

MICHIGAN TRADESMAN

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Eighteenth Year

GRAND RAPIDS, WEDNESDAY, JANUARY 30, 1901.

Number 906



If You Are Alive

To the interests of your business you will not buy any FELT BOOT or SOCK COMBINATIONS till you have seen ours. The prices are not dictated by a trust.

Our salesmen are now on the road and will call on you shortly.

The Beacon Falls Rubber Shoe Co.,

207 and 209 Monroe Street,
Chicago, Illinois

Not in Any Trust.



We



Never Lie

knowingly, and we sincerely believe that

Royal Tiger 10c

Tigerettes 5c

are the BEST that can be produced for the money.

Try Them

PHELPS, BRACE & COMPANY, Detroit, Michigan

CAROLINA BRIGHTS CIGARETTES
"Not made by a Trust"

The Largest Cigar Dealers in the Middle West
F. E. Bushman, Manager Cigar Dept.



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.

"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 handling them you should for they are quick sellers and profit earners. Manufactured and sold only by us.

NORTHROP, ROBERTSON & CARRIER,
LANSING, MICHIGAN

EGG Baking Powder

Will in future bear this special label to meet unfair and unjust attacks—you know what we mean:

The powder in this can contains no alum and is composed of the most wholesome ingredients as understood by the Pure Food Laws.

We count on the help of Dealers because the Dealers can absolutely count on us to maintain price, profit and quality.

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

Start the New Century Right

by sending us an order.

Walsh-DeRoo Milling Co., Holland, Mich.

BETTER THAN EVER

SMOKE

50 CIGAR SOLD BY ALL JOBBERS.

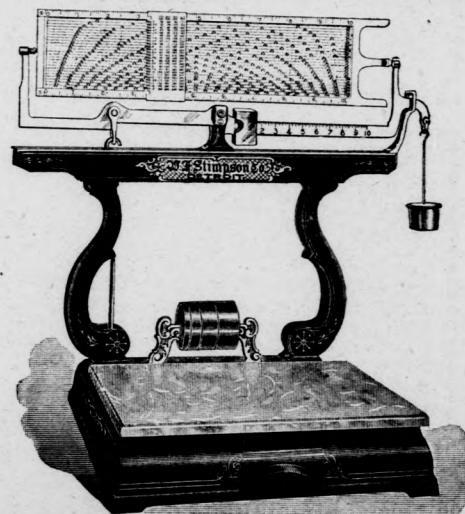
Capital and Brains

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 30, 1901.

Number 906

A. BOMERS, ..Commercial Broker..

And Dealer in
Cigars and Tobaccos,
157 E. Fulton St. GRAND RAPIDS, MICH.

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.

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.

Widdicombs 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.

Wholesale Ready Made Clothing

Nearly all kinds, for all seasons, for Men, Boys and Children. Meet

WILLIAM CONNOR

who will be at Sweet's Hotel, Grand Rapids, February 9 to 14, and you will see a large line of samples to select from. Customers' expenses allowed. Or if you prefer, write him, care Sweet's Hotel, and he will call on you. He pays prompt attention to mail orders.

Tradesman Coupons

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NATIONAL IN NAME ONLY.

The outcome of the annual convention of the so-called National Retail Grocers' Association, which was held at Detroit the first three days of last week, completely vindicates the position taken by the Tradesman ever since the movement was inaugurated in 1893, when it questioned the wisdom of launching so pretentious an undertaking in the following words:

The attempt to organize a national association of retail grocers on the grounds of the World's Fair last week was a complete fiasco, as the Tradesman predicted would be the result two weeks ago. There is no excuse for such an organization until the local and state organizations have become so numerous and so energetic that they feel the necessity of a broader and more comprehensive organization to take up the work where the local and state organizations leave off and carry it forward to a successful issue. When this condition is reached—and the Tradesman has ever done and ever will do all it can to bring about such a result—then the larger and broader organization will be quite as necessary as the local and state organizations are to-day.

Although nearly eight years have elapsed since this opinion was expressed, the Tradesman now sees no reason why it should deviate from the position then taken and subsequently maintained; and, in the light of recent events, it is plainly evident that many men who espoused the idea of national organization and believed it to be a growing cause have had occasion to change their minds. The attendance at Detroit was less than half the attendance at the Cleveland convention a year ago. Less states were represented and less work of a general character was undertaken. The Nestor of retail organization and trade journalism asserts that nothing of value to the grocery trade of the United States was accomplished. Much of the time of the convention was consumed by a factional fight to dump a couple of unworthies who were apparently actuated solely by a determination to make the organization the instrument of their ambition. At the most critical period of the convention 108 votes were

recorded—an insignificant number to represent the 230,000 men who handle groceries in this country. If organizations, like men, are to be judged by their fruits, there is no excuse for the present national movement, which has been productive of nothing but ill feeling, bad blood, discord, broken promises, criminations and recriminations, speculation, prostitution of office, libel suits and numerous other results of hasty conclusions and illy-considered actions.

The Tradesman has no objection to those who like that sort of thing getting together and calling themselves a national association. It helps the railroads and hotels, gives those who rejoice in the sound of their own voices an opportunity to air their opinions and—as was the case at Detroit—frequently results in the spilling of a lot of bad blood which might otherwise result seriously. The Tradesman never has and never will oppose such a movement on the part of those who happen to differ with it on this subject, because it invariably concedes to others the same right to free speech and independent thought which it claims for itself. If other good people cherish the opinion that a national association is necessary to their happiness, well and good. The Tradesman doffs its hat to them, wishes them well and will never throw a stone in their dooryard. Because it does not regard this subject in the same light as other good people is no reason why it should be vilified and castigated and called bad names by a few hot-headed exponents of national organization who will know more when they grow older and come to understand that people can differ on matters of vital importance and still be honest and be actuated by the best of motives.

In view of the importance of the topic to every citizen, the Tradesman deems it unnecessary to offer any apology to its readers for devoting nine columns of space in this week's paper to the subject of taxation in the shape of a paper on the "Separation of State and Local Finances," by Horace M. Oren, Attorney General of Michigan. This paper is a fit companion to the ethical presentation of the subject by Harvey J. Hollister, published last week, and also to the legal and constitutional discussion of the question by Mark Norris, of this city, which will appear next week.

One can trace, with great satisfaction, the various causes that have led to one day or one season of success. It ought to be equally satisfactory to plan for another day or another season. Of course, there are fluctuations in the business world that can not always be seen. There may be wars and rumors of wars that will influence the markets. There may be bad seasons, seasons of business wrecks, owing to the weather.

Kansas seems to get the same kind of unenviable notoriety under all political administrations. It is apparently suffering from an oversupply of strenuousity.

THE PAN-AMERICAN EXPOSITION.

The people of Buffalo evidently put their Pan-American Exposition in good hands. The management has every appearance of being enterprising and progressive. It is distinctly stated that there will be funds enough at disposal to do everything which the projectors desire and to do it in the highest style of the art. It is asserted that the Pan-American will compare very favorably with the World's Fair at Chicago and be an exhibition well worth traveling miles to see. If elaborate preparations go for anything, Buffalonians will be prepared to meet the expected rush of tourists and sight-seers. The advertising department has been especially diligent and is continuously disseminating explanatory and laudatory literature calculated to make millions count the days until they can see the show. If the Exposition is two-thirds or even half as good as they say it will be, it will repay all visitors, even those who travel long distances, to avail themselves of the privilege.

The state of the country and the condition of the times are especially fortunate for the Pan-American projectors. Everybody has been busy during the last two or three years and presumably most people will feel they can afford to spend a little money next summer in enjoyment, and Buffalo will be one of the places always taken into the reckoning. The people of that city say that, while they expect to make a great deal of money taking boarders, they will not undertake to make a fortune out of one family in a week. They claim they are going to be very reasonable in their living charges, so that people of moderate means may be made comfortable for a week or two in that city and have money enough to pay their fare home without borrowing. Very much will depend upon the reputation in this line established early after the opening. If the people of the country at large get the notion that they are to be robbed right and left by hotel and boarding house keepers it will materially affect the attendance. There is unquestionably much positive benefit to be derived from exhibitions of this character. Those who see them and are so inclined can learn a great deal. None can fail to be impressed with the exhibition of modern progress which these great shows display. Residents of Michigan in particular will wish Buffalo well in her great undertaking and hundreds of thousands from this State will be sure to visit the Exposition and are confident that they will enjoy it.

A Minneapolis paper amuses itself by telling the story of a fair daughter of that State who caught a pickerel three feet long. That seems to us to be a trifling matter beside the six-foot suckers that our lovely and entrancing maidens are yanking from bachelordom every day, and they seem to like the fun, too.

A man spends time getting good money and then spends money having a good time.

EDUCATION NOT NECESSARY

To Enable the Merchant to Achieve Success.

"I don't think any man ought to be allowed to enter business unless he is a graduate of some public school and can pass an examination in the common school branches," said a friend of mine the other day, in discussing the percentage of illiteracy in the mercantile business.

I didn't call this gentleman a fool, because he is bigger than I am, but I certainly felt like it. Nobody places a higher value on an education than I do, but I wouldn't for a minute contend that it cuts much figure in business. As a matter of fact, it is sometimes a question in my mind whether the most successful merchants aren't the ones with the least education.

I got a letter last week which is a splendid case in point. It is from a friend of mine in a Western city. I violate no confidence in reproducing it, as he is not in the grocery business, and I give neither name nor address. The letter was as follows:

I have yure letter which was written on December 28, and want to reply to it, I could not be to positive about the value of Jackson property my advise to you is to snap up quick as can get it is a bargan,

Now, a school boy can probably write a better letter than this. It is badly spelled, abominably punctuated and execrably composed, yet hundreds of men who would be able to write a letter that would make this look like a school boy's effusion would be absolutely incapable of putting through the deal which this letter refers to. The writer of that letter is one of the sharpest, shrewdest business men I ever met in all my life. Yet he never had any education whatever—never went to school even. Everything he knows he taught himself.

To establish education as a criterion of business ability would be to keep born business men like my friend out and let in men who could write better letters, but who couldn't hold a candle to him where it came to real business ability.

In an experience of several years I have rubbed up against a lot of business men, and in running them over in my mind in an off-hand way, I am really inclined to believe that the most successful of them are those who have only the crudest sort of education—men who could hardly write a letter even so good as the one I have reproduced.

Why, just to show how utterly worthless education is to prove whether a man is a good or a bad business man, the poorest, most shackling merchant I ever knew was a graduate of Harvard College.

I know a grocer who in his youth was bitterly poor. He had no advantages; never went to school but two months in all his life. Ever since boyhood this man has ardently desired an education, but he has never had time to get one—even a rudimentary one. To-day he is utterly incapable of writing a coherent letter and never attempts to. His wife attends to his book-keeping and writes all his letters.

It may be interesting to know that this grocer, who would never have been allowed in business if my friend's educational test had stood, is worth between \$40,000 and \$50,000—every cent of which he made himself.

There are a lot of splendidly educated gentlemen in the world who aren't worth \$40,000 or \$50,000.

No, siree; education cuts but mighty little figure in business capacity. Understand, I'm not deprecating education—a man who hasn't one is losing a good deal of the bright side of life, but it isn't necessary to have education to make money, all the same.

Business men are born, and the finest college education on earth can't make a good business man out of a fellow who is born to be a poor one.—Stroller in Grocery World.

How Country Stores Are Affected by the Catalogue Houses.

Bolivar, N. Y., correspondence N. Y. Sun.

The country merchants of Western New York are to-day facing the hardest proposition they have ever encountered. If the city department stores continue to increase their mail order trade during the next three years at the same ratio as in the past year it is declared that at least 25 per cent. of the small country merchants will be forced out of business.

Take the village of Bolivar, for example. It has 1,200 population and is the trading center for about 4,000 people. In the past eleven months \$10,000 worth of goods from Chicago and New York department stores have been received at the freight and express office here. In addition, hundreds of dollars' worth of goods have been received through the mails.

This state of affairs prevails in almost every village in Western New York. At the freight office at Black Creek, in this county, a hamlet of 200 population, twenty-five stoves were received in the past eight months from Chicago department stores. It is believed that not less than \$100,000 of Alleghany county money found its way to the department stores of Chicago and New York last year.

The department stores on receipt of \$1 will ship a tombstone properly lettered, the balance, \$9.85, and freight, to be paid to the freight agent on delivery. This is one of the latest departures and has aroused the wrath of country monument dealers. No line of business in a country town is exempt from the competition of the department store.

Up to within two years very few groceries have been sold in Western New York by the Chicago stores, but now many farmers buy all their groceries in Chicago. A few days ago a farmer living out among the hills east of Bolivar sent a New York draft for \$100 for a supply of groceries, and a neighbor of his sent a draft for \$240 to pay for a cutter, harness, fanning mill and parlor suit. Last year 200 bicycles were shipped from city department stores to this county, most of them selling for \$16.50.

In one Alleghany county village the local merchants try to meet this competition by selling at the department store catalogue prices. The local merchants say that the department stores sell for cash, whereas the country merchant is expected to carry his customers from thirty to ninety days. If the customer of the department store, they say, will add the cost of express or freight to the price of the goods purchased they will find that they make little or no saving over the cash prices that can be secured from the small town merchant. That is the country merchant's side of the story.

If the men have the mail order habit they have a light attack in comparison with the women, who are the real friends of the department stores. Shoes, cloaks, hats, corsets, hosiery, dress goods, baby carriages, confectionery, perfumes, soaps, and a thousand other things are bought by mail. The department store of the big cities is likely to cause a revolution in the methods of the small town merchants. It means fewer stores and better ones; more live merchants and fewer old-fashioned ones who insist that the trade of the people who live in the country about them is theirs by right of inheritance.

Use a slightly dampened cloth for dusting, so that it will collect instead of disperse the dust.

B. C. Mansfield Driven to Failure by Bad Habits.

B. C. Mansfield & Co., fish merchants at 135 South Division street, uttered a chattel mortgage on their stock and fixtures to E. H. Long Jan. 21 in payment for alleged legal services. Two days later the firm uttered a trust mortgage to John J. Tweedale, as trustee for twenty-six creditors, whose claims aggregate \$937.11, as follows:

Nelson Morris & Co.	\$ 22.00
W. J. Clarke & Son, Harbor Springs	167.00
Clark Can Co., Detroit	95.26
W. H. McGee & Co., Baltimore, Md.	78.00
Strohmeier & Arpe, New York City	19.00
Dornbos & Bro., Grand Haven	24.00
J. Regez, Monroe, Wis.	23.23
H. M. Williams, Baltimore, Md.	21.00
W. Holmes & Co.	14.03
Kilbourn & Co., Grand Haven	6.40
J. H. Hines, Chicago	5.20
D. A. Trumpour Co., Bay City	24.77
W. S. Crosby, Norfolk, Va.	21.00
Avery Preserving Co., Detroit	11.00
Geo. Thompson, New York City	55.00
Baratara Canning Co., New Orleans, La.	8.75
Rotherberger & Berger, Chicago	28.49
Arnold & Winsor, Boston	21.05
M., B. & W. Paper Co.	8.83
James Farr & Bro., Gloucester	41.58
Maas Bros.	148.22
Blanchard & Powell, Boston	45.50
Geo. S. Sloane, Chicago	4.80
Worden Grocer Co., Grand Rapids	9.00
C. H. Libby, Grand Rapids	7.20
H. J. Plett, Grand Rapids	18.00

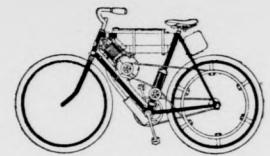
Mr. Long "sold" his mortgage to the father of B. C. Mansfield, who proceeded to take goods out of stock for the amount of the claim thus acquired. Apparently, this did not leave over \$50 worth of stock, from which Mansfield was permitted to select his exemptions of \$250.

The failure is due primarily to the intemperate habits of B. C. Mansfield, who has been a constant patron of the saloons for several months.

Most of the indebtedness was incurred through the belief that Mrs. Marie Mansfield, mother of B. C. Mansfield, was the "Co." of the concern. Such a statement was made by Mansfield in October, 1898, which he reiterated in May, 1899, and again on Nov. 23, 1900. If Mrs. Mansfield was a partner, the accounts against the firm are good. If she was not a partner, Mansfield can be arrested on a criminal charge of obtaining goods under false pretenses.

Turned the Tables.

Young Stone—I spoke to the chemist and he advised me that I should—
Doctor (interrupting)—Oh, he gave you some idiotic advice, I suppose.
Stone—He advised me to see you!



Auto-Bi \$200

Before the present century is 5 years old Motor Cycles and Automobiles will not be so much of a curiosity as at present.

We predict a large sale for the above little machine. It is practical, safe, speedy, cheap. It costs less than ¼ cent per mile to run it.

Agents wanted. Write for catalogue.

ADAMS & HART
12 W. Bridge St., Grand Rapids, Mich.

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.

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

Around the State

Movements of Merchants.

Goodland—A. Furstenan has sold his general stock to W. H. Manning.

Owosso—J. Floyd Tallmadge, confectioner, has removed to Saginaw.

Howard City—Henry Finch, meat dealer, has sold out to Simon Thon.

Owosso—Thos. V. Case, merchant tailor, has removed to Sault Ste. Marie.

St. Johns—Wm. Crich, tinsmith and plumber, has sold out to J. J. Williams.

Armada—Bert E. Wellman has purchased the drug stock of Erwin F. Phillips.

Ionia—Frank Hutchins has purchased the grocery stock of Eugene H. Cogswell.

Albion—Geo. B. Griffin succeeds Welling & Griffin in the hardware business.

St. Johns—Richard Gray has purchased the grocery stock of Joseph Simmons.

South Haven—Chas. R. Kenyon has purchased the meat market of J. Niffenegger.

Deerfield—J. G. Prentiss will shortly start a bank here—a much needed institution.

Newport—Frank Lernes has purchased the general merchandise stock of Geo. M. Colburn.

Wayland—Walter A. Truax has purchased the meat market of F. A. Burlington & Co.

Whitehall—Joseph Bell has purchased the general merchandise stock of Mears & Swenington.

Calkinsville—Terry & Bayliss succeed Lewis & Terry in the agricultural implement business.

Rose City—Hunnewell & Morse have sold their dry goods and grocery stock to W. L. Winning.

Central Lake—L. M. McLaughlin has closed out his stock of meats and discontinued business.

Lennon—Fred G. Burlison is succeeded by E. Haines in the agricultural implement business.

Jackson—John F. Carlton has purchased the entire stock of the Carlton Implement & Seed Co.

Saranac—J. P. Anderson & Co., agricultural implement dealers, have sold out to Thad. G. Mercer.

Standish—M. Blumenthal has purchased the dry goods, clothing and shoe stock of Morris C. Baumgarth.

Pontiac—Theo. W. Chaffee has purchased the interest of his partner in the grocery firm of Marsh & Chaffee.

Freeport—Nye Bros., furniture dealers, have dissolved partnership. The business will be continued by Frank H. Nye.

Armada—E. F. Phillips has sold his drug stock to B. E. Wellman, of Lapeer. Mr. Wellman formerly resided at this place.

Chesaning—Otis Bettis has purchased the harness stock of Eli Reynolds. He will dispose of the stock and put in a line of boots and shoes.

Blissfield—A. B. Hazzard & Co., dealers in implements, have dissolved partnership. The business will be continued by A. B. Hazzard.

Plainwell—Frank Scott has sold his interest in the Central meat market to Thos. Bachelor and has purchased stock in the J. F. Eesley Milling Co.

St. Johns—Richard Gay has sold his drug business to Wyman & Worden, and purchased the grocery stock of Joseph Simmon. Mr. Simmon will go to the Pacific coast on account of poor health.

Portland—The clothing firm of Allen & Gamble will shortly discontinue business at this place and will remove its stock to Saginaw early in March.

Romeo—The clothing and men's furnishing goods firm of Finsterwald Bros. has been dissolved. Louis Finsterwald will continue the business.

Sault Ste. Marie—J. Johnston has engaged in the general merchandise business in the Martyn & Stuart block. The name of the new store is the Commonwealth.

Central Lake—Smallegan & Smith, produce dealers, have purchased the agricultural implement stock of Geo. W. Dole and will continue business at both locations.

Eaton Rapids—On Feb. 1 the clothing stock of M. L. Clark & Co. will pass into the hands of a stock company and the business will be continued on a strictly cash basis.

Lansing—Rouser Bros. have purchased the grocery stock and meat market at 717 and 719 Michigan avenue, east, which were formerly conducted by R. B. Shank & Co.

Calumet—Wm. M. Gattis has purchased the interest of his partner in the confectionery and fruit business of Gattis & Bode, and will continue the business in his own name.

Coloma—W. A. Baker has broken ground for the erection of a brick front business building, 56x70 feet, two stories high. A large public hall will occupy the upper story.

Jerseyville—J. A. Hunt & Sons have merged their general stock into a limited copartnership under the style of the Hunt Mercantile Co., Ltd. J. A. Hunt is chairman of the association.

Ironwood—Albert and Frank Moore, who formerly conducted the grocery and meat business at this place under the style of Moore Bros., are going through bankruptcy at West Superior, Wis.

Ravenna—S. L. Alberts & Co. have sold their carriage and implement stock to A. E. Barden, who for the past two years has managed Brown & Sehler's hardware and implement store at Conklin.

Conklin—Harvey Bros. have sold their grocery stock to John W. Cazier and John H. Hoogstraat, who have divided the stock between them. Harvey Bros. will continue the hardware business.

Harbor Springs—Thomas Wilson, formerly of Sherman, is now a member of the firm of Foster, Burk & Wilson, dealers in general merchandise here, having purchased a third interest in the business.

Mason—Scott Lane, formerly of the New York Racket store, at Lansing, has sold his interest in the business to his partner, H. E. Knight, and has opened a similar line of goods at this place.

Caledonia—W. O. Barber has sold his drug stock to John Paulson, who was engaged in the drug business at Grand Rapids in partnership with his brother, under the style of D. T. Paulson & Co.

Rowland—Hoover Bros., who were engaged in the general mercantile business and also operated a cheese factory, have dissolved partnership. Cyrus Hoover will continue the business in his own name.

Pentwater—A. W. Newark, who succeeded E. G. Maxwell several years ago as manager of the Sands & Maxwell Lumber Co., has severed his connection with the company and returned to his home in Cadillac.

Otsego—Darwin A. Drew will establish a cold storage warehouse here early this spring in the annex of the hotel. The building is 26x50 feet in dimensions with an ice house in the rear 12x26 feet in dimensions.

Holly—Byron S. Beatty, a retail grocer of this place, petitions to be adjudged a bankrupt. He represents his assets at \$1,675.65; his liabilities at \$2,236.91; and claims that \$250 worth of his property is exempt.

Bad Axe—Frank W. Hubbard & Co. recently purchased the Elkton bank to add to their chain of banks in the Thumb. This gives them financial concerns at Bad Axe, Kinde, Caseville, Elkton, Sebawaing, Sanilac Center and Pigeon.

Baldwin—Wm. Peck, of the Montague Hardware Co., Montague, has secured an option on two lots at this place, it being his intention to erect a two-story building with 50 feet front, in which he will put a line of hardware, furniture and undertakers' goods.

Manistee—The Parkdale general merchandise store, conducted by Ezra Clark, has been destroyed by fire. The family of Mr. Clark resided in a suite of rooms over the store. There was very little insurance and the loss will amount to several thousand dollars.

Holland—O. R. Johnson has purchased the interest of his partners, Frank Delater and Leonard DeLoop in the O. R. J. Cigar Co. and has formed a copartnership with Geo. Plummer, of Douglas, who will have charge of the office and shipping department, while Mr. Johnson will continue on the road as traveling salesman.

Clayton—Horace Crosby, who has been conducting a general store at this place for the past few years, has sold his stock to Hayes Hale, of Adrian, who will continue the business at the same location. Mr. Hale is a boot and shoe merchant at Adrian and intends to make this a branch store.

Ludington—Local business men have decided to build a fruit and vegetable distributing warehouse in this city. Every year several hundred thousand bushels of fruit and vegetables are shipped from Mason county and the sorting and packing has heretofore been done by the growers themselves. It is the intention of the Ludington business men to make this town the distributing point for Mason county fruit and vegetables and the work to be done in the warehouse will give employment to many men and boys.

Manufacturing Matters.

Big Rapids—Reynolds & Co. will be succeeded by the Big Rapids Door & Sash Co.

Detroit—Feldman & Moscovitz succeed Feldman, Moscovitz & Co. in the manufacture of hats and caps.

Tower—The stave and heading mill owned by G. E. Kuchle has been closed on chattel mortgage for \$6,000.

Lake City—The Missaukee Manufacturing & Mercantile Co. has been succeeded by the Porter Morse Co.

Cheboygan—The Cheboygan Hoop Co. is the style of the new concern which succeeds Michael McCarty.

Port Huron—Chas. Sheldon is equipping a planing mill, sash and door factory in the Old Commercial Tribune building.

Lupton—The Decker & Doane Lumber Co. is putting in logs to stock its mill at this point. The Briggs & Cooper Lumber Co. stocked this plant the last two seasons.

Atkinson—John K. Stack has sold his interest in the Metropolitan Lumber Co. to John Corcoran and T. G. Atkinson, of Escanaba.

Cheboygan—D. C. Pelton has purchased 1,000,000 feet of standing timber located near Indian River. It will not be lumbered this winter.

Indian River—The Indian River Stave Co. has erected a stave mill at this place, which will be stocked and started early in the spring.

Cheboygan—Pelton & Reid have 2,000,000 feet of logs on skids at their camps near Trout Lake. The firm has about twenty teams engaged in hauling logs.

Jackson—Foote & Jenks have begun the erection of a brick and stone building, two stories and basement, 33x100 feet in dimensions, which they will occupy with their manufacturing perfumery business.

Alpena—George Masters, F. Reibenack and Capt. Ludington have leased the Luther shingle mill here and will operate the plant, beginning at once, as they own considerable timber which can be reached.

Detroit—Williams Bros. & Charbonneau, manufacturers of pickles, vinegar and table relishes, are succeeded by the Williams Bros. Co. The capital stock of the new concern is \$150,000, of which Wm. H. Williams holds 7,500 shares, Henry Williams 7,300 shares and Walter H. Williams 200 shares.

Whitehall—The Erickson-Steffee Co. is the style of the new firm which has been organized to succeed Erickson, Steffee & Co. in the planing mill business and the manufacture of doors, sash and blinds. The new firm will also deal in coal, wood and building material. The capital stock is \$20,000.

Bay City—The Bay City Sugar Co. has completed its campaign and announces the manufacture of 10,700,000 pounds of granulated sugar. It used over 52,000 tons of beets, which cost an average of \$5.15 per ton. The company paid the growers nearly \$300,000. The average yield of the beets in saccharine was 14 per cent., the average production 9½ tons to the acre.

Evart—The directors of the Evart Creamery Association have signed a contract with Wm. Vance, of Tavistock, Ont., to operate the factory at Evart next summer. The factory will open on May 6, and make cheese during the summer and, if patronage enough is offered, the factory will be operated continuously on butter or cheese, as the market seems to demand.

White Cloud Merchants in Line.

From the White Cloud Business. An organization to be known as the White Cloud Business Men's Association was inaugurated last week, having for its object the promotion of a more united and friendly feeling among the village merchants and to encourage the building of good roads leading to the village and the general building up and establishment of a good market for all farm products. The Association will also lend its encouragement to the maintenance of good sidewalks and the setting out of shade trees; in fact, promote and encourage all that tends to make our town a prosperous and growing one.

A good set of bylaws was adopted and officers were elected as follows: President—A. G. Clark. Vice-President—W. E. Barnhard. Secretary—Benj. Cohen. Treasurer—G. R. Rosenberg. This is a move in the right direction and we hope to see the Association firmly established. None but good results can come from the efforts of such an organization.

Grand Rapids Gossip

Harvey Wonderly has engaged in the wholesale hardwood business.

Barth & Warren, druggists at 674 Wealthy avenue, have removed to 668 Wealthy avenue.

B. A. Kinyon has opened a grocery store at 400 South East street, purchasing his stock of the Musselman Grocer Co.

A. Ruby has engaged in the grocery business at Slocum's Grove. The stock was furnished by the Ball-Barnhart-Putman Co.

John Paulson has retired from the drug firm of D. T. Paulson & Co. at 427 East Bridge street, having purchased the drug stock of W. O. Barber, at Caledonia. The business will be continued under the same style.

The annual banquet given under the auspices of the Grand Rapids Retail Grocers' Association Monday evening was largely attended and proved to be fully as enjoyable as the two previous banquets held by the organization.

Hides, Pelts, Furs, Tallow and Wool.

Hides have slumped heavily the past week and large sales have been made for future delivery. The tendency is to crowd sales and clean up holdings. Stocks to come later will be of a poor quality and less in value. Nothing but a small supply will advance prices.

Pelts are slow in changing hands and stocks are accumulating.

Furs are in good demand, with a slight advance in some kinds. London sales were satisfactory and good goods brought full values.

Tallow shows a weakness on off grades, while prime stock holds its own. The outlook for soapers' stock is for lower values.

Wool is dormant. Sales are small and there is little doing. Prices are below a profitable point for grower and dealer and also much below an importing point. Manufacturers do not seem inclined to buy except at the low point, and holders are firm. An Eastern buyer in the State last week returned home without securing a pound. The wool lofts of factories are empty and Eastern dealers have but little fleece to offer. The coming of the new clip does not scare holders, who claim that they are ready to take it when it comes.

Wm. T. Hess.

The Produce Market.

Apples—The market is steady but weak, fancy fruit commanding \$2.25@3. Bananas—Prices range from \$1.25@1.75 per bunch, according to size.

Beets—\$1 per bbl.

Butter—Factory creamery is in moderate demand at 20c and choice to fancy dairy is finding an outlet at about 12½¢, at which price local handlers have been able to move considerable quantities. The glutted condition of the past four weeks is gradually disappearing under the influence of lower prices.

Cabbage—50@60c per doz.

Carrots—\$1 per bbl.

Celery—Scarce at 30c per bunch.

Cider—13c per gal. for sweet.

Cranberries—Jerseys have declined to \$2.75 per bu. box and \$8.50 per bbl.

Eggs—Receipts are very liberal and local dealers meet with no difficulty in obtaining 17@18c for carefully candled fresh stock. Candling is necessary on account of the large amount of shrunken eggs the farmers are working into their offerings of fresh.

Game—Local handlers pay \$1.20 per doz. for gray and fox squirrels. Common cottontail rabbits are taken readily at 70@80c 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 \$1. Spanish are slow sale at \$1.60 per crate.

Oranges—Floridas are in plentiful supply at \$2.50 for all sizes. Californias range from \$2.50 for choice to \$3 for fancy.

Pears—Cold storage Kieifers are in limited demand at 75c per bu.

Pop Corn—\$1 per bu.

Potatoes—The market is firm and steady on the basis of 28@32c at the principal outside buying points.

Poultry—Turkeys are in better demand and chickens and ducks are in only fair demand. Local dealers pay as follows: Spring turkeys, 10@11c; old, 8@9c; spring chickens, 9@10c; fowls, 7½@8c; spring ducks, 9@10c—old not wanted at any price; spring geese, 8@9c—old not wanted.

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

Squash—2c per lb. for Hubbard.

Turnips—\$1 per bbl.

Failure of the Collins Colored Hook & Eye Co.

The Collins Colored Hook & Eye Co. uttered a trust mortgage Monday to Edgar A. Maher, as trustee for twenty-five creditors, whose claims aggregate \$8,710.80. The names of the creditors and the amount owing each are as follows:

Old National Bank	\$4,550.00
F. H. Collins	76.25
Oscar Allyn	199.63
P. M. Sonner	32.30
M. Landon	28.95
American Pin Co.	956.21
Grand Rapids Lithograph Co.	496.00
Fred Macey Co.	17.98
McLean Publishing Co.	30.00
Butterworth & Lowe	14.97
Waggoner Watchman Clock Co.	173.31
Rapid Hook & Eye Co.	109.97
Lord & Thomas	581.56
Textile Publishing Co.	1,000.00
Bradstreet Co.	65.00
Grand Rapids Paper Box Co.	174.90
E. G. Reynolds	11.67
Grand Rapids Slate Co.	17.00
Wm. Alden Smith	100.00
L. K. Salsbury	50.00
H. Grinnell & Son	87.75
C. W. Watkins & Co.	17.00
W. M. Hine	3.75
O. O. Conner	4.20
U. G. Clarke	2.40

The failure has been anticipated for some time, owing to the weakness of the management.

New Hands at the Helm.

At the annual meeting of the stockholders of the Worden Grocer Co., the old directors were re-elected with the exception of W. L. Freeman, whose place on the Board was taken by E. C. Winchester. The election of officers for the ensuing year resulted as follows:

President—A. J. Daniels.
Vice-President—N. Fred Avery.
Secretary—Guy M. Rouse.
Treasurer—W. F. Blake.

Last year Mr. Daniels was Vice-President and W. L. Freeman was President.

Ed. C. Winchester will assume the position of buyer Feb. 1, succeeding W. L. Freeman, who will remain with the house two or three months until the new buyer becomes thoroughly familiar with the duties of his position.

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

The Grocery Market.

Sugar—The raw sugar market is weaker, prices having declined 1-16c, making the price of 96 deg. test centrifugals now 4¼c. Having ample supplies on hand for the present and with increased offerings in view from Cuba refiners are not buying very heavily at present prices. The refined market remains quiet. Lower prices for raws and the fact that jobbers are quite well supplied for their present requirements, cause an inactive market and prices are unchanged.

Canned Goods—The general canned goods market has taken on no new conditions since last week except in the tomato situation. The market has made a slight decline and the low price has stimulated buying and some large lots have changed hands. It is stated that there were more tomatoes sold during the past week than at any time since last October, and this indicates that jobbers have permitted their stocks of tomatoes to run down to a very low ebb. The consumption of tomatoes is very large, and buyers seem to have increased confidence in them at the present low range of prices. A continuation of the present demand may cause a reaction from the existing low prices sooner than any one now anticipates. Prices on the new pack have not been named yet, but are expected very soon. The corn market does not improve, but rather keeps in line with the course taken by tomatoes up to the past week. The best grades of corn are all, or practically all, in the hands of the jobbers, and the stock now offered is the cheap variety, which, even during an active season, is continually fluctuating. There is quite a little interest taken in future corn and it is meeting with a fairly good demand. Peas on the spot meet with a good demand. As is usual during February and March, there will be this year heavy buying of all the different sizes. Of course, there will be sufficient quantity of the cheap grades of all sizes, but there is a decided scarcity of the early packing of the best quality. Prices are very firmly held. Prices on the new pack have been made by some Wisconsin, New York State and Indiana packers, but the trade as yet takes very little interest in peas. Wisconsin packers are inclined to go very slow about putting out quotations and some will not name prices until they can get some idea as to what their probable pack will be. Of string and lima beans there is not anything now to say. The price of limas is high, which, of course, curtails the consumption of them. String beans, however, are low, but even at the low price there doesn't appear to be the usual demand for this line of goods. Peaches are in fair demand at unchanged prices. Standard peaches are scarce. The stocks held by the Baltimore packers are less than is generally supposed, and if the exact condition of the market for both the standard and extra standards was known, there would most assuredly be an improvement in values, although the demand at this time for these grades of peaches is light. Gallon apples are slightly firmer and are meeting with a good demand. Salmon continues easy with a light demand. Oysters are in fair demand at slightly lower prices. There is a perceptible increase in the regular everyday run of orders coming in for assorted lots, which is usually the forerunner of greater activity in all of the staple lines. With seasonable weather all over the country the canned goods market

would probably show greater activity.

Dried Fruits—There is no change in the situation in dried fruits, except that the market is, if anything, even duller than it has been. There is, of course, the usual number of small orders for immediate wants, but that is about all. Prunes are very easy, but there is some slight demand for 60-70s and 100-120s, probably due to their being offered at low prices and the fact that jobbers' stocks of these grades are not very heavy. Sizes 40-50s and 50-60s are very dull. The stock of prunes in the hands of the Cured Fruit Association is something enormous and it is very unlikely that it can all be marketed in this country this season. It will either have to be exported or carried over until next season. The demand for raisins is very light, but lower prices on seeded and some other grades have been made and it is expected the trade will take hold more readily at the low prices. Apricots and peaches are steady and in moderate demand. There is a slightly firmer feeling on apricots, stocks of which are very light. Dates are dull and easy in tendency. There is a good demand for currants at unchanged prices.

Rice—The rice market continues firm and most dealers report an improved demand. Sales, however, are of only small lots as buyers generally are not purchasing supplies in advance of regular daily requirements. Foreign grades rule firm and are in limited supply. There is considerable interest shown in advices regarding the crops soon to be entered upon. Reports from Bengal indicate a short crop of Patna, which has hardened holders' views.

Tea—The tea market is firm and there is an advance of ½c per pound on some grades. Prices are gradually showing increased steadiness. Holders have more confidence and no inclination is shown to market supplies, full prices being asked for all grades. There was an improved enquiry from all quarters and buyers show more inclination to purchase.

Molasses—The molasses market is very firm and some dealers have advanced their prices 1c per gallon. Spot supplies are moderate and all grades are very firmly held. There is a large sale of molasses in cans at present and a large number of orders for molasses are filled with the goods put up in this style of package.

Rolled Oats—This market shows an advance of 10c per barrel and 5c per case.

Four Members of One Family in One House.

The Cappon & Bertsch Leather Co. must be dead in love with the Otis family, judging by the number of gentlemen by that name who are now identified with the institution.

Albert D. Otis took the management of the local end of the business several years ago and has succeeded in expanding the operations, territory and sales to a remarkable degree, making a record as manager of which any business man might well be proud.

Albert D. Otis, Jr., represents the house as traveling salesman in Southern Michigan.

Harry S. Otis occupies a position inside as house salesman and shipping clerk.

George Otis, who has been with the Grand Rapids Piano Case Co. for some time past, has lately taken the position of book-keeper.

Few institutions with which the Tradesman is familiar can boast of having a father and three sons in their employ.

MEN OF MARK.

E. G. Studley, President Grand Rapids Felt Boot Co.

If the castled Rhine is the river of German inspiration, the uncastled Hudson is the stream which stands for much that enters largely into the American life and character. No one who has floated down the German river, bordered with vineyards and haunted with song and legend, can fail to see its virtues reflected in the earnest hearts that sing of the Fatherland, and that man and that woman whose childhood has passed within sight and sound and influence of the stream that Hendrik Hudson found and named take with them, wherever they go, something of the attributes that have made that valley the fairest that the sun looks down upon.

The little village of Cloverack, N. Y., while not on the bank of the Hudson, is still not far away from it and there, within the region of the Catskills—so near, indeed, that his slumbers were often disturbed by the tenpins of the Hudson crew—Elbridge Gerry Studley was born, December 6, 1848, of ancient and honored New England parentage.

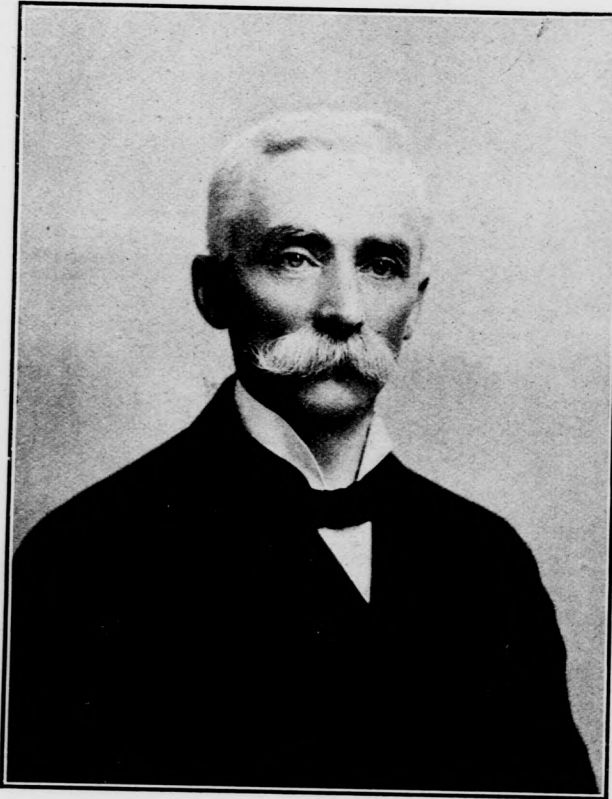
Cloverack has long been known as an educational center and here before the modern high school had reached its present excellence was erected one of the old-time seminaries, which, in some respects, have never been surpassed and never equaled. They took boys and girls in the rough and, after three years of faithful service, made them not only educated men and women, but gentlemen and Christian gentlemen as well. At this institute Mr. Studley received his schooling—not hastily, after the modern method, with an occasional cut across lots, but with that leisure which gives scholarship its name. He remained at the old seminary until he was 19 years of age, and then, doffing the gown of the scholar for the business suit, he went to New York in 1867 and entered the employ of Henry G. Norton & Co., the company being a cousin of Mr. Studley, which house was the largest in New York at that time engaged in the rubber goods business.

He remained with the firm two years and in the fall of 1869 went West to Chicago, where he became a part of the force of Hallock & Wheeler, a rubber goods firm of that city, whose house was destroyed by the great fire of 1871. He was with Hallock & Wheeler until 1873; for two years was with the firm of E. D. Preston & Co., of New York, until 1875, when he came to Grand Rapids for the house and opened a store for the sale of rubber goods. A year later he became the owner of the store, which was located at 87 Monroe street. After three years in that locality he moved to 13 Canal street, where the Western Union Telegraph Co.'s office is now. In 1886, something over fourteen years ago, the firm of Studley & Barclay moved into its present quarters at 4 Monroe street. In addition to a full line of rubber goods, the firm manufactures leather belting and handles a complete line of mill supplies.

It is the American idea, after having settled down, to see what can be done to better the existing condition of things. Remaining stationary is incipient decline—an unpleasant suggestion of Rip Van Winkle's nap—and when, in 1880, there was a chance of doing something in the expansion line, Mr. Studley went to Reed City and purchased the first felt boot factory estab-

lished in this country. He subsequently removed the business to this city, merging the enterprise into a corporation under the style of the Grand Rapids Felt Boot Co. For many years the factory was located in the building on Mill street now occupied by the Michigan Vapor Stove Co., but about five years ago a site was purchased on the corner of Godfrey avenue and Market street and a large building erected with special reference to the requirements of the business, which has expanded in the meantime to enormous proportions. About a year ago Mr. Studley convinced his associates that there was money in the manufacture of rubber boots and shoes and immediately entered upon the work of erecting and equipping one of the most complete and up-to-date factories of the kind in the country. This factory began operations late in the fall and its output is meeting with the cor-

and a member of its Executive Board. From certain indications not at all undesirable to see, it is plain that Mr. Studley is not overanxious to sit at his desk all day and take home with him whatever business remains undone when it is time to go to dinner. The door that closes upon the day's toils opens upon the social side of life and Mr. Studley is not deaf to its calls and demands. There is patriotic blood in his veins. The old river, rippling from the land of legend to the sea, has a story to tell that stirs men's blood as it lingers and loiters about old Cro' Nest and through the region where treason did its worst in the struggle for American independence. To that story the inherited patriotism of Mr. Studley delights to listen and, when the Sons of the American Revolution was organized, he became its Vice-President. Club life has made demands upon him, and these



dial reception of the trade wherever introduced.

A recent visit to the establishment was full of interest. To follow the gum as it comes from the tree through the various transformations until it is ready for wear can not be done in a hurry and the time given to it—be it long or short—will not be counted as lost. With this factory to keep him awake, Mr. Studley, as President, Treasurer and General Manager, is in no danger of going to sleep, even with a draught from that same flagon which played the mischief with poor old Rip.

There are other business matters which claim and receive Mr. Studley's attention. We find him among the directors of the Old National Bank. He has been one of the Board of Trade since its organization, either as director or other office, every year but one since its existence began; and the Citizens Telephone Co. has made him a director

he has never failed to meet. If you go to the Lakeside Club, he is there. If he is looked for at the Country Club he is there. If one takes the wings of the morning and follows the Golf Club, there, too, will Mr. Studley be found with his golf stick ready to assert his personality among the game's stalwart defenders.

April 6, 1875, Mr. Studley was married to Miss Ida M. Beatty, the daughter of a Chicago merchant. There are two daughters at home. The elder finished her education at the Mary Burnham Classical Institute at New Hampton, Mass. The younger is a student at Vassar. The residence of the family is at 64 North Prospect street. They worship at the First Church of Christ (Scientist).

Sawdust mixed with glue makes an excellent filling for cracks in old floors. Smooth with a knife after applying, and the cracks will scarcely be noticed.

Sensible Suggestion Regarding the Filing of Chattel Mortgages.

C. E. McCrone, local agent for R. G. Dun & Co., has issued the following letter to the credit men of his district:

The existing laws in this State relating to the filing of chattel mortgages and bills of sale could be changed to the advantage of those extending credit. The law requires these documents to be filed in the city, town or village where the mortgaged property is situated and, as there are over 2,000 towns or post-offices in this State and more than 1,000 townships, it requires no draft of imagination to comprehend the vast army of city, town and village clerks who are obliged to handle and file papers of this nature. A large number of credit men depend solely on the mercantile agencies to inform them when a customer places a chattel mortgage on his stock, machinery or other property, and while the agencies spare neither time nor money in their efforts to obtain and diffuse that most necessary class of information, their efforts are frequently unsuccessful for various reasons, among them being the disinclination of town clerks to furnish the agencies with record items: first, for political reasons; second, because mortgagee is a relative or warm personal friend, whose credit they do not wish to injure; third, denying to regular correspondents of the agencies that mortgages are filed. Quite frequently town clerks are farmers within a few miles of the village and not easy of access to correspondents. A law should be passed requiring the filing of chattel mortgages and bills of sale at the county seat in the county where the property is situated the same as real estate deeds, mortgages, contracts, judgments, etc. and, as there are but eighty-four counties in the State, special arrangements could be made with each County Clerk or correspondent located at a county seat by which all items of this nature would be reported by wire to the agencies daily, or twice each day if necessary. The changing of existing conditions at this time is of the utmost importance to creditors, because a chattel mortgage, if on file and unknown to creditors for four months prior to bankruptcy proceedings, would not be regarded as a preference under the National bankruptcy law, to say nothing of the possible large additional loss a creditor might sustain by granting further credit to a customer whose stock was chattel mortgaged, and of which the creditor had no knowledge until the failure occurred.

I believe the time is now ripe on the part of grantors of credit generally, not only in the city of Grand Rapids, but throughout the State, to make an effort to have this law changed by introducing a bill in the present session of the Legislature requiring that all chattel mortgages and bills of sale be filed at the county seat. If this can be accomplished, I believe it safe to predict that the agencies will report promptly on the day of filing every chattel mortgage, etc., filed in Michigan. This would surround the jobber with a protection never before enjoyed in this State and one of inestimable value. This law is now in operation in every state in the Union except Connecticut, Minnesota, Massachusetts, Wisconsin, New Hampshire, New York, Ohio and Michigan. In Illinois, for instance, the law requires that chattel mortgages and bills of sale be filed with the County Recorder and there is no good reason why, by concerted action on the part of grantors of credit, such a law can not be passed in Michigan.

The Tradesman finds nothing to condemn and everything to commend in the above suggestion. The present system is cumbersome and unsatisfactory and there is no good reason why it should not be supplanted by a system more in keeping with the progressive spirit of the times.

A lie may go a league, while truth gets his boots on; but truth, when he does get started, is never caught without his socks.

The Meat Market

English Method of Curing Ham and Bacon.

The whole work of the curing factory depends upon the proper chilling and cooling of the meat, and the maintaining of a constant temperature of 40 to 42 deg. Fahrenheit in the cellar. It is, therefore, altogether desirable that much attention should be given to the selection of a refrigerating machine, and when selected it should be in duplicate if possible; also in chill rooms and cellars there should always be a duplicate system of cold air circulation and cold brine storage. The old style was to put a large store of ice—say several hundred tons—over the cellar, and from the cold produced as the ice melted the temperatures were kept low. But that system with all its difficulties has passed away, and given place to the modern system of refrigerating machinery. When the sides have been cooled down to 38 deg. Fahrenheit they are run along the bars into the cellar through a door from the chill room to the cellar, and then the process of curing really begins.

The process of curing or salting bacon is a very simple one, but it is also a thoroughly scientific one. The following is a description of the process in somewhat technical language, but it conveys actually what takes place: "Salting, as commercially practiced, is a process of osmosis or diffusion; a crystalloid applied externally, either as a solid or in strong solution, diffuses into the interior, while the soluble albuminous matters pass out into the brine. Soluble mineral salts, and sugar, also act as partial desiccators by their affinity for water. The flesh is deprived of a great part of its putrescent constituents, but at the same time loses a corresponding nutritive value (Liebig estimated the loss at one-third to one-half), and leaves nearly insoluble fibrinoids, partially hardened and less digestible." Deprived of technicalities, this simply means that we destroy a certain proportion of the meat in order to preserve the remainder, and in the process we render the remainder more difficult of assimilation than it was when fresh. Salted or cured meat therefore, are less valuable as food than fresh meats. But as it is impossible to conduct the human economy on fresh meats it is not likely that a general knowledge of this fact would alter the consumption.

The displacement of the albuminous compounds referred to is termed "curing," and is carried out thus: The sides are laid on benches and pumped in about seventeen places with a pickle testing 100 deg. on the (Douglas) salinometer at 60 deg. Fahrenheit. The pumping pressure should be forty pounds per square inch, as indicated on an ordinary pressure gauge. The sticks of the pump needle are all into the fleshy parts, the thin flank not being pumped at all. The pickle used consists of fifty-five pounds salt, five pounds saltpetre, five pounds antiseptic and (in winter only) five pounds of pure cane sugar. These ingredients are made up to twenty gallons with fresh water and stirred until the whole is dissolved. The pickle is then allowed to settle until clear, and is better if it is boiled and skimmed. In any case the clear pickle is run into the cellar, and is not used until it is of exactly the same temperature as the cellar. Immediately after the sides are pumped they are laid down rind downwards and covered lightly with an equal mixture of

dry antiseptic and fine saltpetre. On top of this is laid a heavy layer of salt. The sides are "stacked" one on top of the other, and the thin flank, or belly portion, is kept up by means of oak staves. The pickle, therefore, which naturally forms, collects in a sort of saucer formed by the ribs. The stacks are not meddled with until their cure is complete, which is in ten days for nine score, and twelve days for ten score pigs. After that time in salt the bacon is "struck," and according to the market to be supplied is drained, washed, trimmed and sent off.

Much of the bacon consumed in England is smoked, and many factories have facilities for smoking. The smoke stoves want a good deal of watching and care, and should always be under a competent man. Cured bacon is drained from seven to ten days, and is then washed, wiped and trimmed. It is next dusted over with pea meal, and hung in the smoke stove for three days at a temperature of 85 deg. Fahrenheit. The smoking material used is oak sawdust. After the bacon is smoked it is packed up in bales with clean barley or wheat straw between each side and is sent out. When the bacon reaches the provision shops it is cut up into recognized sections; there, so far as we are concerned, its history ends.

An equally important industry with bacon-curing is ham-curing. This industry is limited in England, because of the difficulty of getting rid of the remainder of the carcasses. The two legs forming the hams bring a very high price by themselves, more especially in Paris. It therefore pays well enough to dismember the pig and convert it into hams, Cumberland cut bacon, rolls, etc. Hams require very careful treatment. The cure is on precisely the same principle as bacon curing, and the same curing materials are used. But if taint is to be avoided "purging" has to be done, so as to get rid of blood in the blood vein. The general rule so far as time for curing is concerned is to allow one day to every pound weight, adding on three clear days for "purging." In most bacon factories where hams are cured they are dried also, another operation which is conducted very slowly at a temperature of 80 deg. Fahrenheit. If pale dried hams are wanted quickly they are dried in the smoke stoves at a temperature of 95 deg. Fahrenheit for three days.

L. M. Douglas.

Has Invaded the Land of Beer and Wine.

The consumption of beer in Germany has doubled in the past twenty years. It is now said to be 125 litres a year a head of the whole population.

In France, on the other hand, wine is the national beverage; and the use of it is more extensive than ever since the recovery of the country from the ravages of phylloxera.

Notwithstanding the increased use of beer in Germany and of wine in France, both countries are going into the business of manufacturing and drinking cider. France has made cider for many years, but it is almost a new industry in Germany. Both nations like cider and are drinking more and more of it, although the increasing quantity does not seem to diminish the consumption of their national beverages.

In three months beginning with September last 4,100 carloads of apples arrived at Stuttgart alone for the cider mills of that city. Some of the apples were raised in Germany, most of them

in Baden and the Rhine provinces, but a far larger number came from other countries. Belgium and Holland sent 1,115 carloads, France 1,208, Austria-Hungary 340, Italy 670, and even far-away Spain contributed forty carloads. As each load of apples was worth about \$250, the three months' shipments to the Stuttgart cider mills represented a large sum of money. These statistics apply only to one city, and there are many other towns in Germany that are active in cidermaking. The business is said to be developing most rapidly throughout Wurtemberg.

While Germany imports most of her cider apples, France raises her own supply. Quite a number of the Northern and Central Departments have planted many thousands of apple trees in the past few years. The cider crop comes from sixty-five Departments, but more than half of it is derived from Normandy and Brittany. Nearly all the cider is for home consumption and the imports amount to very little. The cider mills of France are now turning out over 150,000,000 gallons of cider a year; so between wine and cider all Frenchmen of high or low degree have plenty to drink without recourse to any considerable quantity of water.

A Substitute for Benzine.

Consular Report from Germany.

For years a substitute for benzine has been in demand. The objectionable points about benzine are its high inflammability and volatility, the danger of poisoning the atmosphere, etc. This was one of the chief topics of discussion at last year's chemical congress at Hanover, and this fall the subject came up once more at the meeting at Cassel, when a premium of about \$250 was offered for an effectual substitute for benzine, or for means of rendering it less dangerous. Here is a good chance for American genius.

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E. A. STOWE, EDITOR.

WEDNESDAY, - - JANUARY 30, 1901.

STATE OF MICHIGAN } ss.
County of Kent

John DeBoer, being duly sworn, de-
poses 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. 23, 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 twentysixth day of January, 1901.

Henry B. Fairchild,

Notary Public in and for Kent County,
Mich.

MODERN IDEAS.

It begins to look as if this country's
crowning glory for the twentieth century
is to be the realization of the eighteenth
century's dream. The end and aim of
the landholder of the older date was to
make his estate supporting in every
possible way. The fields must be made
to yield an abundant living; but there
was no thrift where there was only that.
Whatever was furnished by the foreign
market stood against the farm and he
who from his home-acres learned to
produce the foreign article, or, what
was better, something to take its place,
was looked upon as a benefactor. So
the farm furnished the bread and the
meat; the flax and the wool was not
only home grown, homespun and home
woven but homemade. A blacksmith
was often a home belonging. "Journey-
man" was a term of distinctive mean-
ing and just in proportion as a farmer
became "independent" so the farmer
was free from anything which a foreign
country could supply. The factory and
the machine shop have long since
broken in upon the New England farm
life, which has long since ceased to be
provincial only that it may the sooner
become national, and the hope that is
now, and for some years has been,
cheering the popular heart is that this
country at an early day will be able
from its own resources to supply its
most exacting wants. For decades the
progress in the line of manufacture has
been swift and certain. The grain fields
filling the home bins have run over into
foreign storehouses. Silk, which was
long looked upon as an article impos-
sible to manufacture here, is manufac-
tured nowhere better. Tropical fruits
unsurpassed in quality and quantity are
now home grown. The epicure can no
longer detect the superior properties of
the Old World wines; and so one after
another of the old-time impossibles has
become the common, everyday occur-

rence, every one of them bringing the
United States a little nearer to that ideal
period when it is to realize the eight-
teenth century's dream.

The last commercial impossible to
succumb to the patient determination of
the North American is tea. China,
with the perversity of her race, has long
indulged the belief that she alone can
furnish the world its universal bever-
age. That same belief has been ac-
cepted by the generality of mankind.
Attempt after attempt has been made to
prove the contrary, but to little purpose.
The existing conditions of climate, of
soil, of culture have been carefully
studied from time to time and experi-
ments made to secure in this country
corresponding results; but to little pur-
pose. There was tea, but not the tea;
and only that is what the experimenter
is after. The "not quite" has constant-
ly attended him; but he, perverse as
his Chinese rival, has continued to in-
sist and, if a report can be trusted,
South Carolina is to be the scene of the
latest activity to make the United States
dependent no longer upon a foreign
country for one of the largest articles of
import. An immense tract of land,
meeting as closely as possible the
needed conditions of location and cli-
mate, has been purchased and an in-
dustry has been started that is expected
to yield 300,000 pounds of tea annually
after the ground has been prepared.
There are the most cheering prospects
of success. Everything that care and
patience can foresee has already been
done and, with unlimited capital and
business ability, combined with the
needed experience, it does seem as if
the expected result is to be only a ques-
tion of time and that not a long one.

The fear of America by the nations
of Europe as a recent number of the
Tradesman has affirmed is not fanciful.
It is more and more apparent how ex-
haustless are this country's natural re-
sources and more and more remarkable,
if not astounding, is the development
made by this country in every form of
industry. If the tea-raising becomes a
fact it will be only a repetition of what
Europe has seen too often for her own
happiness during the last quarter of a
century. Starting out with the idea a
hundred years ago that this country was
to remain agricultural, she has seen it
developing in every direction and real-
izing more and more the colonial land-
holder's ideal of independence. There
is no doubt that Europe's fears are well
grounded. Every day, one after an-
other, the unattainable is falling into
line. The surrender of tea will be fol-
lowed by something else equally sur-
prising; and when some day in Europe's
opinion, the worst has come to the
worst, it will be found that this country
has only carried out the old thought
which she caught first from the long-
headed manager of the American estate
during and preceding the eighteenth
century.

Wisconsin is talking of imposing a
tax of \$10 a year on bachelors. Any
tax in such case to be effective should
be a progressive tax—the older the
bachelor the worse the offense and the
more incorrigible the offender. And
old maids should be taxed, too—they
are often ridiculously too hard to please.

The growing importance of Australia
as an outlet for American cotton goods
is shown by the unusually large ship-
ment of 348 packages last week from
American ports to Sydney and Mel-
bourne.

THE HOME MISSION FIELD.

While we are now witnessing in China
the fruits of the efforts to plant Chris-
tianity in that ancient empire through
hundreds of mission stations which
have been maintained by the contribu-
tions of Christian people in this and
other lands, the reports of the abandon-
ment of churches in the United States
are peculiarly interesting and significant.

It is known in a general way to al-
most all intelligent people that there
are thousands of communities in this
country where the gospel is heard only
at rare intervals. Thousands of locali-
ties are found where there are no church
buildings or established places of wor-
ship. But these are portions of the
country where places of worship have
never been established. They are visited
occasionally by evangelists, and in
most cases, possibly, Sunday schools
have been held in the ordinary school
houses. We can understand these con-
ditions and appreciate the reasons for
them. It is something, however, for
more serious consideration when we
hear that churches once in a flourishing
condition have been abandoned and the
people left without regular religious in-
struction.

In an address in New York the other
day to the Methodist ministers the Rev.
Dr. Bates, of Boston, made these re-
markable statements:

There are 600 churches in New Eng-
land closed up to-day, and there are 200
in New York State closed, although
once the gospel of Jesus Christ was
preached in them. It is said the old
men are dead and that the enterprising
young men are going to the cities. That
may be true, but still there are people
there, who should have the word
preached to them. If this thing keeps
on there will soon be more souls in need
of salvation in this country than in
China.

This is not the first time this decay
of the churches in New England and
the East has been pointed out. It looks
like a relapse of Christianity into pag-
anism or of civilization into barbar-
ism. And it is "keeping on."

The Christian congregations do not
like to be lectured by the secular press.
They are somewhat like the farmers who
make it a virtue to resent the advice of
the horny-handed sons of toil in the
newspapers. And yet we believe they
all could profit by listening occasionally
to disinterested observers on the out-
side.

The missionaries who have been
tempting fate in China, and incidentally
creating some exceedingly grave inter-
national complications, could be ac-
complishing more substantial good if
they were filling these 800 abandoned
churches in New England and New
York or helping to scatter the good seed
in the thousands of rural districts
throughout this country that now hear
the spoken word not oftener than once
in weeks. If the local support were
not given to the preacher he should be
sent as a paid missionary to the wilds
of New Hampshire or Illinois or Texas,
rather than to Barioboola Gha.

In other words, it looks as if the
church should let the foreign field wait
until the home field had been filled.

GENERAL TRADE REVIEW.

The prominent feature in speculative
circles is the erratic course of a few
leading stocks as affected by manage-
ment. Questions of passing dividends
are being considered by some boards
and the consequent uncertainty and
rumors have caused an irregularity

which disturbs the whole market.
Whether the mystery with which some
managements deal with their affairs is
in the interest of speculation or not, it
is clearly evident that the course of
trade is often affected more by such in-
fluences than by the actual condition of
the business. As a matter of fact there
is no diminution in the rate of railway
earnings, which exceed those of last
year by about 10 per cent. and those of
1899 by 25 per cent.

Among the great industries iron and
steel still take the lead in volume and
satisfactory conditions. Price changes
are few, but such as are made are up-
ward. Heavy sales of pig iron are re-
ported, one of 225,000 tons at Pittsburg,
and are explained by the fact that orders
are generally taken far ahead. Condi-
tions are satisfactory in all branches of
this industry and numerous large con-
tracts have been placed, especially for
bridge material. Railway equipment of
all kinds is still in urgent request and
mild weather stimulates the demand for
agricultural implements. Lumber opera-
tions continue expanding, many mills
being added at the Northwest. A sin-
gle contract was signed for 7,000,000
railway ties and buildings are taking
more timber than is customary at this
season.

The textile situation is not so favor-
able as the iron trade, but the outlook is
not discouraging here. Sales of wool
are only half those of last year and de-
mand for goods is erratic. Cotton is
still a disturbing factor in the cotton
goods trade, attempts at high prices
operating to limit business. Leather
footwear is in better request and ship-
ments from Eastern shops are of good
volume.

Domestic trade continues enormous,
as shown by bank exchanges for the
week. Notwithstanding lighter specula-
tion, which made total clearings 14 per
cent. less than in the previous week,
there appeared an increase of 34 per
cent. over the same week in 1900.

The Danish islands in the West In-
dies, for which the United States has
offered Denmark \$3,240,000, are three
in number—St. John, St. Thomas and
St. Croix. Their combined area is about
223 square miles, their population
84,000. They lie next east of Puerto
Rico. Possession of the latter makes the
Danish islands less valuable to Den-
mark, as American enterprise and cap-
ital in the neighboring islands will at-
tract business and population from the
Danish possessions. And the change of
flag in Puerto Rico makes the neigh-
boring islands less a necessity to the
United States in the event of a canal
being opened through Nicaragua. Hence
the decrease of price at which Denmark
formerly valued its islands. Of course,
the transfer of the Danish islands to a
strong European power, Germany for
instance, is not desired by the United
States. It wants no powerful foreign-
ers entrenched so near to the entrance
of the canal. It can prevent such trans-
fer, but can not afford to assume a dog-
in-the-manger attitude. The islands are
desirable, if not necessary. St. Thomas
has an ideal harbor and American pos-
session will carry to the islands capital
and enterprise which will make them
a profitable possession. This possession
will strengthen American guardianship
of the isthmian canal, and end the hopes
of foreign powers of gaining a foothold
near its Atlantic terminus. It is not
doubted that Congress will make effec-
tive the proposed purchase.

THE TAXATION PROBLEM.

Plea for the Separation of State and Local Finances.

In Michigan there are certain features of our financial system, State and municipal, that, it seems to me, have not been given adequate consideration by our public men; and while for years conditions have existed that have been recognized as unsatisfactory and which have furnished justifiable reasons for the repeated agitations for taxation reform that have marked the history of our State, yet I am sincere in my belief that much of the agitation has been a groping in the dark and that no adequate relief will be found until our constitution and lawmakers are willing to discard some of the theories and systems they now think are indispensable and apprehend and give legal effect to those principles that economists have discovered as underlying scientific and equitable taxation.

The theories and systems to which I chiefly refer are those to be found not in the mere machinery or superficial features of taxation, but in the provisions of our State constitution which underlie and give form and direction to all tax legislation; and when we consider that our constitution was adopted fifty years ago and that almost three generations have measured its wisdom by actual experiences under laws formed according to its terms, it seems to me that the time is fairly ripe for the discussion that I suggest.

Our constitution contemplates that the revenues required to support the State government shall be secured by a general ad valorem property tax; and while the Legislature is not prohibited from adopting other methods of taxation, such as specific taxes upon corporations or other special taxes upon other considerations, than property values, yet it is specifically forbidden to apply such taxes to defraying the general expenses of the State. By the terms of the constitution all taxes shall be applied, first, in paying the interest on the primary school, university and other educational funds of the State; second, in paying the interest and principal of the State debt; and whatever surplus is left after satisfaction of these claims is required to be added to and distributed as a part of the primary school interest moneys. With such a constitutional limitation the State has had no other means of procuring its general revenues than by the imposing of general property taxes; and inasmuch as the local municipalities acquire their funds in the same way, the system has grown up of assessing and collecting State and municipal taxes together, and thereby the financial systems of the two have become interwoven and closely associated.

That this is so is apparent from a consideration of the main features of our system of general taxation. The listing and valuation of property for taxation purposes is done by the township supervisors, or analogous officers in cities and villages. Assessment rolls are equalized in each county for the purpose of apportioning county taxes and the quota of state taxes assigned to the county. State taxes are apportioned to the several counties by a periodical equalization between the counties by an appropriate state board. State, county, township and all local taxes are spread upon the same roll. The township collecting officer returns the portion of State and county taxes collected by him to the county treasurer, and also a statement of lands upon which taxes

have not been paid. The state taxes and delinquent lands are returned by the county treasurer to the auditor general. The latter, by reason of the fact that the lands returned are delinquent not only for State but also for county and local taxes, becomes the agent of these minor municipalities for the collection of these delinquent taxes, and due return is made as these taxes are collected. By this system the State is concerned in the assessment and valuation of the property of the municipalities, and the latter are concerned in the amount of State taxes apportioned to each; and upon both are imposed the burden of settlement and accounting, made necessary by the relations of mutual agency which this system requires.

This system was the one chiefly in vogue among the older states of the Union fifty years ago, and our constitution was framed upon the theory of its perpetuation. Although our constitution makers appreciated many of its defects and shortcomings, yet it represented the best thought of the day upon the subject of taxation. But time has demonstrated more evils than were anticipated, not only in Michigan, but in all the states having analogous systems. The clamorous agitations for equal and fair taxation that have been so long with us have found reasonable justification in the unequal burdens of taxation brought about by maladministration of our general property tax laws, and despite amendments and changes and repeated reframings of these laws and remedial legislation galore, all have largely failed to accomplish the results promised or intended, and the average citizen of today stands in a dazed condition, almost helpless in his search for the way to bring about fair and equitable conditions.

Within the last few years the idea has more and more been taking root, in the minds of those who have been making the most serious study of these questions, that the evils chiefly complained of are due primarily to the fact of the State's participation with the lesser municipalities in the general property taxation; that the system of equalization through which the higher municipalities imposed a due proportion of their taxes upon the lower municipalities furnishes the chief inducement for assessors to violate their oaths, and is the main exciting cause that has set community against community and class against class in their charges of favoritism and unjust discriminations in the administration of our tax laws. It has become more and more apparent that property taxation is a fit and suitable method only for the lesser municipalities, where each is independent of the others in the imposition and collection of its taxes. And, on the other hand, it has become equally apparent that there are methods and subjects of taxation, entirely outside of general property taxes, that furnish an appropriate and adequate field for independent State taxation. And these facts have furnished the suggestion of an entire separation of the finances of the State and the lesser municipalities, and the assignment to each of its appropriate and natural system of collecting revenues.

This idea represents what I think is the best thought of to-day upon this subject, and after fruitless efforts to improve conditions existing under systems analogous to the general property tax laws of Michigan, other states that are foremost in taxation reform are turning in this direction. In Michigan we

have not yet passed the stage of agitation which sees hope of infusing justice and equality into the existing system of taxation evils by drastic legislation, such as the exercise of State supervision over local assessors by a State Tax Commission, and the enforcing of equal rates of taxation upon corporations now paying specific taxes. And perhaps the time is not yet ripe for the remedy suggested in this paper. But, as I take it, while in Michigan there is hope for good results from late legislation and constitutional amendments, yet there are also doubt and confusion, and I believe that a discussion of the possible effect of a separation of the finances of the State and lesser municipalities in Michigan will be accepted as both apropos and timely.

In considering the situation in Michigan we are at once confronted by the fact that under the present constitution there can not be such a separation of finances as is proposed. The chief reliance of the State for independent revenues, in case it has no authority to impose general property taxes, would lie in its right to levy specific or special State taxes. As already seen, the constitution of Michigan makes it mandatory upon the Legislature to devote such taxes, now that the State debt has been extinguished, entirely to the support of the educational institutions of the State, and chiefly the primary schools. The late constitutional amendment does not materially change the situation in this respect. Before our theory can be accepted, therefore, our constitution must be amended, and on the proposition to amend a decided embarrassment will be found in the fact that any attempt in that direction will be met by the assertion that it will cripple our primary schools to deprive them of the State aid now received in the distribution of these specific taxes. This proposition has to be met at the outset, and I would advance for your consideration certain facts and arguments tending to the conclusion that the primary schools of Michigan do not need the aid of the State to secure their continuance or efficiency; or, at least, that no disastrous consequences will follow the placing of a reasonable limitation upon the amount that the State shall contribute towards the support of these schools, and the restoration to the Legislature of the authority to devote specific or special State taxes upon corporations, etc., to the defraying of general State expenses, which is a necessary preliminary to the separation of State and local finances.

In considering these propositions, let us first see in dollars and cents how the property holders of the school districts of the State would be affected by being relieved from State taxation and in lieu thereof being required to assume the burden of raising by local taxation the full amount that the State now pays the school districts in aid of their common school; in other words, whether they would gain or lose by the swapping of burdens with the State:

Taking totals at the outset, it will be seen that the local municipalities will be tremendously ahead. The State tax apportioned to the counties in 1900 was \$2,906,680.66. The primary school interest money distributed to the counties was \$1,531,857.95. The difference is \$1,376,822.71, which would represent the total gain to the counties if the trade of burdens were made.

But it may be objected that, inasmuch as the primary school interest moneys

are appropriated not on the basis of the taxable property of the counties, but on a per capita basis according to the number of children of school age in each, and inasmuch as an excess of children is more apt to be found among the poorer than the richer classes, this total of gain will not be equally distributed. And it is true that a difference will be found. In twenty-seven of the eighty-three counties of the State more primary school money is being received by the counties than they are paying State taxes, and hence to the tax payers of these counties there would be a loss in the exchange of burdens. From a table prepared by the State accountant in the auditor general's department I find that the average loss to each of these twenty-seven counties would be \$2,186. On the other hand, for the fifty-six counties that would gain by the transaction, their gain would average to each \$25,640.

The difference between the twenty-seven and fifty-six counties will most probably be ascribed to a relative excess of children over property. But we can not say that this is absolutely demonstrated by the statistics that we have at command. While the number of children as a factor in the problem is certain, yet the apportionment of State taxes is made upon the guess of the State Board of Equalization as to the taxable properties in the counties, and the accuracy of their valuations is very measurably uncertain. Let us take one single instance showing that these figures can not be relied upon, to demonstrate that the number of children varies inversely with the amount of taxable property: The two counties of Huron and Manistee, according to the State Board of Equalization, are valued practically the same; and yet the former received \$4,302.49 more school moneys than it pays State taxes; while the latter pays \$3,293.57 more State taxes than it receives school moneys.

It is safe to assume that if the values of assessable property were as accurately determined as the number of school children, the margin of difference between the twenty-seven and fifty-six counties would be much reduced, and that practically every county would share, although perhaps not in an equal degree, in the \$1,376,822.71 total gain that would come by their assuming as a local tax the raising of primary school interest moneys in consideration of being relieved from the general State taxes.

But it is not my idea for the State to cease paying interest upon the primary school fund and distributing it upon a per capita basis. This fund, as is well known, has arisen from the proceeds from the sale of lands granted to the State by the Federal Government for the sole purpose of aiding in the establishment and maintenance of a free common school system. As the sales were made the money has gone into the State treasury and has been used to pay the general expenses of the State. The State owes to the public schools of the State the total received from these sales. This fund, at the end of the last fiscal year, amounted to \$4,853,065.51, upon \$3,984,562.05 of which the State is required by law to pay 7 per cent, and upon \$868,503.46 of which 5 per cent, annual interest. The total interest upon this basis amounts to \$332,344.51 per annum, or about \$.45 to each child of school age in the State. But what I do contend is that this should be the limit of the obligation of the State, and that the claim of our school districts upon

the surplus specific taxes should be released.

It is evident that State aid to the primary schools has gone beyond the point of necessity or advisability. One fact very clearly demonstrates this: By the terms of our law the one mill tax and the primary school interest fund must be devoted to the payment of teachers' salaries. The records in the office of the Superintendent of Public Instruction now show numerous instances—and each year they become more and more common—where the total of these two sources of revenue exceeds the amount paid the teachers, and where, if the district officers are obeying the law, a surplus is being accumulated in the school district treasury which can not be put to use. The chief complaint, however, that comes from the Superintendent of Public Instruction is that school district officers are not inclined to use the increasing revenues in paying larger salaries so as to secure better teachers, but they are disregarding the law that confines these two sources of revenue to teachers' wages, and hiring the cheaper teachers regardless of qualifications, and devoting the balance thus secured in needless and wasteful extravagancies. These facts plainly indicate the point I am making.

It may be urged that, if the surplus of specific taxes is withdrawn from our common schools, the voters of the school districts will not make good the deficits by voluntary taxation. Those who would make this objection have not gauged the strength of the sentiment in favor of free schools in Michigan. For every dollar contributed by the State to their support, the tax payers raise voluntarily four and one-half dollars. No taxes are more willingly voted and less grudgingly paid. But were there a disposition in this direction, the present one-mill tax could be increased. This is a local tax, but its levy is directed by the Legislature. It is distributed on a per capita basis in the county in which it is raised. The deficit made by a withdrawal of the surplus of specific taxes might easily be made good by this method of taxation, and the schools would be left in every bit as good a condition as now.

I have dwelt upon this subject somewhat disproportionately, because it is the one barrier to real taxation reform in Michigan, and also because the protection of our common school system has been made a veritable bugaboo, and only a clear and comprehensive statement of the actual facts will cause the disillusioning of many of the good people of this State.

Let us now take up the next branch of our subject, namely, whether there is the adequate field for independent State taxation that I have asserted:

It is a very easy calculation to determine approximately what it would require to make good the deficit that would be caused by the relinquishment of the taxes now obtained by general property taxation. Taking the year 1900 as the basis for our deductions, we find that for that year the State taxes apportioned to the counties were \$2,908,680.66. To this let us add the amount that would be required to pay the interest on the several educational funds at the rate prescribed by law, taking the amounts paid during the last fiscal year as our basis for estimate. These would amount to the following:

Interest on primary school fund.....	\$819,061.13
Interest on university fund.....	37,375.49
Interest on normal school fund.....	3,099.62
Interest on agricultural college fund.....	54,882.12
Total.....	\$914,418.36

Adding to this the amount now raised by general taxation would make a total budget of \$3,323,099.02. From this may fairly be deducted \$200,000, which the State is now paying for the expenses of accounting and supervision incident solely to its participation with the local municipalities in the general property tax, and which would be done away with in case of a separation of their finances, which I hereafter refer to.

A total budget of \$3,123,000 would fairly represent at the present time the amount that the State would have to raise annually by independent revenues to take the place of the general taxes that it now receives, and to accomplish without injury the separation of its finances from those of the counties and townships.

Turning from expenses to revenues: Under existing laws there was raised during the fiscal year ending June 30, 1900, from specific taxes, \$1,438,946.86. This total was made as follows:

Railroad companies.....	\$1,033,055.54
Insurance companies.....	250,664.70
Franchise fees.....	139,998.43
Express companies.....	14,789.58
Inheritance taxes.....	4,579.22
Telegraph and telephone companies.....	2,097.66
River improvement companies.....	1,620.77
Plank road companies.....	1,149.24
Freight, palace and sleeping car co's.....	82.60
Total.....	\$1,438,946.86

In the calendar year 1900 there were realized from these sources approximately \$1,600,000, but I am unable to give the items in detail. But these figures show that under existing laws, which were framed not with the idea of raising a tax adequate to the needs of the State government, but to put money into a surplus fund that was already larger than necessity required, fully one-half of our budget is met.

In order to find means to make good the balance, let us first look over the list just given. Taking up railroad companies: If the appraisal of the more physical properties of these companies within the State of Michigan made by Prof. M. E. Cooley and his assistants, under the direction of the State Tax Commission, is reliable (and I would state that I have not as yet heard the suggestion made that this branch of the appraisal is either unfairly or inaccurately made), these companies are fairly taxable upon a total valuation of \$160,000,000. At the average rate that property generally pays, according to the returns made by the Board of State Tax Commissioners, the taxes of the railroad companies would be more than doubled over what they now pay. Whether such an increase would result oppressively, I am unable to say; but certainly no more so than upon industrial corporations generally that have felt the iron hand of the Board of State Tax Commissioners in forcing assessments of their property to a point that represented actual cash valuation. It is a conceded fact that railroad taxation in this State has been low, much more so than in other similarly situated states; and without injustice, and without any hardship other than that now borne by industrial corporations subject to general property taxation, a large portion of our deficit can be made good by increasing the taxes upon railroads.

Next take the franchise fee tax. This represents the sum of one-half a mill imposed on domestic corporations for the privilege of organizing, and upon foreign corporations for the privilege of filing their articles of association in this State and acquiring the privilege and standing of a domestic corporation. This tax does not operate oppressively, and could be doubled without serious

injury. In this connection I would refer to a suggestion contained in the ex-inaugural message of Governor Rich, in which he outlined a scheme of independent State revenues. He advocated the fairness of an annual State tax to be paid by all industrial corporations of one mill upon their capital. He urged that they could well afford to pay this to the State in consideration of being relieved from direct State taxation. He estimated that this would produce at least \$700,000 per annum. Whether such a tax would be necessary or advisable is doubtful.

The inheritance taxes received in 1900 in no way represented the capabilities of that measure as a revenue producer. The present law enacted in 1899 has been in the courts for nearly a year, and pending a decision no taxes have been enforced. No feature of the act has been attacked that can not be easily remedied in case it is declared unconstitutional. It is recognized as a legitimate and fair method of taxation. With a valid and judicious law of this character upon our statute books, several hundred thousand dollars per annum might easily be realized by the State.

Next, as to the taxation upon telegraph and telephone companies. It is at once obvious that the \$2,097.66 per annum does not represent a medicum of the tax-paying capacity of these extensive and valuable properties. The figures are deceptive as to the exact situation. The amount of telegraph and telephone taxes charged in 1900 was \$44,659.28, but only the \$2,097.66 had been paid at the close of the fiscal year ending June 30, 1900, and during the prior year another system of taxation had been in vogue, and on that account there was a break in the receipts. Under the present law these companies are taxed upon the basis of a percentage of their gross receipts. Under the previous law they were taxed according to the valuation of their properties. The valuation taxation, upon an appraisal of \$3,439,456.84, yielded about \$20,000 more than the present method. The appraisal of Prof. M. E. Cooley of this class of properties amounts to \$7,065,293. Applying to this the average rate of taxation obtaining throughout the State, as computed by the State Tax Commission, and the total taxation that would result would be over \$105,000, more than double the amount at present realized. If this would be oppressive, it would be no greater than the burden borne by industrial corporations generally under the present system of general property taxation.

Finally, the present taxes paid by freight, palace and sleeping car companies present a ludicrous climax to our review. Just how the shades of Wagner and Pullman and Armour will divide up their \$62.60 taxes paid upon their immense properties constantly engaged in business in this State, I can hardly imagine. The value of the average number of cars of these corporations continuously employed in Michigan could not fall short of from \$4,000,000 to \$5,000,000. And this would represent a taxation capacity, according to the rate previously given, of between \$60,000 and \$75,000. Our tax laws upon property engaged in interstate commerce have uniformly failed, except in case of railway taxation, through the inability of perversity of our Legislature in not providing a method of taxing these properties that would not be in violation of the United States constitution. But there can hardly be any further ex-

cuse in this respect, as adequate and fair ways of taxing such properties are now well known in and adopted in many states.

In reviewing the list of corporations now paying specific taxes, it appears from these alone, without going beyond the limits of ordinary property taxation, an amount adequate to meet our deficit could be obtained. But there are other corporations that might be added to the list. Take, for instance, inter-urban electric street railway companies. They have become formidable rivals of the steam railways in certain lines of business. They are now taxed locally, but they are better suited for State taxation, and might properly be added to the list. Banks, building and loan associations and mutual benefit and fraternal organizations are required to be supervised by the State, and in general pay the cost. They might properly be required to contribute a percentage over and above this cost. To require a license upon the privilege of engaging in the business of private banking or brokerage might be in the line of a very desirable State policy. Various excises might be suggested. One very proper one would be for the State to take to itself the revenue derived from the issuance of wholesale liquor licenses, leaving to the municipalities the retail licenses. A State income tax has been at various times suggested. In fact, to go over the field of proper and appropriate independent State taxation, one finds almost an embarrassment of riches, and our investigation leads to the conclusion that to raise our Michigan budget, if the proper subjects for taxation were all taken into consideration and a system was evolved that was fairly inclusive and discriminating to the extent of distributing the burdens equally and not oppressively, the various interests that would be affected would find their taxes comparatively light.

The final paragraphs of this paper are devoted to a brief summary of some of the most patent benefits that would follow the separation of State and municipal finances in Michigan:

First, in the matter of actual expense, the State will save almost \$200,000 per annum in one department alone. The auditor general's office of this State is made the clearing house for all delinquent taxes, State and municipal. There were one hundred twenty-six clerks employed in this office during the last fiscal year, at a total cost in salaries of \$111,867.78. Of these clerks nine-tenths were employed in the taxation department, and were solely engaged in keeping the delinquent tax records and the accounts between the State and the minor municipalities. The cost of advertisement for tax sales amounted to \$66,347.59. The total cost for postage and for paper, printing, binding, furnished by the State for the use of the counties and the auditor general's department, and also for stationery, express and traveling expenses, all being for the most part made necessary by the burden of accounting imposed upon the State by its participation in the system of general taxation, amounts to a total of \$21,525.23. On a conservative estimate, at least nine-tenths of this expense would be wiped out if there were the separation of State and municipal finances that I am suggesting. And the beauty of the whole thing would be that the counties would be put to no additional expense of consequence by the closing of accounts with the State and the assumption of the burden of collecting delinquent taxes upon land. There is now kept in each county what is practically a duplicate of the accounts kept in the auditor general's office, so no additional burden would be thereby imposed. The burden of preparing the petition for tax sales and the sales books, which the counties would have to assume, would be fully offset by their having no longer to prepare and forward delinquent tax lists to the auditor general. The only additional burden that the counties would have to assume would be the publication of the delinquent tax lists, and for this I do not think the counties would pay the

same price now paid by the State. That most of the amounts that the State would thus save would be net would follow from the fact that it would not be necessary to re-establish an equally expensive system to collect the independent State taxes. That this is true is well indicated by the fact that the million and one-half of specific taxes now collected are secured practically without expense. Of course, the Legislature might provide for ponderous and expensive assessment boards to accomplish results that might be more directly and inexpensively done, but this would not last much beyond the time that demonstrated their uselessness.

The second item of saving in expense to the State that would follow the separation of finances would be the cutting off of the cost of State supervision of local assessors and assessments. The money burden of the State Tax Commission, appointed under the act of 1897, and the amount that would be required to carry out all the requirements of the act were hardly anticipated at the time of its passage. To give the law a fair trial and to give full effect to the mandates of the Legislature as to what should be done, the Board of State Auditors met the requests of the Tax Commissioners in a spirit of liberality. There has been expended by and on behalf of this commission since its organization the sum of \$97,105.83, \$84,835.02 of which was disbursed during the calendar year of 1900. This is, perhaps, hardly representative of the average annual expenses of the Board, as the costs of initiation are greater than those of subsequent maintenance. But it is safe to assume that it will take at least \$50,000 per year to make the Board a really effective instrument to accomplish the results intended. For my own part, while I believe that, as long as the general property tax continues to be used by State and municipalities together, there is an absolute necessity for the exercise of supervisory authority by the State, yet I am afraid the sequel will prove that even State supervision will fail to bring about equitable conditions. It is a herculean task, with nature itself arrayed against us in the manifest unsuitability of a general property tax for combined State and municipal taxation. But with a separation of State and municipal finances, the State will no longer have any interest in local assessments, and the necessity for State supervision will no longer exist, and a State Tax Commission will be absolutely superfluous.

The third advantage that would come with the separation would be the doing away with equalizations, the acknowledged prime cause of the evils of our present system. While this paper contemplates only the abolition of the State Board of Equalization as an incident that would follow the separation, yet it can readily be seen that, once State equalization was out of the way, county equalizations could be very easily abolished by a readjustment of the taxation machinery in the municipalities. The county itself might be the assessing municipality, with a certification to the townships or lower municipalities of their taxable property, or the extension upon the county rolls, against the property of the lower municipalities, the taxes that they have voted, being practically the system that obtains between townships and school districts. With the separation, class will no longer be arrayed against class, or section against section. It will no longer be of any more concern to the farmers of the Lower Peninsula how the mine owners of the Upper Peninsula are assessed than it now is in one county what public improvements are being made in another county. Taxation will have become entirely a local matter. Each community will be independent of the other, and instead of growing hard feeling and crimination and recrimination, cordiality and good feeling will prevail.

And finally, more equitable taxation conditions will be possible, and will come almost without the asking, and the rancorous agitation of to-day will become a thing of the past. The suggestions of the scientific student of tax-

ation problems will have a readier hearing than they now receive. With local taxation lessened, as it will be by being released from State taxation, it may be found possible to exempt certain classes of property that are admittedly unsuited to be made the subject of ad valorem taxation, such as credits and perhaps personal property generally. If the theory of a single land tax is even to be tested, it will and should be in local communities, and for independent local taxation only.

In conclusion I can only say that in my judgment, if the people of the State of Michigan would arise in their strength and, by amending the constitution and providing for a complete separation of State and municipal finances, would cut the Gordian knot of tangle and confusion that is being spun by our legislators and political agitators in attempting to fix up our present system of taxation, they would enter upon the new century with a heritage secured that would yield to them and their children for generations to come benefits beyond measure. Horace M. Oren.

A Much-Needed Change in Domestic Economy.

Written for the Tradesman.

The leading advertisement in the columns of wants in the daily papers often reads: "Wanted—Competent girl for general housework." Day after day, year in and year out, that want appears standing for a whole line of Marys and Bridgets and many times in the twelve months for the same girls. The servant is a bird of passage from kitchen to kitchen, often stopping hardly long enough to plume herself for the next flight. They go as they come, adding sometimes little, oftener much to the chaos that awaits them. Positively dirty, comparatively dirtier, superlatively dirtiest, they increase the disgust of the average housekeeper and, when the third degree has gone, patience has ceased to be a virtue and the spirit of the housewife asserts itself. For three days there is tumult in the kitchen. The dark corners are forced to give up their dirt and their broken secrets. The cleansing light and the health-giving sunshine are invited to come in. Hot water and soap and a liberal supply of elbow-grease have removed all odorous suggestions and the mistress of the mansion, in the kitchen that is clean and sweet and respectable once more, makes up her mind to do her own work for a while. While that determination lasts health and comfort and white-winged peace brood over that abode and the inmates again get glimpses of the millennium that reconcile them to its early coming. The cares of the household, however, and the deceitfulness of riches soon make the kitchen and all that it implies too burdensome and Bridget of the positive degree again comes in, to be followed in turn by her two more-dreaded sisters.

It is a matter of observation as well as of experience that no comparative Bridget is ever allowed to take possession of a clean kitchen. Like attracts like here as elsewhere, but when the mistress is "all worn out" with the exacting service she is willing to overlook what seem to be little violations in neatness and gives herself up to a much-needed and a well-earned rest. So the circle is again complete and sooner or later the conviction settles down that something must be done if the integrity of that home is to be maintained.

The testimony of housekeepers is universal that the center of kitchen misery is the stove. In the summer it is too hot, in the winter it is troublesome, always it is dirty. The preparation of

meals is not necessarily irksome, but the after part is intolerable drudgery; and, finicky or unfinicky, a woman does not like to meet her guests in the evening with hands that are parboiled and blotched with burns and abrasions and cuts, all of which are connected directly and indirectly with that detested stove. From first to last it has been a necessary evil. The best of them are trials of temper. They are too hot or too cold, and only that eternal vigilance which is the price of liberty ever succeeds with them. The brain that can run one is born, not made, and when a housekeeper gets hold of a servant that can do that, she may be the dirtiest pig in the whole litter, but "she can run the range" and so enters upon her reign, to the delight and misery of the stomachs she pleases and disgusts.

It is submitted that all this must be changed. It is also submitted that chaos will reign in the kitchen just so long as coal is the heating agent. The kitchen should be the pleasantest room in the house and it never can be that until it is decreed that coal must go. With it will also go the cumbersome paraphernalia that accompany it. Weight is no longer an element of strength in cooking furniture. Delicacy and beauty are wanted there. The required degree of heat must be no longer a matter of chance, any more than the compounding of food ingredients is a matter of guesswork. Let the old pass away in the kitchen, let all things become new, and the detested Bridget will be only a dreadful dream of the past. Into its then sacred precincts the tired breadwinner will often delight to come, welcomed by the joy of his heart and the manager of his household. Dirt will go, never to return. Waste, the kitchen scourge for years, will depart, to be seen no more, and the fret and the worry and the annoyance and the exasperation that are to-day the curse of housekeeping will be known no more when once is happily inaugurated in the kitchens of the land this much-needed change. R. M. Streeter.



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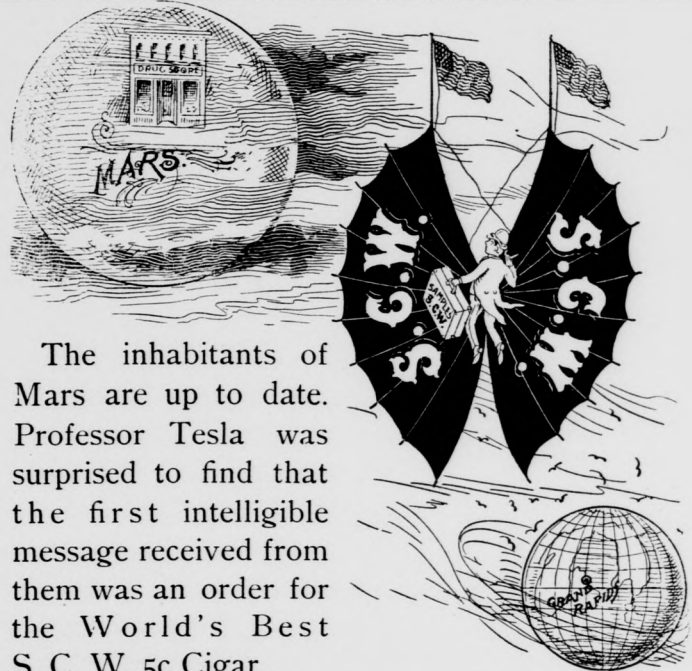
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Village Improvement

A Practical Problem in Village Improvement Finance.

It was found, in a certain locality which need not be mentioned here, that three bad boys were costing the property owners \$30,000, or \$10,000 a bad boy, and it became a pretty serious question what should be done about it. Aside from the money, affairs had reached that point where the loss would go on unless the cause was removed and this directed early attention to these costly specimens of depraved immature manhood.

The conditions were the usual ones: The home influence, if it could be called that, was exactly what it ought not to be. The boys had grown up without restraint and, reaching that age and size when mature physical strength was combined with boyhood's mental weakness, inexperience and pugnacious wilfulness, they had become an unholy terror at home and abroad and had made that particular neighborhood little less than notorious. An appeal to the families was useless. Outside influence alone must be depended upon and the Improvement Society was called upon.

It so happened that certain members had not lived long enough to forget their own youthful hopes and aspirations and so were able to look at things from the boys' point of view and, what is much to the purpose, to sympathize with them. They were glad to find, in the first place, that intentional viciousness did not enter at all into the youthful purpose. Whatever promised even the smallest amount of fun was enough to "set them going" and, once started, consequences were allowed to take care of themselves. The Society found, too, that while a goodly part of the mischief done was doubtless the work of the graceless trio, much that they did not do was laid to their charge, a matter which the boys were inclined to favor rather than resent. A feature which early became prominent was the fact that the boys had nothing to do and the circumstances of the families did not make work a necessity. In a word, the boys were idle; and it is as much a fact now as it was when Watts said it, that "Satan finds some mischief still For idle hands to do."

Brought down to this, the Society found the subject well worth their earnest consideration. The parents were taken into the Society's confidence, who so far entered into their plans as to refuse to furnish the boys any spending money. At the same time the idea was spread throughout the neighborhood that a plan was afoot that would furnish a garden plot to every child in the neighborhood old enough to take care of it. It would be prepared and seeds furnished and the Society stood ready to help and advise in every possible way in the cultivation of it. The ringleader of the pests—the boys were so looked upon—had a strong liking for "seeing things grow" and, as it turned out, for helping them do so. He headed the movement, with his mates, and the three were among the early applicants for garden plots.

For the first time in their lives those boys had something useful to do. They went into it with the zeal of the enthusiast. They took charge of their gardens with a sense of proprietorship it was amusing and encouraging to see. They worked early and late. They asked practical questions and, receiving satisfactory answers, went back to their gardens and put them to a practical

test. At weeding time a loss of interest was looked for, but it did not come. On the contrary, the interest seemed to take root and grow with the garden seeds. The weeds, instead of discouraging the boys, awakened antagonism, seeming to take the place of neighborhood quarrels which in the old times—the bad times—were settled by brawls and fights. Not a weed was tolerated in those gardens. The appearance of a single shoot was promptly followed by its immediate uprootal and, if this part of this remarkable history can be trusted, from the beginning of the seedtime until the end of the harvest no soil energy was lost in the production of a weed.

There was a period between the planting of the last seed and the appearance of the first green leaf that might have been a trying time for the boys had not Wisdom sat at the council board of the Improvement Society. There was little to do and boyhood at that particular time must not be made too much of by scheming maturity. The members were equal to the emergency, however, and books and periodicals treating pointedly and briefly of ways and means to profitable garden management were located where they would do the most good. Inexperience had many questions to ask and experience found so much to say and took so long a time to say it that the two parties were often found together, and this ended in a mutual liking for each other, a result unlooked for, as all impossibilities are.

This interim thus pleasantly bridged over, the work began and was carried to a successful conclusion. Early vegetables were soon finding a ready sale. Indeed, the seeds were not planted before there were contracts made for the garden products, and it need not be stated that the producers were found equal to the most exacting conditions so far as the furnishing of the home tables was concerned. To help matters along the Society offered prizes and, to the joy of everybody, each \$10,000 boy became an earnest contestant. Spring, summer and autumn went by, the gardens were cared for and flourished, the time came for the display of the producers' best and the prizes were awarded. The result was what everybody predicted—the neighborhood terrors took the three highest prizes; and the wisecracks went home saying, as they always do, "I told you so. All the boys needed was to have their devilry turned in the right direction and the rest took care of itself. We hit the nail on the head when we struck the garden scheme," the fact of the case being that "we" were the very ones that did everything they could to hold up the idea to ridicule.

A few, but not all, of that community grasped the full idea of the garden scheme and the prize money. Like physical discomfort, the moment the broken bone was healed, pain in that quarter was removed and they forgot they had any such bone. The produce and the prizes stood for something tangible and the crowds went home from the distribution of prizes thinking only of these. Later on even the most thoughtless began to reflect that things were not as they had been. There had been no fight among the boys for months. The neighbors were looking kindly one upon another and in the gatherings of church and society there was no sudden change of subject at the incoming of a fellow member. The "terrors," when the garden work was over, on their own account began to

plan for the next season. One found something to do he liked better and left the neighborhood. The others determined to increase their profits in the same direction, planned with the Society for the coming year and worked accordingly; and, while those boys, all three of them, do not want to be so many "angels and with the angels stand," they do want to double up on last year's profits and are determined to realize that ideal if it can be done at the expense of a little more well-directed brain and brawn.

The conclusion of the whole matter is this: That locality has no longer any \$10,000 boys. Through the legerdemain of the Improvement Society they no longer exist. From nuisances—pestilential at that—they have become a blessing to the neighborhood once cursed. From a purely financial basis that neighborhood is at least \$30,000 ahead—a sum that shows pretty conclusively that in one instance the Village Improvement Society has paid for itself.

The use of oysters has often been discouraged on the ground that they were under certain conditions dangerous mediums of conveying disease, especially germs of typhoid fever. Now the physicians are said to have forbidden another relish nearly as popular at this time of the year. Celery has come under the ban of the doctors, who say that it is equally well adapted to transmitting the poisonous elements of the soil and carrying the germs of typhoid.

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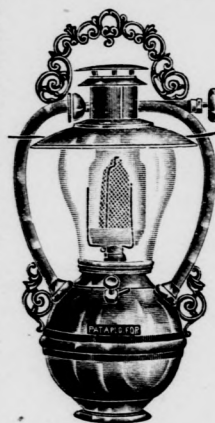
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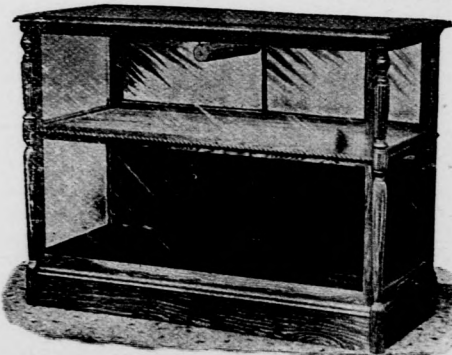
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Evolution of the Sickle.

Written for the Tradesman.

"If ye will not sow neither shall ye reap" is as much a truism now as it was when written thousands of years ago before Ruth so successfully gleaned the scattered ears of grain as they fell from the hands of the reapers in the fields of Boaz, of Bethlehem. Here I hope my readers will pardon the digression if I indulge in a pen picture of that charming romance as narrated in the quaint language of Biblical story, the first meeting of Ruth and Boaz:

Imagine Boaz, "the mighty man of wealth," on his visit from his home in Bethlehem to his Judean harvest fields. Mounted upon camels, Boaz and his retinue of servants come into the fields where the reapers are at work. As he is giving directions to his overseer of the reapers he is attracted by the beautiful Ruth in the attitude of gleaning the scattered ears of barley and enquires, "Whose damsel is this?" A more striking instance of love at first sight was never recorded, as proved by what followed his enquiry and his overseer's answer. He spoke kindly to the lovely stranger and accorded her especial privileges, ordering his reapers to be careless and scatter some of the grain that she might gather the ears. The historical event that followed this first meeting and the final union of Ruth and Boaz form an important link in the chain of Biblical history that follows.

Although the sickle was the first implement used for harvesting grain, it has undergone little if any change in its construction since its use in the fields of Boaz. It retains its graceful curve and serrated edge as of old. Although entirely out of use except for lawn and garden trimming, there is one feature of its original construction that is retained in all the improved harvesting machines that have superseded its use: The original serrated teeth are seen in the sections that fill the cutting bars of all modern reapers. All the labor-saving improvements over the ancient sickle for harvesting grain have been made within the memory of the writer. First of all came the old hand cradle, which was only a broad scythe with four fingers attached which gathered the grain as the cradler in a sweeping stroke cut it off and laid it in a swathe by his side, to be raked and bound into bundles by the binder who followed. This hand cradle could only be used in standing grain. The lodged or tangled grain was always left for the sickle. The writer has visible scars on the little finger of his left hand received in reaping the tangled grain before he was 14 years of age.

Then came the first reaper by horse power, which cut the grain and laid it on a platform. Upon this platform a man was strapped to a post and raked it off as it accumulated in bundles for another man to bind.

The next improvement displaced the man who rode the machine by an automatic rake which left the bundles on the ground ready for the binders.

This was followed by the reaper and binder, which bound the bundles with wire. It proved to be a clumsy machine and did not give general satisfaction until improved by substituting twine for wire for binding the bundles and reducing the draft, using steel instead of wood in its construction and finally adding the bundle carrier to cap the climax of labor-saving improvements. This universally-used substitute for the old-time sickle saves the farmer the la-

bor of six men every day during the harvest, reduces the time required for harvesting more than two-thirds and reduces the cost of producing a bushel of wheat to one-half of what it was sixty years ago. Verily the evolution in the mode of harvesting from the hand sickle to the steel binder is doing wonders for the present generation.

Not only the sickle but the flail and the threshing floor have passed into history, giving place to the gigantic, steam-propelled machinery which reaps, gathers, separates and bags the grain as it moves in majestic ease over our Western plains rich with the golden harvests sufficient for the world's supply. Ah, Boaz, you are nowhere with your sickles and your reapers, and alas poor Ruth would find little to glean and little sympathy from the remorseless monster machinery that has usurped the place of human toilers with the sickle.

W. S. H. Welton.

Value of a Diploma to Grocers and Their Clerks.

Written for the Tradesman.

There is a cloud in the horizon of the grocer. It is no larger than a woman's hand, but it portends trouble. It has already assumed shape and color. It heralds the fact that a woman not only can engage in the grocery business, but that she has already done so and made the undertaking a success. This a free country, however, and there is no reason why, if a woman wants to engage in that kind of commercial enterprise and has the required amount of capital, she shouldn't be allowed to do so and reap from it what benefit she can. She has taken advantage of this privilege, has been making a success of it and now intends to make her presence felt. She proposes drawing a line in the grocery business and to have only those grocers who wish to go on with it take an examination to show their fitness for the calling.

There is every reason why this should be done. Modern society demands more intelligent work in the grocery store. Its field is enlarging, any well equipped city grocery store—and in all probability the country store soon will be found an eager and close follower—holding itself in readiness to furnish a meal ready to serve of cold meats, bread, cakes, fruit and cheese, or a more elaborate dinner ready to serve from tin cans. Beside this, meats are to be boned, poultry cleaned, vegetables prepared, raisins seeded—processes, every one of them, with which the average man and his hopelessly unqualified clerk are wholly unacquainted. The personal habits of these caterers to the public need careful looking after. The woman is proverbially neat, the man is as proverbially—not. He does not, like the duck, take intuitively to water. Soap and he are too often strangers. A nail brush is rarely a part of his personal outfit. His knowledge of the goods he handles is extremely limited and his indifference in regard to it is often disastrous. He admits that he knows flour, but he considers a knowledge of the difference between pastry flour and that suitable for breadmaking wholly superfluous. Of course, mistakes will happen in the best regulated families, but when the kerosene can and the molasses jug are substituted one for the other and the blunderer brazenly asks, "What of it?" the truth is forced home that something should be done about it, and insisting upon an examination seems to be the best thing to be done. The candidate for a grocery clerk should be well and

strong. He should be good natured and should be able to move and think quickly and accurately. He never should be ignorant of the times and seasons of all food materials, and should endeavor to keep in mind the personal preferences of every customer. Test any one of the innumerable army of grocers and grocers' clerks in the United States and how many could get beyond the first question? For this general and deplorable condition of things there is but one cure—the examination.

The method to be pursued has not yet materialized. It is one the public would look upon with pleasure. Most patrons of the grocery, with whose proprietor and working force they have had many a tilt, would rejoice to look in upon the examination as the candidates for commercial honors find themselves unequal to the emergency. That some such test has long been needed will not be questioned. That the thought is directly traceable to the female brain is what was to be expected. That it will accomplish its purpose is not to be doubted; and when in the possibly not far off future the grocer shall point with pride to his framed diploma, and the grocery shall prove in every nook and corner the facts there stated, then, indeed, will the world move, then will the diploma mean something and obtain an acknowledged value in the practical field of experience.

Richard Malcolm Strong.

A little four-year-old girl walked into a hardware store some time ago and had a bolt put in her little express wagon. When the job was completed she asked the clerk what the charges were. The clerk informed her that a kiss would pay the bill and the little lady said, "All right, mamma will pay you."

The most attractive,
the most labor-saving,
the most modern, the
most successful

**Retail
Grocery
Stores**

in the Union have been
designed and fitted by

F. A. FLESCHE,

manager grocery store
outfitting department.

**Borden &
Selleck Co.,**

Chicago, Ill.

Correspondence for partial or complete outfits solicited.

**Attractive PRINTING
at Reasonable Prices**

THE printed matter used by many business houses shows on its face that they haven't given much attention to it—neither have the printers to whom they entrusted their orders. This is a more important matter than many recognize. Every progressive business man can afford to give a little attention to the subject of proper printing. The printed matter of a business house ought to be as neatly dressed as are its traveling men. Cheap stationery, cheap booklets and cheap envelopes are pretty apt to give the impression of a cheap business all the way through.

Our printing establishment is one of the most complete to be found anywhere. We do good printing at reasonable prices. We won't do inferior work at any price. Whether your order is for a thousand bill-heads or for a million catalogues, it will be given our prompt and best attention. Either order can be handled with equal facility. Let us send one of our representatives to see you when you next need anything in the line of printed matter.

**TRADESMAN COMPANY
GRAND RAPIDS, MICHIGAN**

Shoes and Rubbers

How Bannigan Unloaded His Rubber Stock.

Bannigan was an uneducated Irishman. He began life in a New England rubber factory and conscientiously worked his way up from a wage of \$1.50 a day to die worth \$5,000,000. He was shrewd and bright, and knew the value of money. He saved to such good purpose that when the rubber trust was formed he was at the head of one of the biggest factories in the country, located in Providence. His knowledge of the trade was so thorough that, despite the fact that he almost invariably used small "i's" in writing a letter, he was made president of the trust, his holdings amounting to about forty thousand shares. When matters had been moving along for some time, Bannigan made up his mind that the other men in the trust, the big fellows, were not treating him right, and that the best thing he could do was to get out. So he packed his stock certificates in a gripsack, left Providence on the night boat, landed in New York bright and early, had his breakfast, and then made a bee-line for a stockbroker's office. He had assured himself in advance that this stockbroker was to be relied upon, and so he told him frankly what he intended to do.

"I want to sell out, bag and baggage," he said. "I want to get rid of every one of my forty thousand shares. Here they are, put them on the market and sell them." The stockbroker told him that that would never do. If he wanted to realize full value for his holdings he would have to go about it in a different way, for if he should throw his forty thousand shares into the market it would knock the bottom out of prices and he would get little or nothing for his stock. Mr. Bannigan saw the point and asked what he ought to do.

"Buy," said the broker.

"But I don't want to buy; I have got more now than I want."

"That is all right; buy anyway; that will make a market for the stock and you can unload when the time comes."

"How much must I buy?"

"Oh, about \$250,000 worth."

"But I have not got \$250,000 in cash to go and buy rubber stock."

"Well, you can borrow it; a man in your position, Mr. Bannigan, will have no difficulty in borrowing \$250,000."

Much against his will the old man was finally persuaded to do as he was told. About two weeks later the broker wrote to him that he must buy some more—this time \$200,000 worth. Mr. Bannigan used rather strong language, but finally yielded as before. He borrowed \$200,000 and turned it over. With this additional capital to work on, the broker continued to manipulate the market. The insiders soon discovered that some strong party was buying, but they did not know who, Bannigan having carefully kept himself in the background. His broker operated skillfully in the stock, one day buying, the next selling, to keep the stock active. The broker after a while began to borrow large amounts of the stock. This convinced the insiders that there was a big short interest somewhere and they got together in order to squeeze the shorts. The inside holders who controlled most of the stock combined to squeeze "the shorts" out. In furtherance of this plan they put the price up to 61 and at about that figure Bannigan's stock was all unloaded. Bannigan now found himself

full of money while the other fellows were filled up with his stock. They never awakened to the fact that the president had sold out on them until his shares were delivered against their purchases, as they thought, of "short" stock. Rubber broke and did not stop tumbling until it had gone from 61 to 16.

This deal had all the elements of a comedy drama, and the playwright who can do it justice will find material there which will make him an everlasting fortune and reputation.

It is not often, however, that newcomers in the Street fare as well as this in the end. For a time they will go on merrily enough, and send things booming, but in the end most of them get the worst of it.—Saturday Evening Post.

Information Kept Ready for the Customers.

From the New York Sun.

One day last week a workman who was putting in new electric light fixtures in a Park row cigar store accidentally let a piece of piping fall and it crashed into a mirror which reached from the ceiling to the floor, smashing it to pieces. The empty frame with a few jagged edges of glass sticking from its inner edges was noticed by every customer who came in and invariably the question was asked:

"Mirror broken?"

The clerk addressed would reply that it was, but long before the day was over the clerks became weary of answering that and many other questions about the broken mirror, such as "Was it an accident?" "Was it insured?" "How did it happen?" "Who did it?" "How much did it cost?"

The night clerk soon tired of his job and thought out a plan to put a stop to the questions. So he wrote out the following answers and pasted the paper on the frame of the mirror:

"Yes, it is broken."

"No, accidentally."

"Excuse me, I'm busy."

"I don't know."

"About \$50 or \$60."

"Probably."

"Perhaps."

"No."

"Yes."

"No, I can't tell."

This had the desired result of shutting off questions on the subject of the mirror.

Just the Job He was After.

A very small pile of coal lay on the sidewalk. A correspondingly small son of Ham was sauntering along, and, seeing it, scented a job. He rang the door bell.

"Am dat you all's coal?" he asked the lady who appeared at the door.

"Yes."

"Want it toted in?"

"Yes."

"Kain't I git de job?"

"Why, you're pretty small, and then you might charge too much. You might ask more than I could pay."

"How much is yo got?" asked the small man of business. "Kin yo raise a dollah?"

"Oh, my goodness! No."

"Seventy-five cents?"

"No; run along and don't bother me," and she started to close the door.

"Mebbe so you'll gib fifty cents."

"No, no; run along."

"I reckons yo' all ain't got er quartah?"

"No."

"Ner a dime?"

"No, not even a dime," replied the woman, beginning to laugh.

"Well, how much is you got?" questioned Ham, showing his ivories. "I sut'nly does wanter git de job."

"I've just got a nickel."

"Well, I'm jus' a-lookin' fer nickel jobs," and he straightway began.

The world would be better and its inhabitants happier if they pursued life along ethical rather than along technical lines.

Knit Goods Combine.

The report has again been revived that the knitting mill owners in the upper Hudson and Mohawk Valleys have recently been asked to give options on their plants to promoters of a prospective trust organization in the knitting mill industry. Eighty per cent. of the mills that make "flat goods" are located in or adjacent to the cities of Hudson, Troy, Cohoes, Schenectady, Amsterdam, Herkimer and Rome, New York, and it is reported that nearly one-half of their owners are favorably disposed towards the plans of the trust promoters. Two previous attempts to consolidate the trade failed.

Under the plans proposed by the promoters of the combination the mill owners are to accept guaranteed 7 per cent. preferred stock or bond issues of the proposed corporation, which will take over all stock on hand and all first-class negotiable paper. Any mortgages or other liability on individual mills will be released by the corporation, so that

there will be no interest charges to be provided for except on its own security issues. A working capital of \$8,000,000 is contemplated.

Diplomacy Illustrated.

"What is this here diplomacy?" asked the grocery loafer.

"It is like this here," said the grocer. "Fer instance, if I wanted to call you a liar, I'd jist do so right out; but if I wanted to be diplomacy, I'd go at it sorter roundabout an' jist say to the surroundin' air that while I wasn't namin' no names, I reely did believe that a certain red nosed, squint eyed cuss that had et at least ten pounds of my best cheese without ever payin' a cent was not so keerful with the truth as he orter be. See?"

No man can tell whether he is rich or poor by turning to his ledger. It is the heart that makes a man rich. He is rich or poor according to what he is, not according to what he has.



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

PREMIER

STOCK NO. 2424

Patent Calf vamp and quarter Vici Kid top, Flexible sole, O. G. heel. Write for one of our New Spring Catalogues.

Price

\$2.15



Geo. H. Reeder & Co.

28 and 30 S. Ionia St.

Grand Rapids, Michigan

Responsibility for Goods Lost in Transit.

We have lately had a number of enquiries from retailers who seek information as to the placing of the responsibility for goods lost in transit. Some seem to think that when five cases of goods are billed from the starting point and only four received, then the missing case can be deducted from the bill when payment is made, or, in other words, that the shipper shoulders the loss until a settlement can be effected with the railroad companies; such, however, is not the case.

When the shipper receives his receipt from the railroad companies he is relieved of all responsibility in the matter. In the case stated above, the railroad company's waybill will show five cases accepted by the road and only four received at the destination. The agent delivers the four cases and reports one short.

The consignee should then notify the shipper, who will send him a duplicate bill of lading, which should be appended to a letter addressed to the general freight agent of the road with a request that he give it his immediate attention. The dealer will find before the claim is adjusted, however, that his ideas of what constitutes immediate attention and the company's ideas on the same subject differ somewhat. It is just about as easy to get Congress to act on a claim bill as it is to get a damage claim against the railroads settled. It requires time and red tape, but everything comes to the man who waits and the railroad claim is no exception.

In cases where a shipment is broken open in transit and a part removed, the consignee must get a copy of the bill of lading together with the affidavit of the shipper that the missing goods were in the cases when started, to this he adds his affidavit that the articles short on the bill were found missing when the goods were opened, then forwards to the freight agent.

Sometimes the shipper voluntarily shoulders the responsibility or he extends the time of payment until the amount shall be recovered from the railroad companies, but it is optional with him whether he makes any concessions whatever.

About a year ago the writer suffered the loss of one in a shipment of half a dozen cases. On investigation he found that the shipper could collect from him for the missing case and his only recourse was to the railroad company. After a weekly correspondence extending over a period of six months the amount of the actual cost of the goods lost was collected. In this instance the missing case contained sixty pairs of fine shoes, which could not be replaced short of three or four weeks and, as they were very much needed just at this time, the loss was not confined to the actual cost of the goods, but a claim for further damages was not allowed. It is our opinion, however, that when any great loss is sustained through the railroad's inability to deliver the goods in a reasonable length of time, it could be collected through process of law. The amount involved, however, would necessarily have to be large to justify this. If the party receiving the goods is a large shipper and there are other roads over which he could have his goods sent, he will not have to wait so long for an adjustment, especially if he be persistent.

We are often asked by retailers why a uniform system of measurements can not be adopted by the manufacturers;

they think it would be a long step in the direction of simplifying the retailing of shoes. There is no doubt but what the adoption of uniform measurements by the manufacturer would be a big help to the retailer, but the probabilities are that the manufacturer will go on using measurements "according to his light."

We can not expect the man who by costly experiments succeeds in producing what he considers a shoe that fits perfectly to tell the world just how it is done so that the men who make \$1 shoes can "go and do likewise." Measurements have changed wonderfully in the last few years and still there is room for improvements, even in the finest lines.

The most common fault (and it's a bad one) is the flat-footed article. Examine the shoes worn by the average man or woman and in eight cases out of ten it will be found that the shank does not support the arch of the foot, in fact, it does not even touch it. These shoes not only have a tendency to break down the natural arch of the foot, but they are uncomfortable and give one the appearance of being flat-footed. It also allows the pressure of the weight of the body to crowd the large joint and when these shoes are worn any length of time they become very uncomfortable.

This is something that might be looked into with profit by shoemakers.—Shoe and Leather Gazette.

Sensible Shoe Trimming Returning to Favor.

From the Shoe and Leather Gazette. With the fading away of the tan shoe there is a recrudescence of the patent tip in women's shoes. Many of the new samples carry this tip and the demand for shoes so trimmed is decidedly on the increase.

This reappearance is referable to good sense and good taste. The patent leather tip gives a dressy effect to the shoe and is much more durable than the kid tip, which scuffs and peels off very easily and in a few days has a worn and dragged appearance. Women are proverbially careless about their shoes and the patent tip will carry a shoe through more hard usage and keep it looking brighter than any other style.

Speaking of the decadence of the tan, there are some indications that it is not going to be so rapid or decided as some have thought. There will probably be many tan shoes worn in the West and South the coming season by both men and women, and lines which have been denuded of tan samples may find a cold reception in some parts of the country.

In the cities, where the patent leather has its cast iron grip on the arbiters of fashion, the more sensible tan shoe will unquestionably be eschewed, but in the country, where they are not so particular to follow the canons of style, and incline to coolness and comfort for summer wear, they will cling to the colored shoes. The Gazette would not be surprised if the volume of tan goods in the aggregate was nearly as large the coming season as a year ago.

A man, to succeed in any business or profession, succeeds the sooner if all the small matters that pertain to his work advertise him in a favorable way. Let every scrap of stationery that goes from his house speak for him. Let every word he uses in talking about his business be reasonable. Above all, let him fully understand his work. To have one's business well in hand, to be larger than one's undertaking, is the main point. Every person can not expect to be a genius, but every man or woman ought to be a "plain, simple boss" of his own affairs. When this happens, there is a continual delight in one's undertakings as well as in one's achievements.

"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.

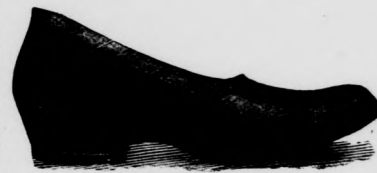
F. Mayer Boot & Shoe Co.

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.



Princess

These cuts show two of the most popular styles of the famous American rubbers—highest in quality, most elegant in style and fitting perfectly. We deal exclusively in rubber footwear; seven different brands:

AMERICANS, PARAS, WOONSOCKETS, RHODE ISLANDS, COLONIALS, CANDEES, FEDERALS

Write for prices

A. H. KRUM & CO.

Detroit, Mich.



Sensible Over

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.

Hardware

Competition in the Hardware Trade.

Competition in the hardware trade is not confined simply to that between hardware dealers.

In the world there seems to be an absolute law of the survival of the fittest. We see it throughout the whole realm of Nature.

Every fish in the mighty deep is surrounded by a host of deadly enemies, intent upon his destruction. They have no malice or ill will toward each other, but simply devour each other as a means to their own existence. It is said that the big fish eat the little ones. This is true, but, it is not all truth of the matter, for the blood-sucking leech and the microbe live off of the larger organisms. The hardware dealer is as truly surrounded by competitors for existence. In the average town his legitimate competitors are probably of about his own size, financially and mentally, and were these all, his troubles would not be great. But, on one hand, he has great monsters—the mail order houses, the department stores, and the jobbers who will sell to a country boy as cheaply as to a dealer. On the other hand, he has the leech and microbe kind—the grocery store trade, the dollar, dime and nickel racket stores, the baking powder and furniture polish gift enterprises, easy payment furniture stores, selling stoves on the installment plan, second-hand stores, lumber yards selling items of hardware, range peddlers and farmer agents. Is it any wonder that it requires exertion to exist? There is no business with which I am acquainted that has so many insidious competitors.

For our legitimate competitors the hardware dealers, if they are honorable, we can have no ill will, but ought to have the most cordial relations. Yet, strange to say, in many places we are hardly on speaking terms. This ought not to be. True, we are all running for the same goal, success. There has been no unfair means used in making the entry, we all have the same right to the track, we all have our friends to cheer us on. Is it fair, then, is it, friends? The time in which to reach the goal is too short, the road is already rocky and barren enough.

Yet there are some who think anything is fair that will down a competitor. Nails at 3 cents, when they cost 4. Loaded shells at 35 cents, when they cost 40. Barbed wire at 3½ cents, when it costs more; and if I can not sell a stove at a profit, my competitor shall not. This is poor business policy, even should we win.

Vinegar never catches flies, neither will a dollar come out of the sordid principle that says, he shall not make anything out of that because I can not. You may break him up in his business, but by that time you will probably not be able to meet your own obligations.

It will no doubt be a proud satisfaction to know that you have impoverished him and his family, but while this has been done, how much further have you progressed on the way to the goal of success; how much more able are you to compete with the new blood and new capital that will take his place?

How much more pleasant to greet your competitor and his family as friends and allies, meet them socially, get better acquainted, talk over business matters, and troubles, agree upon fair and reasonable prices, blacklist

deadbeats for each other, borrow and lend of each other, as necessity may require, be honorable and fair with each other, combine your forces to meet the common enemies, large and small; to defeat them is to build yourselves up. By combined experience, exertion and capital, we ought to be able to buy and sell goods cheaper than our blood leech and microbe competitors, the grocery and racket stores. I am a strong believer in co-operative buying, although I have not had much experience in it.

It is not legitimate competition that compels a dealer to sell his goods at less than a good living profit. It is dishonorable competition. But there are dealers in the hardware business who think that they can not win trade save by price cutting and other unprincipled ways, but in the end they never succeed. They may continue to exist, but that is not success. Success is the attainment of our purpose. There are very few of us in business for our health, or for pastime. Our purpose is to prosper financially and with it mentally and morally.

Price cutting never leads to financial success. In your own mind just recall a few of the most prosperous dealers in different lines of trade, enquire into their manner of doing business. You will find that they are not price cutters. In a certain community there will be just about so many goods sold in a year.

Because you are cutting the price of nails does not induce a laborer or merchant to build a new house, or because you cut \$5 on a steel range does not induce a farmer to throw away a good cooking stove in order to buy a new one from you. No, sir; he would rather pay a range peddler \$60 for one than to pay you \$45.

There are only so many bale ties needed in your community. You cut the price to 90 cents, when they cost 80 cents. Your competitor will follow your price, and neither of you makes a cent. He is not a good business man who does business in this way. The most successful, the only successful, merchants are those who always ask and get a fair margin of profit on all their goods.

What I have said is intended to apply only to regular dealers, in competition in staple and standard goods. Each one must treat grocery and racket store trade as he may deem best; their goods are generally of inferior quality. The grocery store trade I consider contemptible and illegitimate on their part, and I will not buy groceries from one who does it. But the less attention the dealer pays to them the better, as we can not get their trade from them. They have a cinch on the farmers, who must buy their cheap wares from them in order to get anything for their produce. As to the racket store trade, the only way to combat them is for all the dealers in the town to meet their prices, and they will soon quit.

We have had several strong attempts to establish large racket stores in our city, and although backed by good men, with plenty of capital, they have had to pull out.

Our meanest competitors at home are the easy-payment furniture houses, selling stoves on the installment plan, and these so-called second-hand stores selling new, cheap goods, and the lumber yards that sell nails, roofing, cresting, etc., to their customers. For these blood sucking leeches I know of no remedy but to treat them as serpents; whenever you see a head, crush it if you can.

Our friends in the larger cities can no doubt tell us about the blighting and destroying power of the great department stores. They are recent innovations in the commercial world, yet their progress has been marked by the death struggle of thousands of legitimate business ventures, and their success largely attained by the life blood, purity and virtue of multitudes of young men and women, so poorly paid that honor ceases to be a virtue.

What the department stores have done for the cities, the catalogue houses are doing in the country. Our brothers in the larger cities find it an up-hill work to do a profitable legitimate hardware business. I am personally acquainted with dealers in a large city who occupied whole three-story buildings with a general stock of hardware and house furnishing goods, twenty years ago, who to-day do not need one single room to carry such an assortment as they deem necessary to supply their demands. Year by year the growth in size and number of the great catalogue houses shows that they are sapping the life of the country dealers. Some writers say to meet their prices. That is very good, if you had the opportunity, but nine times out of ten you do not get a chance. But if you did, where is your profit, as most standard goods they sell fully as cheap or cheaper than your jobber does to you? I must confess that I do not know of any way to compete with them and live.

Then there are some so-called jobbing houses, especially in sporting goods, heavy hardware, and machinery supplies, who will send you a catalogue and price lists, soliciting your trade, and will send the same lists to any country boy who will write for them, and sell

Aluminum Money

Will Increase Your Business.



Cheap and Effective. Send for samples and prices.

C. H. HANSON,

44 S. Clark St., Chicago, Ill.

Wait until you see our line of

Bicycles and Sundries

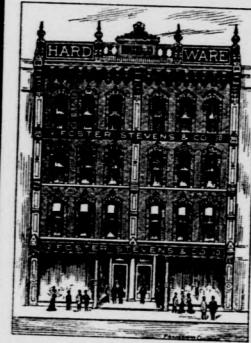
When the busy season comes you will appreciate us as QUICK SHIPPERS, and we save you money.

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.

him the goods, too, if he will send the money.

You are all acquainted with the gift enterprise of the baking powder, furniture polish, and soap manufacturers. You have seen whole loads of enameled ware, roasting pans, carving sets, butcher knives, toy wagons, etc., given away to induce people to pay a big price for an article otherwise not worth a penny.

But there are some honorable dealers in other lines of goods who so far forget their honor in business, and the rights of others, that they will make such gifts, as the dry goods merchant giving away scales, the clothing dealer giving away sleds, boys' wagons, slates, etc., with every suit of boys' clothing.

It seems that nothing is suitable for gifts excepting in the hardware line.

Then last, but not least, we have the range peddlers. I honor the range peddler, he is not cut price or gift enterprise competitor. He is indifferent to all competition. He works for his living. But, unlike my legitimate competitor, he wants good pay for his work, and he gets it just as easily as he could get half as much. You pay him his price, or he keeps his goods, and he makes money by it. James H. Hamilton.

Some Wrongs That Need Righting in the Hardware Business.

How prone we are to think that we have "an edge" on this thing or that because of our skill and knowledge as a buyer or the favorable circumstances under which we bought our goods, and how often we find, when we use that edge to obtain some advantage in selling, by cutting a little off of the price, that the "other fellow" has an edge that is just as sharp, or sharper than ours and cuts deep where we were only doing a little paring or pruning.

Let us speak for a moment of the wrong of selling staple goods without profit. Figure the actual cost of doing our business and ascertain our cost by adding together the items of rent, fuel, light, insurance, taxes, interest on the capital and a reasonable salary; calculate the per cent. this is on the amount of business we do, and how many of us are able to add that per cent. to the laid down cost and not have the price thus obtained more than we can get for barbed wire, nails, poultry netting, and numerous other of the staple articles, without getting any of a small percentage of profit we should have in addition to this actual cost. This is wrong. Every article sold should bear its percentage of the burden of expense.

Another of the conditions that confront the hardware man of to-day is the "cut up" condition of the trade on many lines of goods formerly found exclusively in hardware stores. The time was when tinware, enameled ware and hardware notions generally were found only at hardware stores. Now every grocery store, very many of the dry goods stores and all general or department stores carry these lines of goods; very often carry them as leaders, sold without profit, or use them as gift enterprises to work off some worthless baking powder, or some other equally "snide" article. It is an old axiom that "two wrongs never make a right," but might not the putting in of a neat spice department, in which spices were sold on a nail profit, tend to right this wrong?

Perhaps one of the most glaring wrongs is the sale of standard brands of mechanics' tools by the manufacturers to large department stores, which

are catalogued by them as leaders at wholesale prices or less. I recently had brought into my store, by a carpenter, a list of eighteen tools that he wanted to buy. He had made up the list from the catalogue of one of the catalogue houses and wanted our prices on them, as he was not in immediate need of them, and as part of them were goods we did not carry, we asked him to make a list of his wants in order to get prices on the lot. We had the list priced, on all the items that were of standard makes, by two of the leading hardware jobbers of the United States, and found that their prices were in some instances more than the prices of the catalogue house, the average price being about the same. The result was that we could not obtain prices on the specifications, and so lost the sale.

The retailer and the jobber must right this wrong by compelling the manufacturer to have his goods—when sold to catalogue houses—listed at a price that affords some profit to the seller, or the retailer must buy at jobbers' prices from manufacturers, or drop those lines of goods. For myself, I am adopting the latter course. Years ago my display case of saws held a full line of a well-known brand of goods; to-day I sell one of that brand only when compelled to, and that is very rarely. The retail merchants of this country placed it in the power of these large manufacturers to reach the people, and the retail merchants, when fully aroused to the situation, will find some way of protecting their interests or to see to it that these goods do not reach consumers through them.

Some of the other wrongs that need righting are: the trailing of spring wagons and buggies about the country; the steel range racket that has been extensively worked, both to the detriment of the merchant and the farmer who bought the goods. The itinerant salesman of all these classes, who pays no taxes to state, county or town, nor bears any other of the burdens borne by resident merchants, and who always gives less value for the dollar than any legitimate merchant, should be suppressed. This subject should be carefully thought over, and some legislation secured to, at least, equalize the burdens spoken of.

I briefly outline a few of the wrongs in our business, and, in concluding, leave you these "nuts to crack."

How shall we create and maintain a warm friendship with our competitor?

How shall we best avoid price cutting?

How can we obtain a small margin of profit from the sale of staple goods?

How best meet the competition of grocery, general and department stores?

How can we best reach the manufacturer who sells his goods to catalogue houses?

How can we prevent the peddling of buggies, steel ranges and other goods by non-residents? Geo. F. Anderson.

A man who is thoroughly in earnest in his work will always find something to say about it. It has been told of Tennyson that he constantly bored his friends by reading his poetry to them. Tennyson was all right. He was a poet all the way through. He was in love with his work. He lived in it and for it. He dressed up to his part in life. No matter what styles grew around him, Alfred dressed like a poet, or according to his own ideas of what a poet should wear. He advertised himself continually. He was in earnest. He concentrated his efforts.

He Wouldn't Quite Do.
 "I would like," she said, marching up to the counter with a swing that was calculated both to attract attention and inspire awe, "to see the manager of this department."
 The clerk, seeing that she was beautiful, smiled at her in his blandest way, felt that he ought to avail himself of any opportunity there might be to explain things to her, and sweetly replied:
 "I don't see him anywhere around just now. Won't I do?"
 She looked up and down him a few times, permitted an expression that he didn't quite understand to overspread her features, and then replied:
 "No, I don't think you will. I'm his wife, and—"
 But the clerk had gone to hunt for him.

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		net	32 00
Bolts			
Stove			60
Carriage, new list			65&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.	3/4 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 Sileks			65
Elbows			
Com. 4 piece, 6 in., per doz.		net	65
Corrugated, per doz.			1 25
Adjustable		dis	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,			28
List 12 13 14 15 16.			17
Discount, 70			
Gauges			
Stanley Rule and Level Co.'s			60&10
Glass			
Single Strength, by box		dis	85&
Double Strength, by box		dis	85&
By the Light		dis	80&20
Hammers			
Maydole & Co.'s, new list		dis	33 1/2
Yerkes & Pumb's		dis	40&10
Mason's Solid Cast Steel		30c list	70
Hinges			
Gate, Clark's 1, 2, 3		dis	60&10
Hollow Ware			
Pots			50&10
Kettles			50&10
Spiders			50&10
Horse Nails			
Au Sable		dis	40&10
Putnam		dis	5
House Furnishing Goods			
Stamped Tinware, new list			70
Japanned Tinware			20&10
Iron			
Bar Iron		2 25 c crates	
Light Band		3 c crates	
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		dis	70
Mattocks			
Adze Eye		\$17 00 dis	70-10
600 pound casks			7 1/2
Per pound			8

Miscellaneous	
Bird Cages	40
Pumps, Cistern	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
Scota Bench	60
Sandusky Tool Co.'s, fancy	50
Bench, first quality	40
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 15 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, 1/2 inch and larger	8
Manilla	12
Sand Paper	
List acct. 19, '86	dis 50
Sash Weights	
Solid Eyes, per ton	25 00
Sheet Iron	
	com. smooth. com.
Nos. 10 to 14	\$3 20
Nos. 15 to 17	3 20
Nos. 18 to 21	3 40
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.	3 60
Shells—Loaded	
Loaded with Black Powder	dis 40
Loaded with Nitro Powder	dis 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@3/4	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
Onelda Community, Newhouse's	40&10
Onelda Community, Hawley & Norton's	
Mouse, choker per doz.	65
Mouse, delusion, pe. doz.	15
Mouse, delusion, pe. doz.	1 25
Wire	
Bright Market	60
Annealed Market	60
Coppered Market	50&10
Tinned Market	50&10
Coppered Spring Steel	30
Barbed Fence, Galvanized	4 20
Barbed Fence, Painted	2 90
Wire Goods	
Bright	80
Screw Eyes	80
Hooks	80
Gate Hooks and Eyes	80
Wrenches	
Baxter's Adjustable, Nickered	30
Coe's Genuine	30
Coe's Patent Agricultural, Wrought. 70&10	

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—The moderate tone of the market for staple cottons continues in all branches. Buyers are keeping their purchases down to the minimum point without showing any more disposition to buy ahead than before. In one or two points, such as stock goods of brown sheetings, there is some irregularity, and they are a little easier for the buyers to talk about than before. For forward contracts on these goods, however, there is no disposition to make any change and quotations are held firm. Drills are considerably steadier. In bleached cottons, there is quite a noticeable increase in the number of orders. The size of the orders individually has shown little difference, but the aggregate is quite decidedly larger. All these are accepted at regular current quotations only. Wide sheetings show no change, and cotton flannels and blankets are quiet. All coarse colored cottons are steady. Bids have been received at less than quotations, but they have invariably been turned down, according to report.

Printed Cloths—There is but little new to report in regard to printed cotton goods of any description. There has been a moderate demand from buyers in the market and a fair mail order business coming forward. Fancy calicoes show a very small business, except in certain specialties. Wash fabrics show a good re-order business for the fine grades, particularly such lines as printed organdies, Swisses and some highly finished effects. In woven cotton dress goods in fine qualities, the demand has been fairly good, the lower grades having been somewhat neglected. Fancy cotton dress goods in plaid and stripes are moderate. Staples continue to be steady, without showing any particular feature.

Linings—There has been quite a fair improvement noted in cotton linings during the week, although the total amount is not yet very large. Kid finished cambrics are steady on the basis of 3½c for 6½s at first hands. Stocks are beginning to be pretty well cleaned up, and there is a scarcity of blacks. In the secondary market certain lines are receiving a little extra discount for the sake of clearing them off. Black percalines have been in good demand, with steady prices. There are some high colors also wanted, but buyers find it easy to deal in this division. Regular taffeta and satin finishes are also quiet at previous prices, but there are certain lines of highly finished effects, both plain and fancy, that show an increasing business. Specialties for the clothing trade show but little change, and cotton Italians, twills and similar lines are being ordered in small quantities. Prices show no quotable change in any direction.

Dress Goods—The dress goods market continues dull and uninteresting. Buyers are operating in only a casual way. The interest shown by jobbers at this time is not at all promising. They are occupied with cleaning out such goods as they have in hand, rather than with a desire to place further orders. There is some fair business under way on skirting fabrics, but it is not of liberal dimensions. The suiting business does not reflect an expanding tendency, buyers continuing to proceed with caution. Some very fair orders have been secured

on high-colored kerseys from the cloak trade, and fabrics of this class are expected to be strong factors in that business. Many cloaking agents are not trying to do anything yet, and believe they are not losing anything by delay, claiming that orders secured already are of doubtful value, their holding power depending entirely on the price and quality of fabrics opened later on.

Underwear—The manufacturers of goods that are well known for quality, and have stood the tests of time, are in the best condition. So are those who handle such lines as have special devices for comfort or convenience. Anything of this kind has seemed to take well, and if the device is particularly good, qualities even are sometimes winked at. It is explained that the retailers have usually had especially good success with almost anything that gives their salesmen a chance to talk and expatiate. Customers are willing to look at novelties even in seasons when business has been under a cloud, as, for instance, this winter when the weather has been so much like summer in many parts of the country for a large part of the time. There are a good number of mail orders coming to hand for sweaters. The largest call is for medium grades of pure wool goods in modest colors. For next fall, the jobbers say the demand is going to run about the same. Several new styles introducing more or less interesting features will be shown them soon. Colors will undoubtedly be quiet.

Hosiery—The handlers of hosiery have had another very good week. The trading has been largely confined to job lots "at a price." The general market, however, has been very firm, with hardening tendencies for the future. Staple hosiery has been another important feature of the trading, and considerable quantities have changed hands. Perhaps it is important to notice the number of good job lots that have been picked up during the past ten days. The retailers have been hungry for them, and the jobbers have gratified their tastes. In spring goods there have been some new features, in the way of colors, coming to the front. There are some new things in reds and blues, and two new shades of green. One of these, called "golf green," is exhibited as a great trade winner. It is a particularly pleasing shade, and will undoubtedly prove very popular.

Carpets—Agents for mills making three-quarter goods report business very good. Among the jobbers there is not as much being done; January is generally quiet with them, but there has been a slight improvement during the past week in the wholesale trade. A good year's business is looked for. Last year the fall season was very bad, but jobbers believe that the coming spring season will make up for the backward fall season of last year, and that March, April, May and June of this year will be good months for all grades of carpets. Ingrains were recently offered by one large jobbing house in Chicago at 45c. This was followed by a still further cut at a New York jobbing house, which went the Chicagoans one better, and offered a make of a New York State mill at 40c. The result is a number of cancellations of the orders placed with manufacturers at 47½c and less, the buyers insisting on either a proportionate reduction or a cancellation. This in turn has caused manufacturers to run more largely on the C. C. ingrain, granites and art squares, and

those who have done this have, in some instances, obtained enough orders to run more of their looms. The advance of 2½c per yard, recently, by two Philadelphia manufacturers of ingrain, after orders had been taken in quite large amounts at reduced figures, has caused considerable comment. The recent action of the jobbers in reducing prices again was entirely without the collusion of the manufacturers of the goods sold by such agents. Some hint that the object was to draw away customers who formerly placed orders direct with the manufacturers. Others claimed that the goods offered were dropped patterns, and that the price made was to move the goods. In these sales, however, were included 2,500 rolls of ingrain, and it is hardly possible that this large amount consisted entirely of dropped patterns. It does, however, emphasize

the very unsatisfactory condition of the ingrain carpet trade.

Smyrna Rugs—The manufacturers remain very firm in their prices, and are generally filled with orders for goods which are to be delivered during the coming season. One of the largest houses in Philadelphia has been bargaining for a very large order, which the manufacturer would not accept on account of a difference in price of about 3 per cent., which neither party would concede. This is an evidence of a firm market, and also of the inability of the jobber to buy at other than the manufacturers' prices.

There is a higher theory of living and a grander future in store for the man who pursues a career unhampered by the technicalities and conventionalities of contracts and legal quibbles than for the man who insists, like Shylock, on the literal "letter of the contract."

Laces and Embroideries

A full and complete line of Laces and Embroideries from 1c to 75c a yard. Ask our traveling men to show you their lines.

P. Stekete & Sons

Wholesale Dry Goods, Grand Rapids, Mich.

LAST YEAR



A great many merchants complimented us on our large and well selected line of Percale and Work Shirts. That and the result pleased us. We believe our line this spring is even better and not only that, the prices are right. It matters not how far away from home you go to buy you cannot do any better. Look us over and see if this isn't so.

Voigt, Herpolsheimer & Co.,

Wholesale Dry Goods, Grand Rapids, Mich.

**American
Jewelry
Co.**

**Season
1901**

**Jobbers
of
Jewelry**

LARGEST AND MOST COMPLETE ASSORTMENT.

Latest Novelties in Jewelry. New Spring Styles. Newest Designs. Maude Adams V Shape Buckles, Ferretts and Serpent Girdles with spike ends. Gilt Belts with Buckles. New styles Combs and Hair Ornaments.

Write for our Travelers to call on you.

AMERICAN JEWELRY CO.

GRAND RAPIDS, MICHIGAN

Clothing

Pushing Business When People Are Not in the Buying Mood.

"Sack suits, were \$22, \$26, \$28 and \$30—now \$15." "Overcoats, were \$15 to \$30—now they are \$12."

Such are the headlines of the clothing advertisements of legitimate houses that one sees in the newspapers at this time of the year. Early January sales are such an established institution that just as soon as the New Year's bells have done ringing every merchant puts his knife into his stock, slashes right and left and apparently vies with his rivals in efforts to get rid of his stock at any price. Whether business has been backward or not, whether people have purchased necessary winter articles or have an eagerness to buy that has not yet shown any signs of subsiding, still the knife goes into stocks and garments are disposed of at any price.

The arguments in favor of an established practice readily present themselves to everyone, but the negative side is too apt to be overlooked. Admitting that there are good reasons for some cut price sales in the month of January, does it not still remain true that many are unadvised and unnecessary?

For example, this past fall has been a backward one for clothing. When the first of January came there were large numbers of people who had not yet provided themselves with winter garments. By beginning a cut price sale the day after New Years these people's trade is secured at a lower profit (or no profit at all) than would have been the case had the merchant held off and been slower to inaugurate reductions. The trouble with this wholesale business is that it encourages dishonest methods and a shiftless method of buying, besides educating retail customers to put off their purchases of winter goods until they have to be sold at a loss or a greatly reduced profit. A merchant's reasons: "I can place heavy orders with the manufacturer early in the season; if I wish I can cancel them and reorder from other houses, and if my calculations are, after all, at fault, and I find myself overloaded at the end of a season, I can have a great mark-down sale and look to the resulting advertising and activity about my store to compensate me in part for my loss." And as every merchant reasons in the same way the result is that January is not only a month for cleaning up sales of odds and ends that can be profitably sold at a reduction, but it is a month of sales in which profits are wiped out entirely and business is done at a loss.

It should be a dealer's ambition to create a steady trade, not a trade that can only be held up by sale after sale. And sales do tend to make business move by fits and starts. They tend to put a business on a speculative basis and they encourage fakirs and the methods of the fakir. How much wiser it would be for the clothier to place his orders carefully and cautiously, so that at the end of a season he would not be forced to dump his goods on the market at wholesale in order to get rid of them! When a man is overloaded it distorts his judgment as to placing his orders for the next season, and thus the manufacturer suffers as well as the retailer. A sale should not be inaugurated until the legitimate needs of one's trade have been satisfied and it is necessary to offer special inducements to get rid of leftovers in stock. A sale "simply

to keep things moving" sounds fine, but doing business at a loss "simply to keep things moving" is not reasonable nor sensible, except in exceptional circumstances. To make it the rule and custom always for the same season of the year is a bad policy.

The great argument for the sale is: "If I don't have a sale my competitor will have a sale and take all my trade away from me." This is where backbone is needed, and there is not enough of it shown among retailers. But if a season has been backward why is it not possible for neighboring firms, or, in a small place, all firms, to get together and agree not to hold any sales until the bulk of the season's buying has been done? This plan has been tried in St. Louis, with good results, and to the advantage of all the firms concerned. If the January sale must be held, why not postpone it to as late a date as possible? This whole business of special sales is bad for the clothing business. Competition invariably leads some houses to try to make people believe that they are getting something for nothing, customers lose their confidence in the statements of merchants, and the purchase of clothes becomes a gamble, and not a legitimate transaction.

"Unseasonable weather" is an excuse for sales that is very often justified, but often it is not an adequate explanation of the failure of people to buy. If a dealer will study his receipts in past years, observe the purchasing habits of his customers and the probable increase of business with reference to what he knows about the weather conditions in past years, he will be saved from many mistakes in placing orders that make the great cut-price sale a necessity. It is far more sensible to push business hard when people are in the buying humor than to try to make business when they do not feel in the buying mood.—Apparel Gazette.

Some of the Dangers Incident to Rural Delivery.

From the Chicago Dry Goods Reporter.

A few days ago a bright retail merchant came to this office and urged that the subject of rural delivery receive immediate attention of the retail fraternity of the country, declaring it to be a most serious menace to their business wherever it is introduced. This man is no crank, but as clever and bright a merchant as can be found anywhere. He sold \$56,000 of goods in a department store last year from a stock that invoiced at the beginning of this year \$22,000. His earnings were \$4,000. He says: "I wish that the matter of rural delivery would be agitated for the edification of the retail merchants and its injury to us merchants clearly defined. Of all the imminent problems now confronting us, I consider rural delivery the worst. If merchants thoroughly apprehended the peril they are in from this measure they would not be running around their communities urging their customers to petition the congressman for it. Rural delivery keeps the farmer at home, especially during winter. And whenever this occurs and we can't get at the farmer personally we will sell him fewer goods. It is but an aggravated form of the rural telephone system. We have this in our community and Farmer Jones telephones to his neighbor Smith asking him if he is going to town that day. If so, won't he drop into Merchant Dennis' and buy 50 cents of granulated sugar for him. Let's follow the matter further. What's Farmer Jones going to do to kill time at home? Why, subscribe for McClure's and Munsey's and Ladies' Home Journal, etc. In these journals are advertised most fascinatingly everything excepting the sugar and sheeting which Jones buys over the telephone or by rural delivery. Let's look still fur-

ther. As soon as rural delivery is established in a community the agent of the city daily paper is rushed in and every farmer is driven to distraction until he subscribes for a couple. What follows? The great city department stores get into the home and hands of the farmer with their advertisements, which are the very acme of deception. Maybe Jones don't order from the city department stores, and then again maybe he does. Whether or not he does order that way from this time evermore he quotes these advertisements to us poor retailers until some of us feel like committing suicide. Again, getting goods from catalogue houses is not practiced to-day as much as Jones would like to because he don't want us merchants to see his express packages. But rural delivery helps him to avoid this publicity. Once more: Personal acquaintanceship with the farmer will assist me most beneficially; eliminate this by rural delivery and the very strongest string I have on him is cut. Rural delivery must mean a deficit to the Government. Let the farmer subscribe for more magazines! What does it mean? Is not the Government to-day carrying this matter at a loss? Rural delivery will but multiply this deficit. I do not say that rural delivery can be avoided. It looks to the merchant up a row of stumps that rural delivery is inevitable. But that merchant is a chump who chases around his community endeavoring to install this pernicious system in his community."

Good Cheer.

Have you had a kindness shown?
Pass it on.
'Twas not given for you alone—
Pass it on.
Let it travel down the years.
Let it wipe another's tears,
Till in heaven the deed appears—
Pass it on.

The golden ages of the world are so called for their culture, art and literature—not for their vast accumulation of wealth.

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 finding-used.

You will show the well worked sleeves, the large and roomy arm eyes 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.

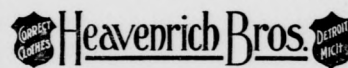
Incidentally we call attention to our line of Men's Clothing for Spring, 1901, to retail at \$10 and \$15 the suit. These are our specialties this season, and we have thrown tremendous efforts into them, that you shall have a good profit, and your customers the best suits at the price on the market.

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—

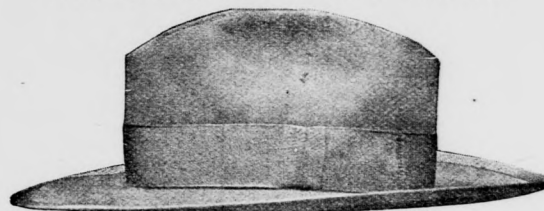
You can't make any money by doing so.



WALTER BUHL & CO.,

DETROIT, MICH.

ARE HEADQUARTERS FOR NOVELTIES.



THE 1901 WINNER IN ALL NEW SHADES

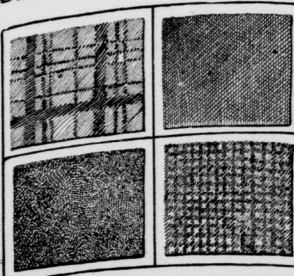
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DAVID ADLER & SONS CLOTHING CO. MILWAUKEE SPRING & SUMMER 1901



Woman's World

An Open Letter to a Bridegroom.

Last week, in this column, at the request of a young man who has just entered into the holy state of matrimony, I made bold to give a few words of counsel to brides. The young benedict who asked for them for his wife did not ask for any advice for himself, but I am a liberal-minded woman and would like to throw in a few suggestions for his benefit by way of variety.

In the first place, brother, I would bespeak your compassion and your forbearance for the young creature whom you have just married. Men are in the way of looking on matrimony as a benefit conferred on woman. They have so long regarded themselves as the prize packages in life that they can't help feeling that a woman who has the luck to draw one ought to sit down and spend the remainder of her life congratulating herself on her good fortune. This is a mistake. Marriage is serious enough for everybody, but for a woman it is the doorway to paradise or perdition. It is an episode in a man's life. It is the whole of a woman's. He has his business to occupy his mind, his career in which he may find atonement for disappointed hopes, his gay friends and diversion on the outside. She has only her husband and her home, and God help her the day she starts out to hunt for comprehension and sympathy and happiness outside of them.

Under the very best of circumstances, and when she marries the best of men, a woman's wedding ring represents a circle of sacrifices that her husband does not even understand. She gives up her home, endeared to her by a thousand tender associations; she gives up her name, of which she is as honorably proud as a man is of his; she gives up her liberty to shape her life and develop her talent; she gives up her family and pledges herself to follow the fortunes of her knight wherever they may lead. In the fortunate cases where the parties live in the same community this does not so much matter, but it is one of the criss-cross accidents of fate that makes us fall in love with strangers. Only those who have been through with it know what a martyrdom of homesickness a bride can suffer who is taken away from her own people and her own home, where she has reigned like a little queen, and dumped down in a strange city where there is not a single soul who ever heard of her before or knew her or who apparently ever wants to hear of her or make her acquaintance.

I am willing to admit that it is hard lines on you, too, brother, to have a wife that is simply sodden and soaked with tears, instead of the smiling and merry companion you expected, and you feel like reminding her that she married you of her own will and was precious glad to get you; but have a little patience with her now. Sympathize with her and let her go back to see mother and the girls, and she will come back cured. Be good to her now and she will be grateful to you the longest day she lives.

Remember that it takes two people to make a happy home. Custom thrusts that duty on woman and gives her a monopoly of the business, but it is an impossibility for her to run it successfully by herself. All of us have seen her try it. We have seen her get up good dinners for a husband who grumbled and growled. We have seen her

sustain one-sided conversations that she in vain tried to make cheerful. We have observed her pitiful efforts to smile on a man who was as cold and unresponsive as an iceberg. Do your part—if you want her to smile, smile some yourself. If you want a happy home bring in some brightness and cheerfulness yourself. Don't think you have done your full duty when you pay the bills. Precious few women in these days have to marry for their board and clothes, and unless you give her the happiness you promised her when you asked her to be your wife, you are cheating her out of her just dues.

Don't acquire the m-m-m-m habit. If women ever get a hand in the law-making the m-m-m-m habit will be one of the causes for divorce. Many men have it. I have seen a woman meet her husband at the door upon his return in the evening and give him a kiss of welcome. "How are you?" she would ask. "M-m-m-m," he would reply. "Heard any news?" she would ask, with unabated hope and courage. "M-m-m-m," he would respond. At dinner it was the same way. Whenever he was asked if he would have a help of any dish he would grunt out "M-m-m-m." When she retailed the family news and neighborhood gossip, he made the same eloquent comment, until finally, with a growl, he subsided into the evening paper. Now isn't that a nice, lively prospect for an evening's entertainment for a woman who has been hard at work, shut up in her home all day, and who has a right to expect her husband to give her some companionship, and, at least, as old nurses say to their charges, answer pretty when spoken to. It's a melancholy truth that in many and many a household a dummy, with an evening paper in its hand, could be substituted for the husband, and the wife would never find out the difference. It would be just as responsive and entertaining. Whenever you see a widow looking mighty resigned and enjoying herself on the insurance money, you may wager your best hat that her departed spouse had the "m-m-m-m" habit.

Treat your wife like a rational being—not like a baby. Throw some responsibility on her. Teach her to use money and to save it. Make her feel that she is your business partner and that the success of the firm depends on her good sense and judgment just as much as it does on yours. We should hear fewer stories of women's extravagance if we heard oftener of men who made confidants of their wives. A man's idea of shielding the woman he loves from any wind that might blow roughly upon her is very poetic, and it might be kind if he had some way of protecting her perpetually; but he hasn't, and in almost every life the time comes when the storm breaks with all its fury upon her and she is absolutely helpless and defenseless. Unwise love has kept her a baby in experience and knowledge of real life, and she is the most forlorn and pitiful creature in the world. Don't do it, brother. The comrades we love best are those with whom we have fought shoulder to shoulder, and the ideal marriage is not that in which the wife is a pretty doll, to be dressed up and played with when one is in holiday mood. It is the marriage where the man turns to his wife, in joy or sorrow, in prosperity or poverty, secure that in one heart he will find perfect companionship and understanding and the

power that braces him up to fight his battle to the death.

Praise her. Before marriage you said a thousand charming things to her. You noticed every new frock and were ready to write sonnets to her eyebrows. Did you ever think with what a dull, cold thud a woman's spirits must go down when she first realizes that your compliments were merely campaign speeches and that, having won her, you don't propose to waste any more eloquence on the subject? I assure you that, although you never notice it now, she has the same eyebrows and hair and eyes she had in the courting days, and that she would enjoy a compliment from her husband ten times as much as she did from her lover. You see, you were not the only source of supply then. There were other men who admired her just as much as you did. There may be still, and they may not be so chary about telling her. Men don't think of that, but I have often wondered if there wouldn't be fewer silly women hunting for affinities in society if they had more compliments at home. Women are funny creatures and it's worth remembering that one will let a man mistreat her and starve her and neglect her and still go on thinking she is blessed above all others of her sex, if he will only tell her often enough that he loves her and praise her housekeeping.

Don't marry a girl for one thing and expect her to change into something else. The days of fairy metamorphose, when a cat changed into a beautiful and adorable princess, are past. If you were fool enough to marry a bit of Dresden china when you needed serviceable delft, be man enough to abide by the consequences. Don't take it out on the poor little painted china shepherdess, who

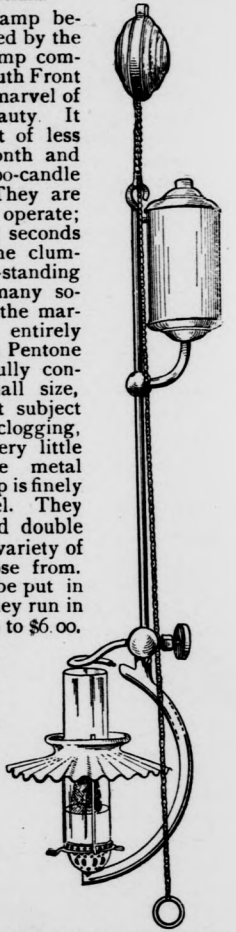
A Beautiful Lamp.

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 25c 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.

240 South Front Street
Grand Rapids, Mich.
Near Fulton Street Bridge. PRICE COMPLETE \$5.00



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.

isn't to blame for what she is and never pretended to be anything else but an ornament. Sometimes I think that that is the cruelest thing on earth. A man falls in love with a little silly, frivolous girl, who has never done an hour's work in her life and hasn't two ideas in her head, and yet the moment the marriage ceremony is read over them, he expects her to change into a sensible, practical, helpful woman, capable of being his companion. Half the misery of the world comes in right here. Here are the beginnings of all those unhappy lives where the husband is disappointed in his wife and grows away from her. What right has he to be disappointed in her? Of all the millions of women on earth he picked her out as his choice. Her silliness was there for him to see. Her light, shallow nature was there for him to fathom, and he has no right to punish poor little butterfly for his error. If you picked out the wrong woman, have the merit at least of not whining. Be a dead game loser. Dorothy Dix.

Wise Woman Who Knows Her Own Class.

Everybody who has ever thought about the matter at all must have been thoroughly prepared for the announcement that Lady Warwick's London shop was a financial failure. When a fashionable woman goes into business or adopts a profession or undertakes to run a practical philanthropy, prudent people prepare for the worst and try to stand from under.

If the real working women of the world could put up one prayer more fervent than the rest, it would be a petition to be delivered from the amateur working woman. Everywhere she is a pest and a nuisance, who discredits feminine labor the world over and makes it a synonym for incompetence and unreliability.

She always starts out with a flourish of trumpets and an amount of free news paper advertising that would make her fortune if the goods on her shelves were any account. In effect she says to the world: If a woman with nothing in her favor but brains and training for the work can succeed, what a howling triumph you may expect when a genuine society leader tackles the job!

Then she launches her little scheme. Sometimes it is bonnets, and we read in the paper with bated breath that Mrs. Van Tootem has opened a millinery shop. She has no qualifications for the business, but she has a pedigree that is supposed to make good for all deficiencies, and her prices are as altitudinous as her social position. Mrs. Van Tootem's dear 500 friends go once to see how she looks behind the counter—we really bear these things when they happen to our friends with great fortitude—and then they go no more. There are limits to the sacrifices of affection, and paying two prices for amateur millinery is one of them.

Sometimes it is a teahouse, where the name over the door is so august that it is supposed to atone for poor service and lukewarm slops. Sometimes—alack the day—she has the evil inspiration to start a fashionable boarding-house, where she makes up in style what she lacks in food. Sometimes she accepts a position in a business house, where she works when she feels like it, and lays off when she doesn't, but wherever she is she is an anomaly in the working world who expects to overthrow all the conditions of trade. She moves about in a halo of her own making, relying on the radiance of her position to ex-

cuse her for giving short measure and bad service and poor quality.

It is no wonder that she fails, and if she hurt no one but herself it would be a small matter, but, unfortunately, she is always a conspicuous example of woman's incompetence, and other women are judged by her, and she does an infinitude of harm to her sex. It is the society actresses who are going on the stage to elevate it of whom we hear, not the plodding, hard-working actresses who are trying their best to be worthy of the position on the stage in which they find themselves. It is the fashionable woman who goes into business with the avowed purpose of dignifying labor, and then goes into bankruptcy, of which we hear, not the million of industrious, honest working women who are holding down good positions.

In spite of all that is said to the contrary, class is a good thing, and it is a wise woman who knows her own class, and stays in it. Cora Stowell.

Charity Sprinkled on the Sidewalk.

Written for the Tradesman.

"That's what I call charity," exclaimed a pleased old lady as she reached a part of the icy sidewalk which a boy was liberally sprinkling. "Well, 'taint," was the ungracious rejoinder of the urchin, determined to get even with somebody for his reluctant service, "it's salt!"

The pleasantry is worth recording only as it introduces a very reasonable topic in which the public is especially interested. For some weeks the weather has venerated the streets and sidewalks with ice. The walks, with an occasional break, have been promptly cleared of snow, but stone and macadam covered with ice make wary walking and the accidents—some of them serious—resulting from trying to walk on them urgently call for a liberal sprinkling of charity, or salt, or sawdust—whatever it be—as a much needed preventive. This the walks do not receive. On level streets the pedestrian finds it bad enough, but where there is even a gentle incline it is almost impossible to get on at all and the middle of the street is appropriated by the public. To increase the difficulty the coasters have taken possession of the sidewalks and happy, as well as lucky, is he who reaches the end of his journey without contact more or less violent with mother earth. The circumstances call for an ample supply of the old lady's ingredient. That, in the form of sawdust, or salt, or ashes if the law allows, will remove every difficulty. A sprinkling of earth—perhaps the best of all—will soon send the coasters into the street, where it is intended they should slide, and the rest of humanity, with confidence restored, can go on its way rejoicing.

Were this all the matter it would not have been mentioned. A slip here and a fall there are things to be expected, and each must look out for himself or take the consequences. That goes without saying; but it does not go without saying that a piece of glary sidewalk in front of a dwelling is no concern of the occupant of that dwelling and that accidents resulting therefrom are nothing to him. He, better than any one else, knows the conditions of his own sidewalk and it by on means follows that he, from mere indifference, should expose the neighborhood to dangers which he, by a little charity or sawdust, can easily prevent. The same ordinance that forces the clearing of the sidewalk does not compel guarding against ac-

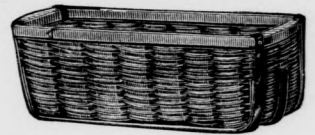
cident from ice, but "'twere good you do so much for charity" is as much to the point now as when Shylock answered, "I can not find it. It is not in the bond."

Fight against it as we may, we are our brother's keeper and the householder or the business firm that will sawdust his doorsteps to the sidewalk and then leave that a skating rink may find, as Shylock did—and should—that there are conditions out of the bond as exacting as those that are in it and that, while the ordinance does not say that the duty of the citizen shall include the dusting of his sidewalk, it is intended to secure safety there to life and limb and any negligence resulting in such disaster should exact its penalty. Upon the principle that what is everybody's business is nobody's business the walks and the streets and the highways often become so many pitfalls for the unwary and bruises and sprains and broken bones are the inevitable result. It behooves every one to be on his guard during the season of ice and snow and if at the same time a little more of the old lady's charity can be sprinkled upon the sidewalks there will be less need of criticism or sermon to drive home the truth which both are intended to present.

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 and St. Augustine 8:40 p. m. the following day—only one night out. Full particulars obtainable at Michigan Central ticket offices. 906

Balloou 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.

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William Reid

Importer and Jobber of Polished Plate, Window and Ornamental

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GRAND RAPIDS, MICH.

L. BUTLER, Resident Manager.

YOUR CUSTOMER

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

DIAMOND CRYSTAL BUTTER SALT

Anybody can see the difference. Intelligent dairy-men will not use ordinary salts after

"THE SALT THAT'S ALL SALT"

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

Diamond Crystal Salt Co.

St. Clair, Michigan

Butter and Eggs

Observations by a Gotham Egg Man.

The question of changing the rule of egg sales from "loss off" to "at mark" has lately been discussed a good deal by members of the egg trade and, I understand, has also been considered at meetings of the egg committee. So much of the business in fresh receipts is now being done from store on a case count basis that many have thought the rule should be changed at once. I am informed that the egg committee has deferred changing the rule at present for the reason that when the official mark season begins fresh gathered firsts must contain 85 per cent. of new eggs and they have considered that as yet too small a part of the receipts would come up to these requirements. At present fresh gathered will pass as firsts if they contain 65 per cent. new stock and they can be sold at mark under the present rule if the loss does not exceed 1½ dozen to the case.

* * *

A good many of the fresh gathered eggs now arriving will pass inspection under the rule as firsts although some lots have lately been turned down because of too great a mixture with held and shrunken eggs. On average prime regular packings from country stations the case count value is about 1c below the current loss off price, but there are some ordinary lots that have to be cut a little lower and a few marks that show careful grading—dirties and small being thrown out—that sell at mark only about ½c under the loss off quotation.

* * *

Last fall, during the presidential campaign I noticed in a Western paper the account of a political speech in which the orator, referring to the prosperous condition of the Western farmer, declared that the Chicago market reports showed the value of Western cattle to be \$6 per 100 pounds. Being curious to ascertain the basis of this statement I looked the matter up and found that at the time a few small sales of fancy beef cattle were being made on the Chicago market at the price mentioned while the bulk of the supply was selling at considerably lower figures, with some poor stock ranging down to \$2.50; probably the average of the sales was somewhere about \$5 per 100 pounds. No doubt this political speaker was honest enough in his intentions; he had probably looked at a Chicago market report, noticed a report of a sale of beef cattle at \$6, and jumped to the conclusion that beef cattle were worth \$6 per 100 pounds in the Chicago market. It seems to me a good illustration of the careless manner in which market reports are very frequently regarded, even by those who are directly interested in the sale of the goods quoted and who might be expected to use more discrimination. In the egg market a considerable range of quotations is necessary to cover the widely varying quality of the stock received; this is especially the case when the quotations are made on a case count basis. If eggs are sold loss off a range of qualities can be sold at a uniform price, but the net results are irregular because of the varying losses. A loss off quotation really conveys no intelligent idea of the net value of goods, but it is evident that quotations on a case count basis are also meaningless unless the different qualities corresponding with the different prices quoted are fully understood and their difference appre-

ciated. It is quite frequent for a shipper of eggs to this market to complain of sales made at really full value because the returned price does not correspond with the highest quotation and it really seems sometimes as if people at a distance from the market place, looking for information as to market values, have eyes only for the highest quoted figures.

* * *

My previous expectation that we should have a winter of rapidly fluctuating egg values is, naturally, being fully realized. Some of my readers may be at a loss to understand why Western eggs should be worth two or three cents more or less one day than the next and an explanation of some of these rapid fluctuations may be interesting. Let us take last week's varying market for example. During the first half of the week the liberal arrivals that began a week previously continued; more stock was coming in than was required by the moderate current needs of the trade and there was a considerable surplus. The weather was warm in many of the principal producing sections and prices at interior markets were weakening. There were offers to lay stock down here at 18½@19c, and this caused a lack of local speculative support. Under these circumstances a good many receivers who had eggs arriving under limits, rather than turn away regular customers, sold them and took the chances, so that by the middle of the week there were rather less eggs in store than shippers' limits called for. Now as the egg market is decidedly fickle at this season, liable to radical changes in prospective supply at short notice, a receiver who has sold limited eggs is in a ticklish position and inclined to rush to cover at the first sign of a firmer situation. So last Thursday, when cold weather appeared in the West and when it became evident by trial that stock could not be bought at all freely in the Southwest at the prices quoted, there was a general demand for stock to cover short sales and so much of the supply was put up in the lofts for that purpose that there was hardly enough left to supply urgent needs. Of course this turned prices upward immediately and by Saturday there had been a jump amounting altogether to 4c per dozen. Now it is easy to see the position in which this placed the market. The advance was caused by taking out of regular channels and accumulating in first hands a considerable part of the receipts; had orders to sell come in at all generally it would certainly have been impossible to comply without letting prices down again.—N. Y. Produce Review.

Maple Sugar Getting Purer.

From the New York Tribune.

"You will find this season's crop of maple sugar better than ever," said the man who dealt in such things to his friend, the real estate agent, as they rode into town for the day's business. "And why is that?" he asked. "Are the trees improving with age, or are they grafting something into them?" "The sugar will be better because they are keeping something out of it," he began. "Butternut sugar is worth more than ever before, and the growers can't afford to mix it with their maple. You know there is a good bit more saccharine in butternut sap than in maple, and ever since there was a particularly short crop about ten years ago the farmers have been pouring the sap into their maple vats, in spite of its bitter, nutty flavor. The drug trade has found a market for butternut sugar under its own name, and this year the price is away up, while maple sugar prices will range rather low."

Smoked Fish Market Firm and Strong.

The smoked fish market is becoming firm and strong, and retailers who intend to buy should get in the market as early as possible, as prices will undoubtedly be higher.

Both bloaters and herring are strong. New England advices report them very scarce, the catch being unusually light. Already there has been from 5 to 10 per cent. advance in price, and there will be further advances very shortly.

There is not even in ordinary times a great abundance of smoked fish, and the slightest curtailment of the catch makes itself felt at once. Imported herring are coming in in their usual volume, but they do not compete with the domestic, being of a different character.

All signs point to a further advance in both bloaters and herring. Some packers, notably the Sardine Trust, which is also a heavy operator in smoked fish, have withdrawn quotations.

The business man who is wise in his generation can adroitly suggest the wisdom of certain purchases between seasons. There are goods imperishable and changeless as to styles that "will not eat anything" if kept ready for use for months before they are actually needed.

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.

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.
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WHOLESALE DEALERS IN

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

COOLERS AND COLD STORAGE ATTACHED.

Consignments Solicited.

74 East Congress St., Detroit, 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.



Highest Market Prices Paid. Regular Shipments Solicited.

98 South Division Street,

Grand Rapids, Mich.

The New York Market

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

New York, Jan. 26—The present is a sort of "between-seasons" period and jobbers generally report something of a quietude. The coffee movement at primary points continues large and this staple is certainly in for a low range for a considerable time. The market can be denominated as unsettled and, with no encouragement in the cables from Europe, the outlook is for about the present rates for Rios and Santos for the remainder of the season. No. 7 Rio is nominally 7c. In store and afloat the stock aggregates 951,511 bags, against 1,125,718 bags at the same time last year. Mild grades sell very slowly, both jobbers and roasters reporting a very inactive market. Good Cucuta, 83¢@9c. East India sorts are in about the usual request, and this is not saying much for the activity.

While a better tone is reported as generally prevailing in the sugar market, it would be hard to tell just where this state of affairs exists in particular. To a casual observer it would seem as if the situation were very quiet and that buyers were taking only enough to last from day to day. Jobbers seem to be pretty well supplied and the spring "rush" has not yet set in. No further changes are noted in list prices, except with a few grades of softs, which have been shaded 5 points.

The tea market continues steady and dealers seem to feel more encouragement each week. Prices are well sustained, the demand is pretty good and, altogether, the outlook for the tea market is more favorable than for a long time. Sales are not large in any one case, but the prospects are good.

Rice prices generally are firm, but the demand is only for small lots. With the advancing season dealers hope for a more active state of trade, although matters might be worse than at present. Prices are unchanged, either for foreign or domestic.

There is nothing doing in an invoice way in spices and little in any other way. Jobbers invariably report a quiet market and quotations are unchanged, but "barely steady."

Grocery grades of molasses are doing fairly well, but there is no rush of orders. Prices are pretty well sustained and dealers appear to be tolerably well satisfied at the condition of affairs, hoping for something better farther on. Good to prime domestic grades, 17¢@26c. Syrups are in rather light supply, but there seem to be enough to meet the demand, which is only moderate. Quotations are practically unchanged.

There is a little better feeling among canned goods brokers and, with the approach of spring, it is hoped that affairs will take on a still healthier tone. Prices are pretty well sustained and, while buyers are not tumbling over each other, they are not inclined to dicker and, upon the whole, canned goods are doing better than for a long time. New Jersey tomatoes show steady sale at 80¢@82½c for standard 3s, and if goods are offered for less there is something lacking in quality of goods or cans. In corn the most conspicuous thing to be noted is the absence of sales of futures. Pack of Maine, 1901, is offered at 80¢@85c f. o. b. Portland. California goods are doing well and prices are firmly sustained.

Lemons have sold at former quotations and the movement is very light. There is some business doing in oranges, California navels selling for \$2 up to \$3.50 for fancy stock. Floridas are selling with about the usual freedom within the range of \$3.50@4.50. Bananas are quiet and without change.

Not a single item of interest can be picked up in the dried fruit market. Prices all around show little if any change. The demand is moderate and both sides seem to be waiting for future developments. Evaporated apples are selling at lower quotations, although fancy goods in cartons are good sellers the year around.

There is a better tone to the butter market. Best Western creamery is worth 22c. Seconds to firsts, 18¢@21c. Western imitation creamery, 15¢@17c. Western factory, 12½¢@14c, the latter for fancy stock.

The cheese market continues to exhibit a healthy appearance and dealers seem to be quite well satisfied with the tendency of affairs. Large size, New York State, full cream, is worth 12c.

The stocks of eggs on hand are seemingly sufficient to meet requirements and, with daily arrivals of an average character, the market is hardly as strong as last week.

Beans are firm and prices seem to be established to last. Choice marrow, \$2.55; choice medium, \$2.25; choice pea, \$2.30.

Run Your Own Business.

H. L. Freeman in Dry Goods Reporter.

When we made our first attempt at clerking in a country store, presided over by an old German, who did a long-winded credit business, he always urged us to pay the people a few cents more a pound for butter, eggs, etc., saying that then we could get any price we wanted for the goods. This doctrine seems to be handed down to the present day, but the customers have changed. The department stores of the large cities and the cash stores of every town have posted the people as to values, yet the credit merchants still cling to the old way of big prices for country produce, with the idea of making up the losses on goods on the prices of which the people are not posted. We claim that the country merchant who pays high prices for produce and tries to make it back on his goods is the means of sending more customers to the city stores than all other causes combined. We find that farmers are better posted on the prices of merchandise than town people; they read more. Consequently, when they take the produce to the dealer who offers the most for it and take in payment sugar, coffee, salt and calico at less than cost, and then the balance in cash and buy their goods elsewhere, who is to blame? We have handled country produce for more than six years and never pay more than we could get for it. We sell only for spot cash and have one price, no matter how large the quantity. We find no trouble at all to meet city prices, and often go them one better. Our business has grown from \$76,000 done in 1895 to \$130,000 in 1900. The population of the town is about 5,000. We have built our business up in competition with all kinds of stores, and it has taken us twelve years to do it. We started with a capital of \$1,000, borrowed at that.

We give these figures in the hope of helping some merchant to quit growling and get into the fight. Pay only a just price for produce. Sell only for spot cash. Have but one price. Be fearless in doing right. Run your own business; don't let your customers run it for you. Have a system, and stand by it through thick and thin. Work without ceasing.

Problem of Feeding the Poorer People. From the Hospital.

As civilization advances and the sense of responsibility in the individual for his fellows in cities increases, the desire to secure adequate arrangements for feeding the people increases too. Indeed, in nations where the rush and scramble of modern life are less felt than in countries where commercial en-

terprise has quickened the desire in all classes to grow rapidly prosperous, and where, in consequence, there is more time at the disposal of everybody to think out problems which do not directly concern the business or lives of the more prosperous classes, there the problem of feeding the poorer residents in cities has been solved to a greater extent and on a sounder basis than elsewhere. Thus, the Norwegians have an excellent system at Christiania whereby every poor family can obtain sound, wholesome food, well cooked and palatable, at very small cost. Naturally, the same system prevails in Sweden, and in the city of Vienna there is probably the most complete system of people's restaurants to be found anywhere. We have visited all these countries, have enquired very closely into the systems pursued and have been struck with the popularity of the provision made and its success, both financially and generally. That success is due to an appreciation of the habits and tastes of the various peoples for whom the provision has been made; and it will surprise nobody to hear that the kinds of food and methods of cooking, and the various articles which are most popular at the people's restaurants referred to, differ very materially in Norway and Sweden, and to a greater extent still in Austria, when a comparison is made between the Viennese plan and that pursued in the Northern countries referred to. Still, the encouraging fact, and one which has constantly to be borne in mind, is that all three systems have proved successful, and that their success is increasing year by year.

Coal Oil and Vinegar as a Tonic. From the Philadelphia Ledger.

A coroner's jury to-day fixed the cause of the death of Katherine Peters, who died last week on the day after her return from Camden, N. J., where she was employed, and removed the cloud of mystery that has surrounded the case. The jury found that the girl came to her death from gastritis, superinduced by the excessive use of coal oil and vinegar, presumably recommended by a friend for general debility, from which she had been suffering.

A Serious Difficulty.

"No," said Willie Washington, "I never expect to marry."
"Why not?"

"Well, I shouldn't care to marry a woman who was not clever. And if I proposed to one and she regarded me as sufficiently intelligent and forbearing to make a suitable husband—why, then I shouldn't regard her as clever."

Misery loves company; but it does not deserve it.



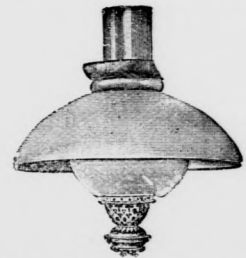
Don't buy an Awning until you get our prices.

Chas. A. Coye,

11 Pearl St., Grand Rapids, Mich.

Send for prices.

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.

You ought to sell

LILY WHITE

"The flour the best cooks use"

VALLEY CITY MILLING CO.,
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.

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.

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.

We can use your SMALL SHIPMENTS as well as the larger ones.

L. O. SNEDECOR Egg Receiver

36 Harrison Street, New York

REFERENCE:—NEW YORK NATIONAL EXCHANGE BANK, NEW YORK

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

Clerks' Corner.

The Hog Is Not the Emblem of Trade.
Written for the Tradesman.

It was all right enough in a certain way. Humanity, generally, down deep in its heart is a Sir Oracle who does not want any barking going on when he talks and Old Man Means in many ways had a great deal of humanity about him. He had been feeling for some time, however, that to have Carl say Yes when and because he said Yes and No when he said No, for the same reason, was reaching its limit. The merchant he saw some years ahead on the commercial highway of time was not to be one to shift with the wind, as fickle and as purposeless. He did not care to argue and yet he saw that something must be done to make the boy stand on his own feet, to fight for a principle because he believed it to be right and against it when he knew it was wrong. The instances were getting to be too common when the lad brought down as a clincher to his argument, "Well, that's what Mr. Means says and when he lays down a thing for fact there isn't any use in going behind the returns." It was pleasing, it was gratifying, but it wasn't doing the future merchant any good and the storekeeper determined to stop it.

It bothered him a little. He found that the youngster and he agreed on any general topic that came up. In questions of trade the boy had not reached that period when he felt prepared to discuss, so what promised to be the best convincing material and the best subject to bring out the boy's determined opposition was something in connection with the everyday life of the store. He had seen that Carl was generous to a fault and he had not yet forgotten "that any amount of dollars piled up is a mighty mean little lot when it stands for what you feel for the other feller;" but he must stir him up on that subject, if any, and proceed to "lay for him" accordingly.

He did not have to wait long nor, what would go squarely against the grain, to pry into the boy's affairs to find something to find fault with. There was a little ground of complaint in every instance and he kept track of these as they came up, rather hoping to find an instance that would justify him in opening fire. Finally one morning when weather and trade were both promising—the Old Man was waiting for these conditions to sweeten the bitterness of the pill he intended to administer—he took out his list of grievances and took off his eyeglasses.

"I don't want you to be stingy, Carl, but I do want you to look out a little for yourself—by that I mean the store—when you are dealing with customers. A yard is just thirty-six inches, and it isn't any more. A pound is just sixteen ounces. I'm willing, in most cases, to have you shake down the measure and pile on the apples and potatoes until they roll off; but I'm not willing to have you throw in a quarter of a yard of calico for old Mrs. Woodbury, the stingiest woman in the State, nor—"

"Hold on, now, one at a time, please. That extra quarter of a yard was a misprint and had a big hole in it at that. The only possible thing she could do with it was what she said—to cut out a few little triangles for Debby, that's her little girl, to piece up for her bedquilt. It was on the end of a remnant, anyway, and if I had torn it off it would have been thrown into the ragbag. I've

seen you give away bigger pieces than that. The last time Mrs. Willetts was here you gave her nearer half a yard than anything else, and that was a good piece of goods, too."

"That's a different thing. The point is that business is business and when it's an inch here and a thumb there and a finger somewhere else it's just that much off from our end of the bargain and we can't afford it. It's the same with other things. At best, there is no profit on sugar. We haul and we store and we weigh out, and when I saw you, as you did the other day, give a flirt of your scoop and land a whole handful into the little skimpy pound and a half that Betty Briggs was buying it seemed to me that you'd better call a halt on yourself and notice what you are doing."

"Bless your soul, Old Man, I did that a purpose. For more than three months Betty has been wanting to give that little lame sister of hers a candy-pull. A candy-pull with a pound and a half of sugar! 'Tain't enough to make her forget five minutes that she's lame! I came near making it two pounds, and I will another time and pay for it out of my own wages. A whole handful! Must have been all of ten heaping teaspoons. I can afford it. I'll go without coffee for two or three mornings."

The conversation had not gone far, but Old Man Means was already convinced of two facts: The boy was not now saying Yes to his Yes and he seemed perfectly able to keep up his end of the argument. He did not like the idea that Carl should think him stingy, but that was a matter little now to the purpose. He rather liked to see the boy ruffled up a little. If Carl could look at him like that and talk to him in that tone the other fellow would catch it when the time came, and that was the main idea, after all. He'd prod him a little further:

"You see, Carl, it is the little here and the little there that does the business. An inch of cloth at the end of every yard amounts to a yard after awhile, exactly as a handful of sugar amounts in time to a barrel. If you want to give Mrs. Willetts a dress pattern I'm willing. If you think a pound and a half isn't enough for a candy-pull make it what it ought to be and let it be an out and out present; but, remember, it isn't business. If the girl wants a pound and a half give it to her, and if it comes to six and a half cents keep the half cent. Don't mix business and sentiment whatever you do. I'm inclined to think that is a weakness of yours, Carl. This filling the measure and shaking it and then heaping up as long as you can get anything to stay on is well enough for a theory; but you don't want to practice it as a regular thing in a country store. You can't hold out. We buy by the bushel and if you sell by the bushel and a half you'll get left. The time has gone by when a man keeps store for the fun of the thing or his health and it seems to me to be hardly the occasion of excessive mirth to find that your generosity has scooped you. You want to be just before you are generous, and you can't be too just and you can be too generous. See?"

"Yes," was the reply, but with a certain intonation produced by what the Old Man called a "rocking of the voice" and which convinced him that he had gone about far enough; but he went on: "Take the apples, the other day, that you sold Sam Robson over

here. He went away chuckling over an extra half peck."

The clerk's eyes fairly blazed.

"He chuckled over a peck of rotten apples that would have gone onto the ash heap if he hadn't taken them, that's what he chuckled over—exactly as poor Mrs. Welby chuckled, with tears in her eyes, that same afternoon, when I put back an extra potato or two which rolled off the measure. Is that another one of your instances? And I remember giving Jimmy McFadden the rest of that bunch of bananas you said you were ashamed to sell; and if you've been watching me"—the Old Man winced at that—"you've seen me shying a good many odds and ends into baskets and packages where I fancied you'd want them to go. I'd just as soon throw 'em into the alley, though—all you have to do is to say the word and there they are. Somehow, throwing anything away isn't up to my idea of business and I think even a little return, if it's only in good feelings, is better than none at all; and, really now, you can't expect much from a ragged remnant and some rotten fruit. What's got into you, anyway, Old Man? You seem to think that because I've given these people a piece of the tenderloin—tenderloin!—they want the whole hog! I don't. That 'just a pound' business may be all right for Shylock and for—well, for the rest of that sort, but not for me. The hog, in my opinion, isn't, and never will be, the emblem of trade; and if you think you are ever going to make me believe it, I'll tell you right here, you won't!"

For some reason or other the storekeeper has given up the idea that his clerk hasn't a mind of his own and he is taking every opportunity to impress upon Carl the fact that what he said about the apples and things was only in fun.

Richard Malcolm Strong.

ALABASTINE

THE ALABASTINE COMPANY, in addition to their world-renowned wall coating, ALABASTINE through their Plaster Sales Department, now manufacture and sell at lowest prices in paper or wood, in carlots or less, the following products:

Plasticon

The long established wall plaster formerly manufactured and marketed by the American Mortar Company (Sold with or without sand.)

N. P. Brand of Stucco

The brand specified after competitive tests and used by the Commissioners for all the World's Fair statuary.

Bug Finish

The effective Potato Bug Exterminator.

Land Plaster

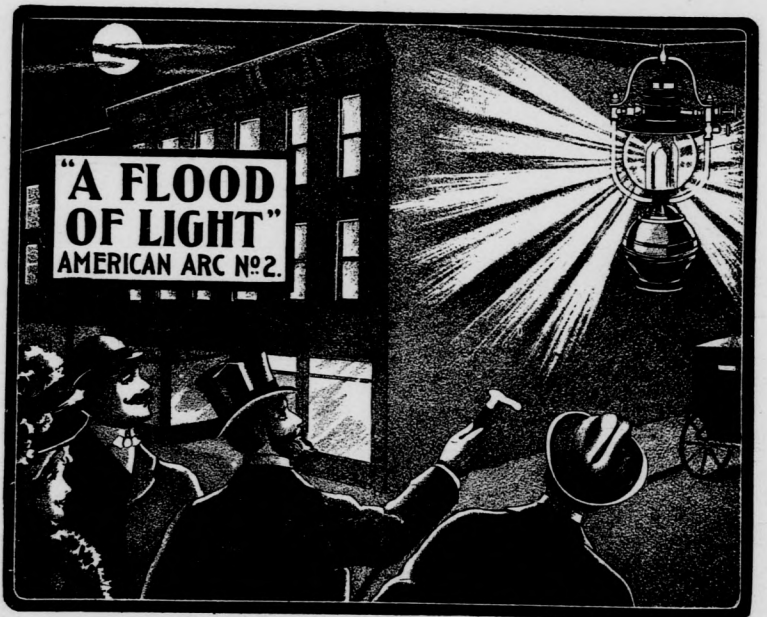
Finely ground and of superior quality.

For lowest prices address

Alabastine Company,
Plaster Sales Department
Grand 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 5c for 10 hours.

BRASS MFG. & SUPPLY CO.

Ask for Catalogue.

192-194 Michigan Street, CHICAGO.

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.

What Is Success?

Is it to worship earthly, groveling Gold,
And, dollar-blinded, to look only down,
To take the muck-heap and forget the crown,
Until Youth's bounding blood creeps strangely cold:
To dwell with Envy, Arrogance and Dread;
To barter all Benevolence for dross;
To lose Companionship—nor feel its loss,
Because the flower of Sympathy is dead—
Is that Success?

To labor for the rainbow bubble, Fame—
Afloat so fairly in the morning air—
A perfect jewel for a prince to wear—
Is it a recompense for all its claim?
Thro' careful night, and crowded, strenuous day,
Thro' iron rebuff or flattery—like snow
That leaves one thirsty—it is grasped, and, lo!
It vanishes in Nothingness away!
Is that Success?

With comrade Duty, in the dark or day,
To follow Truth—wherever it may lead;
To hate all meanness, cowardice or greed;
To look for Beauty under common clay;
Our brothers' burdens sharing, when they weep;
But, if we fall, to bear defeat alone;
To live in hearts that loved us, when we're gone
Beyond the twilight (till the morning break) to sleep—
That is Success!
Ernest Neal Lyon.

Gripsack Brigade.

H. W. Modlin, Northern Michigan representative for the Beacon Falls Rubber Co., who was married in Chicago Dec. 25, has taken up his residence in Grand Rapids, locating at 684 Wealthy avenue.

Abram Jennings, traveling representative for the Lemon & Wheeler Co., has returned from Ontario, where he was called by the death of his father. His territory was covered in his absence by D. John Huntley.

C. L. Corey has been engaged by Edwin J. Gillies & Co. to assist Joseph P. Visner to cover the grocery trade of Grand Rapids and surrounding towns. Lynn Visner will attend to the delivery of the Gillies goods, heretofore handled by Mr. Corey.

Geo. W. Shaw, who for ten years represented the Phipps-Penoyer Co. in the capacity of traveling salesman, has engaged to represent the Worden Grocery Co., taking the Saginaw Valley as his territory. He will continue to reside in Saginaw.

G. Duane Morris, who has been for several years past with the Michigan Leather Co., of Detroit, has engaged as traveling salesman with the Cappon & Bertsch Leather Co., of this city, and will assume his new duties on Feb. 11. His territory will be alternately the Northern Peninsula and Northern Indiana.

Sault Ste. Marie News: T. J. Gregory, the well-known traveling man who has sold the groceries of the Sprague-Warner Co. in this territory for the past nine years, has resigned his position with that firm to accept one with the Scotten & Dillion Co., recently organized in Detroit for the manufacture of smoking and chewing tobaccos. Mr. Gregory's territory will be the Upper Peninsula, Northern Wisconsin and a section of Northern Minnesota.

Coldwater Courier: Clay Tuttle, traveling salesman for the Tappan Shoe Manufacturing Co. of this city, is undoubtedly one of the best whistlers in this country. He not only whistles the same as all champion whistlers, but excels in the fact that he can whistle a duet at his own pleasure, consisting of either two leads, a soprano and alto, a soprano and tenor, or a soprano and bass. This is done by a method he has of whistling his lower notes with the back of his tongue and the higher with his lips. The two parts are entirely independent of each other and are completely at his will. He can strike an octave, both notes being in perfect harmony, and run a scale in octaves. Mr. Tuttle, besides his duet whistling, gives some imitations of various kinds of birds, that of the canary being quite realistic.

The Grain Market.

Wheat has been growing stronger during the week. There was an advance of fully 3c a bushel, but the advance was too rapid and it settled back a point or two. Receipts at initial points are growing less. This is especially true of the Northwest, where the short crop is being felt by the small receipts. Exports keep up. Bradstreet reports the shipments from the United States and Canada at 4,839,000 bushels, against 3,336,000 bushels the previous week, all of which gave the market a firmer tone. While some timid longs sold largely, it was all absorbed and more was wanted. All offerings were taken by large holders for investment, as wheat is really the cheapest commodity going at present. It would not surprise us to see it climb considerable more, as the scarcity of good wheat becomes more pronounced daily. The visible made another decrease of 405,000 bushels. Our large visible will melt away before the trade is aware of it.

Corn, notwithstanding the large increase of 2,394,000 bushels, kept very strong. Prices were not reduced. If anything, a slight advance of 1/2c a bushel can be recorded. All offerings were accepted as fast as offered. There is quite an export demand for it. It looks as if present prices will be maintained.

Oats showed a decrease of 310,000 bushels, which gave them a stronger tone, and more are wanted at going prices.

Rye made a gain of 1c per bushel, but the price can not be said to be stronger, as only very choice brings the top price.

The flour trade has been good, both local and domestic. Exports in flour have also been better of late. The English markets have been slow, on account of the death of Queen Victoria. However, there will be a better feeling in the markets there in the very near future. Mill feed remains as before—strong, with an upward tendency. The demand is still ahead of the supply. Receipts of grain were somewhat smaller than usual, being only 34 cars of wheat, 6 cars of corn, 4 cars of oats, 3 cars of rye, 3 cars of beans, 1 car of hay, 12 cars of potatoes.

Millers are paying 75c for No. 2 red wheat. C. G. A. Voigt.

More Stupid Every Day.

Father (who has helped his son with his home work)—What did the teacher say when you showed him the sums?
Johnny—He said I was getting more stupid every day.

THE BALANCE OF TRADE.

There has been much surprise expressed in many quarters of late at the rapid growth shown by the United States as a money power. Within the past year several foreign governments have found it not only possible, but advantageous, to negotiate loans in this country, and the success with which these loans were placed has raised our great money center, New York, to the front rank among the financial centers of the world.

Until within a comparatively recent period, this country has been a borrower in outside markets, instead of a lender, and this was due, without doubt, to the fact that we purchased abroad more goods than we exported, keeping the trade balance against us in the world's markets, and, consequently, maintaining a comparatively high rate of interest for money. Within the past decade there has been a change in this respect. Our exports have become rapidly larger than our imports; in fact, the imports have remained practically stationary, while the exports have increased at an enormous rate. This process of selling more than we buy has created a great balance in our favor in all the world's markets, the net result being that gold has come this way, and money has become relatively cheaper here than abroad.

The change in the conditions prevailing in our foreign commerce is made very apparent in the statistics recently prepared by the Bureau of Statistics of the Treasury Department. These figures show that imports, which in 1890 were \$823,397,726, were in 1900 \$829,052,116, an increase of less than 1 per cent. in the decade; while the exports, which in 1890 were \$857,502,548, were in 1900 \$1,478,050,854, an increase of 72.4 per cent. In 1890 the excess of exports over imports was \$5,654,390; in 1900 it was \$648,998,738.

This change in our trade relations with the various parts of the world is equally striking in every great geographical division with which we trade, although the figures in the case of Europe, our best customer, are the most noteworthy.

From Europe we have reduced our imports in the decade from \$174,000,000 to \$439,000,000, while in the same time we have increased our exports from \$682,000,000 to \$1,111,000,000. From North America imports fell from \$151,000,000 in 1890 to \$131,000,000 in 1900; while our exports to North America increased during that time from \$95,000,000 to \$202,000,000. From South America the imports increased from \$101,000,000 in 1890 to \$102,000,000 in 1900; while to South America our exports increased from \$35,000,000 to \$41,000,000. From Asia the imports into the United States increased from \$69,000,000 in 1890 to \$123,000,000 in 1900; while to Asia our exports in the same time increased from \$23,000,000 to \$61,000,000.

This phenomenal reversal of the trade balance from an unfavorable to a favorable position is due to several well-understood causes. Our imports have been proportionately diminished by manufacturing more extensively at home, thus obviating the necessity for importing manufactures from abroad. On the other hand, our exports have been increased by active efforts to market our surplus products abroad and by seeking in other countries an outlet for the superabundant products of our factories. A country which exports twice as much as it imports is in an extremely favorable position; hence it is not astonishing that the

eyes of the world are turned in our direction with envious regard.

Rules Adopted for the Government of Port Huron Merchants.

The following rules have been posted in the store of every member of the Port Huron Merchants and Manufacturers' Association:

All stores will close at 6:30 p. m. except Saturday and Monday evenings. On Sundays to be closed all day.

Members of this Association have promised to assist each other in preventing and collecting slow accounts and will appreciate absence of complaints regarding accounts against people employed by them.

No person shall give away or loan to any person not a member of the Association the delinquent book issued by the Association.

A fine of \$5 is imposed on a member giving credit to a person whose name appears on the delinquent book.

This Association has adopted a resolution against all program advertising, believing that the newspapers are the best advertising mediums.

This Association is decidedly opposed to a member entering in any gift scheme of any name or nature.

Should a fakir call on a merchant with any scheme or advertising dodge he shall immediately notify the President or Secretary of the same, so that other members may be notified of the presence of said fakir in the city, to the end that they may be able to save their hard-earned dollars for legitimate purposes.

The merchants of this Association are expected to give Port Huron cigars the preference and thereby encourage home industries.

When a customer leaves a merchant without settling his account, the merchant should notify the Secretary of the amount and furnish such other information as shall be necessary to put other members on guard against opening up an account with him, until he has settled with the merchant reporting him.

Condensed Milk Made From Skim Milk.

The Pennsylvania Pure Food Department is about to begin an investigation into the various brands of condensed milk, which have multiplied quite rapidly during the past few years. And there are indications that several brands will have to be withdrawn from the market or considerably improved in quality.

A number of the cheaper brands of condensed milk have proven to be condensed from skim milk. This is taken to be a clear violation of the law, in view of the fact that the law declares that an article must be considered adulterated "if any valuable or necessary constituent has been wholly or in part abstracted from it." It is said that condensed milk should contain 12 to 13 per cent. of fats, while some of the cheap brands already examined show but 8 or 9 per cent.

The brands of some large and well-known manufacturers will be included in those condemned.

No Change in the Tea Duty.

If Senator Hanna is possessed of the political power with which he is generally credited, there will be no change in the tea duty at the present session of Congress.

During the past week Senator Hanna sent a personal letter to a prominent New York tea-importing house, in which he stated positively that the tea duty would not be interfered with in any way, shape or form by the present Congress.

Electric Mustard.

In an examination that was made of some "electric belts" sold by a street fakir, it was found that beneath a strip of gauze was a layer of dry mustard. When the wearer perspired the mustard was moistened and set up a burning sensation, and the deluded victim believed a current of electricity was passing through him.

Drugs--Chemicals

Michigan State Board of Pharmacy

Name	Term expires
L. E. REYNOLDS, St. Joseph	Dec. 31, 1901
HENRY HEIM, Saginaw	Dec. 31, 1902
WIRT P. DOTY, Detroit	Dec. 31, 1903
A. C. SCHUMACHER, Ann Arbor	Dec. 31, 1904
JOHN D. MUTR, Grand Rapids	Dec. 31, 1905

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.

How a Druggist Secured a Profitable Trade in Black Pepper.

In our country town with its adjacent farming community quite an important season is the fall "butchering," which begins late in November and runs well through December. For weeks beforehand the people, principally the working class, discuss the weight of their hogs, the quantity of lard and sausage they will make, and the various methods of curing, smoking and pickling hams, shoulders, etc.

The old method of smoking meat was to hang it in a smoke-house, and for several weeks to burn under it a slow fire of hickory wood. More recently pyroligneous acid solutions are used, and the outside of the meat is simply washed over. A druggist in a near-by town has acquired quite a reputation for a preparation of this kind, which he calls "Liquid Smoke," and for which he has a profitable sale. Accordingly druggists are interested in butchering.

Two years ago I determined to make an effort to secure the trade for the black pepper used in making sausage at this butchering time. Previously my annual sale of pepper was probably not more than twenty-five pounds. The grocers seemed to have the pepper trade as well as the trade in ground spices.

One day in passing a grocery store that had recently been sold out, I noticed a large coffee-mill still in the room. An idea struck me: I would grind pepper. Stepping in, I found the mill almost new and in excellent condition. I inquired if it was for sale. The owner said yes; he would take ten dollars for it, although it had cost him nearly thirty. I bought it on the spot.

Right away I ordered a bale of Singapore grain pepper, and just before the butchering season began I advertised on my window: "Pure pepper for butchering! Our own grinding." Then one bright day I set the mill on a box on the sidewalk in front of my store, stood the open bale of whole pepper alongside, and hung up a card: "This pepper will be ground here to-day." I then hired two men at 50 cents each, and set them at work turning the wheels.

My display at once attracted attention. Passers-by stopped and examined the grains and got the strong aroma of the freshly ground pepper. Comments were various, but everybody agreed in saying: "Well, that's the pure stuff anyhow." I soon saw that it was good advertising.

Thinking it would be well to have the pepper done up in convenient packages, it occurred to me that a glass container would be the best, and quart Mason fruit jars struck me as just the thing. They were cheaper than tin boxes, and would be more useful in the household when empty. I found they

would hold just about a pound of pepper, and I bought a gross, as I was satisfied they would answer the purpose and help sell the pepper.

The next day I set the mill in the front window, made a display of the jars filled with pepper, and hung up a placard: "Pure fresh pepper! Our own grinding—20 cents a quart."

Trade opened at once. Customers recommended my pepper to their neighbors and I soon saw people coming into my store who had never been in it before. When the season was over I had sold more than three hundred pounds of pepper, and as it cost in the grain that year six cents a pound and the jars a little over three cents each, my profit was about 100 per cent.

Later I found that a smaller package for table use would sell readily throughout the year, so I now carry pint jars filled with pure pepper to meet a regular and increasing demand.

Furthermore, I have used the same idea in other lines, for I sell bicarbonate of soda and powdered borax in pint Mason jars, and my sales in these articles have run up wonderfully. The bicarbonate of soda, costing by the keg two cents a pound, sells readily at ten cents, thus giving a profit of five cents.

By a few methods of this kind and a little effort in convincing people of the purity of his goods, there is no reason why the druggist should not have the bulk of the spice trade also. Cinnamon, cloves, allspice, ginger, pepper, and mustard as sold by the ordinary grocer are not usually the best goods, and the druggist can easily get a reputation for strong, pure spices. Then by putting them up in convenient packages—jelly tumblers answer well—he can soon build up a profitable little addition to his regular business. Of course a neatly printed label bearing the druggist's name should be attached to each package.—C. J. Wolfe in the American Druggist.

The Drug Market.

Opium—Is very firm and is selling here at about the same price as in the primary markets. There has been an advance of 5c per pound during the past week. Prices are tending higher.

Morphine—Is unchanged.

Quinine—Is in active demand and firmer.

Carbolic Acid—Is in a very strong position and it is believed that when the demand peculiar to the spring months comes on higher prices will rule.

Citric Acid—Is very firm and an advance is looked for shortly.

Licorice Root—The crop of Spanish is small and prices are tending higher.

Sugar of Milk—Is very firm since the consolidation of the manufacturers and prices are tending higher.

Oil Wintergreen—Has declined, on account of large stocks.

Oil Cloves—Is very firm, in sympathy with the spice.

Gum Camphor—Is in a very firm position and an advance is looked for shortly.

Ipecac Root—Is in better supply and has declined.

Golden Seal Root—Is very firm and advancing.

Grains of Paradise—Is in small supply and has advanced.

Linseed Oil—Has advanced, on account of higher prices for seed.

Sorrows are visitors that come without invitation; but complaining minds meet them half way and send a wagon to bring them home in.

Materials Used in the Manufacture of Gold Paint.

The formulas of the various gold paints on the market are carefully guarded trade secrets. Essentially they consist of a bronze powder mixed with a varnish. The best bronze powder for the purpose is what is known in the trade as "French flake," a deep gold bronze. This bronze, as seen under the microscope, consists of tiny flakes or spangles of the bronze metal. As each minute flake forms a facet for the reflection of color, the paint made with it is much more brilliant than that prepared from finely powdered bronze.

For making gold paint like the so-called "washable gold enamel" that is sold by the manufacturers at the present time, it is necessary to mix a celluloid varnish with the French flake bronze powder. This varnish is made by dissolving transparent celluloid in amyl acetate in the proportion of about 5 per cent. of celluloid.

Transparent celluloid, finely shredded, 1 ounce.

Acetone, sufficient quantity.

Amyl acetate, to make 20 ounces.

Digest the celluloid in the acetone until dissolved and add the amyl acetate. From one to four ounces of flake bronze is to be mixed with this quantity of varnish. For silver paint or "aluminum enamel," flake aluminum bronze powder should be used in place of the gold. The celluloid varnish encloses the bronze particles in an impervious coating, air-tight and water-tight. As it contains nothing that will act upon the bronze, the latter retains its luster for a long period, until the varnished surface becomes worn or abraded and the bronze thus exposed to atmospheric action.

All of the "gold" or, more properly, gilt furniture that is sold so cheaply by the furniture and department stores is gilded with a paint of this kind, and for that reason such furniture can be offered at a moderate price. The finish is surprisingly durable, and in color and luster is a very close imitation of real gold leaf work. This paint is also used on picture frames of cheap and medium grades, taking the place of gold leaf or the lacquered silver leaf formerly used on articles of the better grades; it is also substituted for "Dutch metal," or imitation gold leaf, on the cheapest class of work.

A cheaper gold paint is made by using an inexpensive varnish composed of gutta-percha, gum dammar, or some other varnish gum, dissolved in benzole, or in a mixture of benzole and benzine. The paints made with a celluloid amyl acetate varnish give off a strong banana like odor when applied, and may be readily recognized by this characteristic.

The impalpably powdered bronzes are called "lining" bronzes. They are chiefly used for striping or lining by carriage painters; in bronzing gas fixtures and metal work; in fresco and other interior decoration, and in printing; the use of a very fine powder in inks or paints admits of the drawing or printing of very delicate lines.

Lining bronze is also used on picture frames or other plastic ornamental work. Mixed with a thin weak glue sizing it is applied over "burnishing clay," and when dry is polished with agate burnishers. The object thus treated, after receiving a finishing coat of a thin transparent varnish, imitates very closely in appearance a piece of finely cast antique bronze. To add still more to

this effect the burnishing clay is colored the greenish-black that is seen in the deep parts of real antique bronzes, and the bronze powder, mixed with size, is applied only to the most prominent parts or "high lights" of the ornament.

Since the discovery of the celluloid amyl acetate varnish, or bronze liquid, and its preservative properties on bronze powders, manufacturers have discontinued the use of liquids containing oils, turpentine, or gums, since their constituents corrode the bronze metal, causing the paint to finally turn black.—W. A. Dawson, in Bulletin of Pharmacy.

How Chamois Skins Are Made.

The sheepskin is first washed and the flesh side scraped thoroughly to remove the fleshy fibers; then the wet skins are hung in a warm room for about a week and "sweated." This loosens the wool so that most of it can be pulled out easily. The skins are then soaked in milk of lime to loosen the rest of the wool and to swell the fibers and split them into their constituent fibrils.

After liming, the hair is all removed and the absorbed lime is neutralized with boric or hydrochloric acid, and the skin is split into two thicknesses. The outer or grain side is used for the manufacture of thin, fancy leathers used in book-binding, etc., while the flesh side is made into wash leather. It is first drenched, then put into stocks and pounded until it is partly dried and the fibrous structure has become loose and open, sawdust generally being employed to facilitate the process.

Fish oil is now rubbed upon the skins in small quantities, as long as the oil is absorbed. The moisture dries out as the oil is absorbed, the skins being hung up occasionally and exposed to the air. When the skins have absorbed enough oil they lose their limy odor and acquire a peculiar mustard-like smell, due to the oxidation of the oil. They are then packed loosely in boxes, where they heat rapidly, and must be taken out and exposed to the air to prevent overheating. During this time they give off much pungent vapor and turn yellow. They are then washed in a warm solution of alkali to remove the excess of fat. The oil which is removed is liberated from the soapy fluid and sold as "sod oil."

The skins are next bleached in the sun, being moistened occasionally with a solution of potassium permanganate, followed by washing with sulphurous acid or sodium peroxide. The leather is then permanently softened and suited for all the purposes of toilet or cleansing uses.

Little Difference.

Great Author—Waiter, this steak is as tough as leather.

Waiter—I've always heard you was an original character, sir; but I'm hanged if you don't jist say the same as all on 'em do!

VALENTINES | BEST EVER

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WHOLESALE DRUG PRICE CURRENT

Advanced—Linseed Oil.
Declined—Ipecac, Oil Wintergreen.

Acidum	Aceticum \$ 60@ 8	Benzoic, German 70@ 75	Boric 45@ 48	Carbolicum 30@ 42	Citricum 45@ 48	Hydrochlor. 30@ 5	Nitrosum 12@ 10	Oxalicum 12@ 14	Phosphoric, dil. 13@ 15	Sallylicum 50@ 55	Sulphuric 13@ 15	Tannipicum 1 10@ 1 20	Tartaricum 38@ 40																																																																																																																																																																																																																																																																														
Ammonia	Aqua, 16 deg. 4@ 6	Aqua, 20 deg. 6@ 8	Carbonas 13@ 15	Chloridum 12@ 14	Black 2 00@ 2 25	Brown 80@ 1 00	Red 45@ 50	Yellow 2 50@ 3 00	Cubebae, po. 25 22@ 24	Juniperus 6@ 8	Xanthoxylum 1 25@ 1 30																																																																																																																																																																																																																																																																																
Aniline	Black 2 00@ 2 25	Brown 80@ 1 00	Red 45@ 50	Yellow 2 50@ 3 00	Baccae	Cubebae, po. 25 22@ 24	Juniperus 6@ 8	Xanthoxylum 1 25@ 1 30	Balsamum	Copaiba 50@ 55	Paru 1 85	Terabin, Canada 55@ 60	Tolutan 40@ 45																																																																																																																																																																																																																																																																														
Cortex	Ables, Canadian 18	Cassia 12	Cinchona Flava 12	Cinchona atropurp. 30	Euonymus atropurp. 30	Myrica Cerifera, po. 30	Prunus Virgini 12	Quillaja, gr'd 12	Sassafras, po. 20 15	Ulmus, po. 15, gr'd 15	Extractum	Glycyrrhiza Glabra 24@ 25	Glycyrrhiza, po. 28@ 30	Haematox, 15 lb. box 11@ 12	Haematox, 1s 13@ 14	Haematox, 1/2s 14@ 15	Haematox, 1/4s 16@ 17																																																																																																																																																																																																																																																																										
Ferru	Carbonate Precip. 15	Citrate and Quina 2 25	Citrate Soluble 75	Ferrocyanidum Sol. 40	Solut. Chloride 15	Sulphate, com'l. 2	Sulphate, com'l, by bbl, per cwt. 80	Sulphate, pure 7	Flora	Arnica 15@ 18	Anthemis 22@ 25	Matricaria 30@ 35	Folia	Barosma 30@ 33	Cassia Acutifol, Tinnevely 20@ 25	Cassia, Acutifol, Alx. 25@ 30	Salvia officinalis, 1/2s and 1/4s 12@ 20	Uva Ursi 8@ 10																																																																																																																																																																																																																																																																									
Gummi	Acacia, 1st picked 45	Acacia, 2d picked 35	Acacia, 3d picked 25	Acacia, sifted sorts. 45@ 65	Acacia, po. 12@ 14	Aloe, Barb. po. 18@ 20	Aloe, Cape, po. 15	Aloe, Socotri. po. 40 55@ 60	Ammoniac. po. 45 50@ 55	Assafetida. po. 45 50@ 55	Benzoinum 50@ 55	Catechu, 1s 13@ 15	Catechu, 1/2s 16@ 18	Catechu, 3/4s 69@ 73	Camphora 40	Euphorbium, po. 35 40	Galbanum 1 00	Gamboge, po. 65@ 70	Gualacum, po. 25 30	Kino, po. 30.75 40	Mastic 60	Myrrh, po. 45 70@ 75	Opli, po. 5.10@ 5.30 3 75	Shellac 25@ 35	Shellac, bleached 40@ 45	Tragacanth 60@ 90																																																																																																																																																																																																																																																																	
Herba	Absinthium, oz. pkg 25	Eupatorium, oz. pkg 20	Lobelia, oz. pkg 25	Majorum, oz. pkg 25	Mentha Pip. oz. pkg 23	Mentha Vir. oz. pkg 25	Rue, oz. pkg 39	Tanacetum V oz. pkg 22	Thymus, V. oz. pkg 25	Magnesia	Calined, Pat. 55@ 60	Carbonate, Pat. 18@ 20	Carbonate, K. & M. 18@ 20	Carbonate, Jennings 18@ 20	Oleum	Absinthium 6 50@ 7 00	Amygdale, Dulc. 38@ 65	Amygdale, Amara 8 00@ 8 25	Anisi 2 10@ 2 20	Aurant Cortex 2 25@ 2 30	Bergamit 2 75@ 2 85	Cajiputi 80@ 85	Caryophylli 80@ 85	Cedar 65@ 90	Chenopadi 2 75	Cinnamoni 1 30@ 1 40	Citronella 35@ 40	Conium Mac. 50@ 60	Copaiba 1 15@ 1 25	Cubeba 1 20@ 1 25	Excelsithos 1 00@ 1 10	Erigeron 1 10@ 1 20	Gaultheria 1 85@ 1 95	Geranium, ounce 1 75	Gossypil, Sem. gal. 50@ 60	Hedeoma 1 40@ 1 50	Junipera 1 50@ 2 00	Lavendula 90@ 2 00	Limonis 1 50@ 1 60	Mentha Piper 1 40@ 2 00	Mentha Verid 1 50@ 1 60	Morrhuae, gal 1 20@ 1 25	Myrcia 4 00@ 4 50	Olive 7 50@ 3 00	Picis Liquida 10@ 12	Picis Liquida, gal. 1 00@ 1 05	Ricina 1 00@ 1 38	Rosmarini 1 00	Rose, ounce 6 00@ 6 50	Succini 40@ 45	Sabina 90@ 1 00	Santal 2 75@ 7 00	Sassafras 50@ 55	Sinapis, ess., ounce 65	Tigili 1 50@ 1 60	Thyme 40@ 50	Thyme, opt 1 60	Theobromas 15@ 20	Potassium	Bi-Carb 15@ 18	Bichromate 13@ 15	Bromide 52@ 57	Carb 12@ 15	Chlorate, po. 17@ 19	Cyanide 34@ 38	Iodide 2 60@ 2 65	Potassa, Bitart, pure 28@ 30	Potassa, Bitart, com. 15	Potass Nitras, opt. 7@ 10	Potass Nitras 6@ 8	Prussiate 23@ 26	Sulphate po. 15@ 18	Radix	Aconitum 20@ 25	Althae 30@ 33	Anchusa 10@ 12	Arum po. 25	Calamus 20@ 40	Gentiana, po. 15 12@ 15	Glycyrrhiza, pv. 15 16@ 18	Hydrastis Canad. 75	Hydrastis Can., po. 80	Hellebore, Alba, po. 15@ 20	Inula, po. 15@ 20	Ipecac, po. 3 40@ 3 60	Iris plox., po. 35@ 38	Jalapa, pr 25@ 30	Maranta, 1/2s 25@ 30	Podophyllum, po. 22@ 25	Rhei, cut 75@ 1 00	Rhei, pv 1 25	Spigelia 75@ 1 35	Sanguinaria, po. 15 35@ 38	Serpentaria 40@ 45	Senega 60@ 65	Smilax, officinalis H. 40	Smilax, M. 25	Sellae, po. 35 10@ 12	Symplocarpus, Foetidus, po. 25	Valeriana, Eng. po. 30 15@ 20	Valeriana, German. 14@ 16	Zingiber a 14@ 16	Zingiber j. 25@ 27	Semen	Anisum, po. 15 13@ 15	Apium (graveleons), 4@ 6	Bird, 1s 4@ 6	Cardamom, po. 18 1 25@ 1 75	Coriandrum 8@ 10	Cannabis Sativa 4 1/2@ 5	Cydonium 75@ 1 00	Chenopodium 10@ 12	Dipterix Odorate 1 00@ 1 10	Foeniculum 10@ 12	Foenugreek, po. 7@ 9	Lini 4@ 5	Lini, grd. bbl. 4 4 1/2@ 5	Lobelia 35@ 40	Pharlaris Canarian. 4 1/2@ 5	Rapa 4 1/2@ 5	Sinapis Alba 9@ 10	Sinapis Nigra 11@ 12	Spiritus	Frumentil, W. D. Co. 2 00@ 2 50	Frumentil, D. F. R. 2 00@ 2 25	Frumentil 1 25@ 1 50	Juniperis Co. O. T. 1 65@ 2 00	Juniperis Co. 1 75@ 3 50	Saacharum N. E. 1 90@ 2 10	Spt. Vini Galli 1 75@ 6 50	Vini Oportu 1 25@ 2 00	Vini Alba 1 25@ 2 00	Sponges	Florida sheeps' wool carriage 2 50@ 2 75	Nassau sheeps' wool carriage 2 50@ 2 75	Velvet extra sheeps' wool carriage 1 50	Extra yellow sheeps' wool carriage 1 25	Grass sheeps' wool carriage 1 00	Hard, for slate use 75	Yellow Reef, for slate use 1 40	Syrups	Acacia 50	Aurant Cortex 50	Zingiber 50	Ipecac 50	Ferri Iod. 50	Rhei Arom. 50	Smilax Officinalis 50@ 60	Senega 50@ 60	Sellae 50	Sellae Co. 50	Tolutan 50	Prunus virg. 50	Tinctures	Aconitum Napellis R 60	Aconitum Napellis F 50	Aloes 60	Aloes and Myrrh 60	Arnica 50	Assafetida 50	Atropine Belladonna 60	Aurant Cortex 50	Benzoil 50	Benzoil Co. 50	Barosma 50	Cantharides 75	Capsicum 50	Cardamom 75	Cardamom Co. 75	Castor 1 00	Catechu 50	Cinchona 50	Cinchona Co. 50	Columba 60	Cubeba 50	Cassia Acutifol 50	Cassia Acutifol Co. 50	Ergot 50	Ferri Chloridum 50	Gentian 50	Gentian Co. 50	Gulaca 50	Gulaca ammon. 50	Hyoscyamus 60	Iodine 75	Iodine, colorless 75	Kino 50	Lobelia 50	Myrrh 50	Nux Vomica 50	Opli 75	Opli, comphorated 50	Opli, deodorized 1 50	Rhatany 50	Rhei 50	Sanguinaria 50	Serpentaria 50	Stromonium 60	Tolutan 60	Valerian 50	Veratrum Veride 50	Zingiber 20	Miscellaneous	Aether, Spts. Nit. F 30@ 35	Aether, Spts. Nit. F 34@ 38	Alumen 2 1/2@ 3	Alumen, gro'd., po. 7 3@ 4	Annatto 40@ 50	Antimonil, po. 4@ 5	Antimonil et Potass T 40@ 50	Antipyrin 40@ 25	Antifebrin 40@ 20	Argent Nitras, oz. 51	Arsenicum 10@ 12	Balm Gilead Buds 38@ 40	Bismuth S. N. 1 90@ 2 00	Calcium Chlor., 1s. 9	Calcium Chlor., 1/2s. 10	Calcium Chlor., 3/4s. 12	Cantharides, Rus. po 8	Capsici Fructus, af. 15	Capsici Fructus, po. 15	Capsici Fructus B, po 15	Caryophyllus, po. 15 12@ 14	Carmin, No. 40 3 00	Cera Alba 50@ 55	Cera Flava 40@ 42	Coccus 40	Cassia Fructus 40	Centraria 40	Cetaceum 10	Chloroform 55@ 60	Chloroform, squibbs 1 10	Chloral Hyd Crst. 1 40@ 1 65	Chondrus 20@ 25	Cinchonidine, P. & W 38@ 48	Cinchonidine, Germ. 38@ 48	Cocaine 5 80@ 6 00	Corks, list, dis. pr. ct. 30	Creosotum 40	Creta 75	Creta, prep. 2	Creta, prep. 5	Creta, prep. 9@ 11	Creta, Rubra 3	Crocus 20@ 25	Cudbear 24	Cupri Sulph. 6 1/2@ 8	Dextrine 7@ 10	Ether Sulph. 75@ 90	Emery, all numbes. 8	Emery, po. 8	Ergota, po. 90 85@ 90	Flake White 12@ 15	Galla 23	Gambler 8@ 9	Gelatin, Cooper 60	Gelatin, French 35@ 60	Glassware, flint, box 75 & 5	Less than box 70	Glue, brown 11@ 13	Glue, white 15@ 25	Glycerina 17 1/2@ 25	Crana Paradisi 25	Humulus 25@ 55	Hydrarg Chlor Mite 1 00	Hydrarg Chlor Cor. 90	Hydrarg Ox Rub'm. 1 10	Hydrarg Ammoniat 1 20	Hydrarg Unguentum 50@ 60	Hydrargyrum 85	Ichthyobolla, Am. 65@ 70	Indigo 75@ 1 00	Iodine, Resubl. 3 85@ 4 00	Iodoform 3 85@ 4 00	Lupulin 50	Lycopodium 80@ 85	Macls 65@ 75	Liquor Arsen et Hydrarg Iod. 25	Liquor Potass Arsenit 10@ 12	Magnesia, Sulph. 2@ 3	Magnesia, Sulph, bbl 1 1/2	Mannia, S. F. 50@ 60

Menthol 4 60	Selditz Mixture 20@ 22	Linseed, pure raw 61 64
Morpha, S. P. & W. 2 25@ 2 60	Sinaps 18	Linseed, boiled 62 65
Morpha, S. N. Y. Q. & C. Co. 2 15@ 2 40	Sinaps, opt. 30	Neatsfoot, winter str 54 60
Moschus Canton 40	Snuff, Macebooy, De Voes 41	Spirits Turpentine 46 25
Myristica, No. 1 65@ 80	Snuff, Scotch, De Vo's 41	Paints BBL. LB.
Nux Vomica, po. 15 35@ 37	Soda, Boras 9@ 11	Red Venetian 13 1/2 2 @ 28
Os Sepia 35@ 37	Soda, Boras, po. 9@ 11	Ochre, yellow Mars 13 1/2 2 @ 23
Pepsin Saac, H. & P. D Co 1 00	Soda et Potass Tart. 23@ 25	Putty, commercial 2 1/2 2 1/2 @ 3
Picis Liq. N. N. 1/2 gal. doz 2 00	Soda, Carb. 1 1/2@ 2	Putty, strictly pure 2 1/2 2 1/2 @ 3
Picis Liq., quarts. 1 00	Soda, Bi-Carb. 3@ 5	Vermilion, Prime American 13@ 15
Picis Liq., pints. 85	Soda, Ash. 3 1/2@ 4	Vermilion, English 70@ 75
Pil Hydrarg. po. 80 50	Soda, Sulphas. 2	Green, Paris 14@ 18
Piper Nigra. po. 22 18	Spts. Cologne. 2 60	Green, Peninsular 13@ 16
Pil Alba. po. 35 30	Spts. Ether Co. 50@ 55	Lead, red 6 1/2 @ 6 1/2
Plix Burgun 7@ 7	Spts. Myrcia Dom. 2 00	Lead, white 6 1/2 @ 6 1/2
Plumbi Acet. 10@ 12	Spts. Vini Rect. bbl. 40	Whiting, white Span 6 1/2 @ 6 1/2
Pulsis Ipecac et Opi 1 30@ 1 50	Spts. Vini Rect. 10gal 40	Whiting, gilders 90
Pyrethrum, boxes H. & P. D. Co., doz. 75	Spts. Vini Rect. 5 gal 2 1/2 @ 4	White, Paris, Amer. 1 25
Pyrethrum, pv. 25@ 30	Sulphur, Subl. 1 05@ 1 25	Whiting, Paris, Eng. cliff 1 40
Quassia 8@ 10	Sulphur, Roll. 2 1/2 @ 3 1/2	Universal Prepared 1 10@ 1 20
Quinia, S. P. & W. 30@ 40	Tamarinds 8@ 10	Varnishes
Quinia, S. German. 29@ 39	Terebenth Venice 28@ 30	No. 1 Turp Coach 1 10@ 1 20
Quinia, N. Y. 29@ 39	Theobroma 60@ 65	Extra Turp. 1 60@ 1 70
Rubia Tincturum 12@ 14	Vanilla 9 00@ 16 00	Coach Body 2 75@ 3 00
Rubia Tincturum 12@ 14	Zinci Sulph. 7@ 8	No. 1 Turp Furn. 1 00@ 1 10
Saccharum Lactis pv 18@ 20	Oils	Extra Turk Damar. 1 55@ 1 60
Salaclin 4 50@ 4 75	Whale, winter 70 70	Jap. Dryer, No. 1 Turp 70@ 75
Sanguis Draconis 4 50@ 5 00	Lard, extra 60 70	
Sapo, W. 12@ 14	Lard, No. 1 45 50	
Sapo M. 10@ 12		

Drugs

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

We are dealers in Paints, Oils and
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We have a full line of Staple Drug-
gists' Sundries.

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erly'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

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED Halibut Chunks Edam Cheese

DECLINED Challenge Milk Standard Tubs Nectarines

Index to Markets By Columns

Table listing various grocery items under columns A through Y, including Flour, Sugar, Canned Goods, and more.

1 ALABASTINE

Table listing items under column 1, including White in drums, Colors in drums, and Ammonia.

MICA AXLE GREASE advertisement with image of the product tin.

Table listing items under column 1, including Baking Powder and Dried Fruits.

JAXON advertisement with image of a product container.

Table listing items under column 1, including Bath Brick and Bluing.

CONDENSED PEARL BLUING advertisement with image of the product box.

Table listing items under column 1, including Brooms and various household goods.

Table listing items under column 1, including various oils and fats.

2 BRUSHES

Table listing items under column 2, including Scrub, Solid Back, and Shoe.

Table listing items under column 2, including Stove and Butter Color.

Table listing items under column 2, including Candles and Canned Goods.

Table listing items under column 2, including Apples, Blackberries, and Beans.

Table listing items under column 2, including Clams, Clam Bouillon, and Cherries.

Table listing items under column 2, including Corn, Cove Oysters, and French Peas.

Table listing items under column 2, including Gooseberries, Hominy, and Lobster.

Table listing items under column 2, including Mackerel, Mushrooms, and Oysters.

Table listing items under column 2, including Peaches, Pears, and Peas.

Table listing items under column 2, including Pumpkin, Raspberries, and Russian Cavier.

Table listing items under column 2, including various oils and fats.

3

Table listing items under column 3, including Salmon, Shrimps, and Sardines.

Table listing items under column 3, including Strawberries, Succotash, and Tomatoes.

Table listing items under column 3, including Catsup, Carbon Oils, and Barrels.

Table listing items under column 3, including Cheese, Dime, and Coupon Books.

Table listing items under column 3, including Chewing Gum, Chicory, and Chocolate.

Table listing items under column 3, including Cocoa, Cocoa Shells, and Coffee.

Table listing items under column 3, including Coffee, Cocoa Shells, and Coffee.

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4

Table listing items under column 4, including Santos, Maracalbo, and Mexican.

Table listing items under column 4, including Guatemala, Java, and Mocha.

Table listing items under column 4, including Package, New York Basis, and Arbuckle.

Table listing items under column 4, including Extract, Valley City, and Hummel's foil.

Table listing items under column 4, including Condensed Milk, Gall Borden Eagle, and Crown.

Table listing items under column 4, including Coupon Pass Books, Credit Checks, and Crackers.

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5

Table listing items under column 5, including Molasses Cake, Molasses Bar, and Moss Jelly Bar.

Table listing items under column 5, including Oatmeal Crackers, Oatmeal Wafers, and Orange Crisp.

Table listing items under column 5, including Cream Tartar, Apples, and California Fruits.

Table listing items under column 5, including Apples, California Fruits, and Apricots.

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Wheatflour advertisement with image of the product box.

6

Tapioca... 4 3/4
Pearl, 130 lb. sacks... 3 3/4
Pearl, 24 1 lb. packages... 6

Wheat... 3 3/4
Cracked, bulk... 2 5/8
24 2 lb. packages... 2 5/8

FOOTE & JENKS' HIGHEST GRADE EXTRACTS JAXON

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

COLEMAN'S HIGH FOOTE & JENKS CLASS EXTRACTS

Vanilla... 2 02
Lemon... 2 02
2 oz panel... 1 20
3 oz taper... 2 00
4 oz taper... 1 50

Jennings' Arctic... 2 02
Lemon... 2 02
2 oz full meas. pure... 75
2 oz full meas. pure Vanilla... 1 20

Big Value... 2 02
Vanilla... 2 02
2 oz oval... 75
2 oz oval Pure Lemon... 75

JENNINGS' FLAVORING EXTRACTS

Reg. 2 oz. D. C. Lemon... 75
No. 4 Taper D. C. Lemon... 1 52
Reg. 2 oz. D. C. Vanilla... 1 24
No. 3 Taper D. C. Vanilla... 2 08

Standard... 2 02
Vanilla... 70
2 oz. flat Pure Lemon... 70

Northrop Brand... 2 02
Taper Panel... 75
2 oz. Oval... 75
3 oz. Taper Panel... 1 35
4 oz. Taper Panel... 2 25

Perrigo's... 2 02
Van... 1 25
Lem... 1 25
XXX, 2 oz. obtert... 1 25
XXX, 4 oz. taper... 2 25
XX, 2 oz. obtert... 1 00
No. 2, 2 oz. obtert... 75
XXX D D ptehr, 6 oz... 2 25
XXX D D ptehr, 4 oz... 1 75
K. P. pitcheh, 6 oz... 2 25

FLY PAPER... Tanglefoot, per doz... 35
Tanglefoot, per case... 3 20

FRESH MEATS... Beef... 6 @ 8
Forequarters... 5 1/2 @ 6
Hindquarters... 7 @ 9
Loins No. 3... 9 @ 14
Ribs... 9 @ 12
Rounds... 6 1/2 @ 7
Chucks... 5 1/2 @ 6
Plates... 4 @ 5

Pork... Dressed... 6 @ 8
Loins... 8 @ 8
Boston Butts... 7 1/2 @ 7
Shoulders... 8 @ 7
Leaf Lard... 8 @ 8

Mutton... Carcass... 7 @ 7 1/2
Spring Lambs... 8 1/2 @ 9

Veal... Carcass... 8 @ 9

GRAINS AND FLOUR... Wheat... 75

Winter Wheat Flour... Patents... 4 50
Second Patent... 3 85
Straight... 3 65
Bulk, 3 gal. kegs... 1 25
Bulk, 5 gal. kegs... 1 00
Manzanilla, 7 oz... 80
Queen, pints... 2 35
Queen, 19 oz... 4 50
Queen, 28 oz... 7 00
Stuffed, 5 oz... 1 45
Stuffed, 8 oz... 1 45
Stuffed, 10 oz... 2 30

OYSTER PAILS... 10 00

PARIS GREEN... Bulk... 14
Packages, 1/4 lb., each... 18
Packages, 1/2 lb., each... 17
Packages, 1 lb., each... 16

PICKLES... 1 200 count... 4 50
Barrel hbls, 600 count... 2 75

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

7

Lemon & Wheeler Co.'s Brand... Wingold 1/8... 4 50
Wingold 1/4... 4 40
Wingold 1/2... 4 30

Olney & Judson's Brand... Ceresota 1/8... 4 65
Ceresota 1/4... 4 55
Ceresota 1/2... 4 45



Prices always right. Write or wire Musselman Grocer Co. for special quotations.

Worden Grocer Co.'s Brand... Laurel 1/8... 4 50
Laurel 1/4... 4 40
Laurel 1/2... 4 30

Meal... Boiled... 2 00
Granulated... 2 10

Feed and Millstuffs... St. Car Feed, screened... 16 50
No. 1 Corn and Oats... 16 00
Unbolted Corn Meal... 16 50

Corn... Corn, car lots... 40

Oats... Car lots... 28 1/2
Car lots, clipped... 30 1/2

Hay... No. 1 Timothy car lots... 11 00
No. 1 Timothy ton lots... 12 00

HERBS... Sage... 15
Hops... 15
Senna Leaves... 25

INDIGO... Madras, 5 lb. boxes... 55
S. F., 2, 3 and 5 lb. boxes... 50

JELLY... 5 lb. palls per doz... 1 85
15 lb. palls... 35
30 lb. palls... 62

LICORICE... Pure... 30
Calabria... 23
Sticky... 14
Roof... 10

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

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

MEAT EXTRACTS... Armour & Co.'s, 4 oz... 45
Liebig's, 2 oz... 75

MOLASSES... Fancy Open Kettle... 40
Choice... 35
Fair... 25
Good... 22

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

OLIVES... Bulk, 1 gal. kegs... 1 25
Bulk, 3 gal. kegs... 1 10
Bulk, 5 gal. kegs... 1 00

BUTTERINE... Solid, dairy... 11 1/2 @ 13 1/2
Rolls, dairy... 12 @ 14

CANNED MEATS... Corned beef, 2 lb... 2 75
Corned beef, 14 lb... 17 50
Roast beef, 2 lb... 2 75

RICE... Carolina head... 7
Carolina No. 1... 5 1/2 @ 5 1/2
Carolina No. 2... 4 3/4 @ 4 3/4

IMPORTED... Japan, No. 1... 5 1/2 @ 5 1/2
Japan, No. 2... 4 3/4 @ 4 3/4

SALERATUS... Packed 60 lbs. in box... 3 15
Church's Arm and Hammer... 3 15
Deland's... 3 00

SAL SODA... Granulated, bbls... 90
Granulated, 100 lb. cases... 90
Lump, bbls... 75
Lump, 145 lb. kegs... 80

8

PAPER BAGS Continental Paper Bag Co. Ask your Jobber for them. Glory Mayflower Satchel & Pacific Bottom Square

Red... 4 1/4
Gray... 4 3/4
48 cans in case. Babbitt's... 4 00
Potters Salt Co.'s... 3 00

POTASH... Babbitt's... 4 00
Potters Salt Co.'s... 3 00

PROVISIONS... Barreled Pork... Mess... 14 50
Back... 14 50
Clear back... 14 50
Short cut... 14 50

Dry Salt Meats... Bellies... 8 1/2
Briskets... 8
Extra shorts... 7 1/2

Smoked Meats... Hams, 12 lb. average... 9 1/2
Hams, 14 lb. average... 9 1/2
Hams, 16 lb. average... 9 1/2

Herring... Holland white hoops, bbl... 11 00
Holland white hoops, 1/2 bbl... 6 00

Mackerel... No. 1 100 lbs... 12 00
No. 1 40 lbs... 5 50
No. 1 10 lbs... 2 50

Trout... No. 1 100 lbs... 5 50
No. 1 40 lbs... 2 50
No. 1 10 lbs... 1 10

Whitefish... No. 1 No. 2 Fam... 7 25
No. 1 No. 2... 7 00
No. 1 10 lbs... 3 20
No. 1 8 lbs... 1 10

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

SEEDS... Anise... 9
Canary, Smyrna... 4
Caraway... 4

SHOE BLACKING... Handy Box, large... 2 50
Handy Box, small... 1 25

SOAP... Single box... 3 00
5 box lots, delivered... 2 95

RUB-N-O-MORE... 100 12 oz bars... 3 00

SHOE BLACKING... Handy Box, large... 2 50
Handy Box, small... 1 25

SNUFF... Scotch, in bladders... 37
Maccabay, in jars... 35

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

RUB-N-O-MORE... 100 12 oz bars... 3 00

SHOE BLACKING... Handy Box, large... 2 50
Handy Box, small... 1 25

SNUFF... Scotch, in bladders... 37
Maccabay, in jars... 35

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

RUB-N-O-MORE... 100 12 oz bars... 3 00

SHOE BLACKING... Handy Box, large... 2 50
Handy Box, small... 1 25

SNUFF... Scotch, in bladders... 37
Maccabay, in jars... 35

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

RUB-N-O-MORE... 100 12 oz bars... 3 00

SHOE BLACKING... Handy Box, large... 2 50
Handy Box, small... 1 25

9

SALT... Buckeye... 100 3 lb. bags... 3 00
50 6 lb. bags... 3 00

Diamond Crystal... Table, cases, 24 3 lb. boxes... 1 40
Table, barrels, 100 3 lb. bags... 3 00

Common Grades... 100 3 lb. sacks... 2 25
60 5 lb. sacks... 2 15

Warsaw... 56 lb. dairy in drill bags... 30
28 lb. dairy in drill bags... 15

Ashton... 56 lb. dairy in linen sacks... 60

Higgins... 56 lb. dairy in linen sacks... 60

Solar Rock... 56 lb. sacks... 30

Common... Granulated Fine... 1 20
Medium Fine... 1 25

SALT FISH... Cod... Georges cured... 6
Georges genuine... 6 1/2

Halibut... Strips... 12
Chunks... 12

Herring... Holland white hoops, bbl... 11 00
Holland white hoops, 1/2 bbl... 6 00

Mackerel... No. 1 100 lbs... 12 00
No. 1 40 lbs... 5 50

Trout... No. 1 100 lbs... 5 50
No. 1 40 lbs... 2 50

Whitefish... No. 1 No. 2 Fam... 7 25
No. 1 No. 2... 7 00

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

SEEDS... Anise... 9
Canary, Smyrna... 4

SHOE BLACKING... Handy Box, large... 2 50
Handy Box, small... 1 25

SNUFF... Scotch, in bladders... 37
Maccabay, in jars... 35

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

RUB-N-O-MORE... 100 12 oz bars... 3 00

SHOE BLACKING... Handy Box, large... 2 50
Handy Box, small... 1 25

SNUFF... Scotch, in bladders... 37
Maccabay, in jars... 35

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

RUB-N-O-MORE... 100 12 oz bars... 3 00

SHOE BLACKING... Handy Box, large... 2 50
Handy Box, small... 1 25

SNUFF... Scotch, in bladders... 37
Maccabay, in jars... 35

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

RUB-N-O-MORE... 100 12 oz bars... 3 00

SHOE BLACKING... Handy Box, large... 2 50
Handy Box, small... 1 25

10

Detroit Soap Co. brands... Queen Anne... 3 15
Big Bargain... 1 75

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

Schultz & Co. brand... Star... 3 00

B. T. Babbit brand... Babbit's Best... 4 00

Fels brand... Naptha... 4 00

Scouring... Sapollo, kitchen, 3 doz... 2 40

SODA... Boxes... 5 1/2
Kegs, English... 4 3/4

SPICES... Whole Spices... Allspice... 12

Pepper, Singapore, black... 28
Pepper, Singapore, white... 28

Pure Ground in Bulk... Allspice... 16

Cassia, Batavia... 28
Cassia, Saigon... 18

Mace... 55
Nutmegs, 75-80... 40

Nutmegs, 105-110... 35
Nutmegs, 115-120... 35

Pepper, Singapore, black... 28
Pepper, Singapore, white... 28

Pepper, Cayenne... 20

STARCH... Kingsford's... 40 1-lb. packages... 6 1/2

Kingsford's Silver Gloss... 40 1-lb. packages... 7

Common Corn... 20 1-lb. packages... 4 1/2

Common Gloss... 1-lb. packages... 4 1/2

TOBACCO... Cigars... 35 00
A. Bomers' brand... 35 00

EVAMELINE... 6 00

EVAMELINE... 6 00

EVAMELINE... 6 00

EVAMELINE... 6 00

EVAMELINE... 6 00

EVAMELINE... 6 00

EVAMELINE... 6 00

EVAMELINE... 6 00

11

Coarse Granulated... 5 60
Extra Fine Granulated... 5 60

Diamond A... 5 50
Confactioner's A... 5 30

No. 1, Columbia A... 5 15
No. 2, Windsor A... 5 10

No. 3, Ridgewood A... 5 10
No. 4, Phoenix A... 5 05

No. 5, Empire A... 5 00
No. 6... 4 95

No. 7... 4 85
No. 8... 4 75

No. 9... 4 70
No. 10... 4 65

No. 11... 4 60
No. 12... 4 55

No. 13... 4 55
No. 14... 4 50

No. 15... 4 50
No. 16... 4 50

Michigan Granulated... 10c per cwt less than Eastern.

SYRUPS... Pure Cane... Fair... 16

Good... 20
Choice... 25

TABLE SAUCES... Lea & Perrin's... The Original and Genuine Worcestershire.

Lea & Perrin's, large... 3 75
Lea & Perrin's, small... 2 50

Halford, large... 3 75
Halford, small... 2 55

Salad Dressing, large... 4 55
Salad Dressing, small... 2 75

TEA... Sundried, medium... 28

Sundried, choice... 30

Sundried, fancy... 25

Regular, medium... 28

Regular, choice... 30

Regular, fancy... 40

Basket-fired, medium... 28

Basket-fired, choice... 35

Basket-fired, fancy... 40

Nibs... 27

Siftings... 19c @ 21

Fannings... 20c @ 22

Gunpowder... Moyune, medium... 26

Moyune, choice... 35

12

Table with 2 columns: Item Name and Price. Includes A. B. Ballard & Co., E. M. Schwarz & Co., San Telmo, Havana Cigar Co., C. Costello & Co., LaGora-Fee Co., S. I. Davis & Co., Hene & Co., Benedict & Co., Hemmeyer Cigar Co., G. J. Johnson Cigar Co., Maurice Sanborn, Bock & Co., Manuel Garcia, Neuva Mundo, Henry Clay, La Carolina, Standard T. & C. Co., H. Van Tongeren's Brand, Star Green.

Fine Cut

Table with 2 columns: Item Name and Price. Includes Golden Top, Hiawatha, Ojibina, Pay Car, Prairie Rose, Protection, Sweet Burley, Sweet Loma, Tiger, Uncle Daniel.

Plug

Table with 2 columns: Item Name and Price. Includes Red Cross, Palo, Kyo, Hiawatha, Battle Axe, American Eagle, Standard Navy, Spear Head, Nobby Twist, Jolly Tar, Old Honesty, Toddy, J. T., Piper Heidsieck, Root Jack, Jelly Cake, Plumb Bob, Flat Iron.

Smoking

Table with 2 columns: Item Name and Price. Includes Warpath, Bamboo, I X L, Honey Dew, Gold Block, Flagman, Chips, Kiln Dried, Duke's Mixture, Yum Yum, Cream, Corn Cake, Corn Cake, Plow Boy, Peerless, Indicator, Col. Choice, Col. Choice.

TWINE

Table with 2 columns: Item Name and Price. Includes Cotton, Jute, Hemp, Flax, Wool.

VINEGAR

Table with 2 columns: Item Name and Price. Includes Malt White Wine, Pure Cider, Pure Cider, Pure Cider.

WASHING POWDER

Table with 2 columns: Item Name and Price. Includes Rub-No-More, Gold Dust, Pearlina, Scourine.

WICKING

Table with 2 columns: Item Name and Price. Includes No. 0, No. 1, No. 2, No. 3.

WOODENWARE

Table with 2 columns: Item Name and Price. Includes Bushels, Splint, Willow Clothes, Butter Plates, Clothes Pins, Egg Crates, Mop Sticks.

Baskets

Table with 2 columns: Item Name and Price. Includes No. 1, No. 2, No. 3.

Butter Plates

Table with 2 columns: Item Name and Price. Includes No. 1, No. 2, No. 3, No. 5.

Clothes Pins

Table with 2 columns: Item Name and Price. Includes Round head, Humpty Dumpty, Red Fox, Grey Fox, Lynx, Musktrat, Mink, Raccoon, Skunk.

Mop Sticks

Table with 2 columns: Item Name and Price. Includes No. 1, No. 2, No. 3.

13

Table with 2 columns: Item Name and Price. Includes 2-hoop Standard, 3-hoop Standard, 2-wire, Cable, 3-wire, Cable, Cedar, all red, brass bound, Paper, Eureka, Fibre.

Toothpicks

Table with 2 columns: Item Name and Price. Includes Hardwood, Softwood, Banquet, Ideal.

Tubs

Table with 2 columns: Item Name and Price. Includes 20-inch Standard, 18-inch Standard, 16-inch Standard, 16-inch Cable, 18-inch Cable, 16-inch Cable, No. 1 Fibre, No. 2 Fibre, No. 3 Fibre.

Wash Boards

Table with 2 columns: Item Name and Price. Includes Bronze Globe, Dewey, Double Acme, Single Acme, Double Peerless, Single Peerless, Northern Queen, Double Duplex, Good Luck, Universal.

Wood Bowls

Table with 2 columns: Item Name and Price. Includes 11 in. Butter, 13 in. Butter, 15 in. Butter, 17 in. Butter, 19 in. Butter, Assorted 13-15-17, Assorted 15-17-19.

WRAPPING PAPER

Table with 2 columns: Item Name and Price. Includes Common Straw, Colored Filter Manila, No. 1 Manila, Cream Manila, Butcher's Manila, Wax Butter, Wax Butter rolls.

YEAST CAKE

Table with 2 columns: Item Name and Price. Includes Magic, 3 doz., Sunlight, 3 doz., Sunlight, 1 1/2 doz., Yeast Cream, 3 doz., Yeast Foam, 3 doz., Yeast Foam, 1 1/2 doz.

FISH AND OYSTERS

Fresh Fish

Table with 2 columns: Item Name and Price. Includes White fish, Trout, Black Bass, Halibut, Ciscos or Herring, Bluefish, Live Lobster, Boiled Lobster, Cod, Haddock, No. 1 Pickerel, Pike, Perch, Smoked White, Red Snapper, Col River Salmon, Mackerel.

Oysters in Bulk

Table with 2 columns: Item Name and Price. Includes Counts, Ext. Selects, Selects, Standards, Anchor Standards.

Oysters in Cans

Table with 2 columns: Item Name and Price. Includes F. H. Counts, F. J. D. Selects, Selects, F. J. D. Standards, Anchors, Standards, Favorite.

Shell Goods

Table with 2 columns: Item Name and Price. Includes Clams, Oysters.

HIDES AND PELTS

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

Hides

Table with 2 columns: Item Name and Price. Includes Green No. 1, Green No. 2, Cured No. 1, Cured No. 2, Calfskins, green No. 1, Calfskins, green No. 2, Calfskins, cured No. 1, Calfskins, cured No. 2.

Pelts

Table with 2 columns: Item Name and Price. Includes Pelts, each, Lamb.

Tallow

Table with 2 columns: Item Name and Price. Includes No. 1, No. 2.

Wool

Table with 2 columns: Item Name and Price. Includes Washed, fine, Washed, medium, Unwashed, fine, Unwashed, medium.

Furs

Table with 2 columns: Item Name and Price. Includes Beaver, Wild Cat, House Cat, Red Fox, Grey Fox, Lynx, Musktrat, Mink, Raccoon, Skunk.

14

CANDIES

Stick Candy

Table with 2 columns: Item Name and Price. Includes Standard, Standard H. H., Standard Twist, Cut Leaf, Jumbo, 32 lb., Extra H. H., Boston Cream, Beet Root.

Mixed Candy

Table with 2 columns: Item Name and Price. Includes Grocers, Competition, Special, Conserve, Royal, Ribbon, Broken, Cut Leaf, English Rock, Kindergarten, French Cream, Dandy Pan, Hand Made Cream mixed, Crystal Cream mix.

Fancy-In Bulk

Table with 2 columns: Item Name and Price. Includes San Blas Goodies, Lozenges, plain, Lozenges, printed, Choc. Drops, Eclair Chocolates, Choc. Monumentals, Ceylon Chocolate, Gum Drops, Moss Drops, Lemon Sours, Imperials, Ital. Cream Bonbons, Ital. Cream Bonbons, Molasses Chews, 15 lb. palls, Pine Apple Ice, Maroons, Waffle Waffles.

Fancy-In 5 lb. Boxes

Table with 2 columns: Item Name and Price. Includes Lemon Sours, Peppermint Drops, Chocolate Drops, H. M. Choc. Drops, H. M. Choc. Lt. and Dk. No. 12, Gum Drops, Licorice Drops, Lozenges, plain, Lozenges, printed, Imperials, Mottos, Cream Bar, Molasses Bar, Hand Made Creams, Cream Buttons, Pep. and Wint, String Rock, Wintergreen Berries.

Caramels

Table with 2 columns: Item Name and Price. Includes No. 1 wrapped, 3 lb. boxes, Penny Goods.

FRUITS

Oranges

Table with 2 columns: Item Name and Price. Includes Florida Russett, Florida Bright, Fancy Navels, Extra Choice, Late Valencia, Seedlings, Medt. Sweets, Jamaica, Rami.

Lemons

Table with 2 columns: Item Name and Price. Includes Messina, 300s, California 300s, California 300s.

Bananas

Table with 2 columns: Item Name and Price. Includes Medium bunches, Large bunches.

Foreign Dried Fruits

Table with 2 columns: Item Name and Price. Includes Figs, California, Fancy, Cal. pkg., 10 lb. boxes, Extra Choice, 10 lb. boxes, Pulled, 6 lb. boxes, Naturals, in bags, Dates, Fards in 10 lb. boxes, Fards in 60 lb. cases, Hollow, lb. cases, new, Sairs, 60 lb. cases.

NUTS

Table with 2 columns: Item Name and Price. Includes Almonds, Tarragona, Almonds, Ivica, Almonds, California, soft shelled, Brazil, Walnuts, Grenobles, Walnuts, soft shelled, California No. 1, Table Nuts, fancy, Table Nuts, choice, Pecans, Med, Pecans, Ex. Large, Pecans, Jumbos, Hickory Nuts per bu., Ohio, new, Coccoanuts, full sacks, Coccoanuts, per bu., Peanuts, Fancy, H. P., Suns, Fancy, H. P., Flags, Roasted, Choice, H. P., Extras, Choice, H. P., Extras, Roasted, Span. Shld No. 1 w.

15

Crockery and Glassware.

AKRON STONWARE

Butters

Table with 2 columns: Item Name and Price. Includes 1/2 gal., per doz., 2 to 6 gal., per gal., 8 gal. each, 10 gal. each, 12 gal. each, 15 gal. meat-tubs, each, 20 gal. meat-tubs, each, 25 gal. meat-tubs, each, 30 gal. meat-tubs, each.

Churns

Table with 2 columns: Item Name and Price. Includes 2 to 6 gal., per gal., Churn Dashers, per doz.

Milkpans

Table with 2 columns: Item Name and Price. Includes 1/2 gal. flat or rd. bot., per doz., 1 gal. flat or rd. bot., each.

Fine Glazed Milkpans

Table with 2 columns: Item Name and Price. Includes 1/2 gal. flat or rd. bot., per doz., 1 gal. flat or rd. bot., each.

Stewpans

Table with 2 columns: Item Name and Price. Includes 1/2 gal. fireproof, ball, per doz., 1 gal. fireproof, ball, per doz.

Jugs

Table with 2 columns: Item Name and Price. Includes 1/2 gal. per doz., 1/4 gal. per doz., 1 to 5 gal., per gal.

Sealing Wax

Table with 2 columns: Item Name and Price. Includes 5 lbs. in package, per lb.

LAMP BURNERS

Table with 2 columns: Item Name and Price. Includes No. 0 Sun, No. 1 Sun, No. 2 Sun, No. 3 Sun, Tubular, Nutmeg.

LAMP CHIMNEYS—Seconds

Table with 2 columns: Item Name and Price. Includes No. 0 Sun, No. 1 Sun, No. 2 Sun.

First Quality

Table with 2 columns: Item Name and Price. Includes No. 0 Sun, crimp top, wrapped & lab., No. 1 Sun, crimp top, wrapped & lab., No. 2 Sun, crimp top, wrapped & lab.

XXX Flint

Table with 2 columns: Item Name and Price. Includes No. 1 Sun, crimp top, wrapped & lab., No. 2 Sun, crimp top, wrapped & lab., No. 2 Sun, hinge, wrapped & lab.

Pearl Top

Table with 2 columns: Item Name and Price. Includes No. 1 Sun, wrapped and labeled, No. 2 Sun, wrapped and labeled, No. 2 hinge, wrapped and labeled, No. 2 Sun, "Small Bulb," for Globe Lamps.

La Bastie

Table with 2 columns: Item Name and Price. Includes No. 1 Sun, plain bulb, per doz., No. 2 Sun, plain bulb, per doz., No. 1 Crimp, per doz., No. 2 Crimp, per doz.

Rochester

Table with 2 columns: Item Name and Price. Includes No. 1 Lime (65 doz), No. 2 Lime (70 doz), No. 2 Flint (80 doz).

Electric

Table with 2 columns: Item Name and Price. Includes No. 2 Lime (70 doz), No. 2 Flint (80 doz).

OIL CANS

Table with 2 columns: Item Name and Price. Includes 1 gal. tin cans with spout, per doz., 1 gal. galv. iron with spout, per doz., 2 gal. galv. iron with spout, per doz., 3 gal. galv. iron with spout, per doz., 5 gal. galv. iron with spout, per doz., 5 gal. galv. iron with faucet, per doz., 5 gal. Tilting cans., 5 gal. galv. iron Nacefas.

Pump Cans

Table with 2 columns: Item Name and Price. Includes 5 gal. Rapid steady stream, 5 gal. Eureka, non-overflow, 3 gal. Home Rule, 5 gal. Home Rule, 5 gal. Pirate King.

LANTERNS

Table with 2 columns: Item Name and Price. Includes No. 0 Tubular, side lift, No. 1 B Tubular, No. 15 Tubular, gasline, No. 1 Tubular, glass fountain, No. 12 Tubular, side lamp, No. 3 Street lamp, each.

LANTERN GLOBES

Table with 2 columns: Item Name and Price. Includes No. 0 Tub., cases 1 doz. each, box, 10c, No. 0 Tub., cases 2 doz. each, box, 15c, No. 0 Tub., bbls 5 doz. each, per bbl., No. 0 Tub., Bull's eye, cases 1 doz. each.

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.

GAS AND GASOLINE

MANTLES

GLOVER'S WHOLESALE MDSE. CO., Manufacturers, Importers, and Jobbers of Gas and Gasoline Sundries, GRAND RAPIDS, MICH.

THE NULITE 750 Candle Power ARC ILLUMINATORS Produce the finest artificial light in the world.



Superior to electricity or gas, cheaper than kerosene oil. A 20th century revelation in the art of lighting. They darkness into daylight turn, And air instead of money burn. No smoke, no odor, no noise, absolutely safe. They are portable, hang or stand them anywhere. We also manufacture Table Lamps, Wall Lamps, Pendants, Chandeliers, Street Lamps, etc. The best and only really successful Incandescent Vapor Gas Lamps made. They sell at sight! Good agents wanted. Write for catalogue and prices.

CHICAGO SOLAR LIGHT CO., 81 L. Fifth Ave. Chicago, Ill.

Promptness. The things you overlooked when our salesman visited you can be ordered from us by telephone, telegraph or letter. They will be shipped on the first train. We appreciate the fact that when you want something, you want it right off. Therefore, prompt shipments. BROWN & SEHLER. Grand Rapids, Michigan.

Simple Account File. Simplest and Most Economical Method of Keeping Petit Accounts. File and 1,000 printed blank bill heads. \$2 75. File and 1,000 specially printed bill heads. 3 00. Printed blank bill heads, per thousand. 1 25. Specially printed bill heads, per thousand. 1 50. Tradesman Company, Grand Rapids.

Window Dressing

Introduction of Color in the Background of the Window.

One of the constant problems in window trimming is the proper use of color in the windows. A trim of furnishing goods does not present as great difficulties in this respect as a clothing trim, especially a clothing trim of winter goods in their somber colors, black, gray or dark brown. No matter how furnishing goods are arranged or displayed, their different bright colors will give the window some brilliancy, even although that brilliancy may repel by the bad combinations of colors that are shown. But with the clothing window it is different. A solid clothing trim of winter goods is apt to present a solid mass of shadow, which, when the reflection of plate glass is taken into account, presents nothing but a black, shadowy mass to the view of the spectator, for whose benefit the window is arranged. For this reason it is of great importance that the clothing window shall have color introduced into it, that the individuality of the garments contained in it may be brought out and every garment enabled to present itself with some advantage. On the whole, it is not advisable to intersperse clothing trims with furnishing goods, and in many cases this method of introducing color into the window is not practical. The proprietor of the store may also have a prejudice against backgrounds of cheese-cloth, or other fancy materials, either because he does not believe in the use of such accessories, or because he objects to the expense connected with them. In such a case the trimmer is at a loss for means to neutralize the effect of the solid mass of black behind the plate glass front of the store, called by courtesy a display of various kinds of clothing. About the best method of dealing with this problem is to introduce color into the background of the window and to space the garments in the window as widely as possible, so that, even if color is not used, their outlines and peculiar features shall be as distinct as possible. It is a good idea to have curtains over the back of a clothing window. These curtains should be of plush, hung simply in natural folds from a curtain rod over the top of the backing. If the floor of the window is then covered with a nice piece of felt or (if nothing better offers) caupon flannel, a background is provided that does not interfere with the greatest simplicity in the method of trimming employed. Good colors for such curtains are green, not too light in shade, or red, also of a moderate degree of brilliancy. In plush or similar materials, such as velour, they will give a window a very rich effect, and, although the first cost be high, yet the added richness given to the window and the durability of the goods will well repay the expenditure, if one is at all ambitious to build up a fine trade. The floor covering should be of the same color as the color of the curtains. It would be well for stores in which spectacular window trims are never used to have two sets of curtains, one for one portion of the year, the other for the remainder. A change in the background of the window does much to attract attention to its contents, no matter how poor the new background be in comparison with the one removed. A background of green for the warmer months of the year, as green is a somber and cool color, and a background of

dull red for the colder months, when warmth is looked for within, would be a good combination. The curtains used should be perfectly plain, unless, perhaps, they are edged with a heavy cord of twisted silk. A cord of yellow would look well on curtains of either red or green. Plain curtains do not attract attention to themselves. Elaborate figures or designs on the curtains tend to distract attention from the goods shown. It is a mistake to depend altogether upon one background all the year around, no matter how fine or beautiful that background be. Nothing attracts attention like a change and the merchant should not forget it.

* * *

The beauty of tapestry is a proverb among lovers of the beautiful. The soft and delicate combinations of color, the beauty of design, and the interest of the pattern itself, which in the better class of tapestries is never obtrusive, make pieces of tapestry exceedingly beautiful accessories for all kinds of rich and fine goods. A piece of tapestry in a window as a background is very effective, because it is very artistic. Fortunately the beauties of tapestry are now reproduced in fine wall paper, which at a little distance can hardly be distinguished from the genuine article itself. These papers in their dull, rich designs would make beautiful backings for either clothing or furnishing goods windows. They can be produced in many varied and beautiful designs, embodying all shades and tones of color, for seventy-five cents for thirty-six square feet. Pasted on a perfectly plain false backing they would do much to add richness to any kind of a window. The objection to most figured wall paper when it is used for window purposes is that the figures have an inartistic effect. Tapestry paper suggests tapestry and its delicate rich colors are the essence of refinement itself. For those who would like to use burlap backings, but are deterred by the expense, there is a new paper called the Bagdad effect, which is an imitation of the burlap in the surface and color effect. It costs about twenty-five cents for thirty-six square feet, and can be obtained in all shades and colors that are likely to be desired by the window man. Another paper which is much superior to cartridge paper in its effect, although having all the good qualities of cartridge paper, is the crepe paper—not tissue paper, but wall paper—sometimes called raw silk paper, on account of its silky surface effect. This is to be had in the various standard shades and colors and has the advantage of a much richer surface effect than the dull-finish cartridge paper. In these papers designs of all kinds can be had, from simple geometrical figures to Gobelin tapestry or Persian tapestry effects of the richest and most artistic designs. The beautiful Persian wall rugs are well known, and Persian tapestry effects enable the merchant of modest means to get something of the same rich and beautiful result in his windows.—Apparel Gazette.

At the Judgment Bar.

St. Peter—And who are you?
Candidate—I am a merchant.
St. Peter—Did you take a trade journal?
Candidate—Yes.
St. Peter—Did you pay for it?
Candidate—No.
St. Peter—

The young man who declares that he has never been in love forgets how he has always adored himself.

How I Dressed My Show Window.

Some time ago I had occasion to visit a wholesale house, and saw an extra fine lot of cinchona bark in almost perfect quills. It struck me that I could utilize some for dressing one of my windows. The idea is not by any means new, but a description of how I did the trick may be of interest. I borrowed several pounds of good quills, promising to return them shortly, also the original case in which they had been imported. About three inches from the top of the box I inserted three cross-pieces, on which the bark was laid so as to give the appearance of a full case. This was then labeled with the common and botanical names of the bark, and its habitat and uses. The case was placed in the center of the window, and back of it was suspended a sketch map of the world, the countries yielding cinchona bark being colored blue.

To the right of the case I set out a bottle each of quinine, cinchonine, cinchonidine, and quinidine sulphates and hydrochlorides, with this legend: "All these and several more are made from Cinchona Bark." Back of this part of the show I set up a percolator containing two pounds of the ground bark, and reversed on top of it a winchester of the U. S. P. menstruum for fluid extract.

The percolate which was allowed to come through very slowly was received in a graduated jar. On another retort stand I had a liter separator containing 250 cubic centimeters each of the percolate and of benzol.

In a porcelain dish I placed some of the crude resinlike alkaloids which had been washed out of another bath, and in a second evaporating dish I put almost a quarter of an ounce of quinine sulphate. This combination was ticketed, "This is how quinine is made," and on the first dish was a label stating that it contained the crude alkaloids as obtained from the bark, and the second dish was labeled as containing the pure quinine sulphate.

On the other side of the case I set up another packed percolator, and a complete line of the preparations of cinchona, such as the extract, tincture, wine, etc., all with my own label. Right in front of the case of bark and in the very front of the window I placed a 100-ounce quinine sulphate tin. This also I had borrowed; the label was in-

tact, and the whole in good condition. The empty tin was filled to within two inches of the top with sawdust. This was carefully covered with white paper, sufficient margin being left to paste to the tin. I did not want to have any accident, and I did not want the public to get onto the fraud I was perpetrating. When the paper was well secured I poured on four ounces of quinine, spread it out carefully, and no one would have suspected that the tin contained anything but the real thing. Then a cardboard was attached to it with this legend: "This tin contains 100 ounces of quinine sulphate. It required 150 pounds of the best cinchona bark, and the greatest scientific skill to make it."

Now we come to the point of the show: All around the back and the sides of the window I placed piles of Cincho-Fer, a tonic which I prepare, properly ticketed with prices and the uses for which it is recommended. The display made a lot of talk, for every one in town saw it, and as one result the sale of Cincho-Fer increased immensely. I intend making a series of these windows with different drugs, and to work in my own preparations at the same time.

This is one way to use show windows, and I think the right way.

F. R. Macy.

Twin Brides Mixed Up.

From the Chicago Record.

If any one can tell Henry Wilkison, of Alton, Ill., a traveling salesman for a St. Louis firm, that he married the girl he intended to take as his wife they can do more than he can. Wilkison is in a dilemma. He does not know whether he married the girl to whom he was engaged or her sister.

In Birmingham, N. Y., Monday night, there was a double wedding, in which Misses Rose and Florence Eska, twin sisters, figured as the brides. Mr. Wilkison and another gentleman were the grooms. Wilkison went there for the purpose of becoming married to Miss Rose Eska. One of the guests in a jocular manner remarked:

"Be careful, girls, that you do not change places."

Then, in a spirit of fun, the girls exchanged, and it seems that the grooms did not notice it. After the ceremony Florence made the statement that she had been married to Wilkison, but Rose said that, as it was only in fun, it could not be a legal wedding. Florence does not consider it as a joke, and says she is Wilkison's legal wedded wife.

OLD RELIABLE B. L. CIGAR
ALWAYS BEST.

The Grand Rapids Paper Box Co.

Manufacture

Solid Boxes for Shoes, Gloves, Shirts and Caps, Pigeon Hole Files for Desks, plain and fancy Candy Boxes, and Shelf Boxes of every description. We also make Folding Boxes for Patent Medicine, Cigar Clippings, Powders, etc., etc. Gold and Silver Leaf work and Special Die Cutting done to suit. Write for prices. Work guaranteed.

GRAND RAPIDS PAPER BOX CO., Grand Rapids, Mich.

RUB-NO-MORE

Handled by all Jobbers.

Sold by all Retailers.

SUMMIT CITY SOAP WORKS, Fort Wayne, Ind.

End of the Aldine Manufacturing Co.

The Aldine Manufacturing Co., which has been on the ragged edge for several years, uttered a trust chattel mortgage Monday, running to Arthur C. Torrey as trustee for 120 creditors, whose claims aggregate about \$20,000. The local creditors are as follows:

Table listing creditors and amounts owed to the Aldine Manufacturing Co. Creditors include Alden & Judson, S. P. Bennett Fuel & Ice Co., Brummeler & Sons, Butterworth & Lowe, Barlow Bros., Berkey & Gray Furniture Co., Ball-Barnhart-Putnam Co., Collins Northern Ice Co., Crescent Machine Works, Charles A. Coye, Hiram Collins, S. U. Clark Co., Converse & Chick, Citizens Telephone Co., Foster, Stevens & Co., Furniture Dowel Co., Grand Rapids Veneer Works, Grand Rapids Brass Co., Grand Rapids Brush Co., Grand Rapids Brick Co., Grand Rapids Carved Moulding Co., Grand Rapids Wood Carving Co., Grand Rapids Paint & Wood Finishg Co., Grand Rapids Engraving Co., Grand Rapids Water Works, Grand Rapids Messenger & Packet Co., A. Himes, Heystek & Canfield, Hazeltine & Perkins, H. B. Feather Co., Haring-Attwood Brass Mfg. Co., Hart Mirror Plate Co., Hopson-Hattencamp Co., Independent Oil Supply, A. B. Knowlson, Lyon, Kymor & Palmer Co., Adolph Lettelt Iron Co., S. A. Morman & Co., F. C. Miller, Chas. McQuowan, Michigan Milling Mfg. Co., Michigan Brush Co., Phoenix Furniture Co., Peck Bros., Sol. Perschbacher, Wm. Reid, Stow & Davis Furniture Co., W. A. Stove, M. E. Stockwell, Standard Oil Co., Sample Furniture Co., Studley & Barclay, A. C. Sharp, Scofield, Shurmer & Teagle, Paul Stekette & Sons, Max P. Thiele & Co., Tradesman Co., U. S. Glue Co., Voigt, Herpolsheimer & Co., W. P. Williams, Western Union Telegraph Co., Wetmore, Whitehead Bros. Co., Wabash Valley Coal Co., C. H. Wiley, Wm. T. Powers, Dawson Bros., J. E. Hodges, E. T. Pomeroy, E. E. Dennis, Arnold Nicks, S. McCormick, A. C. Sharp, A. Himes, S. P. Bennett Fuel & Ice Co., J. Widdicombe Co., John Peters, Jr., Stiles Bros., Shull Printing Co., Fourth National Bank.

The outside creditors are as follows:

Table listing outside creditors and amounts owed. Creditors include American Encaustic Tiling Co., American Contractor, American Glue Co., American Lumber Co., American Varnish Co., American Architect & Bldg. News Co., Architectural Decorating Co., Chas. H. Besly & Co., Geo. F. Barber & Co., Bennett & O'Connell Co., B. Cannon, Chicago Veneer Co., Chas. Roberts & Co., John C. Cochran Co., Wm. T. Comstock, Philip Chresta & Sons, The Carborundum Co., Chicago Tile & Roof Co., W. M. Crane Co., Dawson Bros., Dow Wire Works Co., Egyptian Lacquer Co., Globe Iron Works, Hery & Marrener, S. Isaacs & Co., Indiana Lum. & Veneer Co., Improvement Bulletin, Keith's Home Builder, Kennesaw Marble Co., G. F. Kenny, Jacques Kahn, John J. Mack, N. W. Expanded Metal Co., N. Y. Ornamental Iron Works, New England Master Builders, North American Review, O. Oberwater, Oldbridge Enamelled Brick & Tile Co., Palmer & Price Co., Zucker, Levett & Loub Co., Prinney & Horr, Star Encaustic Tiling Co., Standard Varnish Works, Stevenson Mfg. Co., Albany.

Table listing creditors and amounts owed to Semon Bache & Co. Creditors include Schrenk & Co., Troy Nickel Works, Thompson Wood Finishing Co., U. S. Refining Co.

The career of the Aldine Manufacturing Co. has been a checked one from the start, due to defects of organization, errors of management and a series of unfortunate circumstances which would have blasted the career and depleted the treasury of a less hardy corporation.

An effort will undoubtedly be made to throw the corporation into bankruptcy, so that payments which have been made to certain favored creditors during the past three months may be returned to the estate.

The Boys Behind the Counter.

Kalamazoo—E. R. Mackey, who has been in the shoe business on Portage street, has taken a position with J. F. Muffley.

South Haven—Will Clark, formerly of South Haven, late of Dowagiac, has been secured by Chas. R. Kenyon and, with Mr. John Hunt, will wait upon the public in his new meat market.

Houghton—The clerks of Houghton have entered the contest for honors on the indoor base ball field. They are anxious to arrange a game with the Calumet clerks and promise to give them the contest of their lives.

Calumet Mining Gazette: A committee from the clerks' organization called on the Mining Gazette with the request that the paper make public the fact that Nathan Ruttenberg, proprietor of the Star Clothing House, was publicly, and without any show at an attempt to close on time, breaking his agreement with the clerks in keeping his place of business open until late at night. They claimed that Mr. Ruttenberg, by his action, would break up the agreement which most of the Calumet mercantile establishments had lived up to without kicking and that the result would be that all stores would break the early closing regulation.

A reporter for the Mining Gazette called on Mr. Ruttenberg and asked for his side of the story. He said that he was having a special sale at his store, that he had a big force of clerks employed to handle the extra trade he had because of that sale, that he had gone to big expense in advertising the sale and in other ways it was costing him a great deal and the firm was doing such a business that it was utterly impossible for him to close at 8 o'clock while the sale was in progress. He said that he believed the agreement was all right, that he had always lived up to it and that he would certainly close at 8 o'clock just as soon as the sale was over with. He felt that he had a right to do as he pleased in regard to his own business and that he did not think he should be dictated to by the clerks or anybody else as to how he was to run his business.

A Record of Which He May Be Proud.

T. L. Brundage, who has conducted a commission house at Cleveland for several years, with a branch house at Cincinnati, has merged his business into a stock company under the style of the T. L. Brundage Co. The corporation has an authorized capital stock of \$50,000, of which \$30,000 is paid in. This arrangement enables Mr. Brundage to carry into execution a plan he has long cherished, of permitting his employees to share in the profits of the business, seven in the Cleveland store and two in the Cincinnati branch having taken stock in the company. Mr. Brundage engaged in business in Cleve-

land in 1893, an entire stranger, yet managed to handle goods to the amount of \$75,073.60 the first year. The seventh year he increased the volume of his sales to \$346,961.16, which leaves no doubt in the minds of other shippers or customers that his business is established on a safe foundation.

Onaway—Cheney & Stratton expect to start their sawmill here the first of next month. They have 300 men at work in their camps putting in timber for the mill, largely hardwood, and they have a fifteen years' supply standing in the woods.

Ed. Frick (Olney & Judson Grocer Co.) and A. B. Klise (A. B. Klise Lumber Co.) are making a tour of Florida. They are accompanied by their wives.

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 GENERAL STOCK OF clothing, dry goods, shoes and groceries in town of 1,200 people; old-established business; selling for spot cash, \$45,000 a year; rent, \$500; stock will invoice about \$18,000; good reasons for selling. Address M. J. Rogan, 14 Kanter Bldg., Detroit.

FOR SALE—A GOOD PAYING DRUG store in live Northern Michigan town. Ill health the reason for selling. A bargain. Address E. S., care Michigan Tradesman.

FOR SALE—INTEREST IN A MANUFACTURING business. Take land in part payment. Address Lock Box 2375, Battle Creek, Mich.

FOR SALE—DRUG, WALL PAPER AND stationery business in good town in Michigan of 1,500 population. Good, clean stock and old-established business; no cutting; good reasons for selling. Address Gould, care Michigan Tradesman.

FOR SALE—STOCK OF GENERAL MERCHANDISE in good lumbering and farming country; stock invoices about \$5,000; will sell store, stock and fixtures or sell stock and fixtures and rent building; half down, balance in approved bankable paper; no trader or fakir need apply. Address Box 222, Elmira, Mich.

WANTED TO LEASE FROM LIVE PEOPLE space for millinery department in racket store or dry goods store catering to the masses. Parties must be hustlers and enjoying good business. Address No. 676, care Michigan Tradesman.

FOR SALE—A GOOD STOCK OF GROCERIES and drugs. Must be sold on account of death of the manager; a good bargain for the right person. Address Mrs. F. Grandy, Fairfield, Mich.

FOR SALE CHEAP—CIGAR FACTORY, tools and leaf tobacco, in a good town in Central Michigan; doing a good business; retail store in connection, with good trade; a bargain for the right man. Reason for selling, poor health. Address No. 674, care Michigan Tradesman.

I HAVE A FIRST-CLASS 160 ACRE IMPROVED grain and hay farm in Mason county which I will exchange for timber land. Address George Engel, Mendon, Mich.

CHOICE FARM OF ONE HUNDRED Lock Box 280, Cedar Springs, Mich.

WANTED IN THE BIGGEST LITTLE town in Michigan—four mill, planing mill, cannery factory, agricultural implement dealer, novelty works and home sewers; abundance of timber; immense water power; two railroads and cheap stump lands. Write for descriptive booklet. Wm. Hogg, Secretary of Association, Thompsonville, Mich.

GOOD OPENING FOR GROCERIES, DRY goods, shoes or general store. Address Lock Box 616, Howell, Mich.

FOR SALE—PARTY WITH \$1,500 OR \$2,000 can pick that amount from a \$10,000 stock of dry goods and clothing and have possession at once of best store location and trade in town of 1,000 population. No traders or fakirs need apply. Address No. 671, care Michigan Tradesman.

DOUBLE YOUR MONEY. BUY GRAND Rapids realty before rise sure to come in spring. Clark's Real Estate Exchange, Grand Rapids.

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.

FOR SALE—A BARTHOLOMEW "NICHOLMINT" popcorn and peanut roaster combined; in use one year. Address 201 Washington Ave., S., Lansing.

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.

LOCATION WANTED FOR SAWMILL, will saw on contract or will buy timber. Address George Engel, Mendon, Mich.

FOR SALE—GENERAL STOCK OF GOODS, store building, fixtures and horses, in thriving mining town of Northern Michigan. Address No. 642, care Michigan Tradesman.

FOR SALE—176 SUBURBAN LOTS NEAR electric cars. Would exchange for boot and shoe stock. Address Publisher, Carrier No. 40, Grand Rapids, Mich.

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.

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., Flint, Mich.

FOR SALE CHEAP—\$2,000 GENERAL stock and building. Address No. 240, care Michigan Tradesman.

A SMALL DRUG STORE FOR SALE CHEAP, with fixtures. Address John I. Crissman, Utica, Mich.

MONEY ON THE SPOT FOR CLEAN stock of merchandise, \$5,000 or over. Address Box 113, Grand Ledge, Mich.

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.

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.

WANTED—AN AGENT IN EVERY CITY and town for the red red and olive paints on earth. Algonquin Red Slate Co., Worcester, Mass.

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.

FOR SALE—GENERAL MERCHANDISE stock, invoicing about \$7,000; stock in A1 shape; selling about \$25,000 a year, with good profits; trade established over twenty years; a 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.

WANTED—MERCHANTS TO CORRESPOND with us who wish to sell their entire stocks for spot cash. Enterprise Purchasing Co., 153 Market St., Chicago, Ill.

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.

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.

MISCELLANEOUS

WANTED—A REGISTERED ASSISTANT pharmacist for the city. Must be well recommended. Address No. 681, care Michigan Tradesman.

WANTED—REGISTERED PHARMACIST having experience in dry goods, groceries, hardware, etc., married man preferred. Address, stating salary expected, No. 679, care Michigan Tradesman.

WANTED—POSITION AS TRAVELING salesman; five years' experience in Michigan, Ohio, Indiana, Kentucky, Pennsylvania and New York. References furnished. Irving Franks, Allegan, Mich.

WANTED—BY EXPERIENCED MAN POSITION as clerk and stock-keeper or book-keeper in dry goods, shoe, clothing or general store; seven years' experience; best of references. Address No. 668, care Michigan Tradesman.

REGISTERED PHARMACIST, SEVENTEEN years' experience, wants situation; A1 references; employed at present. Address Box 277, Elk Rapids, Mich.

WANTED—SITUATION AS CLERK OR manager of general store. Nine years' experience. Can give good references. Address, J. G. Cameron, Millbrook, Mich.

When you are again in need of MANTLES, make a trial order of Gasoline Imperial Mantles. These are good mantles for either gas or gasoline and are sold at a reasonable price. Can be sent by mail or by express. Price per dozen only \$2.00. Also write us for catalogue and prices on The Imperial Gas Lamp, which we believe to be the most satisfactory gasoline lamp on the market. Order a sample lamp and prove it. THE IMPERIAL GAS LAMP CO. 132 East Lake St., Chicago

BOUR'S COFFEES MAKE BUSINESS

If you want to secure more than

\$25 REWARD

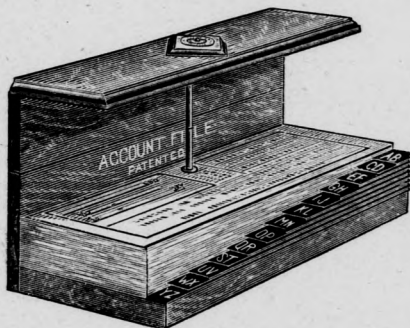
In Cash Profits in 1901, and in addition give thorough satisfaction to your patrons, the sale of but one dozen per day of

FLEISCHMANN & CO.'S YELLOW LABEL COMPRESSED YEAST

will secure that result.

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

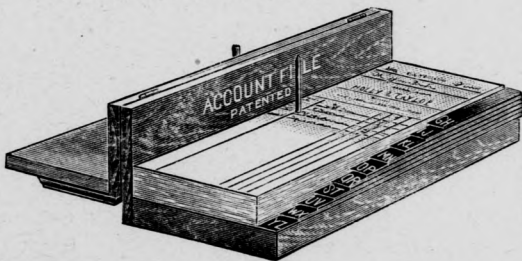
Simple Account File



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

MERCANTILE ASSOCIATIONS

Michigan Retail Grocers' Association
President, C. E. WALKER, Bay City; Vice-President, J. H. HOPKINS, Ypsilanti; Secretary, E. A. STOWE, Grand Rapids; Treasurer, J. F. TATMAN, Clare.

Grand Rapids Retail Grocers' Association
President, FRANK J. DYK; Secretary, HOMER KLAP; Treasurer, J. GEORGE LEHMAN

Detroit Retail Grocers' Protective Association
President, 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.

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President, JOHN G. EBLE; Secretary, L. J. KATZ; Treasurer, S. J. HUFFORD.

Write for Samples and Prices on
**Street Car and Fine
Feed Stuffs**

DARRAH BROS. CO., Big Rapids, Mich.

Michigan Fire and Marine Insurance Co.

Organized 1881.
Detroit, Michigan.

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

D. WHITNEY, JR., Pres.
D. M. FERRY, Vice Pres.
F. H. WHITNEY, Secretary.
M. W. O'BRIEN, Treas.
E. J. BOOTH, Asst. Sec'y.

DIRECTORS.

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Travelers' Time Tables.

PERE MARQUETTE

Railroad and Steamship Lines.

Fast 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 trains for the south and west, at Detroit and Toledo with trains east and southbound. 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.

H. F. MOELLER, G. P. A.,
W. E. WOLFENDEN, D. P. A.

GRAND Rapids & Indiana Railway Dec. 2, 1900.

	NORTH		SOUTH	
	Except Sunday	Except Sunday	Except Sunday	Except Sunday
Lv. Grand Rapids	7 45am	2 10pm	10 45pm	11 30pm
Ar. Cadillac	11 20am	5 40pm	2 10am	7 50pm
Ar. Traverse City	1 30pm	7 50pm	4 15pm	10 35pm
Ar. Petoskey	2 50pm	9 15pm	5 35am	6 55am
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
Lv. G'd Rapids 7 10a 12 30p 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
Lv. Grand Rapids 7 35am 2 05pm 5 40pm
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
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
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.

Spring Poetry

Blow hot, blow cold, ye changing clime,
Give long and short weight half the time,
When cold waves come draw up the springs
That indicate the price of things.

When warm waves come let loose the coil,
And every honest effort foil;
With "Boston Scales and Thermostat"
A changing climate can't do that.
For "Springs" that play so strong a part,
Remain unchanged by this new found art.



Every Butcher knows how uncertain and unsatisfactory an ordinary Spring Balance Scale is on account of the changing climate. Our Thermostatic Scale regulates this; it makes your scale certain the year around.

The Computing Scale Company
Dayton, Ohio

Valentines 1901



Our supplement No. 157 shows an elegant line of Valentines, such as: Laces, Fancy Novelties, Cards, Card Mounts, etc. It is certainly one of the handsomest lines you ever saw, and as to prices, we beat them all. For instance:

1c Laces, size 4 1/4 x 4 1/2 in., 36 in band, 1 gross in box, per gross.....	\$0 50
2c Laces, size 4 3/4 x 6 1/2 in., 36 in band, 1 gross in box, per doz.....	10
3c Laces, size 4 3/4 x 6 1/2 in., 12 in band, 1 gross in box, per doz.....	15
4c Laces, size 5 3/4 x 5 3/4 in., 12 in band, 2 gross in box, per doz.....	20
5c Laces, size 6 1/2 x 6 1/2 in., 12 in band, 1 gross in box, per doz.....	25

and all other styles up to the half dollar ones at incomparably low prices. Send your orders to-day.

H. LEONARD & SONS, Grand Rapids, Mich.

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WHOLESALE
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Crockery, Glass, Lamps, House
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CLEVELAND, OHIO

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Made by
J. H. Prout & Co.,
Howard City, Mich.

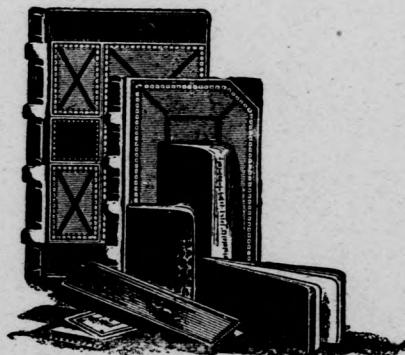
Has that genuine old-fashioned taste and is
ABSOLUTELY PURE
Write them for prices.

Crushed Cereal Coffee Cake.

Better than coffee.
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Costs the consumer less.
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Send for sample case.
See quotations in price current.

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Blank Books of all kinds



Ledgers, Journals, Day Books, Bill Books, Cash Sales Books, Pass Books, Letter Copying Books.
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