the character.

The wind sighs and the water ripples and murmurs and the birds sing and the young ears hear and rejoice and add another enrichment to the everlasting joy of their souls. So to this physical loveliness the tenderness of association creeps in and then by and by when manhood comes and goes out into the world to meet its toils and tears there is a greater endurance and an outcome made brighter and happier by the healthy environment of its carefully-guarded childhood. The hope of the future lies wholly in the present and if the humanity of the future is to be equal to the demands made upon it, it is just this work of the Improvement Society which will best accomplish that purpose.

Hardware Price Current

Augurs and Bits			
Snell's.....	60		
Jennings genuine.....	25		
Jennings' imitation.....	50		
Axes			
First Quality, S. B. Bronze.....	7 00		
First Quality, D. B. Bronze.....	11 50		
First Quality, S. B. S. Steel.....	7 75		
First Quality, D. B. Steel.....	13 00		
Barrows			
Railroad.....	17 00		
Garden.....	32 00		
Bolts			
Stove.....	60		
Carriage, new list.....	70&10		
Plow.....	50		
Buckets			
Well, plain.....	\$4 00		
Butts, Cast			
Cast Loose Pin, figured.....	65		
Wrought Narrow.....	60		
Cartridges			
Rim Fire.....	40&10		
Central Fire.....	20		
Chain			
	1/4 in.	5-16 in.	3/8 in.
Com.....	7 c.	6 c.	5 c.
BB.....	8 1/2	7 1/2	6 1/2
BBB.....	8 3/4	7 3/4	6 3/4
Crowbars			
Cast Steel, per lb.....	6		
Caps			
Ely's 1-10, per m.....	65		
Hick's C. F., per m.....	55		
G. D., per m.....	45		
Musket, per m.....	75		
Chisels			
Socket Firmer.....	65		
Socket Framing.....	65		
Socket Corner.....	65		
Socket Slicks.....	65		
Elbows			
Com. 4 piece, 6 in., per doz.....	65		
Corrugated, per doz.....	1 25		
Adjustable.....	40&10		
Expansive Bits			
Clark's small, \$18; large, \$26.....	40		
Ives' 1, \$18; 2, \$24; 3, \$30.....	25		
Files—New List			
New American.....	70&10		
Nicholson's.....	70		
Heller's Horse Rasps.....	70		
Galvanized Iron			
Nos. 16 to 20; 22 and 24; 25 and 26; 27, List 12 13 14 15 16.....	28		
Discount, 70.....	17		
Gauges			
Stanley Rule and Level Co.'s.....	60&10		
Glass			
Single Strength, by box.....	85&20		
Double Strength, by box.....	85&20		
By the Light.....	85&20		
Hammers			
Maydole & Co.'s, new list.....	33 1/4		
Yerkes & Plumb's.....	40&10		
Mason's Solid Cast Steel.....	30c list		
Hinges			
Gate, Clark's 1, 2, 3.....	60&10		
Hollow Ware			
Pots.....	50&10		
Kettles.....	50&10		
Spiders.....	50&10		
Horse Nails			
Au Sable.....	40&10		
Putnam.....	5		
House Furnishing Goods			
Stamped Tinware, new list.....	70		
Japanese Tinware.....	20&10		
Iron			
Bar Iron.....	2 25 c rates		
Light Band.....	3 c rates		
Knobs—New List			
Door, mineral, jap. trimmings.....	75		
Door, porcelain, jap. trimmings.....	85		
Lanterns			
Regular 0 Tubular, Doz.....	5 00		
Warren, Galvanized Fount.....	6 00		
Levels			
Stanley Rule and Level Co.'s.....	70		
Mattocks			
Adze Eye.....	\$17 00. dis		
Metals—Zinc			
600 pound casks.....	7 1/2		
Per pound.....	8		
Miscellaneous			
Bird Cages.....	40		
Pumps, Clatern.....	75		
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		
Selota Bench.....	60		
Sandusky Tool Co.'s, fancy.....	50		
Bench, first quality.....	50		
Nails			
Advance over base, on both Steel and Wire.....			
Steel nails, base.....	2 55		
Wire nails, base.....	2 55		
20 to 60 advance.....	Base		
10 to 16 advance.....	5		
8 advance.....	10		
6 advance.....	20		
4 advance.....	30		
3 advance.....	45		
2 advance.....	70		
Fine 3 advance.....	50		
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, Alloway Grade.....	5 50		
14x20 IX, Charcoal, Alloway Grade.....	6 50		
20x28 IC, Charcoal, Alloway Grade.....	11 00		
20x28 IX, Charcoal, Alloway Grade.....	13 00		
Ropes			
Sisal, 1/4 inch and larger.....	8 1/4		
Manilla.....	12		
Sand Paper			
List acct. 19, '86.....	dis		
Sash Weights			
Solid Eyes, per ton.....	25 00		
Sheet Iron			
	com. smooth.	com.	
Nos. 10 to 14.....	\$3 20		
Nos. 15 to 17.....	3 20		
Nos. 18 to 21.....	3 20		
Nos. 22 to 24.....	3 60		
Nos. 25 to 26.....	3 70		
No. 27.....	3 80		
All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.....			
Shells—Loaded			
Loaded with Black Powder.....	dis		
Loaded with Nitro Powder.....	40&10		
Shot			
Drop.....	1 45		
B B and Buck.....	1 70		
Shovels and Spades			
First Grade, Doz.....	8 00		
Second Grade, Doz.....	7 50		
Solder			
1/2@1/4.....	21		
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—Alloway 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		
Mouse, choker, per doz.....	15		
Mouse, delusion, per doz.....	1 25		
Wire			
Bright Market.....	60		
Annealed Market.....	60		
Coppered Market.....	50&10		
Tinned Market.....	50&10		
Coppered Spring Steel.....	40		
Barbed Fence, Galvanized.....	3 20		
Barbed Fence, Painted.....	2 90		
Wire Goods			
Bright.....	80		
Screw Eyes.....	80		
Hooks.....	80		
Gate Hooks and Eyes.....	80		
Wrenches			
Baxter's Adjustable, Nickeled.....	30		
Coe's Genuine.....	30		
Coe's Patent Agricultural, Wrought.....	70&10		

Clerks' Corner.

A Subtle Something That All Feel but None Can Describe.
Written for the Tradesman.

The store door opened with a hardly audible click of the latch and the dainty little woman, closing it gently, much to the clerk's delight, approached the grocery counter. This particular customer, whose kind face and gentle manner had completely won the boy's heart, greeted him with a cheerful good morning and then, before he could ask how he could serve her, with a searching glance about the store wanted to know if Mr. Means was about.

He was and then, with a "Thank you" which sent him to all intents and purposes "kiting" to the North Pole, she started in for a regular visit with the Old Man and got out of him and into him more talk than the usually reticent storekeeper had exchanged in a month. Business was combined with pleasure, however, and at irregular intervals an item on her list was transferred to the Old Man's and "at the end of a good half hour Madam Dainty ended her bibble babble" and with a look of contentment, the twin sister of happiness, picked up her handbag and departed, the very door, as she quietly closed it, saying as plainly as inanimate nature can say anything, "There goes one of the dearest little ladies in all the world!"

The Old Man looked into Carl's face as he gave him the order to fill, saw from the expression what was going on inside and, with that little dart of the tongue peculiar to him in moments of extreme exultation, laughed.

The boy's cup of bitterness had long been brimming full and the exultant laugh was the one thing needed to run it over.

"I don't see what there is about me she doesn't like. I've never done anything to displease her. There isn't anybody on the face of the earth—except my mother—I'd be willing to do more for than I am willing to do for her. I've tried again and again to let her see that I'd like to gain her good will and she always manages to do just what she did this morning. I can't find any fault with the way she does it—I don't believe she knows how to be unkind—but, by jingo, it hurts almost as bad as if she did; and I'd just like to know what the matter is."

That was an opportunity that Old Man Means never trifled with. "Well, Carl, you see" (all Carl saw was a pair of black eyes full of Satan's own mischief and a face with a smiling determination to make the most of this whatever-you-want-to-call-it right here and now, "there is a certain exalted plane where kindred spirits alone can meet and understand each other. With the rest of the common world they have little or nothing to do and when circumstances so favor that these kindred spirits are brought together, exalted soul at once recognizes and greets exalted soul and by the law 'like seeks like' they commune one with another! Now I happen to know that Mrs. Trotwood thinks highly of you. If I hadn't been here," with malicious emphasis on that "I," "she would have been glad to have you take her order, but when she knew that I was here—Oh, well, kindred spirits, as I said, that's all there is to it!"

Old Man Means' delight had reached its culmination and he laughed until the sympathizing dishes on the shelves rat-

tled. The boy, too sore to enjoy the joke—if there was one it was mighty measly, he thought—was taking it in sober earnest.

"It's all very well for you who are on the what you call 'exalted plane,'" he said, taking a breath that had in it the sound of a sigh, "but how about the rest of us who are trying with all our might and main to get up there? I know as well as you and Mrs. Trotwood do that, when you come right down to fact, I'm not in it. She has a something about her that says as plainly as words can say it, 'I am Lady Trotwood!' with an implied something about the 'Lady' that makes one spell it all in capitals, and big ones at that. She doesn't mean it, but everybody else feels it. The women instinctively step back and the men all take off their hats. Brushing all stuff and talk aside, how am I going to ever get up there with you, Old Man?"

The voice of Dives calling for the drop of water to cool his parched tongue had in it no more of appeal than this boy's did as he asked the question. Look at it as he might, Old Man Means failed to find any fun in carrying the thing any farther. That "with you" seemed to locate the two parties, with each on the wrong side of the "fixed gulf" and, just a trifle ashamed of himself—there were times when Old Man Means even acknowledged to himself the feeling—he promptly set about righting the wrong.

"Why, you youngket of a Carl, you are 'up there' now! Can't you see that I was only having a little fun with you, and don't you know that the 'kindred spirits' business is a common property affair that you can't fence in and make private any more than you can the air you breathe? Mrs. Trotwood and I have known each other for a great many years. We are acquainted with the same people and there is a large number of them. She asked for me because she wanted to tell me some things she has lately heard from these people; and I fancy you will be glad to hear that she invited me to tea to-morrow afternoon, especially," the born teaser added after the played-upon Carl had sufficiently wondered what there was in the invitation so confoundingly interesting to him, "since she told me not to dare to come unless I—er—er—bring you with me!"

"You hectoring old sinner! What do you want to pester a fellow so for?"

"Hold on, now. You began this and we've got to go clear through. You are not the first clerk whose needless heart-burnings have almost consumed him. Now listen to me while I talk to you like a Dutch uncle. Without more than referring to the bit of envy and jealousy which has just cropped out, and which you must look out for, you must remember, Carl, that there is a certain personality about each one of us which is peculiarly ours, and which not stands for, but is simply, We. It's the part that sees with the eyes and hears with the ears and uses the senses generally as the spider uses his web when he is in back there somewhere invisible. I am I and you are You, with no possible chance of exchange—"

"Just stop for a minute, Old Man, until I heartily thank the Fates!"

"And the you of You will take its meals from the mantel shelf for the next fortnight if you interrupt me again! Now these personalities have everything to do with our success in life and it depends entirely upon how we affect one another. We attract or repel. I repelled

Mrs. What's Her Name up on the hill. You attracted her. Mrs. Trotwood, for certain reasons, was drawn towards me this morning; and her invitation to tea shows that, other things being equal, there is an attraction for both of us. You are in it just as much as I am. You needn't tell me why you want Joe instead of Jim to cut your hair. Your mother has no particular reason for calling in Dr. White instead of Dr. Brown. The salesman, irrespective of the line of goods, has his customers drawn to him by his personality and retained by it. They wait to trade with him because for some reason they like him, and he in turn likes them. As I said, 'Like seeks like,' and it keeps away from its opposite.

"You'll find it greatly to your advantage, boy, to keep this thing in mind. You're not going to be in this store forever, one of these days you'll be launching out for yourself; and you are going to be made or marred by your attracting or repelling personality. This subtle something which every one feels, but which no one can describe, will settle the question for you, as it does for everybody else. You, literally, make your own bed and as you make it so must you lie in it.

"There is also a little matter about the 'plane' that I want you to think over. Just for the fun of the thing I said that Mrs. Trotwood and I were on an 'exalted plane,' or nonsense to that effect. Your own good sense will tell you what rot it is and your own self-respect will prevent, I hope, the recognition of any exaltation which you are not entitled to. With a sane mind in a clean, wholesome body and a sound heart to control both, there isn't a plane 'in the heavens above or the earth beneath

NO MORE DUST!



WIENS SANITARY AND DUSTLESS FLOOR BRUSH.
PRACTICAL, ECONOMICAL, DURABLE.
WRITE FOR PRICES.
WIENS BRUSH CO.,
MILWAUKEE, WIS.

Winter Supplies

All those things that pertain to sleighs, cutters, harness, robes, blankets, and implements—that you want in a hurry—are here. Will be put on next train if you 'phone or wire.

BROWN & SEHLER

GRAND RAPIDS, MICH.

Big Tumble In Tumblers!

We offer 100 barrels tumblers to the trade at 15c a doz., 4 kinds banded, (one kind in each barrel), 22 doz. in barrel, shipped from factory. Mail your orders at once before they are gone, to

DeYoung & Schaafsma

Importers and Manufacturers' Agents

Office and Salesrooms over 112 Monroe Street, Grand Rapids

WORLD'S BEST

S.C.W.

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

OLD RELIABLE **B.L. CIGAR** ALWAYS BEST.

or the waters under the earth' that isn't yours if you will have it. It's merely a matter of personality from beginning to end and, with that settled, you can easily see where the 'kindred spirits' came in and why. That case we had right here the other day showed plainly how at a distance one personality makes its presence felt upon another."

"What case was that?"
"Where the maiden Vanilla opened the door just as you asked—"
"Confound you!" a remark the incoming customer laughingly hoped wasn't addressed to her!

Richard Malcolm Strong.

That Good-for-Nothing Driver.

There the brutes were, three of them, the biggest one on the seat holding the reins and swearing at the other two because they, smooth-shod, were not able to pull up the icy hill the overload which that lazy, good-for-nothing driver viciously increased by his weight. The horses understood their business, they needed neither curse nor lash to urge them to their duty, there was no alternate jumping into the collar; but that part of the hill was steep, their footing was very uncertain and, what was painfully evident from the first, the load was altogether too large, had the hill been not so steep and their shoecalks sharper. Pull as they might the load would not move and the driver after a great and needless expenditure of profanity and whiplash was compelled to dismount.

Here a passer-by took a hand. What followed was an object lesson of the power of silence. Man and manner and dress combined to command respect. With a look on his face which brute life never fails to understand the gentleman stepped to the panting horses and loosened the reins, while the driver "like a damned cur" slunk back and so acknowledged his master. There was a gentle patting of the horses' necks, a kindly rubbing of their noses and then a look from the large load to the driver so full of righteous indignation that the man, rebuked by it, began at once to lighten the load. That done, the sternness of the look relaxed and teamster and pedestrian went each his way.

It would be a good thing if drivers of that kind were only in charge of that kind of team. It is much to be feared, however, that this condition of things, dreadful as it is, is not limited to brutal teamsters and the animals they drive. Too often it happens that chance and circumstance lift the brute into the place of "the boss," who makes the most of his opportunity to show what kind of a man he is. There is no exaction, no humiliation, which he will not insist upon and his methods are fairly illustrated by those of the driver already given. That same condition of things exists not more than a thousand miles away. The lash is not resorted to, but the rest is said to be so intensified as to make the whip unneeded. The men must work, that is the only kind of employment they have, to "quit" is to jump from the frying pan into the fire, and all that remains to them is to submit to the overwork that is put upon them and, like the horses at the foot of the hill, with unsharpened shoes do their best and endure the treatment that the lowest level of humanity which favoritism has lifted into the wrong place sees fit to inflict upon them.

What is much needed in the working fields of the day is men who can direct men and at the same time uplift the

manhood that is in them. There are too many drivers in the ranks of the boss. Animals themselves, they look upon the men under them as creatures less fortunate than they, to be treated as animals and nothing more. When times are good they overload them and insist that the load shall be drawn without considering the condition of the road: when times are tight the men are discharged. From first to last the idea is to get out of the force the most work for the least pay, and he is the most "successful" boss who can show at the end of the month the largest financial balance.

"The lane is long that has no turn," and even now a curve is perceptible. Men who can deal with men are getting into these places of control. Mere brute force is kept in the ranks where, if anywhere, brute force is needed. Where a nod is the only order called for, a word—much less an oath—is unnecessary. Men are wanted who will know what a load is and put on no more; who will see that it is adapted to the existing conditions—the shoecalks, the hill, the ice; who know intuitively that "kindness is better than violence," and who, all-conscious of their own manhood, by word and action will so respect the manhood of the men under them as to bring out only the best that is in them. The good-for-nothing driver is taken care of by the Prevention of Cruelty to Animals Society. That men drivers may be similarly dealt with is what may be looked for next; or, better than that, it is to be hoped that that kind of driver will no longer be allowed to secure that kind of place.

Dog With a Bank Account.

Tiffin, Ohio, has a dog whose instinct has been developed in the direction of hoarding money. He is owned by Landlord Duff Chamberlain of the Shawhan House, and is probably the only dog in the world that has a bank account. This thrifty canine is a small thoroughbred terrier and his name is Zip.

In early life Zip learned to pick up coins thrown upon the floor. If several different kinds were scattered for his benefit he invariably discriminated in favor of silver dollars. Guests at the hotel were fond of indulging Zip in this pastime, until he began carrying the coins to the landlord's private apartments, upstairs.

Mr. Chamberlain refunded the money, and then, for future financial operations, provided a toy bank for Zip and taught him how to drop the captured coins through the slot. Zip's trick is a favorite practical joke to serve on the uninitiated, and after a traveling man sees Zip disappear upstairs with his coin the landlord makes it good. Yesterday Mr. Chamberlain opened the bank and counted out nearly \$50 which he had from time to time helped to contribute toward Zip's rainy (dog) day. He placed the amount in a local savings bank to Zip's credit. Zip does not understand this phase in his career as a capitalist, but his pursuit of the elusive dollars continues undisturbed.

Imports Grow Smaller.

The commercial record of the United States in the calendar year 1900 surpasses that of any preceding year, both in exports and in the excess of exports over imports, or "favorable balance of trade," as this excess is usually termed. The imports were slightly below those of one or two preceding years, and when considered in their relation to population show a smaller importation for each individual than at almost any other period in many years. The exports of the calendar year 1900 reached about \$1,470,000,000, and the imports \$825,000,000, making the excess of exports over imports, or favorable balance of trade, \$645,000,000, a sum greater by \$25,000,000 than that of any preceding year.

The Disadvantages of Being Rich.

"What good does your money do you, Mr. Armour?" a friend asked the late captain of industry. "That is a question," Mr. Armour replied, "I often ask myself. I was raised a butcher boy. I learned to love work for work's sake. I must get up early now, as I have done all my life, and when 9 o'clock comes, no matter what's going on at home, I must get to bed. And here I am. Yes, I have large means, as you say; but I can't eat as much as yonder clerk; I can't sleep as much, and I can hardly wear any more clothes than he. The only real pleasure I can get out of life that yonder clerk with his limited means can not get is the giving, now and then, to some deserving fellow, without a soul knowing it—five hundred or a thousand dollars—giving him a fresh start upward without making the gift a hurt to him. That's the only real pleasure I get out of life. And as to possessions, the only things I sometimes feel I really own are my two boys and my good name. Take everything else from me, leave me them, and I would yet be rich. I wouldn't care a snap for the rest. We would soon together make enough to keep the wolf a long ways from our door!"

Nineteenth Century in a Nutshell.

This century received from its predecessors the horse; we bequeath the bicycle, the locomotive and the motor car. We received the goosequill and bequeath the typewriter.

We received the scythe and bequeath the mowing machine.

We received the hand printing press; we bequeath the cylinder press.

We received the painted canvas; we bequeath lithography, photography and color photography.

We received the hand loom; we bequeath the cotton and woolen factory.

We received gunpowder; we bequeath lyddite.

We received the tallow dip; we bequeath the electric lamp.

We received the galvanic battery; we bequeath the dynamo.

We received the flintlock; we bequeath Maxims.

We received the sailing ship; we bequeath the steamship.

We received the beacon signal fire; we bequeath the telephone and wireless telegraphy.

We received ordinary light; we bequeath Roentgen rays.

Big Men on the Outside.

A distinguished theological professor once said: "If I had a son, I should tell him many times a day to make himself as big a man on the inside as possible." Young men too often want to be big men on the outside; to occupy positions which fit them as a turtle's shell fits a clam. Never mind your position, young man. Whatever it may be, try to fill it. The duties which you have to perform may seem trivial; but because it is a small position is no reason why you should be a small man. You may be big inside, you know, if you are small outside. The young man who applies himself to internal growth, as it were, is bound in time to find a place where he will be able to use every power he possesses. At any rate, better be a big man in a small place than the opposite. A pinch of powder in a small cartridge can make a deal of noise and drive a bullet a long way. What can it do in a Krupp gun?

Overlooking the Expense of Doing Business.

The man who purchases an article for \$1 and sells it for 10 cents advance may delude himself in the belief that he made 10 per cent. on the transaction, but such is not the case. Rent, taxes, insurance, interest on investment, wear and tear, traveling, book-keeping, stationery and the other miscellaneous expenses must be deducted from that 10 cents. We know quite a number of men doing a small business on a 10 per cent. basis who wonder why they are always hard up. These are the men who fail without knowing just why.

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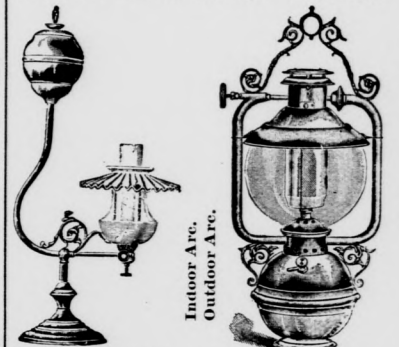
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Woman's World

Woman Without Tact Is a Misfit in Creation.

If I were running a girls' school—which, praised be to a merciful Providence, I am not—I should make the cultivation of tact the leading study in the curriculum. It is all well and good for a woman to have all the higher culture in books that she can get. She will need it all, but a knowledge of the differential calculus isn't in it in importance with a knowledge of how to manage the different peculiarities of husbands, and an ability to read the stars is a poor thing when compared with an ability to read the moods and tempers of the people with whom one has to live.

I should begin instructing the kindergarten class, for you can't start one's education too early, in the folly of beating and bruising themselves knocking up against a stone wall that they can never hammer down, when they might just as well walk comfortably around it. I should follow this up with classes on "how to do things without giving offense," and "one hundred different ways of getting there without treading on other people's toes," and no girl would go out of my school with a blue ribbon diploma until she had learned to say "No" without making you feel as if she had thrown a brick at you.

A man who has no tact is a poor, blundering donkey, but a woman without tact is a misfit in creation. She is the person referred to in the Good Book where it says, "When I would do good, evil is present with me." She does harm where she means to soothe. She makes enemies where she desires friends, and with the best intentions in the world she can do more harm in a minute than malice can invent in a week.

All of us know and dread her. We invite her to come to see us, and she invariably picks out a time to arrive, unannounced, when the cook has left and the children are down with the measles. She is the kind of friend who tells you that you carry your age well and that nobody would know you were 45 unless they were told, and remarks how clever it was of you to put that table over the grease spot on the carpet. Let her meet a self-made man and she recalls herself to his memory by telling him she knew his mother when she took in washing. If there is a sore place in your heart she touches it with unerring aim, and in any mixed company you may bet dollars to doughnuts that she will haul every forbidden topic, by the head or the heels, if it doesn't come any other way, into the conversation. She is always and everywhere a social boomerang that is liable to go off at any minute and just as likely to hurt her friends as her foes.

Now, you can't suppress the woman without tact, although when she has wounded us with her blundering we sometimes feel as if she ought to be in jail with other criminals. The only thing you can do for her is to educate her, and there is really no more reason why a person who doesn't know what to say should be admitted into polite society than there is why one who doesn't know how to read should be. In a general way talking is the most important, because we do the most of it.

Think what the possession of tact means for the woman herself. It is the philosopher's stone that enables her to

make friends, manage her household, keep her servants and run her little world without friction or trouble. No woman ever yet ruled by force. Every woman may rule by the use of a little diplomacy, and to me there is nothing in the world more pitiful than to see the havoc so many are making of their homes and lives and happiness just because they refuse to recognize this palpable fact.

Perhaps there is not one of us who has not at some time lost a friend. A little coldness crept between us, a trifling misunderstanding occurred, a little estrangement from some cause or other, but the friend was gone, and we were the poorer for the loss. Looking back, how easy it is to see that it was all caused by the lack of a little tact. We might have phrased a reproof more delicately; they might have refused a request less brusquely. It was a little thing, but over the grave of nearly every dead friendship might be graven the inscription, "Killed by Lack of Tact."

Naturally the greatest field for diplomacy is in the home, and it is simply tragical to see how great is the demand for it, and how inadequate the domestic supply. Of course, when you come right down to facts there is no more reason why a woman should exercise tact in trying to get along with her husband and make things pleasant for him than there is why he should be a diplomat in dealing with her peculiarities, but, as George Ade might say, facts cut no ice in domestic affairs. It is the condition and not the theory that we continually confront in the home, and every woman knows that if there is any adjusting and smoothing and adapting of one person to another, she is the one who has got to do it.

Many women are either too selfish or so stupid they refuse to do this. Then we are treated to the spectacle of families where there is continual friction and where the daily spat is as certainly a matter of course as the daily dinner. Unless a man is an actual brute, and few American husbands are that, there can be no possible excuse for such a state of affairs. Any woman, not a fool, must learn in time what subjects will precipitate an argument or a row, and she should avoid them as she would the pestilence. If she has a grain of woman's intuition she must also know her husband's little weaknesses and pet vanities, and if she fails to stroke the fur the right way she is neglecting her opportunities. In sober truth, any wife who has an ordinarily good husband with whom she can't get on peaceably and harmoniously is either too big a chump to live or else she quarrels for mere love of the shindy.

Many women look on these domestic disturbances as an inevitable concomitant of daily life. "Oh, my husband and I have our little ups and downs, but we kiss and make up," they say, "and it doesn't make any difference." Never was a greater mistake. Not long ago a great building had to be taken down, because of the jarring of a single piece of machinery that had gotten out of line. It was such a little thing no one noticed it at first, but by and by it shook the strong walls until they became unsafe and were trembling to their fall. Love is the greatest thing and the most beautiful thing in the world, but the constant friction will wear even it away. Tact is the oil with which we must lubricate the machinery

of daily life if we would have it run smoothly and do perfect work.

Then there is a way of doing things without giving offense. It isn't necessary to always agree with every one or else tell them that they are idiots. It isn't necessary to slug a person with a refusal every time you can't grant a request. When John asks, in a tone that is like a challenge to fight, why don't you have so and so for dinner, why not answer sweetly that you will be glad to, if he likes it, instead of flying off into a tantrum and demanding why he doesn't keep house himself if he doesn't like the way you manage things? And that reminds me of the way one feminine diplomat cured her husband of a bad habit. He had fallen into the way of criticising things at the table, and would take a mouthful of something and say, "You call this a salad?" or "What is this conundrum meant for?" after he had tasted an entree over which she had racked her brain. She stood it as long as she could, and then she laid for him. She didn't have hysterics and reproach him; on the contrary, one evening when he came home, he found her dressed charmingly, and bubbling over with gay spirits. They went in to dinner, and when the soup was brought in, tied to the handle of the tureen was a big placard, on which was inscribed, "This is soup." Following this was the roast, and sticking up in it was a banner which read, "This is beef." Every single dish was duly labeled, as to its contents, but throughout the dinner the woman never made a single reference to the innovation. Neither did the man, but he has never since enquired as to the contents of anything that was set before him.

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I often think that there is nothing we overvalue more than the efficacy of blame. After all, not many of us can be driven, but it is so dead easy to lead us. Why should we harp so on each other's faults and say so little of their virtues? Why should we always say "don't" to a child, instead of "do?" If Jennie has bad manners, instead of forever nagging her about the way she sits, stands and eats, why not seize upon some stray moment when she did the right thing and remark upon how gracefully she opened the door for Mrs. So-and-So or how charmingly she behaved at Mrs. Somebody Else's party? Wouldn't it inspire her always to try to do that way? There's such a natural human desire to live up to our blue china and be what people expect us to be.

One of the best informed men I ever knew owed his wide culture to his mother's perception of this principle. As a lad he had no aptitude for books or study, but somehow he got possession of a single historical fact. In a conversation with a distinguished guest this was accidentally brought out and the boy complimented on his intelligence. That started him to reading and his mother adroitly encouraged him by saying, "Oh, Tom is our historian. We always have to appeal to him when we want to know things," and Tom, having a reputation to maintain, as he supposed, went to work to learn things, and eventually became a distinguished scholar.

Of course, there will always be people who will scorn to use any weapon but a sledge hammer in dealing with their fellow-creatures and who will go on to the end of time bumping up against all the angles of life, but their number should be firmly discouraged. There is no merit in despising tact. It is merely the practical application of the golden rule—doing unto others as we should all like to have others do unto us.

Dorothy Dix.

Hard-Worked Society Women.

The ways of woman are full of inconsistency and past finding out. She hires out her plain sewing because it is work and spends her time putting innumerable tiny stitches of embroidery into bits of cloth for fun. The great diversion of the entire sex is shopping, but whether shopping is a labor or a delight depends on whether she is paid to stand behind the counter or pays to stand before it. She sheds barrels of tears over the insufficiently-clad poor and expends oceans of envy over the decolette rich.

Strangest of all her contradictions, however, is the way in which she amuses herself. Society, in America at least, is organized and dominated by women, and they have elected to turn what should be a recreation and diversion into a labor, at which they work like galley slaves, and which slays the weak and sends even the robust into sanitariums and rest cures.

No other work compares with it in strain on mind and body. A society leader toils harder than a washwoman, while if a day laborer were required to work as many hours at his task as a society girl does at hers, it would precipitate a sympathetic strike of every labor union in the country. It is the fashionable woman who has nothing to do but amuse herself who is the victim of nervous prostration, not the busy housekeeper, who has a thousand endless duties. Every now and then we hear of a working woman breaking down, but

investigation generally shows it was one who was trying to combine the society act with business. It was parties that were too much for her, not her daily work.

If, under our present social system, the season is an ordeal that tries even the veteran campaigner, it is worse still on the young girls. A debutante practically has the choice between being a wall flower and running the risk of killing herself. Our idea of success is never to miss anything, and a girl who isn't in evidence on every possible occasion is set down as a failure. So the poor little rosebud is taken fresh from the regular hours and plain living of the school room and plunged into a vortex of gayety. She goes from dinners of many courses to the theater or opera, and from there to a midnight supper and on to a dance. Breakfasts and dinners and receptions and luncheons and teas are crowded in bewildering and dyspeptic confusion into every day. She goes to balls and parties when most people are going to bed and returns, exhausted and nervous, in the small hours of the morning. From the time the season begins until it ends she has scarcely a meal that it not made up of salads and ices and other indigestibles, and when you add to this the fact that fashion demands a dress that most exposes her to cold and pneumonia, the wonder is that any debutante is left alive to tell the tale of her triumphs.

Social intercourse is the highest form of enjoyment of which civilized man is capable, but this does not mean rushing about from house to house until one is ready to faint with fatigue or gorging oneself on half a dozen feeds in different places in a day. Society has lost its holiday character, and has become a mere business. To get back its pleasure we must return to simpler methods. It has been said that we take our pleasures sadly. Perhaps the reason is because we take them so exhaustingly.

Cora Stowell.

Where Little Things Count.

Book-keeping has been reduced to such an exact science in the big metropolitan banks that the clerks are expected to strike a correct balance at the close of each day's work no matter if the transactions run into the millions of dollars. When the books fail to balance the whole force of the bank is put to work to discover the error, and no clerk starts for home until it is discovered, whether it amounts to two cents or \$2,000. Generally a quarter of an hour will bring the mistake to light, but sometimes the mistake is kept up until late into the night.

Such a search was being conducted in a New York bank located in the vicinity of Wall Street. Forty-five cents were missing. At 6 o'clock not a trace of the errant sum had been discovered. Dinner was sent in for the whole force from an adjoining restaurant, and after an hour's rest the search was again taken up. Midnight came, but still no clew, so sandwiches and coffee were served.

"Hello!" said a clerk, "The Blank National people are working to-night, too. Guess they're in the same box."

Sure enough, the windows of the bank across the street were brilliantly lighted. The incident was soon forgotten when the wearying hunt after that elusive forty-five cents was resumed. Shortly after 1 o'clock in the morning, as they were about to give up for the night, a loud rapping was heard at the front door of the bank.

"Hello! Hello! What's the matter?" called the cashier through the key hole. "Matter, you chumps! Why, we've got your blamed old forty-five cents! Come along home to bed!"

Outside stood the crowd of clerks

from the neighboring bank. It appeared that in making a cash transaction, one of the banks had paid the other forty-five cents too much. As a result half a hundred men had worked for nine hours, and the search was only ended then because a bright clerk, noticing the light in the bank opposite, shrewdly guessed the cause, hunted up the cash slip, and discovered the error.

Touching Tale of the Tipper.

He tipped the porter on the train.
He tipped the waiter when he ate;
He tipped the able-bodied man
Who tossed his satchel through the gate.

He had to tip the chambermaid.
The buttoned bellboy, too, he tipped
For bringing water that was death
To thoughtless fools who freely sipped.

He had to tip for sleeping and
He had to tip for things to eat;
He had to tip to get a chance
To occupy a decent seat.

They made him tip to get the things
He paid enough for at the start,
And every tip was like a nip
Of some sharp-fanged thing at his heart.

And while he tipped they fawned on him
And stood in smiling groups about,
But when his change was gone, at last,
They turned and coldly tipped him out.

Woman's Idea of Economy.

"What's this?" exclaimed the young husband referring to the memorandum she had given him. "One dozen eggs, one pound of raisins, a bottle of lemon extract, a can of ground cinnamon and half a pound of sugar—what do you want with all these things, Belinda?" "I've got some stale bread," replied the young wife, "that I'm going to save by working it up into a bread pudding. I never let anything go to waste, Henry."

A Practical Motive.

Aunt Gertrude—And what will you do when you are a man, Tommy?
Tommy—I'm going to grow a beard.
Aunt Gertrude—Why?
Tommy—Because then I won't have nearly so much face to wash.

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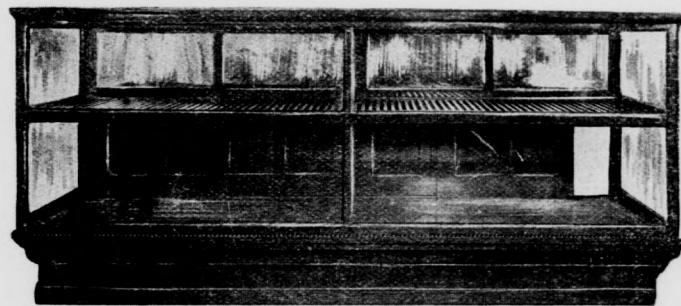
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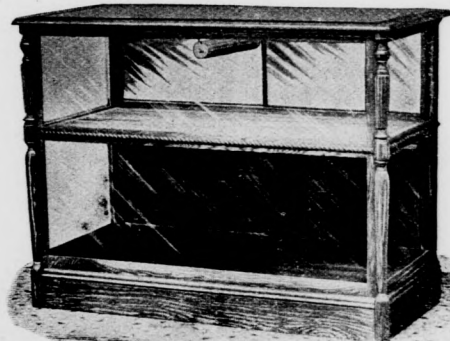
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Butter and Eggs

Observations by a Gotham Egg Man.

The South is naturally the most promising source of winter egg supply at Northern markets, and there would seem to be room for a considerable enlargement of egg production in that section of the country. In fact, the business has grown considerably of late years, and some of the Southern packers have improved the quality of their marks materially. But there is room for further improvement. As the Southern hens are usually the first to begin laying freely after the moulting season, and when production in more northerly sections is usually at its lowest point, there is often a long period during which Southern producers might obtain prices much higher than enjoyed by Northern egg raisers at the time when their production is relatively as large, and they have not yet made the most of their opportunities. Southern egg raisers have not only the benefits of Northern winter outlets, but they enjoy good demand from Far Southern cities as well, and their shipments to the North are usually smaller than might be made at profitable prices, because of the wide territory over which their goods are distributed and the fact that their production has not grown to the proportions that the conditions would seem to justify.

There is no good reason why Southern eggs should not ultimately command the highest prices in the Northern winter markets instead of occupying a secondary position. There are, in fact, a few brands from careful packers which now sell as high as any of the Western receipts, but they are exceptional, the great bulk of the stock going at somewhat lower figures than the average best Western.

The chief defects are mixture with old and stale eggs, small size and dirtiness. The great difficulty in correcting these faults lies chiefly in the practice of collectors, by which prices are paid without due discrimination as to size and quality. It would seem that the opportunity for profitable winter egg raising in the South was great enough to induce collectors to use every possible effort to encourage an improvement in the methods of production and secure a reputation for the Southern product that might be second to none. The most potent step in this direction would certainly be for collectors to pay for eggs different prices, according to freshness, size and cleanness. This would soon create a demand for improved breeds of poultry, and collectors might easily take steps to aid in the introduction of such improved breeds, each in his own territory, by arranging to supply cocks or settings of eggs of approved variety. Good work might also be done by getting the country press to dwell somewhat on the importance of the egg industry to the farmers, the opportunities for improving it and the means of securing fowls of larger breed. All this would be more or less effective if collectors would insist upon assorting the eggs brought to them and paying according to real value.

We understand that some Southern collectors have already devoted much attention to an effort to improve the quality of stock in the territory from which they draw their supply, and with more or less success. It is altogether probable that the time will come when Southern eggs will take precedence over

all others sent from distant points during the winter season, but much will first have to be done to improve their size and cleanness and to make them uniformly fresh.

In the meantime, even when shippers find it difficult to discriminate in the prices paid, and where their receipts consist of irregular qualities of eggs, we strongly advise a careful grading of the stock before shipping to Northern markets. More money can be realized for a lot of eggs of all qualities if the stock is graded and the different grades packed separately than if all—good, bad and indifferent—are packed in the same cases.

There is also something to be said as to packages. The more advanced Southern packers now use new cases, so that they can not, from outside appearance, be distinguished from the better qualities of eggs received from other sections; but a good many still think they are making an economy by using old or second-hand cases and they make a great mistake. It is true that a fine case will not make good eggs out of poor ones, and that it does not insure the sale of defective goods at more than their real value; but it is also true that a nice, neat case and careful packing help the sale of all decent qualities and that it is impossible to get as good a price, even for fine eggs, when they are packed unattractively or in rickety cases. First impressions of a buyer are potent in effecting sales and a neat, attractive case always makes a favorable first impression.—N. Y. Produce Review.

An Order for Ribs.

"Just to think!" said young Mrs. Tighe, "Dave will be home in a few minutes and there is nothing in the house to eat. I sent an order to that butcher this morning. How stupid some people are!"

Then she went out into the hallway to the telephone. Connections were made, and a deep masculine voice called:

"Hello!"

Mrs. Tighe tiptoed and responded:

"Where are those ribs?"

"What ribs?"

"The ribs I ordered this morning."

"Did you order any ribs?"

"Yes, and you promised to send them in less than hour. Here it is—"

"Who is this?"

"Mrs. Tighe, 920 Indiana avenue."

"One moment, please, and I will enquire."

In a few minutes he was back.

"Boss says he didn't receive any order from you."

"He did. He took the order himself."

"Strange! How many ribs was it, madam?"

"Seven or eight, I guess."

"Well, I don't know what to do about it."

"But I want the ribs for dinner. Dave is coming now."

"For dinner?"

"Certainly. For dinner."

"Madam, what do you think this place is?"

"The butcher's, of course."

"No, madam, this is an umbrella factory."

The Butcher's Escape.

He came in breathlessly, hurrying like one who bore important news.

"A butcher in the market dropped 60 feet!" he exclaimed.

"Is he dead? How did it happen? Tell us about it."

"No, he isn't hurt a bit."

"That's remarkable."

"They were pigs' feet."

In making a business transaction, remember that it is the commission on the buyer's ignorance that swells the profits of the seller.

Close the Horse Slaughtering Establishments.

From the Butchers' Advocate.

Several plants where horses are slaughtered have been discovered at Elmont, L. I. The proprietors of these establishments assert that the purpose of operating them is to secure the hides of horses, and to bury the carcasses until such time as the flesh shall have decomposed, when they are dug up and the bones removed and sold to be made into fertilizer. It is alleged by some of the people of the town, however, that the flesh is cut up and sold to poor people. There seems to be ground for an investigation by the Health Board. It is quite probable that many of the horses slaughtered at the Elmont establishments are diseased, and to permit people to eat diseased meat is contrary to all rules governing the public health. Even if the horses are in good physical condition when slaughtered, the eating of the flesh can do no apparent good, for it has been shown by French chemists that horse flesh contains no nutriment. Dogs fed on it for purposes of experiment grew thin, so human beings can not hope to become robust from a diet of horse steaks. The safe method for the authorities to pursue is to close up these horse slaughtering establishments. They can do no good, and they can do harm.

The American Apple in France.

From the London Chronicle.

France is about to follow in the wake of England in taking to the American apple. Happily, however, that does not mean that we shall suffer any diminution in the quantity we annually get, which has risen to two million barrels in a season. The American yield has been as much as two hundred and ten million barrels in a season. Indeed, it is probable that the whole of Europe could be supplied without any great difficulty, seeing that every winter from six million to ten million barrels of apples are carried in cold storage in the United States.

Lambert's Salted Peanuts

New Process



Makes the nut delicious, healthful and palatable. Easy to digest. Made from choice, hand-picked Spanish peanuts. They do not get rancid. Keep fresh. We guarantee them to keep in a salable condition. Peanuts are put up in attractive ten-pound boxes, a measuring glass in each box. A fine package to sell from. Large profits for the retailer. Manufactured by

The Lambert Nut Food Co.,

Battle Creek, Mich.

BEANS

We are in the market for all grades, good or poor, car lots or less. Send one or two pound sample.

ALFRED J. BROWN SEED CO.,
BEAN GROWERS AND DEALERS
GRAND RAPIDS, MICH.

BEANS===BEANS

WANTED—Beans in small lots and by carload. If can offer any Beans send one pound sample each grade and will endeavor to trade with you.

MOSELEY BROS.

Jobbers of Fruits, Seeds, Beans and Potatoes
26, 28, 30, 32 Ottawa Street
Grand Rapids, Michigan

If You Ship Poultry

Try the Leading Produce House on the Eastern Market.

F. J. Schaffer & Co., 398 East. High St.
DETROIT, MICH.

Geo. N. Huff & Co.,

WHOLESALE DEALERS IN

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

COOLERS AND COLD STORAGE ATTACHED.

Consignments Solicited.

74 East Congress St., Detroit, Mich.

The Meat Market

Utilizing Waste Products—Rigid Governmental Inspection.

Contiguous to the packing houses are many factories, transforming into valuable and useful objects the supposedly useless portions of the millions of slaughtered animals. No phase of the business is more interesting. From the horns are made mouth-pieces for pipes, combs, the backs of brushes, buttons and fertilizer. Out of portions of the skulls, hoofs and knuckles comes glue. Many of the white hoofs go to Japan and are wrought into artistic ornaments; the striped ones are turned into buttons, knife and instrument handles; the black hoofs are metamorphosed into cyanide of potassium and employed in the extraction of gold. Other portions of bone go to the makers of chessmen, dice, tooth-brush handles and all sorts of "ivory" objects. The albumen of the blood is extracted and goes to the calico printers, to tanners and leather finishers and to the refiners of sugar. Out of the refined products delicate gelatine is made. From the feet and other portions of the animals come neat's foot and other oils. The sinews are turned into whalebone, the bladders are used for foot balls, air-tight cases for putty and tobacco pouches. Then there are butterine, soap, ammoniates, pepsin, blood-meal, and I know not what all. The hair of cattle is cleansed and curled for all sorts of upholstery. A part of the contents of the animal's digestive track goes to make paper, the residue to feed roaring furnaces, while every globule of fat and speck of flesh escaping into the sewerage system of the district is caught in sunken vats and ultimately turned into axle-grease and fertilizer. Necessarily the saving as measured in money is enormous. Indeed, it is the claim of these great concerns, demonstrated by their accounts, that the major portion of their profits arise from this successful solution of the problem of disposing of the by-products of the slaughter. Clearly it was this scientific solution, coupled with refrigeration, that made the country butcher's business unprofitable and the meat prince the master of the situation.

At all abattoirs and stock yards of consequence in the United States the Government's vigilant inspectors are constantly at work. Under the supervision of the United States Bureau of Animal Industry a system of protection against diseased meats has grown up which is of immense importance both to our own people and the foreign purchasers of our meat products. The examinations are both ante-mortem and post-mortem, applying equally to the living export and slaughtered animals. One finds the inspectors everywhere in the yards closely scrutinizing the groups of animals, and again finds the Government agents in the slaughter houses inspecting the carcasses as the animals are undergoing dissection. When one comes across a bunch of cattle in the yards, each animal with a metal tag attached to one of its ears, one knows that the creatures are without taint and are going across the sea; when one enters the cooling rooms or refrigerator cars and sees on every half of beef a tag stamped with the Government's approval, one knows that, so far as human skill is able to determine, the meat is healthful and pure. This useful labor is enormous in its scope, covering the inspection of over 50,000,000 animals each

year. The rejections in the yards amount to about 100,000 animals of all sorts annually, and at the abattoirs some 10,000 farther rejections are made. The cost to the Government now averages only about eight-tenths of a cent for each inspection, whereas the average cost seven years ago was 4 3/4 cents.

As regards foreign buyers, Great Britain is by far our best customer. The tariffs of France and Germany make the exportation of our live and chilled beef to those countries unprofitable, although they purchase considerable quantities of cured and canned meats from this country. In the United Kingdom there are a half dozen sorts of beef—frozen beef from Australia and Argentina, chilled beef from the United States, live cattle beef from America, Canada and Argentina and the native or "Scotch" article. Scotch beef commands the highest price, and for that reason, it is asserted, a large part of American chilled beef and American slaughtered cattle are sold by English retailers as Scotch beef. Refrigeration is not practiced by English slaughterers, their methods being somewhat similar to those practiced by the American country butcher of fifteen or twenty years ago, the animal in summer being killed one day and put on the retailer's block the next. In winter it is usually permitted to cure longer. Without question beef that has been kept chilled until properly ripened is more palatable and nutritious than fresh meat, and the people of the United Kingdom are apparently learning this, since our exportation of chilled beef is increasing, while our exportation of live cattle to that country is decreasing. A great factor of competition encountered by our meats in England is frozen mutton from Australia and South America. Nearly 350,000,000 pounds of this product was imported by Great Britain in 1899. However, the quality of either beef or mutton is necessarily injured by freezing, and doubtless much of England's importations of this sort go to the tables of the poorer classes.

Persons paying from 16 to 25 cents per pound for beef roasts and steaks question, quite naturally, if the commodity is not unduly high. My investigations in the retailer's department has unearthed rather more "illumination" than at any point in the industry, leaving me convinced that high prices are the penalty of "taste" rather than a deliberate fleecing of consumers.

Alvah M. Kerr.

Up Go the Bars Against German Sausage.

Germany is now getting a dose of her own medicine. United States Consul Albert, at Brunswick, Germany, has informed the State Department at Washington that a new and important phase of the meat question has arisen between Russia and Germany. Russia has prohibited the importation of German meat, which has seriously affected one of the principal industries of Brunswick—the manufacture of various kinds of sausage—and has been the cause of a petition by the Chamber of Commerce to the Department of the Interior at Berlin, calling attention to the commercial treaty with Russia, and urging that the imports from Germany should not be barred from the Russian market by any kind of prohibition. The Germans claim that certain products can only be excluded under special circumstances, when hygienic or veterinary police regulations come into question. Some of the German newspapers are of the opinion that the prohibition recently issued by the German government against the importation of foreign meats into Germany has given a weapon to Russia and other foreign countries by which

they will ward off the efforts of the Germans to promote their trade. Inasmuch as Germany has not an abundance of meat to spare, the action of Russia will not seriously affect her. But if several other nations refuse to permit German sausages to enter their domains, there will be a beautiful opportunity to step in and gobble up the sausage trade formerly enjoyed by Germany.

A delegation representing the Retail Butchers' Association of Toronto, Ont., has asked the city council to grant them protection from the "transient winter butchers." It appears that these "transient butchers" keep their shops open only during the profitable season. The butchers who object to this method seek to remedy it by having the city council issue permits only between April 30 and May 15, and that these licenses specify that shops must be open every business day of the year.

The retail butchers of Haywards, Cal., have formed a combine for the purpose of raising the retail prices of meats 2 1/2 cents per pound. Owing to competition the price of all kinds of meat has for some time been very low, and, in fact, the retailers have been conducting their business at a loss. The new schedule of prices as announced is less than the prices charged in San Francisco and Oakland.

GOLD MEDAL, PARIS, 1900

Walter Baker & Co. Ltd.

PURE, HIGH-GRADE

COCOAS AND CHOCOLATES



TRADE-MARK

Their preparations are put up in conformity to the Pure-Food Laws of all the States.

Under the decisions of the U. S. Courts no other chocolate or cocoa is entitled to be labelled or sold as "Baker's Chocolate" or "Baker's Cocoa."

Grocers will find them in the long run the most profitable to handle, as they are absolutely pure and of uniform quality.

In writing your order specify Walter Baker & Co.'s goods. If other goods are substituted please let us know.

WALTER BAKER & CO. Limited,
DORCHESTER, MASS.

Established 1780.



Highest Market Prices Paid. Regular Shipments Solicited.

98 South Division Street,

Grand Rapids, Mich.

We Are Direct Carload Receivers

of California and Florida ORANGES and jobbers of the best of everything in seasonable fruits, nuts, figs, dates, etc., for holiday trade.

Your mail orders will receive careful attention. Wanted—Beans, Onions, Apples, Potatoes, Honey. Write us what you have to offer.

Vinkemulder Company,

14 Ottawa St., Grand Rapids, Mich.

WHOLESALE

OYSTERS

In can or bulk. Your orders wanted.

F. J. DETTENTHALER, Grand Rapids, Mich.

POTATOES

CAR LOTS ONLY

State quantity, variety and quality. If have car on track, give initial and number of car—station loaded or to be loaded.

H. ELMER MOSELEY & CO., GRAND RAPIDS.
CLARK BUILDING, OPPOSITE UNION STATION.

Four Kinds of Coupon Books

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

TRADESMAN COMPANY, Grand Rapids, Mich.

COMPANY HE KEEPS.

How a Young Man Is Judged by His Employer.

A few days ago the doors of a prison opened to admit a man whom I had known intimately for eighteen years. He had been tried and trusted and was looked upon as a proof against any temptation that could assail him; but he had fallen. His story was told in one sentence by his attorney, as he begged for leniency—the man had made evil acquaintances and these had dragged him down to their own level and to his ruin.

The business man who writes to young men out of his own experience feels as if it were unnecessary, and a mere waste of time, to say a word to them about the influence upon their lives of the company they choose—just as he would consider it superfluous to write an essay to prove that two and two make four. Yet every business man, in his dealings with his own clerks, is largely influenced in his opinion of their characters by his knowledge of the men they associate with out of business hours.

The first copy-book in which the boy practices writing tells him that "A man is known by the company he keeps." A little farther on he writes, "Evil communications corrupt good manners." These sentiments are presented to him in varying forms at every step until they are forgotten because they are so hackneyed. He agrees with them thoroughly. He believes that they should be the guiding star of every boy—except himself. He is quite confident that he may make an occasional exception in his own line of action, and run no risk in doing so.

Very few young men settle down to their life work in the community in which they spend their boyhood. They seek a change, usually from a small to a larger place, and in going to the new locality have it in their power to make new acquaintances and an entirely fresh circle of friends.

A young man is a sociable person. He enjoys being with other people. He needs the relaxation of association after his busy workday, and he looks upon each new acquaintance as a means by which he widens his world and increases the avenues to social pleasure. He imagines that he is safe in accepting every offer of acquaintanceship that is made to him, because there is nothing to prevent him at a later date from winnowing out the undesirable friends.

But every older man who has passed through the same experience will tell him that this winnowing process is much simpler in theory than in practice. Some men, yes, many men, do put this to the test, and in looking back see that, although they were able to untangle themselves from associates dangerous, they shudder at the risk they ran, as they also wonder how they escaped. They never recommend the experiment to others.

Not many people know a young man as he actually is. The men he works for, and the men he works with, know him fairly well—indeed, usually far better than he knows himself—but outside of his workshop, or his place of business, men judge him by the occasional glimpses they have of him. They judge him:

By his bearing, whether it is modest or assertive.

By his manner, whether it is quiet, courteous and thoughtful.

By his language, whether or no it is

clean and refined, with evidence of education.

And last, and probably the most important of all, by the company he keeps.

There is no greater mistake than to suppose that employers are indifferent to what a clerk is or does out of working hours. This state of affairs might be true in very large offices, but these are few as compared with the legions of smaller concerns that cover the business world. One of the brightest men of my acquaintance, one fast working to the head of a large concern, a place that meant a good salary and honors in the community, was brought face to face with this question when those in authority over him demanded his resignation, because they thought a man who was filling his position should not turn Sunday into a day of carousal. A man was found with very little trouble to take his place, but the discharged man was out of work for a year or two, and then accepted a situation at one-half his former salary.

An officer in an institution who was a marvel of rapidity and accuracy, who never left his desk with any task lying there undone, fancied he had the right to make such acquaintances out of business hours as he pleased; but he lost his position through his unwarranted assumption and his future is probably ruined.

When a merchant sees his employee nod in a friendly way to a man who is known to be a gambler, he does not feel so easy in his mind thenceforward. He wonders where the acquaintanceship was made and how far it has gone. When he knows that a good friend of his clerk is one who is regular in his visits to the saloon, he fears that this young man has started on the same course. When the boon companions of his clerk are a crowd of loud fellows who shift from one job to another at frequent intervals, he begins to look for some one else to take that clerk's place.

Those were good old days when the apprentice was taken into the house of his employer and made one of the family, but they are no longer possible. The employer can know the character of his clerk out of business hours only by observing what his pleasures and his companions are.

The impression seems to be quite general that every young man who goes as a stranger to a large place finds it much easier to make acquaintances among the bad and undesirable than among the better class. I think this is true only when the young man's tastes and desires lead him to seek naturally the company of the tainted.

If there are fifty saloons on his homeward route at evening, no one stands at the doors of these to compel him to enter; if he goes in it is because he desires to do so. If the lights and the music tempt him it is because he has thought of these, and the life they represent, until they appear attractive to him.

No matter how poor he is, he is not compelled to choose between a little bedroom in which to spend his evenings and the gorgeous drinking place. The entire property of the city is taxed to furnish him a reading room and a library which exceeds in volumes and comfort the finest library owned by the richest man of the town.

Every young man who has tasted of the cup of wisdom is a timid man. He does not boast of his strength; he realizes that he needs every form of help he can secure; he knows that there

are restraints that are helpful, for mistakes are both omission and commission, and he puts himself in the way of influences that will hold him up in the time of trial. He needs these to keep him from that which is deteriorating, and to support him in the day of temptation.

He should select his boarding house with great care. If his pay is small, as it usually is with the boy who is starting in life, he is limited in his choice; but admitting this there still is a choice. A dark room with a family of refinement is far superior to a better one where ignorance and vulgarity preside over the household.

The young man should strive to make acquaintance with those who have homes rather than with those who are boarders like himself. If such acquaintance leads to friendship, and the friend's home is opened to him, he has cause to congratulate himself and be thankful. He should strive by every way in his power to make his visits pleasant, in order that he may continue to be welcome where he can breathe the atmosphere of home. All the world feels kindly towards a modest young man.

He is hope and courage personified. He dares everything. The middle-aged watch him with a tinge of envy for the illimitable possibilities that shine in his eager face. His future is inscrutable, but the business world looks to him for its coming princes and kings. He will solve the riddles that defied his predecessors. He has inherited all their knowledge but is not handicapped by their timidity. They welcome his companionship, for his talk renews the happy days of their youth. They glow under his approval and admiration. Through him they hope to project them-

selves into the future where their own personality has disappeared. All they ask is that he shall treat them with respect, shall listen with some interest to their experiences, and pay some slight deference to their counsels. A word of praise from these men has weight in the business world, and this is so easily earned by a manly young man that it is a never-ending puzzle to me that so few of them strive for it or put themselves in the way of obtaining it. The great masses of young men are so keen for "pleasures" and excitement that they fail to see or appreciate the hands of the older generation that are held out in friendly invitation.

The time will come, if the young man is friendly, when friendly hands will be held out to him, and instead of being invited to play "a game," or to see the "sights," or do that which, if his employer knew, would cost him his position, he will be introduced to clean, intelligent pleasures and companionships and meet people whom he will be glad to know, and whose acquaintanceship will be a help and an inspiration to him.

His employers and business acquaintances will have watched these steps with keen interest, and when there is an opening he will be pushed higher, for his character and associates indicate trustworthiness, self-control, self-respect and high aims. He has placed a high valuation upon himself, and the world accepts this as his true value. Only his own acts will ever change this judgment.—William H. Maher in Saturday Evening Post.

Next Thing.

Miss Skyleigh—Are you a married man?

Mr. Frankleigh—No; but I'm the next thing to it—I'm in debt.



The Guarantee of Purity and Quality in Baked Goods. Found on every package of our goods.

Good goods create a demand for themselves. It is not so much what you make on one pound. It's what you make in the year.

National Biscuit Co.

Grand Rapids, Mich.

Commercial Travelers

Michigan Knights of the Grip
President, GEO. F. OWEN, Grand Rapids; Secretary, A. W. STITT, Jackson; Treasurer, JOHN W. SCHRAM, Detroit.

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.

Leaf From the Life of the Many-Sided Traveler.

The traveling salesman is capable of adjusting himself to any condition or circumstance. He starts out in the morning prepared by his fertile brain to meet all comers in his line. Whether they be affable or unpleasant, either in the small village or the large city, it makes no difference with him—he is out for business and business he must have. He does not believe in taking hold of the plow and looking back, but he believes he sees something in the future, if he is successful.

Just follow him a trip if you think he is not adjustable to all sorts and sizes and circumstances. The first customer he encounters in the morning, after eating a good breakfast and smoking his Havana cigar, is a good old Methodist. "Good morning, sir, glad to see you; how is trade? Your stock looks neat and nice. Understand you are having a series of meetings at your church. Sorry I can't stay over and enjoy them to-night; but the poor drummer, you know, has to keep moving." He usually refers to some friend or relative who is very staunch in that belief and, when he leaves the store, feels pleased over the order received from his congenial brother. Strikes across the street, where he comes in contact with a Presbyterian, talks over his childhood days, how his father and mother used to hitch up the old bay mare and drive nine miles to hear one of those good old sermons they had in those days. Leaves brother Presbyterian with another order of considerable value—moves along down the street, strikes a Baptist merchant, and soon in conversation remembers so well when an uncle or an aunt or somebody with whom he is connected was immersed, and afterward one of the deacons—another order.

He is after success, rolls into another store, is not so well acquainted, talks about different things, constantly feeling for his customer's views; finds out shortly that he don't belong to anything. He falls in line after getting quite well acquainted, his customer invites him to a "smile;" well, ahem. It's about that time of day that both enjoy it. Result, another page of orders.

Comes to the last store. Here he finds a fellow who is fanatic on temperance and our adjustable drummer enthuses on the subject; in fact, gets very eloquent, makes some very magnetic displays of gestures and brings down his fist on the counter with great emphasis—of course, that "smile" he had a little before helps to emphasize—declaring with no uncertain words that if he had his life to live over again he would most assuredly devote his time and talent to that of a temperance lecturer. Mr. Merchant is gradually loosening up and reaches a state of mel-

lowness where item after item crowds itself on that old order book, and tells our drummer boy to "come again."

They tell us railroad men carry watches adjusted to heat and cold—for wet or dry—for traveling sixty miles an hour—or by a slow freight—but there is nothing in my knowledge, from keen observation, that can adjust itself to all climates and circumstances better than one of "them fellows" they call drummers.

Gripsack Brigade.

A. S. Doak (Worden Grocer Co.) is confined to his home by illness. His route is being covered in the meantime by W. Fred. Blake.

D. B. Strickler, general jobbing representative for the Northwestern Consolidated Milling Co., is spending the week with the traveling representatives of the Olney & Judson Grocer Co.

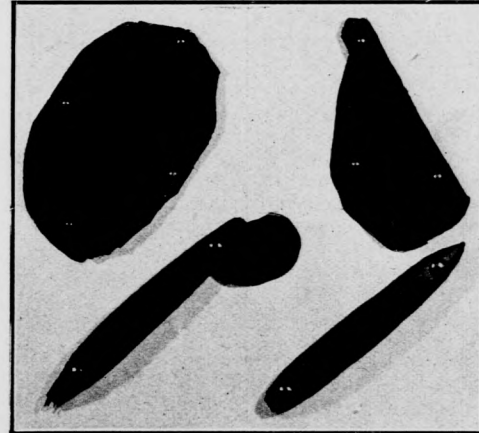
Eaton Rapids Journal: John Stirling left Tuesday for Boston. Mr. Stirling has been employed for some time by the Ridge Hill Shoe Co., his territory being Michigan and Wisconsin. He will now have Massachusetts as his territory, and when not on the road will be employed in the extensive factory of the above company.

Kalamazoo Gazette: Harry Gloss, perhaps the youngest commercial traveler on the road, paid Kalamazoo his first visit this week. Gloss travels for Etermann & Norman, of Chicago, and in his sample cases he carries rice, which is his only article. One of his customers in Kalamazoo is B. Desenberg & Company, and it is said that he is a winner as a salesman, owing to the fact that he is but 16 years of age and goes about attired in knee pants.

Boot and Shoe Recorder: "In laying out my route for the season," remarked an experienced shoe salesman, "I always arrange to visit first the towns where I haven't any trade. I have found that this is the most satisfactory arrangement in the long run. I am reasonably sure, anyway, of my regular customers while new ones are always an uncertain quantity. I find that my old trade will wait for me, and in some instances the later I am in getting around to them, the better they seem to like it. On the principle that the less agreeable duties should be performed first and the more pleasing ones later, I always go to the new and doubtful towns early in the trip. I recommend this plan to other salesmen. I am sure that it will work as well for them as it does for me."

Thomas F. Fallis writes the Tradesman from Sault Ste. Marie as follows: Noting your Sault Ste. Marie item with reference to my vacation and to M. S. Hotton assuming the management of the business with which I am connected, during my absence, I beg leave to state that there is a misunderstanding in regard to this for which neither Mr. Hotton nor myself is responsible, as there is no management for me to relinquish or him to assume. Mr. Hotton simply taking my route during a few days' well-earned and necessary vacation. A. B. Standish is the manager of the local branch, to whose instructions both Mr. Hotton and myself are amenable, and it is through his kindness and indulgence that I am permitted to take a vacation. Will explain further that the same item appeared in substance in the four local papers without any of them extending to me the courtesy of an interview; therefore, the statement was entirely unauthorized.

BOOKED HAVANA FILLED CIGARS



The accompanying illustration shows the workmanship of the new BOOK FILLED TIGERETTE; also the Concha size of NIGHT HAWK. Price \$35 per M, or 1½ M for \$50.

Vuelta Havana—best stock—best workmanship—best cigar yet produced.

Please send in your mail orders.

PHELPS, BRACE & CO., Detroit

F. E. BUSHMAN, Manager Cigar Department.

Represented by Aaron B. Gates, State Agent, Detroit; C. M. Kingsley, Belding; M. A. Russell, Battle Creek; Frank Barns, Detroit; Al. Linderman, Detroit; O. A. Blanchard, Detroit; E. P. Refner, Auburn, Ind.; W. H. Goodfellow, Detroit; James R. Parker, Toledo, Ohio; Chas. E. Smith, Goshen, Ind.

This certificate calls for 100 free Tigerettes or Night Hawks with mail order for 1500 cigars of either brand at \$35 per M straight.

Certificate

Messrs. Phelps, Brace & Co., Detroit, Mich.

Dear Sirs—Please send me by freight, prepaid

.....Tigerettes, regular.....@ \$35 00 M
.....Tigerettes, booked, Havana.....@ 35 00 M
.....Tigerettes, female.....@ 35.00 M
.....Tigerettes, 5 in foil.....@ 35.00 M
.....Tigerettes, union made.....@ 35.00 M
.....Tigerettes, majestic.....@ 35.00 M
.....Tigerettes, Tampa.....@ 35.00 M
.....Night Hawks.....@ 35.00 M
.....Night Hawks, navel.....@ 35 00 M

Terms, 60 days, 2 per cent. cash 10 days.

Name.....

Shipping point.....

Drugs--Chemicals

Michigan State Board of Pharmacy

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

President, A. C. SCHUMACHER, Ann Arbor.
Secretary, HENRY HEIM, Saginaw.
Treasurer, W. P. DOTY, Detroit.

Examination Sessions.

Grand Rapids, March 5 and 6.
Star Island, June 17 and 18.
Sault Ste. Marie, August 28 and 29.
Lansing, Nov. 5 and 6.

Mich. State Pharmaceutical Association.

President—CHAS. F. MANN, Detroit.
Secretary—J. W. SEELEY, Detroit.
Treasurer—W. K. SCHMIDT, Grand Rapids.

Urinalysis by the Pharmacist.

The analysis of urine by the pharmacist is a field of labor he can enter with the assurance of becoming competent to do the work satisfactorily.

We are looking every way in these times of close competition to attract trade to our places of business and increase the sales legitimately in our line. Many of the side lines we have been persuaded to put in seem out of place in business devoted to the science of pharmacy, and a small income is derived from their sale considering the time used and the space they occupy, but where to draw the line in this respect is very hard to define. Many pharmacists, especially in smaller towns and cities, have made some examinations of urine for physicians, qualitatively, as to the presence of albumen or sugar, and are not altogether strangers to the method of applying the tests; but to go farther and apply other tests intelligently and be sure of every step of the way requires a more extended knowledge and experience, especially when are added to the qualitative tests quantitative analysis and microscopical examination for all the sediments in the urine, which are of so much importance to the physician in his diagnosis.

It will be a great saving of time to any one desirous of doing this work, if he is not a graduate of pharmacy, to attend a special course in some college of pharmacy and receive instruction in qualitative and quantitative analysis of urine, and careful instruction in the use of the microscope, so he may be able to determine accurately all the sediments in the urine.

My experience has been similar to many others, I think, in this respect, for many years having examined specimens for physicians in my city, to determine the presence of albumen or sugar, but when a more extended examination was required, the specimen was sent to New York for examination. This became of such frequent occurrence that I determined to equip myself for the work and keep the trade at home. I found, on enquiry, that the New York College of Pharmacy, in their post-graduate course, embraced urine analysis with microscopical examination; so I entered the course for that study, realizing by so doing how little I knew about it before, but I had the satisfaction of knowing when the course was completed that the instruction that I had received fitted me to do the work intelligently. I called the attention of the physicians in our city and those within a radius of thirty miles, to the fact that I had added urinalysis to my other work and was prepared at all times to give the work my personal attention, enclosing them a circular letter with the prices charged, and also a copy

of the report sheet showing the different tests employed, and the nature of the report they would receive.

The result can not be told in direct added income, which in itself has more than paid for the money expended to do the work correctly; the professional standing it gives one and the store is very marked and gratifying, and has been the means of added business in many ways. It is also a means of direct advertisement for you, from the physician to the patient, for often some one from the sick room, or the patients themselves will bring you a specimen for examination, and either wait or call for report to take to the physician, and if a prescription is written they will naturally select you to prepare it for them.

The tests that I use are easily prepared, and with a little experience one may become proficient in their use. For albumen, I find the ferrocyanic test the best, and use Heller's or Purdy's test, as a balance test. For sugar, I use Haines' test, as it is very sensitive. Fehling's test to verify it is necessary.

For the centrifuge to determine the percentage amount of albumen I use the ferrocyanic test, and while making this test, employ another tube to sediment a specimen for the microscope.

I would advise the use of a centrifuge, as it saves a great deal of time, and enables you to get the percentage amount of albumen, chlorides, phosphates, and sediments, casts, uric acid, calcium oxalate and foreign bodies quickly.

As a reference book in the work, I prefer Purdy's Urinalysis, but I have several others to consult, if necessary; but Purdy's to me seems the most comprehensive. I have a space in the laboratory reserved for the work, and find many uses for the test solutions in every-day work.

The diazo test suggested by Ehrlich for typhoid fever has proved of great value to the physicians in our city. I have made a great number of tests to determine whether the case was typhoid or malarial.

The fact of your being competent to do such work will bring other analytical work to you and will give you a reputation and professional standing far above the ordinary pharmacist or druggist. There is certainly room for advancement in the professional side of our work, and it will help in a large measure to solve the problem of what shall we do to help ourselves in these days of cutting prices?

Pharmacy to-day is certainly making larger demands than ever before for scientific ability and training, and our colleges of pharmacy are keeping pace with the demand, by extended courses of instruction and requirements for more thorough work from students.

Boards of pharmacy are asked to keep the standard high, and make the qualifications for examination nothing short of being a graduate of some college of pharmacy. With all these calls for a higher education sounding through the pharmaceutical circles, every one should try to aid as individuals to bring up the standard of pharmacy in our land.

G. W. Parisen.

A Suitable Present.

"Mamma," said a Brooklyn girl, "what would be an appropriate Christmas present to give Albert?"
"How long has he been coming to see you?" asked mamma.
"About four years."
"Then I think you had better give him the sack."

Advertising Methods of an Up-to-Date Pharmacist.

It is a good idea to have a special label printed to put on filled prescriptions with a wording similar to this: "This prescription was filled and checked by a registered pharmacist. The quality of the ingredients is guaranteed. Mr. Blank, Pharmacist."

It is a good idea to have a special envelope to put family recipes in when your return them. On this envelope may be two blank lines. On the first may be written the name of the cure, and on the second the name of the owner. Then follow with something like this: "This was filled last at Blank's drug store, and we would like to fill it again." Usually the customer keeps his heirloom recipe in the envelope, and when he wants it refilled your name suggests the place to get it filled.

Keep your windows clean and well filled. Study the show window. Be original if you can in dressing it. Don't be afraid to spend time and money in window decoration. Always display seasonable goods. Advertise one idea at a time and change the display at least once a week. I find it profitable to correspond with progressive druggists and exchange ideas on window displays and other advertising. Always bear in mind that psychological law, that first impressions are strongest and most lasting. The public can judge you and your store from your window displays.

Until the city council compelled me to remove it I used a blackboard in front of the store. This is a splendid thing. Like everything else it must be a good one and well kept. The one I used was two boards thirty inches wide and five feet long fastened at the top with strap hinges. This was slatted with the best slating and renewed every two weeks. On this board appeared every morning by seven o'clock the date, weather indications, and a seasonable advertisement. It is a good advertisement, and I advise all to try it where they will be allowed by the authorities to have it on the sidewalk. It takes a good deal of work and time to do it right, and do not attempt it unless you can do it right. If changed every day people will always read it; if not changed, it gets to be an old story and no one will read it.

Always speak well of your competitor and his goods if you say anything. Better be friendly. Be charitable to him to the extent of letting him have advertising space on programmes, hotel registers, city directories, and the advertisement on the elephant!

Let me give you an example of a seasonable advertisement. Last winter two cases of diphtheria suddenly appeared in our city, and when the evening papers announced it the readers of the papers also saw in the local columns that they could buy asafetida bags at Deam's drug store; that our parents made us wear them, that they could do no harm and might ward off that deadly disease, and that they cost but five cents. At noon I set a woman at work, and by three o'clock I had one window filled with them. This was dressed with bright red in the bottom and on the background, because red is the danger-signal, and then I put two red flags in front of the window. In the front part of the window I placed some small round sticks varying from one-half to six inches in length to represent microbes of different kinds. These were placed on pieces of white card-

board, on which were printed their name and date of capture, something like this: "Caught by a health officer skulking in one of our supposedly clean alleys. It produced typhoid fever." The smallest I gave Dr. Hurty credit for discovering. The bags were made from muslin and sewed on a piece of white tape about sixteen inches long, in which I placed a little fragment of gum camphor and asafetida. The total cost was about 30 cents a dozen. The first evening I sold fifty-four, and the next day a hundred. This advertisement paid.

Then I am addicted to one mean advertisement, namely: When I open my mail I save my envelopes, and when I go to the country I drop them along the road with some advertisement in them. I have seen people jump out of buggies, roll off of bicycles, etc., to pick them up. Can't say what kind of an impression it makes.

I have furnished bakeries and dairymen with bread and milk checks. I have furnished the paper caps for milk bottles, on which I stamp my advertisement. I have a receipt for the sugarcuring of meat which I give the farmers at the proper season of the year, on which I advise them that the success of the formula depends a great deal on the quality of the black pepper and saltpeter used. Of course, I do not neglect to say that I have provided myself with the purest. This brings a good demand for black pepper and saltpeter. I have a chart or folder that tells when, how, and what to use to spray fruit trees, rose bushes, etc., which I distribute in the proper season. I find that the farmers retain them and that my trade on insecticides increases.

Chas. C. Deam.

The Drug Market.

Opium—Is easy here, but very firm in the primary market.

Morphine—Is unchanged.

Quinine—On account of lower bark values at the Amsterdam sale, all manufacturers reduced their price 3c per ounce in bulk, with the exception of Powers & Weightman, who reduced their price 2c. There is not a very large demand at present.

Cocaine—Has declined 50c per ounce on account of competition and is not warranted by the present price of raw material.

Sugar of Milk—All the factories are now under the control of one concern. There is only one brand marketed and the price is likely to advance.

Prickly-Ash Berries—Are very scarce and have been advanced 15c per pound.

Oil Sassafras—Is dull and lower.

Oil Cloves—Is very firm at the advance and tending higher.

Oil Wormwood—Is scarce and firm.

Oil Cedar Leaf—Is in limited supply.

American Saffron—Is very firm at the advanced price.

Buchu Leaves—On account of large stocks on the way from the primary market, has declined.

In choosing a business location, embark in the vicinity of your competitors; the "droppings" of old concerns have often been the stepping stones of their successors.

KASKOLA THE BEST
DYSPEPSIA
CURE

Manufactured by
THE P. L. ABBEY CO., Kalamazoo, Mich.
Your orders solicited.

WHOLESALE DRUG PRICE CURRENT

Advanced—Prickly Ash Berries.
Declined—Buchu Leaves, Oil Sassafras, Cocaine, Quinine.

Acidum			Conium Mac.			Scilla Co.		
Aceticum	\$ 60z	8	Cornalba	1 50z	60	Tolutan	@	50
Benzolcum, German.	1 70z	75	Cubeba	1 15z	1 25	Prunus virg.	@	50
Boricac.	@	17	Cubeba	1 10z	1 10	Tinctures		
Carbolicum	30z	42	Erigeron	2 10z	2 30	Aconitum Napellis R	@	60
Citricum	45z	48	Gaultheria	2 20z	1 20	Aconitum Napellis F	@	60
Hydrochlor.	3z	5	Geranium, ounce	@	75	Aloes	@	50
Nitricum	8z	10	Gossypil, Sem. gal.	50z	60	Aloes and Myrrh	@	50
Oxalicum	12z	14	Hedeoma	1 40z	1 50	Assafoetida	@	50
Phosphorium, dil.	@	15	Junipera	1 50z	2 00	Atrape Belladonna.	@	50
Salicylicum	55z	60	Lavendula	90z	2 00	Aurant Cortex	@	50
Sulphuricum	1 13z	5	Limonis	1 50z	1 60	Benzoin	@	50
Tannicum	1 10z	1 20	Mentha Piper.	1 40z	2 00	Benzoin Co.	@	50
Tartaricum	38z	40	Mentha Veri.	1 50z	1 60	Barosma.	@	50
Ammonia			Morrhua, gal.	1 20z	1 25	Cantharides	@	50
Aqua, 16 deg.	4z	6	Myrcia	4 00z	4 50	Capsicum	@	50
Aqua, 20 deg.	6z	8	Olive	75z	3 00	Cardamon	@	50
Carbonas	13z	15	Picis Liquida	10z	12	Cardamon Co.	@	50
Chloridum	12z	14	Picis Liquida, gal.	@	35	Caster	@	1 00
Aniline			Ricna	1 00z	1 08	Catechu	@	50
Black	2 00z	2 25	Rosmarin.	@	1 00	Cinchona	@	50
Brown	80z	1 00	Rosa, ounce.	6 00z	6 50	Cinchona Co.	@	50
Red	45z	50	Sacila	40z	45	Columba	@	50
Yellow	2 50z	3 00	Sabina	1 00z	1 00	Cubeba.	@	50
Baccae			Santal	2 75z	7 00	Cassia Acutifol.	@	50
Cubeba	po. 25	22z	Sassafras	50z	55	Cassia Acutifol Co.	@	50
Juniper	6z	8	Sinapis, ess., ounce.	@	65	Digitalis	@	50
Xanthoxylum	1 25z	1 30	Tigil	1 50z	1 60	Ergot.	@	50
Balsamum			Thyme	40z	50	Fistul. Chloridum	@	50
Copalba	50z	55	Thyme, opt	1 60z	1 60	Gentian	@	50
Peru	@	1 85	Theobromas	15z	20	Gentian Co.	@	50
Terabin, Canada	55z	60	Potassium			Gulaca	@	50
Tolutan	40z	45	Bi-Carb.	15z	18	Gulaca ammon.	@	50
Cortex			Bichromate	13z	15	Hyoseyamus.	@	50
Ables, Canadian.	18	18	Bromide	52z	57	Iodine	@	50
Cassia	12	12	Carb	12z	15	Iodine, colorless.	@	50
Cinchona Flava.	30z	30	Chlorate po. 17	16z	18	Kino	@	50
Eunonym atropurp.	12	12	Cyanide	34z	38	Labella	@	50
Myrica Centifera, po.	20	20	Iodide	2 60z	2 65	Myrrh	@	50
Myrica Virgini.	20	20	Potassa, Bitart, pure	28z	30	Nux Vomica	@	50
Guillaia, gr'd.	12	12	Potassa, Bitart, com.	30z	30	Opil.	@	50
Sassafras po. 20	15	15	Potass Nitras, opt.	7z	8	Opil, comphorated.	@	50
Ulmus po. 15, gr'd	15	15	Potass Nitras.	6z	8	Opil, deodorized.	@	1 50
Extractum			Prussiate	23z	26	Quassia	@	50
Glycyrrhiza Glabra.	24z	25	Sulphate po.	15z	18	Rhatany	@	50
Glycyrrhiza, po.	28z	30	Radix			Rhel	@	50
Ginseng, 15 lb. box	11z	12	Aconitum	20z	25	Sanguinaria	@	50
Hematox, is	13z	14	Althea	22z	25	Serpentaria	@	50
Hematox, 1/4s.	14z	15	Anchusa	10z	12	Stemumonium	@	50
Hematox, 1/4s.	16z	17	Arum po.	@	25	Tolutan	@	50
Ferru			Calamus	20z	40	Valerian	@	50
Carbonate Precip.	15	15	Gentiana po. 15	12z	15	Veratrum Veride	@	50
Citrate and Quinia.	2 25z	25	Glycyrrhiza pv. 15	16z	18	Zingiber	@	50
Citrate Soluble	7z	75	Hydrastis Canaden.	@	75	Miscellaneous		
Ferrocyanidum Sol.	15	15	Hydrastis Can., po.	80	80	Æther, Spts. Nit. 7 F	30z	35
Solut. Chloride	40	40	Hellebore, Alba, po.	12z	15	Æther, Spts. Nit. 4 F	34z	38
Sulphate, com'l	2	2	Inula, po.	15z	20	Alumen	2 1/2z	3
Sulphate, com'l, by	8	8	Ipecac. po.	35z	40	Alumen, gro'd, po. 7	3z	4
bbl, per cwt.	70	70	Iris plox. po. 35z	35z	40	Anatto.	40z	50
Sulphate, pure	80	80	Jalapa, pr.	25z	30	Antimon.	4z	5
Flora			Maranta, 1/4s	@	35	Antimoniet Potass T	40z	50
Arnica	15z	18	Podophyllum, po.	22z	25	Antipyrin	@	25
Anthemis.	22z	25	Rhel	75z	1 00	Antifebrin	@	20
Matricaria.	30z	35	Rhel, cut	1 25z	1 25	Argent Nitras, oz.	@	51
Folia			Rhel, pv	75z	1 35	Arsenicum	10z	15
Barosma	30z	33	Spigelia	35z	38	Bala. Sileaca. Buds.	38z	40
Cassia Acutifol, Tin-	20z	25	Sanguinaria po. 15	@	18	Bismut. N. 1	1 90z	2 00
nevely	20z	25	Serpentaria	40z	45	Calcium Chlor.	@	9
Cassia, Acutifol, Aix.	25z	30	Smilax, officinalis H.	60z	65	Calcium Chlor., 1/4s.	@	10
Salvia officinalis, 1/4s	12z	20	Smilax, M.	@	25	Calcium Chlor., 1/4s.	@	12
and 1/4s	12z	20	Scilla po. 35	10z	12	Cantharides, Rus. po	@	80
Uva Ursi.	8z	10	Symplocarpus, Feti-	@	25	Capsiel Fructus, af.	@	15
Gummi			dus, po.	@	25	Capsiel Fructus, po.	@	15
Acacia, 1st picked.	@	65	Valeriana, Eng. po. 30	@	25	Caryophyllus. po. 15	12z	14
Acacia, 2d picked.	@	35	Valeriana, German.	15z	20	Carmin. No. 40	@	3 40
Acacia, 3d picked.	@	45	Zingiber a.	14z	16	Cera Flava.	50z	55
Acacia, sifted sorts.	@	28	Zingiber j.	25z	27	Cera Alba.	40z	42
Acacia, po.	45z	65	Semen			Coccus	@	40
Aloe, Barb. po. 18z	12z	14	Anisum po. 15	@	12	Cassia Fructus.	@	35
Aloe, Cape po. 15.	@	12	Aplum (graveleons).	13z	15	Centraria.	@	10
Aloe, Socotri. po. 40	@	12	Bird, is.	4z	6	Cetaceum.	@	45
Ammoniac.	55z	60	Carul po. 18	12z	13	Chloroform	55z	60
Assafoetida po. 4z	45z	50	Cardamon.	1 25z	1 75	Chloroform, squibbs	@	1 60
Benzolcum	50z	55	Cordandrum.	8z	10	Chloral Hyd Crst.	1 40z	1 15
Catechu, is	@	13	Cannab. Sativa	10z	15	Chondrus	@	25
Catechu, 1/4s.	@	14	Cydonium	75z	1 00	Clydrargyrum	38z	40
Catechu, 1/4s.	@	16	Chenopodium	4z	12	Cinchonidine, Germ.	50z	55
Camphora	69z	73	Dipterix Odorata.	1 00z	1 10	Cocaine	6 55z	6 75
Euphorbium. po. 35	@	40	Feniculum	@	10	Corks, list, dis. pr. ct.	@	35
Galbanum	@	100	Foenigreek, po.	7z	9	Cresosotum.	@	2
Gamboge po	65z	70	Lini	4z	5	Creta	@	3
Gualacum po. 30z	@	60	Lini, grd. bbl. 4	4 1/2z	5	Creta, prep.	@	11
Kino po. \$0.75	@	75	Lobella	35z	40	Creta, precip	@	5
Mastic	@	60	Pharlaris Canarian.	4 1/2z	5	Creta, Rubra	@	8
Myrrh po. 45	@	30	Rapa	4 1/2z	5	Crocus	@	20z
Opil po. 5.10z	3 70z	3 75	Sinap. Alba	9z	10	Cudbear	@	24
Shellac	25z	35	Sinapis Nigra.	11z	12	Cudbear blph.	6 1/2z	7
Shellac, bleached.	40z	45	Spiritus			Dextrine	@	10
Tragacanth	60z	90	Fruementi, W. D. Co.	2 00z	2 50	Ether Sulph.	75z	90
Herba			Fruementi, D. F. R.	2 00z	2 25	Emery, all numbe.s.	@	8
Absinthium .oz. pkg	25	25	Fruementi	1 25z	1 50	Emery, po.	@	6
Eupatorium .oz. pkg	25	25	Juniperis Co. O. T.	1 65z	2 00	Ergota po. 90	85z	90
Lobelia .oz. pkg	25	25	Saacharum N. E.	1 75z	3 10	Flake White	12z	15
Majorum .oz. pkg	25	25	Spt. Vini Galli.	1 75z	6 50	Galla	@	23
Mentha Pip. .oz. pkg	25	25	Vini Oporto.	1 25z	2 00	Gambler	8z	9
Mentha Vir. .oz. pkg	25	25	Vini Alba.	1 25z	2 00	Gelatin, Cooper	@	60
Rue .oz. pkg	25	25	Sponges			Gelatin, French	35z	60
Tanaecium V oz. pkg	25	25	Florida sheeps' wool	2 50z	2 75	Glass, 1 lb. box	75z	5
Thymus, V .oz. pkg	25	25	Nassau sheeps' wool	2 50z	2 75	Less than box	@	70
Magnesia			Velvet extra sheeps' wool, carriage	@	1 50	Glue, brown.	11z	13
Calcedin, Pat.	55z	60	Extra yellow sheeps' wool, carriage	@	1 25	Glue, white.	15z	25
Carbonate, Pat.	18z	20	Grass sheeps' wool, carriage	@	1 00	Glycerina.	17 1/2z	25
Carbonate, K. & M.	18z	20	Hard, for slate use.	@	75	Grana Paradisi.	@	25
Carbonate, Jennings	18z	20	Yellow Reef, for slate use.	@	1 40	Humulus	25z	55
Oleum			Syrrups			Hydrarg Chlor Mite	@	1 00
Absinthium	6 50z	7 00	Acacia	@	50	Hydrarg Chlor Cor.	@	90
Amygdale, Dulc.	38z	65	Aurant Cortex	@	50	Hydrarg Ox Rub'm	@	1 10
Amygdale, Amara.	8 00z	8 25	Zingiber	@	50	Hydrarg Ammoniat	@	1 10
Anisi	2 10z	2 30	Ipecac	@	50	Hydrarg Nitratum	50z	60
Aurant Cortex	2 25z	2 30	Rhel Arom	@	50	Hydrargyrum	@	85
Bergamli	2 75z	2 85	Smilax Officialis	50z	60	Ichthyobolla, Am	65z	70
Calpuitl	80z	85	Senega	@	50	Indigo	75z	1 00
Caryophyll	80z	85	Sella.	@	50	Iodine, Resubi.	3 85z	4 00
Cedary	65z	90	Syrups			Iodoform	3 85z	4 00
Chenopodi	@	2 75	Acacia	@	50	Lupulin.	@	50
Cinnamoni	1 30z	1 40	Aurant Cortex	@	50	Lycopodium.	@	80
Citronella	35z	40	Zingiber	@	50	Maels	65z	75
			Ipecac	@	50	Liquor Arsen et Hy	@	25
			Rhel Arom	@	50	Liquor PotassArsinit	10z	12
			Smilax Officialis	50z	60	Magnesia, Sulph.	2z	3
			Senega	@	50	Magnesia, Sulph, bbl	@	1 1/2
			Sella.	@	50	Manna, S. F.	50z	60

Menthol.....	2	40	Seidlitz Mixture.....	20	22	Linseed, pure raw....	58	61
Morpha, S., F. & W.	2	25	Sinapis.....	2	18	Linseed, boiled.....	59	62
Morpha, S., N. Y. Q.	2	60	Sinapis, opt.....	2	30	Neatsfoot, winter str	54	60
Morpha, S., P. & W.	2	15	Snuff, Macaboeby, De	2	41	Spirits Turpentine..	43	48
Moschus Canton.....	2	40	Snuff, Scotch, De Vo's	2	41			
Myrristica, No. 1.....	65	80	Soda, Boras.....	9	11	Paints	BBL.	LB.
Nux Vomica.....po. 15	35	37	Soda, Boras, po.....	9	11	Red Venetian.....	1 1/2	2 1/8
Os Sepia.....	35	30	Soda et Potass Tart.	22	25	Ochre, yellow Mars..	1 1/2	2 1/4
Pepsin Saac, H. & P.	2	100	Soda, Carb.....	1 1/2	2	Ochre, yellow Ber....	1 1/2	2 1/4
P. Co.....	2	100	Soda, Bi-Carb.....	3	5	Putty, commercial..	2 1/4	2 1/2
Pieis Liq. N.N. 1/2 gal.	2	200	Soda, Ash.....	3 1/2	4	Putty, strictly pure.	2 1/4	2 1/2
Piez Liq. quarts.....	2	200	Soda, Sulphas.....	2	2	Vermilion, Prime	13	15
Piez Liq. pints.....	2	100	Spts. Cologne.....	5	60	American.....	13	15
Pil Hydragr.....po. 80	18	30	Spts. Ether Co.....	5	50	Vermilion, English..	7	75
Piper Nigra.....po. 22	18	30	Spts. Myrcia Dom.....	2	200	Green, Paris.....	14	18
Piper Alba.....po. 35	18	30	Spts. Vini Rect. bbl.	1	25	Green, Peninsular....	13	16
Pilx Burgun.....	2	7	Spts. Vini Rect. 1/2 bbl	1	25	Lead, red.....	6 1/4	6 1/4
Plumbi Acet.....	10	12	Spts. Vini Rect. 10gal	1	25	Lead, white.....	6 1/4	6 1/4
Pulvis Ipecac et Opi	30	150	Spts. Vini Rect. 5 gal	1	25	Whiting, white Span	8	85
Pyrethrum, boxes H.	2	75	Strchnia, Crystal..	1 05	1 25	Whiting, gliders.....	9	90
P. H. D. Co., doz.....	2	75	Sulphur, Subl.....	2 1/4	4	White, Paris, Amer..	9	125
Pyrethrum, pv.....	25	30	Sulphur, Roll.....	2 1/4	3 1/2	White, Paris, Eng..	9	140
Quassia.....	8	10	Tamarinds.....	2	30	Universal Prepared..	1 10	1 40
Quinia, S. P. & W....	30	40	Terebenth Venice..	6	65			
Quinia, S. German....	29	39	Theobroma.....	6	65			
Quinia, N. Y.....	29	39	Vanilla.....	9 00	16 00			
Rubia Tinctorum.....	12	14	Zinc Sulph.....	7	8	Varnishes		
Saccharum Lactis pv	18	20				No. 1 Turp Coach....	1 10	1 20
Salacin.....	4 50	4 75				Extra Turp.....	1 60	1 70
Sanguis Draconis....	40	50	Oils			Coach Body.....	2 75	3 00
Sapo, W.....	12	14	Whale, winter.....	70	70	No. 1 Turp Furn....	2 00	1 10
Sapo, M.....	10	12	Lard, extra.....	60	70	Extra Turk Damar..	1 55	1 80
Sapo G.....	2	15	Lard, No. 1.....	45	50	Jap. Dryer, No. 1 Turp	70	75

Drugs

We are Importers and Jobbers of
Drugs, Chemicals and Patent Medicines.

We are dealers in Paints, Oils and Varnishes.

We have a full line of Staple Drug-
gists' Sundries.

We are the sole proprietors of Weatherly's Michigan Catarrh Remedy.

We always have in stock a full line of Whiskies, Brandies, Gins, Wines and Rums for medicinal purposes only.

We give our personal attention to mail orders and guarantee satisfaction.

All orders shipped and invoiced the same day received. Send a trial order.

**Hazeltine & Perkins
Drug Co.,**

Grand Rapids, Michigan

GROCERY PRICE CURRENT

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

ADVANCED
Kettle Rendered LardDECLINED
Sisal Clotheslines
Nectarines
Pickled Shrimp
OrangesALABASTINE
White in drums..... 9
Colors in drums..... 10
White in packages..... 10
Colors in packages..... 11
Less 40 per cent discount.AXLE GREASE
Amoraz..... doz. gross 55 6 00
Castor Oil..... 60 7 00
Diamond..... 50 4 25
Frazier's..... 75 9 00
IXL Golden, tin boxes 75 9 00

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

AMMONIA

Aretic 12 oz. ovals..... Per Doz. 85
Aretic pints, round..... 1 20

BAKING POWDER

Acme..... 45
1 lb. cans 3 doz..... 1 00
1 lb. cans 1 doz..... 10
Bulk..... 10
Aretic..... 90
Egg..... 90



1 lb. cans, 4 doz. case..... 3 75
1 lb. cans, 3 doz. case..... 3 75
1 lb. cans, 1 doz. case..... 3 75
5 lb. cans, 1/2 doz. case..... 8 00

JAXON

1 lb. cans, 4 doz. case..... 45
1 lb. cans, 4 doz. case..... 85
1 lb. cans, 2 doz. case..... 1 60
Queen Flake..... 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..... 90
1/4 lb. cans 1 35
6 oz. cans 1 90
1/2 lb. cans 2 50
3/4 lb. cans 3 75
1 lb. cans 4 80
3 lb. cans 13 00
5 lb. cans 21 50

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

BLUING

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

BROOMS

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

CANDLES

Electric Light, 8s..... 12
Electric Light, 16s..... 12 1/2
Paraffine, 6s..... 10 1/2
Paraffine, 12s..... 11
Wicking..... 20

CANNED GOODS

Apples
3 lb. Standards..... 2 80
Gallons, standards..... 2 30
Blackberries
Standards..... 75

Beans
Baked..... 1 00@1 30
Red Kidney..... 75@ 85
String..... 85
Wax..... 85

Blueberries
Standard..... 85

Clams
Little Neck, 1 lb..... 1 00
Little Neck, 2 lb..... 1 50

Cherries
Red Standards..... 85
White..... 1 15

Corn
Fair..... 75
Good..... 85
Fancy..... 95

Gooseberries
Standard..... 90

Hominy
Standard..... 85

Lobster
Star, 1/4 lb..... 1 85
Star, 1 lb..... 3 40
Picnic Tails..... 2 35

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

Mushrooms
Hotels..... 18@20
Buttons..... 22@25

Oysters
Cove, 1 lb..... 1 00
Cove, 2 lb..... 1 80

Peaches
Pie..... 1 65@1 85
Yellow..... 1 65@1 85

Pears
Standard..... 70
Fancy..... 80

Peas
Marrowfat..... 1 00
Early June..... 1 00
Early June Sifted..... 1 60

Pineapple
Grated..... 1 25@2 75
Sliced..... 1 35@2 55

Pumpkin
Fair..... 70
Good..... 75
Fancy..... 85

Raspberries
Standard..... 90

Salmon
Columbia River..... 2 00@2 15
Red Alaska..... 1 40
Pink Alaska..... 1 10

Shrimps
Standard..... 1 50

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

Strawberries
Standard..... 85
Fancy..... 1 25

Succotash
Fair..... 90
Good..... 1 00
Fancy..... 1 20

Tomatoes
Fair..... 90
Good..... 95
Fancy..... 1 15
Gallons..... 2 50

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

CHEESE
Acme..... @12 1/2
Amboy..... @12 1/2
Elsie..... @12 1/2
Emblem..... @12 1/2
Gem..... @12 1/2
Gold Medal..... @11 1/2
Ideal..... @12 1/2
Jersey..... @12 1/2
Riverside..... @12 1/2
Brick..... 14@15
Eden..... @90
Leiden..... 13@14
Pineapple..... 50@75
Sap Sago..... 19@20

CHOCOLATE
Walter Baker & Co.'s..... 22
German Sweet..... 34
Premium..... 34
Breakfast Cocoa..... 45
Runkel Bros..... 21
Vienna Sweet..... 28
Vanilla..... 31
Premium..... 31

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

COCOA

Webb..... 30
Cleveland..... 41
Epps..... 42
Van Houten, 1/4s..... 12
Van Houten, 1/2s..... 20
Van Houten, 1s..... 38
Colonial, 1/4s..... 35
Colonial, 1/2s..... 35
Huyler, 1/4s..... 33
Wilbur, 1/4s..... 41
Wilbur, 1/2s..... 42

CIGARS
A. Bomers' brand..... 35 00
Plaindealer..... 35 00
H. & P. Drug Co.'s brands..... 35 00
Fortune Teller..... 35 00
Our Manager..... 35 00
Quintette..... 35 00
G. J. Johnson Cigar Co.'s brand..... 35 00

CIGARS
S. C. W..... 35 00
Cigar Clippings, per lb..... 26

Lubetsky Bros.' Brands..... 35 00
Gold Star..... 35 00
Phelps, Brace & Co.'s Brands..... 35 00
Royal Tigers..... 50@ 80 00
Royal Tigerettes..... 35 00
Royal Filled Tigerettes..... 35 00
Female Tigerettes..... 35 00
Night Hawk, concha..... 35 00
Night Hawk, navel..... 35 00
Vincente Portuondo..... 35 00
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T. J. Dunn & Co..... 35 00
McCoy & Co..... 70 00
The Collins Cigar Co..... 10@ 35 00
Brown Bros..... 15@ 70 00
Bernard Stahl Co..... 35 00
Banner Cigar Co..... 10@ 35 00
Seldenberg & Co..... 55@125 00
Fulton Cigar Co..... 10@ 35 00
A. B. Ballard & Co..... 35 00
E. M. Schwarz & Co..... 35 00
San Timo..... 35 00
Havana Cigar Co..... 18@ 35 00
C. Costello & Co..... 35 00
LaGora-Fee Co..... 35 00
S. I. Davis & Co..... 35 00
Hene & Co..... 35 00
Benedict & Co..... 75 00
Hemmett Cigar Co..... 35 00
G. J. Johnson Cigar Co..... 35 00
Maurice Sanborn..... 50@175 00
Bock & Co..... 65@300 00
Manuel Garcia..... 80@375 00
Neura Mundo..... 85@175 00
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SOAP

Bell & Bogart brands—	
Coal Oil Johnny	3 90
Peekin	4 00
Lautz Bros. brands—	
Big Acme	4 00
Acme 5c	3 25
Marselles	4 00
Master	3 70
Proctor & Gamble brands—	
Lenox	3 00
Ivory, 6 oz.	4 00
Ivory, 10 oz.	6 75
N. K. Fairbanks brands—	
Santa Claus	3 20
Brown	2 40
Fairy	3 95
Detroit Soap Co. brands—	
Queen Anne	3 15
Big Bargain	1 75
Empire	2 15
German Family	2 45
A. B. Wristley brands—	
Good Cheer	3 80
Old Country	3 20
Johnson Soap Co. brands—	
Silver King	3 60
Calumet Family	2 70
Scotch Family	2 50
Cuba	2 40
Gowans & Sons brands—	
Oak Leaf	3 25
Oak Leaf, big 5	4 00
Beaver Soap Co. brands—	
Grandpa Wonder, large	3 25
Grandpa Wonder, small	3 85
Grandpa Wonder, small	
50 cakes	1 95
Ricker's Magic	3 90
Dingman Soap Co. brand—	
Dingman	3 85
Schultz & Co. brand—	
Star	3 00
B. T. Babbit brand—	
Babbit's Best	4 00
Fels brand—	
Naptha	4 00

Scouring

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

SALT FISH

Cod	
Georges cured	6
Georges genuine	6 1/2
Georges selected	7
Grand Bank	5
Strips or bricks	6
Pollock	3 1/2

Halibut

Strips	14
Chunks	15

Herring

Holland white hoops, bbl.	11 00
Holland white hoops, bbl.	6 00
Holland white hoop, keg.	80
Holland white hoop mechs.	85
Norwegian	
Round 100 lbs.	3 50
Round 40 lbs.	1 70
Scaled	16
Bloaters	1 60

Mackerel

Mess 100 lbs.	12 00
Mess 40 lbs.	5 10
Mess 10 lbs.	1 35
Mess 8 lbs.	1 10
No. 1 100 lbs.	10 80
No. 1 40 lbs.	4 50
No. 1 10 lbs.	1 20
No. 1 8 lbs.	1 00
No. 2 100 lbs.	8 50
No. 2 40 lbs.	3 70
No. 2 10 lbs.	1 00
No. 2 8 lbs.	82

Trout

No. 1 100 lbs.	5 50
No. 1 40 lbs.	2 50
No. 1 10 lbs.	70
No. 1 8 lbs.	60

Whitefish

No. 1 No. 2 Fam	
100 lbs.	7 25 7 00
40 lbs.	3 20 3 10
10 lbs.	88 85
8 lbs.	73 71

SPICES

Whole Spices	
Allspice	12
Cassia, China in mats	12
Cassia, Batavia, in bund.	28
Cassia, Saigon, broken	38
Cassia, Saigon, in rolls	57
Cloves, Amboyana	14
Cloves, Zanzibar	15
Mace	56
Nutmegs, 75-80	50
Nutmegs, 105-10	40
Nutmegs, 115-20	35
Pepper, Singapore, black	18
Pepper, Singapore, white	28
Pepper, shot	20

Pure Ground in Bulk

Allspice	16
Cassia, Batavia	28
Cassia, Saigon	48
Cloves, Zanzibar	15
Ginger, African	18
Ginger, Cochlin	15
Ginger, Jamaica	25
Mace	56
Mustard	18
Pepper, Singapore, black	28
Pepper, Singapore, white	28
Pepper, Cayenne	20

SEEDS

Anise	9
Canary, Smyrna	4
Caraway	8
Cardamon, Malabar	10
Celery	12
Hemp, Russian	4 1/2
Mixed Bird	4 1/2
Mustard, white	9
Poppy	10
Rape	4 1/2
Cuttle Bone	15

STARCH



Kingsford's Corn

40 1-lb. packages	6 1/2
20 1-lb. packages	6 3/4
6 lb. packages	7 1/2

Kingsford's Silver Gloss

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

Common Corn

20 1-lb. packages	4 1/2
10 1-lb. packages	4 1/4

Common Gloss

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

STOVE POLISH



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

SNUFF

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

SODA

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

SUGAR

Below are given New York prices on sugars, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including 20 pounds for the weight of the barrel.	
Domino	6 10
Cut Leaf	6 10
Crushed	6 10
Cubes	5 85
Powdered	5 70
Coarse Powdered	5 70
XXXX Powdered	5 75
Standard Granulated	5 60
Fine Granulated	5 60
Coarse Granulated	5 70
Extra Fine Granulated	5 70
Conf. Granulated	5 85
2 lb. bags Fine Gran.	5 75
5 lb. bags Fine Gran.	5 75
Mould A	5 95
Diamond A	5 60
Confectioner's A	5 40
No. 1, Columbia A	5 25
No. 2, Windsor A	5 20
No. 3, Ridgewood A	5 20
No. 4, Phoenix A	5 15
No. 5, Empire A	5 10
No. 6	5 05
No. 7	4 95
No. 8	4 85
No. 9	4 75
No. 10	4 70
No. 11	4 65
No. 12	4 60
No. 13	4 65
No. 14	4 60
No. 15	4 60
No. 16	4 60
Michigan Granulated 10c per cwt less than Eastern.	

SYRUPS

Corn	
Barrels	18
Half bbls.	20
1 doz. 1 gallon cans	3 00
1 doz. 1/2 gallon cans	1 70
2 doz. 1/4 gallon cans	90

Maple

The Canadian Maple Syrup	
Co. quotes as follows:	
1/2 pint bottles, 2 doz.	1 80
Pint jars or bottle, 2 doz.	3 75
Quart jar, bottle, can, 1 doz.	5 50
1/2 gal. jars or cans, 1 doz.	5 80
1 gal. cans, 1/2 doz.	5 40

Pure Cane

Fair	16
Good	20
Choice	25

TABLE SAUCES

LEA & PERRINS' SAUCE	
The Original and Genuine Worcestershire.	
Lea & Perrins' large	3 75
Lea & Perrins' small	2 50
Halford, large	3 75
Halford, small	2 25
Salad Dressing, large	4 55
Salad Dressing, small	2 75

TEA

Japan	
Sundried, medium	28
Sundried, choice	30
Sundried, fancy	40
Regular, medium	28
Regular, choice	30
Regular, fancy	40
Basket-fired, medium	28
Basket-fired, choice	35
Basket-fired, fancy	40
Nibs	27
Siftings	19 1/2
Fannings	20 1/2

Gunpowder

Moyune, medium	26
Moyune, choice	35
Moyune, fancy	50
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	32

TOBACCO

Scotten Tobacco Co.'s Brands.	
Sweet Chunk plug	34
Cadillac 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	11
Pure Cider, Silver	11

WASHING POWDER

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

No. 4, per gross	20
No. 1, per gross	25
No. 2, per gross	25
No. 3, per gross	55

WOODENWARE

Baskets	
Bushels	1 10
Bushels, wide band	1 20
Market	30
Splint, large	4 00
Splint, medium	3 75
Splint, small	3 50
Willow Clothes, large	7 00
Willow Clothes, medium	6 25
Willow Clothes, small	5 50

Butter Plates

No. 1 Oval, 250 in crate	45
No. 2 Oval, 250 in crate	50
No. 3 Oval, 250 in crate	55
No. 5 Oval, 250 in crate	65

Clothes Pins

Round head, 5 gross box	45
Round head, cartons	62

Egg Crates

Humpty Dumpty	2 25
No. 1, complete	30
No. 2, complete	25

Mop Sticks

Trojan spring	85
Eclipse patent spring	85
No 1 common	75
No 2 patent brush holder	80
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

Toothpicks

Hardwood	2 75
Softwood	2 75
Banquet	1 40
Ideal	1 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, Cable, No. 1	7 50
18-inch, Cable, No. 2	6 50
16-inch, Cable, No. 3	5 50
No. 1 Fibre	9 45
No. 2 Fibre	7 95
No. 3 Fibre	7 20

Wash Boards

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

Wood Bowls

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

YEAST CAKE

Magic, 3 doz.	1 00
Sunlight, 3 doz.	1 00
Sunlight, 1/2 doz.	50
Yeast Cream, 3 doz.	1 00
Yeast Foam, 3 doz.	1 00
Yeast Foam, 1/2 doz.	50

Grains and Feedstuffs

Wheat

Wheat	75
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Winter Wheat Flour

Local Brands	
Patents	4 50
Second Patent	3 85
Straight	3 65
Clear	3 25
Graham	3 30
Buckwheat	4 50
Rye	3 25

Subject to usual cash discount.

Flour in bbls., 25c per bbl. additional.	
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Ball-Barnhart-Putman's Brand

Diamond 1/2s.	3 75
Diamond 3/4s.	3 75
Diamond 1s.	3 75

Worden Grocer Co.'s Brand

Quaker 1/2s.	4 00
Quaker 3/4s.	4 00
Quaker 1s.	4 00

Spring Wheat Flour

Clark-Jewell-Wells Co.'s Brand	
Pillsbury's Best 1/2s.	4 90
Pillsbury's Best 3/4s.	4 80
Pillsbury's Best 1s.	4 70
Pillsbury's Best 1/2s paper	4 70
Pillsbury's Best 3/4s paper	4 70

Ball-Barnhart-Putman's Brand

Duluth Imperial 1/2s.	4 60
Duluth Imperial 3/4s.	4 50
Duluth Imperial 1s.	4 40

Lemon & Wheeler Co.'s Brand

Wingold 1/2s.	4 60
Wingold 3/4s.	4 50
Wingold 1s.	4 40

Olney & Judson's Brand

Ceresota 1/2s.	4 75
Ceresota 3/4s.	4 65
Ceresota 1s.	4 55

Worden Grocer Co.'s Brand

Laurel 1/2s.	4 65
Laurel 3/4s.	4 55
Laurel 1s.	4 45
Laurel 1/2s and 3/4s paper	4 45

Washburn-Crosby Co.'s Brand

Washburn-Crosby Co.'s Brand	
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Prices always right.</

MEN OF MARK.

H. B. Fairchild, Manager Hazeltine & Perkins Drug Co.

It makes all the difference in the world who calls the boy in the morning. The mother's gentle "J-o-h-n" with a pleading in its tone, soothes rather than arouses and is followed by a turning over and a settling again to sleep. A second and a third call have the same effect, but when patience ceases to be a virtue, a single "John!" from that boy's father is answered instantly by that young man's feet striking his chamber floor. There was a similar experience at Newberg, N. C., during the rebellion in 1863. The reveille had, morning after morning, blared its disconsolate:

I can't get 'em up,
I can't get 'em up,
I can't get 'em up
In the morning!

followed by the laggardly appearing officers and men. It was the regular thing; but when one fair June morning another bugle-call rang out over and through the camp, soldier John recognized his master and, with a bound that surprised himself, he was promptly out of bed and ready for duty. There was a question mark upon every face. Who was it whose bugle-call had a something in it that meant exactly what it said and had thus unceremoniously hustled them all away from their morning nap? There were curious eyes turned towards the man with the bugle as they fell into line and, as they rested upon the face of the 17 year old lad just joining the regiment, the righteous wrath that each had determined to bring down upon his devoted head vanished and in its place came the desire to know who the boy was and where he came from.

The questions were easily answered: "His name is Fairchild, Henry B. He came from Rochester, N. Y. He was intending to enter the university in that city in the fall and had passed the freshman examinations that spring. In June, however, he had enlisted and had come right on to join his regiment and his own bugle had announced his arrival! There was a 'Yes, by' something and a laugh, but no more signs of anger. They wanted to know more about the boy, whom they already began to like, and they found out what they had inferred. He was under age, his birthday being Sept. 20, 1846. He was a Rochester boy, born there and fitted for college there at a private school. There was some trouble about his enlisting. His parents were none too willing to have him go to the war; but he had made up his mind to go and—"

"You needn't finish. That bugle blast this morning tells the rest of that part of the story. There won't be any doubt about the cavalry of Company K answering to roll call while that fellow handles the bugle! Go on."

"At first there were doubts about his going to the front. He was too young. He couldn't endure the hardships of the camp. Then he brought out his bugle and that settled it. Whether he reminded the enlisting officers of the old fable where the bugler, by inciting men to action, showed himself an essential part of the service, or whether the music he furnished influenced them, or the eager look of his determined face won them will never be known. He's here; he's going to bugle and we've got to get up, we've got to get up, we've got to get up in the morning!"

They did. That bugle call in the morning awakened and aroused the camp. It sounded the advance. Its

clear notes, with never an uncertainty in them, directed their movements upon the field, and all day long until its welcome tattoo the galloping troops were guided by the clarion tones of that bugle. From tattoo to taps, however, was a different thing. The relentless bugle was laid aside. The stern visage of war was hidden in the darkness and there, around the campfire, clear and cheery as its dancing light, the young bugler's comrades found out what genuine comradeship meant as they looked at and listened to the Rochester lad whose bugle to-morrow would incite them to victory. From June, 1863, to September in 1865—a veteran at nineteen!—the boy followed the fortunes of war to its victorious close and then, when "the troops came marching home again," he came, too, and, hanging his bugle upon the home wall with the arms his brothers had carried in the same conflict, in January, 1866, he entered the employ-

ment of Spencer & Bullymore, druggists, of Buffalo, N. Y.

ment of Spencer & Bullymore, druggists, of Buffalo, N. Y.

After what might be called an apprenticeship of three years with them, Mr. Fairchild made his residence at Pike, N. Y., to take charge of a drug store for A. C. Allen, of that place. In the December of the following year, 1870, he went to LeRoy, N. Y., as manager of the retail drug store of James Parker. In June, 1872, he came to Grand Rapids to establish a wholesale drug department for Charles N. Shepard, at that time the leading retail druggist of the city. In those days Mr. Fairchild not only did the buying and pricing, but actually sold most of the goods on the road, keeping the books evenings and at other times when he could find time. Mr. Fairchild continued with the house when the firm name was changed to Shepard & Hazeltine and Hazeltine & Perkins; and on the incorporation of the business as the Ha-

zeltine & Perkins Drug Co. he was made Secretary and Treasurer, which offices he continued to fill until his title was changed to that of manager. Those who are familiar with that house and the wonderful strides it has made in the past twenty years are aware that much of its success is due to the courage, faithfulness and exceptional ability of H. B. Fairchild.

Justice to Mr. Fairchild compels the Tradesman to remark that that gentleman has indulged in no bugle blowing since his business life began. It is submitted, however, that the date of birth, followed by a few others which serve as landmarks of business changes, is not an inspiring fact to develop into even a business biography; but men do not remain thirty years in any position without a substantial reason for it; and after some lively sounding in the sea of reticence to little purpose, the question, short and sharp, "What did you go to

Lodge, No. 48, B. P. O. E., in which organization he is a leading spirit. He is also a member of the Lakeside Club, of the National Union, the Royal Arcanum, the Michigan Commercial Travelers, and the Knights of the Grip. He is chairman of the Board of Directors of the Michigan Commercial Travelers' Mutual Accident Association, and is serving his first term as Cemetery Commissioner, having received his appointment at the hands of Mayor Perry. He is an attendant of the Congregational church, and he resides at 590 Wealthy avenue.

Mr. Fairchild is a man of positive convictions and in every matter or proposition he decides quickly, and he enforces his views with the courage of his convictions, regardless of his personal interests. He is an accurate judge of human nature and can detect the most deftly concealed motives; is seldom deceived when he measures a man, but, once deceived, mentally erases the deceiver from his list of friends. He is not vindictive and never follows an enemy, but if the latter needlessly crosses his path he is likely to remember that in the past he has had trouble with H. B. His crowning merit and strength are that he is true to his friends, and this inspires his associates with confidence in his leadership. To sum it all up, he is a man of brains and ideas, who is capable of forming combinations and, with the friends he has made and holds, can carry them forward with energy to successful results.

Wonderful Paint Described by a Missouri Druggist.

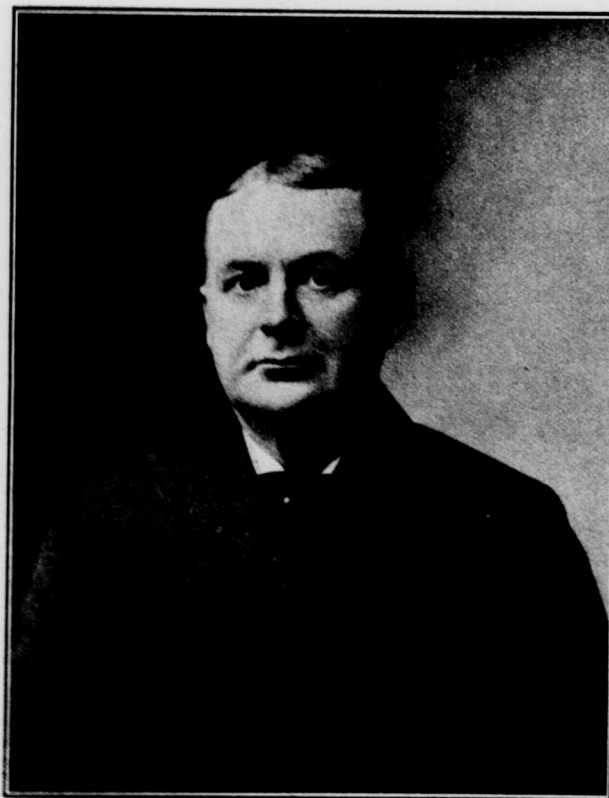
A Fulton, Mo., druggist prints the following "story" in his local paper:

"About five and one-half years ago Abraham I. Smith, living in the northern part of the county, built himself a very fine house, had it finished up in first-class shape inside and out and handsomely furnished. About two months ago he and his wife left home to spend the day and imagine their surprise when they returned to find their house and everything in it burned.

"He drove to town and telegraphed the insurance adjuster to come on next train and he would meet him, which he did, and they drove to the house. When they reached there the adjuster remarked: 'What's the matter with you, Smith. I thought you said your house was burned, and there it stands without a blemish.' So they got out and walked up to the house, and imagine the adjuster's look of surprise when he walked up the steps, across the porch and opened the door. The entire house had burned away. The adjuster paid him the insurance, \$2,200.

"What deceived the adjuster was that the paint used had preserved the house from water and dampness, and the wood was as dry as a powder house, and the fire, starting from the inside, had burned all it came to until it reached the paint, and as there wasn't any gasoline in it, it left the entire outline complete.

"Mr. Smith drove the adjuster to town, looked up the carpenter that built the house and renewed the contract with him, and a part of the specifications was that the new house was to be built inside the walls of paint left standing, and that all the interior floors, furniture, stoves and everything were to be painted with two coats of the same kind of paint they had used on the outside, so he wouldn't have to have any insurance. It is hardly worth while to say that the paint on the house was the celebrated mixed paint sold by —, as their paint is the only one made that will stand the test of fire, weather and time."—Printers' Ink.



PRICE CUTTING.

Can the System Ever be Made to Pay the Merchant?

There are a great many circumstances which attend the cutting of prices which, in a large measure, determine whether it is profitable or not. Sometimes cut prices are a necessity and the question of immediate profit is not to be considered. Any line of goods which is likely to go out of style, of which the store has too large a quantity, must very often of necessity be reduced by cutting prices, so as to induce persons to take them.

Of course, such cutting of prices could have been avoided by more careful buying, which would have prevented too large a stock to accumulate. But no matter how careful the buyer is there are sometimes seasons which turn out differently from the expectations of the most expert, and on these occasions there are naturally things which seem good judgment to buy at purchasing time, but which later turn out to be a bad choice. These goods must necessarily be worked off in some manner and usually the most satisfactory way, both to the merchant and to his customers, is to reduce the price so as to sell rapidly and get rid of the surplus stock.

It is hardly necessary to say that many times it is well to cut prices on stock a considerable while before they really become unsalable. A small cut in a line of goods right in season, when they are needed, will be more likely to sell a large quantity than a much larger cut later on. For this reason, if a buyer has a presentiment that it will not be very long before certain goods are likely to be hard to sell, it is well for him to begin cutting prices immediately and thus avoid making such deep cuts when the goods turn out to be really out of date. There are also times when it pays to cut prices in order to advertise a certain stock of goods and to get buyers acquainted with the departments of stock carried.

For instance, a certain store has a handkerchief department which has all along not been patronized very liberally. The other departments of the store seem to be thriving, but for some reason or another buyers do not come to the handkerchief department very freely. Now, if certain lines of goods be taken and the price cut so as to offer some very special bargains, and if these bargains are rightly displayed in the windows or advertised, without doubt a great many persons would be brought to the department who otherwise would not come. Half of these persons who come may purchase the goods on which the prices are cut. If they do no more than this it is often policy to introduce the department to new people, who will probably be so pleased to get the bargains at this time that they will return at some future time and buy other goods. Again, if these persons come for the goods on which special prices are made, they may at the same time buy other goods on which there is a fair margin of profit.

There are other occasions in which cutting prices does not pay. Simply doing so for the purpose of outdoing or fighting a competitor is often disastrous. A merchant who will deliberately, for no other purpose than getting ahead of his neighbor, cut prices on some article may find in the end that he has only given his competitor a knife with which to cut deeper into the prices, and thus not only is the merchant out the loss on his first cut prices, but he will reap no glory

in doing so on account of his competitor beating his prices. It is usually this way in war between stores; and, the better part of merchandising seem to point to avoiding all such price cutting.

As a whole, while a great many minor points may be shown for the benefit of the merchant, there are still other views which may be taken on each side which have equal value from the standpoint of an argument for or against cutting prices.—C. F. Jones in Printers' Ink.

Won a Customer by Means of a Tin Card.

"It's a hard life, that of the drummer," said one yesterday to whom thirty years of hard work has given the right to speak with authority. "It's a hard life, but it's an interesting one, and it gives a man a close hold on hard facts and realities. The drummer learns in a hard school, but he does learn and the lessons pay. What is the first lesson he has to learn? How to manage men; how to approach a reluctant or an indifferent or a suspicious buyer, so as to win his confidence and overcome his indisposition.

"Experience teaches this better than anything else, although some men learn it more easily than others. I remember when I first began to travel as a salesman, when I was hardly more than a lad, I had an experience that proved very valuable to me. There was one old fellow on my route who had been known for years as the terror of all traveling men. He was declared to be absolutely the worst natured, worst mannered fellow they had ever met anywhere, but I hadn't even heard of him then, and handed him my card. He took it without even glancing at it and tore it into bits and threw the pieces on the floor. 'Now, sir,' he said, turning to me, 'get out of my store.' There were two pretty young girls in the store, who did not understand the proceeding and who looked at me as I walked out as if I had been an escaped convict.

"Well, I smarted for several days over that affair, during which time I made up my mind that I'd even matters up with him, if I could, the next time. So before I visited his town again I had a card made expressly for my good friend. It looked exactly like the one I had used before, only that it was made of tin. When I reached his town I waited until I saw the store pretty well filled with people and then walked in and gave him my card. He took it just as before, glared at me and gave the card a twist.

"But it didn't fall on the floor in bits this time, and he only succeeded in giving his wrist a wrench and raising a titter among his customers.

"I was nearly out of the door by this time, for I really didn't think my life was safe, but he called for me, and I went back. 'Come into my office,' he said. I went in, expecting never to come out.

"What do you want to sell me?" he asked me.

"'Dress goods,' I responded. 'Well, go on.' And I actually sold the old curmudgeon \$1,000 worth of cloths before I left. For years after—so long as he lived, in fact—he was one of my best customers and one of the best friends I ever made in my business."

She Inherited Vanity.

"Do all the angels have wings, mamma?"
"Yes, dear."
"Do the little angels have wings, too, mamma?"
"Yes, dear."
"Couldn't you get me one for my best hat, mamma?"

Crockery and Glassware.

AKRON STONEWARE.

Butters	
1/2 gal. per doz.	52
2 to 6 gal., per gal.	6 1/2
8 gal. each	5 1/2
10 gal. each	70
12 gal. each	84
15 gal. meat-tubs, each	1 20
20 gal. meat-tubs, each	1 60
25 gal. meat-tubs, each	2 25
30 gal. meat-tubs, each	2 70

Churns	
2 to 6 gal., per gal.	7
Churn Dashers, per doz.	84

Milkpans	
1/2 gal. flat or rd. bot., per doz.	52
1 gal. flat or rd. bot., each	6 1/2

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.	64
3/4 gal. per doz.	48
1 to 5 gal., per gal.	8

Sealing Wax	
5 lbs. in package, per lb.	2

LAMP BURNERS	
No. 0 Sun.	35
No. 1 Sun.	45
No. 2 Sun.	65
No. 3 Sun.	1 00
Tubular.	45
Nutmeg.	50

LAMP CHIMNEYS—Seconds	
Per box of 6 doz.	
No. 0 Sun.	1 50
No. 1 Sun.	1 66
No. 2 Sun.	2 36

First Quality	
No. 0 Sun, crimp top, wrapped & lab.	2 00
No. 1 Sun, crimp top, wrapped & lab.	2 15
No. 2 Sun, crimp top, wrapped & lab.	3 15

XXX Flint	
No. 1 Sun, crimp top, wrapped & lab.	2 75
No. 2 Sun, crimp top, wrapped & lab.	3 75
No. 2 Sun, hinge, wrapped & lab.	4 00

Pearl Top	
No. 1 Sun, wrapped and labeled.	4 00
No. 2 Sun, wrapped and labeled.	5 00
No. 2 hinge, wrapped and labeled.	5 10

Lamps.	
No. 2 Sun, "Small Bulb," for Globe	80

La Bastie	
No. 1 Sun, plain bulb, per doz.	90
No. 2 Sun, plain bulb, per doz.	1 15

Crimp, per doz.	
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.)	3 75
No. 2 Flint (80c doz.)	4 70

Electric	
No. 2 Lime (70c doz.)	3 75
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 58
1 gal. galv. iron with spout, per doz.	2 78

3 gal. galv. iron with spout, per doz.	
3 gal. galv. iron with spout, per doz.	3 75
3 gal. galv. iron with faucet, per doz.	4 85

5 gal. galv. iron with faucet, per doz.	
5 gal. galv. iron with faucet, per doz.	4 95
5 gal. Tilting cans.	7 25
5 gal. galv. iron Nacefas.	9 00

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

LANTERNS

No. 0 Tubular, side lift.	4 85
No. 1 B Tubular.	7 40
No. 15 Tubular, dash.	7 50
No. 1 Tubular, glass fountain.	7 50
No. 12 Tubular, side lamp.	13 50
No. 3 Street lamp, each.	3 60

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

Crackers and Sweet Goods

The National Biscuit Co. quotes as follows:

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

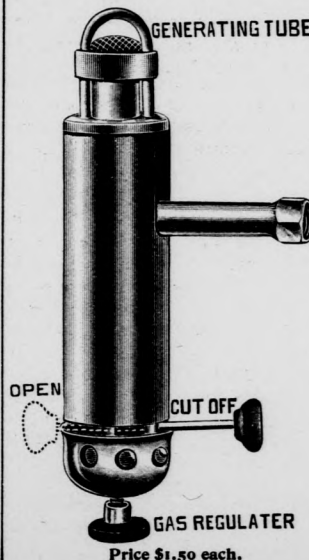
Soda	
Soda XXX.	6 1/2
Soda, City.	8
Long Island Wafers.	12
Zephyrette.	10

Oyster	
Faust.	7 1/2
Farina.	6
Extra Farina.	6 1/2
Saltine Oyster.	6

Sweet Goods—Boxes

Animals.	10
Assorted Cake.	10
Belle Rose.	8
Bent's Water.	16
Cinnamon Bar.	9
Coffee Cake, Iced.	10
Coffee Cake, Java.	10
Cocoanut Macaroons.	18
Cocoanut Taffy.	10
Cracknells.	16
Currant Fruit.	12
Creams, Iced.	8
Cream Crisp.	10
Cubans.	11 1/2
Frosted Honey.	12
Frosted Cream.	12
Ginger Gems, large or small.	8
Ginger Snaps, N. B. C.	8
Gladiator.	10
Grandma Cakes.	9
Graham Crackers.	8
Graham Wafers.	12
Grand Rapids Tea.	16
Honey Fingers.	10
Iced Honey Crumpets.	10
Imperial.	8
Jumbles, Honey.	12
Lady Fingers.	12
Lemon Snaps.	12
Lemon Wafers.	16
Marshmallow.	16
Marshmallow Creams.	16
Marshmallow Walnuts.	16
Mary Ann.	8
Mixed Picnic.	11 1/2
Milk Biscuit.	7 1/2
Molasses Cake.	8
Molasses Bar.	9
Moss Jelly Bar.	12 1/2
Newton.	12
Oatmeal Crackers.	8
Oatmeal Wafers.	12
Orange Crisp.	9
Orange Gem.	8
Penny Cake.	8
Pilot Bread, XXX.	7 1/2
Pretzels, hand made.	8
Pretzels, hand made.	8
Scotch Cookies.	9
Sears' Lunch.	7 1/2
Sugar Cake.	8
Sugar Cream, XXX.	8
Sugar Squares.	8
Sultanas.	13
Tutti Frutti.	16
Vanilla Wafers.	16
Vienna Crimp.	8

The Imperial Gas Lamp



The Burner is the thing to be considered.

Note Special Features—All Peculiar to The Imperial—here is one—others later.

The Gas travels continuously through the flame, hence you can turn the light as low as you wish and let it burn so indefinitely, and it won't smoke or go out. Try this with any other and you will understand why we claim this as peculiar to Imperial. When light is turned low, little gasoline is consumed, and in an instant by a turn of the button you have a brilliant white light—no smoke and no odor—perfect combustion. Write for catalogue.

The Imperial Gas Lamp Co.,

132 and 134 East Lake St.,

Chicago, Ill.

Price \$1.50 each.

East Jordan on the Verge of a Business Boom.

East Jordan, Jan. 15.—W. A. Loveday & Co. succeed to the business of D. C. Loveday & Co., dealers in general hardware and manufacturers of brick. D. C. Loveday, the veteran hardware man of the town—having been in the business about sixteen years—retires from active business. W. A. Loveday, junior partner and manager of the business for the past eight years, continues the management.

The Mitchells Co., of Port Huron, has opened a clothing and men's furnishing goods stock in the Highland building.

East Jordan is probably the largest town, as well as the busiest one, in the State without a railroad, depending on lake transportation in summer and six miles' carting of merchandise and other freights to and from the railroad in winter. Notwithstanding this, the town appears to be on the eve of a boom which will far exceed the healthy growth of the past two years caused by the extensive improvements made by the East Jordan Lumber Co., Bush & Co., and other lumbering institutions. It is now nearly an assured fact that two railroads, which will connect the three principal roads going north, will be built and operated within six months. This accomplished, East Jordan and South Arm will have greater inducements to offer manufacturers, in the way of shipping facilities, than many places in the State that have grown to be cities of importance.

The large lake vessels and steam barges have carried from East Jordan and South Arm—which are practically one town, being in the same township and connected by a bridge across the south arm of Pine Lake—during the past season of lake navigation about 35,000,000 feet of lumber, besides large quantities of wood and tan bark.

Is Oposomania Curable?

From the Philadelphia Medical Journal.

A new disease is always a thing to be welcomed, for it adds variety to life and sometimes to death. But when, with the advent of a new disease, there comes also the announcement of a sure cure for it, the event has a double interest for physicians. Oposomania is the latest new disease, and hypnotism is its remedy. Like dipsomania and pyromania, this new creation in the world of pathology is a process of degeneration, but whether or not it has yet received the approval of Nordau we can not say. We herald oposomania as a new disease because its discovery has just been announced by a very respectable newspaper, but we regret to say that when we come to look the subject up we find that the newspaper, as is not unusual, is way behind the times in pathology. Oposomania has had a place in the medical dictionaries for some years, and was, if we mistake not, announced by the London "Lancet" as long ago as 1802. It is characterized by an uncontrollable desire for sweet and dainty food. As such it would not be an alarming disorder, if it were not that it attacks young women and demands for its relief a supply of confectionery at the hands of young men. It therefore urgently demands a remedy, and to meet this demand a recent work on hypnotism gravely suggests that a cure for it is found in hypnotism. We publish these facts for what they are worth, but for ourselves we doubt whether there is any cure for this disorder in young women.

Hides, Pelts, Furs, Tallow and Wool.

Hides show a firmness of price, with free sales and no accumulation. The markets are in good shape at values acceptable to buyer and seller, with no immediate change anticipated. Stocks are ample.

Pelts are lower and trade is slow and unsatisfactory. It is difficult to obtain a margin of profit on any transactions.

Furs are not in brisk demand and collections are small. The catch is light. The quality is fast deteriorating and the

low prices anticipated at London sales do not forebode a favorable trade.

Tallow is strong and in good demand for prime stock, with slow sales for soapers' use at low values.

Wool has reached the guessing point with holders. They guess to-day's value will not make bank accounts whole and so decide to wait and see if something will not turn up. The supply, well distributed throughout the states, seems ample for all demands that are likely to come. Enough holders guess we will sell to keep wheels moving. The present condition is not satisfactory and the outlook is not encouraging.

Wm. T. Hess.

Twenty-One Out of Fifty-Eight.

Saginaw, Jan. 12.—At the regular examination session of the Michigan Board of Pharmacy, held at Detroit Jan. 8 and 9, there were fifty-eight applicants for registration—thirty-eight for registered pharmacists and twenty for assistants. Twenty-one received certificates, as follows:

Registered Pharmacists.

J. A. Bechard, Detroit.
C. B. Bidlack, Three Rivers.
W. B. Johnson, Howell.
F. W. A. Neuendorf, Saginaw.
B. E. Oatman, Avoca.
L. J. O'Conner, Detroit.
C. J. Tietz, Saginaw.
R. Van Avery, Kalamazoo.
W. J. Wilson, Detroit.

Assistant Pharmacists.

O. Arndt, Detroit.
E. J. Belser, Detroit.
A. M. Cooper, Lunn.
W. M. Frank, Detroit.
C. E. Havaland, Ann Arbor.
H. H. Menery, Yale.
R. W. Renney, Detroit.
J. C. Studley, Port Huron.
G. G. Stillwell, Ann Arbor.
Vit. J. TenKonohy, Detroit.
A. L. Weekes, Detroit.
H. F. Wolter, Detroit.

The next meeting will be held at Grand Rapids March 5 and 6.

Henry Heim, Sec'y.

To Whom It Might Concern.

A man left his umbrella in the stand in a Paris, Mo., hotel recently with a card bearing the following inscription attached to it: "This umbrella belongs to a man who can deal a blow of 250 pounds weight. I shall be back in ten minutes."

On returning to seek his property he found in its place a card thus inscribed: "This card was left here by a man who can run twelve miles an hour. I shall not be back!"

Cadillac—C. L. Dolph has offered to remove his sawmill from Temple to this place and convert it into a shingle mill, providing the business men of Cadillac will present him with a site. For stock he will use the pine stumps which are found in great abundance in this locality, buy what bolts he can and take the refuse left in the swamps by the cedar pole companies. He will employ about fifteen men in and about the mill, besides opening a market for a product of which every farmer has more or less.

Benton Harbor—A stock company has been organized to establish a ball bearing wagon factory. H. B. Gillette, of the Peters Lumber & Shingle Co., some time ago invented a new ball bearing axle for wagons and trucks of all kinds. A thorough test was given these axles at the lumber yards and they have proved a success. These axles are now being manufactured in Baute's machine shops and, as the demand is constantly increasing, the manufacture of the article on a large scale will be undertaken.

If you cultivate smiles instead of frowns, you are certain to become handsome as you grow old.

He Was Up to the Limit.

A young society woman in this city is telling a story of a very little newsboy who so appreciated her kindness to him at the newsboys' Thanksgiving dinner that he went to the extent of great suffering for her sake. At least, she thinks it was appreciation, but others have doubts. At all events, the young woman, who, with a number of others, was engaged in serving the boys, noticed this little boy way off at one end of the table. Many of his larger fellows were already hard at work on the various good things, but this little fellow had evidently been neglected. Clearly here was a case of urgent charity, so the amateur waitress flew to his side, and for an hour she saw to it that he did not lack for anything. Plate after plate of turkey was literally showered upon him. Finally, as she set another piece of plum pudding in front of him, he rolled his eyes meekly toward her and said in muffled tones:

"Well, Miss, I kin chew, but I can't swaller no more."

Larger and Stronger Than Ever.

Our representative, while going his rounds, has learned that many retail merchants throughout the State have the impression that the old reliable wholesale hat, cap and fur house of Walter Buhl & Co., of Detroit, which for many years has occupied such a prominent position in the jobbing trade of the Middle West, had retired from business. We are pleased to say that this is erroneous, as they have simply disposed of their fur department and are now devoting all their energy and attention to wholesale hats, caps, gloves, umbrellas.

Wm. Connor (Michael Kolb & Son) proposes to spend one-half of February in San Diego, Calif., where he will be the guest of his old friend, Albert Stegman, formerly manager of the grange store at Allegan.

When a mistake is made in distilling whisky, somebody is ready to rectify it.

Carbon Oils

Barrels	@11
Eocene	@10
Perfection	@ 9 1/2
Water White Michigan	@ 9
Diamond White	@ 11
Deodorized Stove Gasoline	@ 10
Deodorized Naphtha	@ 29
Cylinder	@ 34
Engine	@ 19
Black, winter	@ 10 1/4

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 FINE LINE OF PICTURE mouldings, Marsh mitre machines, mat board, etc.; also two furniture wagons at a bargain. Address Box F., Dansville, Mich. 654

TO EXCHANGE—\$1,500 MODERN GRAND Rapids residence for stock of drugs in live town or city; must be well established. Address No. 63, care Michigan Tradesman. 653

DOUBLE YOUR MONEY. BUY GRAND Rapids realty before rise sure to come in spring. Clark's Real Estate Exchange, Grand Rapids. 661

HAIRDWARE, DRUGS, GENERAL, SHOES, grocery stocks way below par. Clark's Business Exchange, Grand Rapids. 662

FOR SALE—FIRST-CLASS STOCK GENERAL merchandise—groceries, dry goods, boots and shoes—in thriving city of 4,000 inhabitants; cash or trade; five years' established business. Address No. 657, care Michigan Tradesman. 657

FOR SALE OR EXCHANGE—A CLEAN stock of drugs and jewelry or either one separate; best location in the city, opposite Union depot and boat docks. Address Union Pharmacy, Muskegon, Mich. 664

WILL PAY CASH FOR \$4,000 TO \$6,000 DRUG stock doing a good business. Address No. 663, care Michigan Tradesman. 663

FOR SALE—A BARTHOLOMEW "NICHOL" mint popcorn and peanut roaster combined; in use one year. Address 201 Washington Ave., S., Lansing. 666

FOR SALE—GROCERY, RESTAURANT, bakery, with brick oven, two lots in good town, cheap for cash. E. L., Box 357, Thompsonville, Mich. 665

FOR SALE—FINE HARDWARE STOCK, invoicing \$4,000; doing a fine business; sales \$10,000 to \$12,000 a year; wish to exchange for other business. This is a fine business for one wishing to locate. Address No. 645, care Michigan Tradesman. 645

FORTY ACRES OF IMPROVED FARMING land, well fenced, including good house and barn, 3 1/2 miles from suburban trolley line, to exchange for stock of merchandise. E. D. Wright, care Musselman Grocer Co., Grand Rapids. 644

FOR SALE—GENERAL STOCK OF GOODS, store building, fixtures and horses, in thriving mining town of Northern Michigan. Address No. 642, care Michigan Tradesman. 642

FOR EXCHANGE—TWO 40 ACRE FARMS, with buildings, in the Fruit Belt of Oceana county, Mich., for a clean stock of dry goods and groceries. Address Lock Box 335, Saranac, Mich. 641

FOR SALE—176 SUBURBAN LOTS NEAR electric cars. Would exchange for boot and shoe stock. Address Publisher, Carrier No. 40, Grand Rapids, Mich. 638

FOR SALE—\$3,000 STOCK OF HARDWARE and implements, with tinshop, in thriving town with extra prospects; best reasons for selling. Prefer to sell buildings and land, but will lease. Address Thriving, care Michigan Tradesman. 655

NOTHING BUT BARGAINS IN MERCHANDISE stocks wanted. One hundred stocks merchandise and fifty farms for sale or trade. Clark's Business Exchange, Grand Rapids, Mich. 651

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—CHEAP—\$2,000 GENERAL stock and building. Address No. 240, care Michigan Tradesman. 640

FOR SALE—DRUG STOCK AND FIXTURES complete. Address Box 494, Shelby, Mich. 650

A SMALL DRUG STORE FOR SALE—CHEAP, with fixtures. Address John I. Crissman, Utica, Mich. 652

COLD STORAGE AND BREWERY PROPERTY, complete with ice house and double dwelling, at about one-half what the property is worth, in Southern Michigan. L. O. Miller, Three Rivers, Mich. 656

MONEY ON THE SPOT FOR CLEAN stock of merchandise, \$5,000 or over. Address Box 113, Grand Ledge, Mich. 660

BIG RETURNS FOR SMALL CAPITAL.—We have just succeeded in securing the exclusive control and manufacture of the celebrated Doran Hydro-Carbon Lighting System, which is the best system light yet invented for interior and street lighting; each lamp gives 1,200 candle power light, can be turned on or off instantly, the same as electricity; absolutely safe, simple and satisfactory. Correspondence solicited from all interested parties and municipal officers, and those who would like a good paying business in their own city or town. Acorn Brass Works, 20 South Jefferson St., Chicago. 659

NEW SHOE STOCK FOR SALE, \$3,000 worth; cheap if taken at once for cash; best location; best reasons for selling. Address No. 635, care Michigan Tradesman. 635

WANTED—ENERGETIC COUNTRY printer who has saved some money from his wages to embark in the publication of a local newspaper. Will furnish a portion of the material, take half interest in the business and give partner benefit of long business experience, without giving business personal attention. None need apply who does not conform to requirements, which are ironclad. Zenia, care Michigan Tradesman. 631

WANTED—AN AGENT IN EVERY CITY and town for the best red and olive paints on earth. Algonquin Red Slate Co., Worcester, Mass. 612

FOR SALE—STOCK OF GROCERIES, DRY goods and shoes inventorying about \$2,500, enjoying lucrative trade in good country town about thirty miles from Grand Rapids. Will rent or sell store building. Buyer can purchase team and peddling wagon, if desired. Terms, half cash, balance on time. Address No. 592, care Michigan Tradesman. 592

FOR SALE—GENERAL MERCHANDISE stock, invoicing about \$7,000; stock in all shape; selling about \$25,000 a year, with good profits; trade established over twenty years; fortune here for a hustler; terms, one-half cash down, balance one and two years, well secured by real estate mortgage; also store building and fixtures for sale or exchange for good Grand Rapids residence property on East Side; must be free from debt and title perfect. Address No. 520, care Michigan Tradesman. 520

WANTED—MERCHANTS TO CORRESPOND with us who wish to sell their entire stocks for spot cash. Enterprise Purchasing Co., 153 Market St., Chicago, Ill. 653

FOR SALE—DRUG STOCK INVOICING \$2,000, in good corner store in the best town in Western Michigan. The best of reasons for selling. Address No. 583, care Michigan Tradesman. 583

FOR RENT—A GOOD BRICK STORE IN good business town on Michigan Central Railroad; good living rooms above; good storage below; city water and electric light. Address Box 298, Decatur, Mich. 654

HOTEL FOR RENT OR SALE—STEAM heat, electric lights, hardwood floors, etc., located in Bessemer, Mich., county seat Gogebie county. Address J. M. Whiteside, Bessemer, Mich. 653

MISCELLANEOUS.

WANTED—SITUATION AS CLERK OR manager of general store. Nine years' experience. Can give good references. Address, J. G. Cameron, Millbrook, Mich. 593

RUB-NO-MORE

Handled by all Jobbers,
Sold by all Retailers.

SUMMIT CITY SOAP WORKS, Fort Wayne, Ind.

Detroit BUSINESS University EDUCATES

Young men and women for useful life and profitable employment. Superior methods of instruction. Large corps of able men teachers. Occupies elegant building erected for its use. Has had over 33,000 students in attendance now employed in different parts of the world. Has more students in attendance and furnishes more situations to graduates than all other business colleges in Detroit combined. Elegant catalogue furnished on application. Business men furnished with competent bookkeepers, stenographers, etc., free of charge.

WILLIAM F. JEWELL, President.

PLATT R. SPENCER, Secretary.

Business University Building, 11-13-15-17-19 Wilcox Ave.

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.

ENGRAVERS

BY ALL THE
LEADING PROCESSES

PORTRAITS, BUILDINGS,
MACHINERY,
STATIONERY HEADINGS
EVERYTHING.

HALF-TONE
ZINC-ETCHING
WOOD ENGRAVING

TRADESMAN COMPANY
GRAND RAPIDS, MICHIGAN.

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 KLAFF; Treasurer, J. GEORGE LEHMAN

Detroit Retail Grocers' Protective Association

President, E. MARKS; Secretaries, N. L. KOENIG and F. H. COZZENS; Treasurer, C. H. FRINK.

Kalamazoo Retail Grocers' Association

President, E. L. HARRIS; 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.

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Saginaw Retail Merchants' Association

President, M. W. TANNER; Secretary, E. H. McPHERSON; Treasurer, R. A. HERR.

Traverse City Business Men's Association

President, THOS. T. BATES; Secretary, M. B. HOLLY; Treasurer, C. A. HAMMOND.

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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

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St. Johns Business Men's Association

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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, JOHN G. EBLE; Secretary, L. J. KATZ; Treasurer, S. J. HUFFORD.

Earthenware Meat Tubs

15, 20, 25, 30 gal. All sizes in stock. We can ship promptly. Prices are right. Send us your order.

W. S. & J. E. Graham
GRAND RAPIDS, MICH.

TRADESMAN ITEMIZED LEDGERS

SIZE—8 1/2 x 14.
THREE COLUMNS.

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

INVOICE RECORD OR BILL BOOK

50 double pages, registers 2,850
12 invoices... \$2 00

Tradesman Company
Grand Rapids, Mich.

Travelers' Time Tables.

PERE MARQUETTE

Railroad and Steamship Lines.

The benefits derived from the merging of the lines which go to make up the above—great system—grows more apparent each day and the traveling public now realize and appreciate the progressive move which resulted in the consolidation. Fast and frequent trains are operated from Grand Rapids to Chicago, Detroit, Toledo, Saginaw, Bay City, Petoskey, Ludington, Manistee, Muskegon, Traverse City, Alma, Lansing, Belding, Benton Harbor, St. Joseph, and intermediate points, making close connections at Chicago with all fast trains for the south and west, and at Detroit and Toledo with trains east and southbound. For perfection and comfort in travel, try the "Mid-Day Flyers," leaving Grand Rapids 12:05 noon, each week day, arriving at Detroit 4:05 p. m. and Chicago 5:00 p. m. Travel by water, during the season, a leading feature of this system. Specially equipped passenger steamers ply between Ottawa Beach and Milwaukee daily.

H. F. MOELLER, G. P. A.,
Detroit.

GRAND Rapids & Indiana Railway Dec. 2, 1900.

NORTH	Except Sunday	Except Sunday	Except Sunday
Lv. Grand Rapids	7:45am	2:10pm	10:45pm
Ar. Cadillac	11:20am	5:40pm	2:10am
Ar. Traverse City	1:30pm	7:50pm	
Ar. Petoskey	2:50pm	9:15pm	5:35am
Ar. Mackinaw City	4:15pm	10:35pm	6:55am

Local train for Cadillac leaves Grand Rapids at 5:20 p. m. daily except Sunday.
Pullman sleeping or parlor cars on all through trains.

Trains arrive from the north at 6:00 a. m., 10:45 a. m., 5:15 p. m. and 10:15 p. m. daily except Sunday.

SOUTH	Except Sunday	Except Sunday	Except Sunday
Lv. G'd Rapids	7:10a	1:50p	6:50p 11:30p
Ar. Kalamazoo	8:50a	1:45p	3:22p 8:35p 1:00a
Ar. Ft. Wayne	12:10p		6:50p 11:45a
Ar. Cincinnati	6:25p		7:15a

6:50pm train carries Pullman sleeping car to Cincinnati. 11:30pm train carries through coach and Pullman sleeping car to Chicago.
Pullman parlor cars on other trains.

Trains arrive from the south at 6:45 a. m. and 9:10am daily, 2:00pm, 9:45pm and 10:15pm except Sunday.

MUSKEGON	Except Sunday	Except Sunday	Except Sunday
Lv. Grand Rapids	7:35am	2:05pm	11:30pm
Ar. Muskegon	9:00am	3:20pm	7:00pm

Sunday train leave Grand Rapids at 9:15am. Trains arrive from Muskegon at 9:30am, 1:30pm and 5:20pm except Sunday and 6:50pm Sunday only.

CHICAGO TRAINS

G. R. & I and Michigan Central.

TO CHICAGO	Except Sunday	Daily
Lv. G'd Rapids (Union depot)	12:30pm	11:30pm
Ar. Chicago (12th St. Station)	5:25pm	6:55am

12:30pm train runs solid to Chicago with Pullman buffet parlor car attached.
11:30pm train has through coach and Pullman sleeping car.

FROM CHICAGO	Except Sunday	Daily
Lv. Chicago (12th St. Station)	5:15pm	11:30pm
Ar. G'd Rapids (Union depot)	10:15pm	6:45am

5:15pm train runs solid to Grand Rapids with Pullman buffet parlor car attached.
11:30pm train has through coach and sleeping car. Phone 606 for information.

Muskegon BUSINESS COLLEGE.

Young men and women admitted any week in the year. Every graduate secures employment. Living expenses low. Write for catalogue.

E. C. BISSON, Muskegon, Mich



20c A MONTH
is all it costs for the
VERY BEST
GAS LIGHT

equal to 10 or 12 coal oil lamps
anywhere if you will get the
Write at once for Agency
Brilliant Gas Lamp Co., 42 State, Chicago

Use Tradesman Coupons

**Daudt
Glass & Crockery Co.**
WHOLESALE
Earthenware, China & Glassware
TOLEDO, OHIO

Buckwheat Flour

Made by
J. H. Prout & Co.,
Howard City, Mich.

Has that genuine old-fashion-
ioned taste and is
ABSOLUTELY PURE
Write them for prices

Kinney & Levan

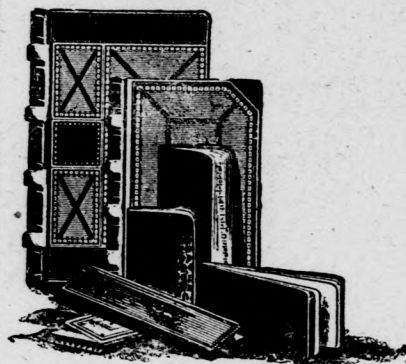
Importers and Jobbers of
**Crockery, Glass, Lamps, House
Furnishing Goods**
CLEVELAND, OHIO

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.

Blank Books of all kinds



Ledgers, Journals, Day Books, Bill
Books, Cash Sales Books, Pass Books,
Letter Copying Books.

Also everything else a business man
needs in his office. Mail orders
given prompt attention.

WILL M. HINE
Grand Rapids, Mich.
49 Pearl St., 2 & 4 Arcade
Both Phones 529

"PERFECTION"

We are doing a splendid business in our Perfection Brand
Spices because the merchants who handle them find they are
as represented—pure and unadulterated. If you are not hand-
ling them you should for they are quick sellers and profit earners.
Manufactured and sold only by us.

NORTHROP, ROBERTSON & CARRIER,
LANSING, MICHIGAN

H. LEONARD & SONS

IMPORTERS, JOBBERS AND MANUFACTURERS,
GRAND RAPIDS, MICH.

OUR JANUARY SUPPLEMENT, which we will mail this week, will be of special interest
on account of the many price reductions in the lines of **Tinware, Shelf Hardware, etc.**
It also contains a very handsome line of **Lace Valentines, Novelties, Cards, etc.**, at very
low prices and a complete line of **Marbles.**

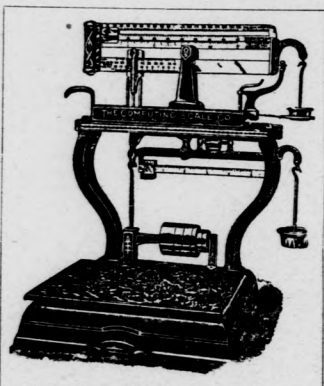
Sap Pails and Syrup Cans we quote as follows:

Sap Pails, 10 quarts, IC, straight pattern, per doz.	\$ 96
Sap Pails, 12 quarts, IC, straight pattern, per doz.	1 45
Sap Pails, 10 quarts, IX, straight pattern, per doz.	1 15
Sap Pails, 12 quarts, IX, straight pattern, per doz.	1 25
Sap Pails, 10 quarts, galvanized, per doz.	1 75

Syrup Cans, with Air Tight Screw Top and Wire Handle

Syrup Cans, 2 quarts, round, per doz.	\$ 85
Syrup Cans, 4 quarts, round, per doz.	1 10
Syrup Cans, 2 quarts, square, per doz.	95
Syrup Cans, 4 quarts, square, per doz.	1 20

If you do not receive our supplement write for it today.



Look Out for Patent Infringers

There is a scale made in Detroit, Michigan, which
copies our form, patent, trade name and trade mark, in its
entirety. We hereby warn jobbers, merchants or any
others attempting to market or use this scale, that they are
trespassing on our rights, if they use, sell or offer for sale
this infringing article, and we will institute proceedings to
collect the damages due us in every case of violation of our
rights, coming to our notice.

THE COMPUTING SCALE CO., Dayton, Ohio.