

Buy Trust Rubbers

if you believe your interests will be best served by having an unscrupulous monopoly control the manufacture of Rubber Footwear. Don't be deceived; remember past experience! **We are not in the trust and intend to stay out**, but the support of the retailer is of vital interest to us.

Our Prices will be as low or lower than those quoted by the trust on their standard brands and the **high quality of the line will be maintained.**

The Beacon Falls Rubber Shoe Co.,

207 and 209 Monroe Street,
 Chicago, Illinois

Don't forget that we have the finest line of Felt and Sock Combinations ever shown at bottom prices.



They've Proved It

When we tell you that our cigars are the best made for the money, we are not making an empty claim, but we are stating a fact proved by experience and tested by long trial. A SMOKER'S SMOKE is

Royal Tiger 10c Tigerettes 5c

————— You can not get more smoking pleasure elsewhere at the same price. —————

PHELPS, BRACE & CO., Detroit, Michigan

The Largest Cigar Dealers in the Middle West

Carolina Brights Cigarettes "NOT MADE BY A TRUST"

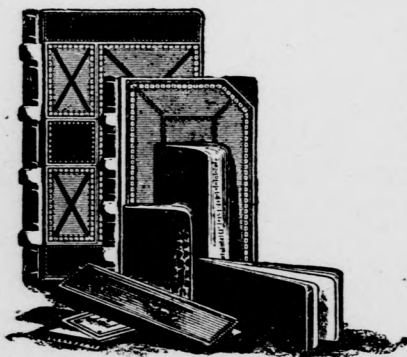
F. E. BUSHMAN, Manager Cigar Department

"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

Blank Books of all kinds



Ledgers, Journals, Day Books, Bill Books, Cash Sales Books, Pass Books, Letter Copying Books. Also everything else a business man needs in his office. Mail orders given prompt attention.

WILL M. HINE
Grand Rapids, Mich.
49 Pearl St., 2 & 4 Arcade
Both Phones 529

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.

BETTER THAN EVER

SMOKEEEN
50 CIGAR SOLD BY ALL JOBBERS

Start the New Century Right

by sending us an order.

Walsh-DeRoo Milling Co., Holland, Mich.

RUB-NO-MORE

Handled by all Jobbers,
Sold by all Retailers.

SUMMIT CITY SOAP WORKS, Fort Wayne, Ind.

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.

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

MICHIGAN TRADESMAN

Volume XVIII.

GRAND RAPIDS, WEDNESDAY, FEBRUARY 6, 1901.

Number 907

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.
Widdicomb 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.

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UNCALLED-FOR ADVICE.

There is no nation in the world which so promptly resents advice from abroad as our own. The average American becomes indignant if a foreign newspaper or statesman presumes to hint that things might be done better in this country. If we were consistent we would be equally chary about volunteering advice to other nations. Unfortunately human nature is rarely consistent; hence it is not surprising to find American journals, as well as Americans both in public and private life, freely volunteering advice to foreign nations and potentates.

One of the queer developments following the recent change of rulers in Great Britain is the anxiety of a large section of the American press and many public men to advise the new English King what he should do to make a success of his reign. It is also worth noting that the advice volunteered is generally ill-timed and unwise, even granting that it is not actually impertinent.

One of the matters which seems to concern these officious mentors most is the fear that the new King will not assert himself sufficiently, but will continue to permit his Ministers and Parliament to control his actions, as his mother did before him. They would have the King take his Ministers in hand and discipline them; they would have him override Parliament and make the crown a real power in the government of the British Empire. This is very dangerous advice, and, coming from Americans, is actually astonishing.

These friendly advisers would do well to reflect that the British monarchy is strictly a constitutional monarchy, the King's prerogatives being limited by law and custom. The responsible Ministers are the real rulers and, as they represent the majority in Parliament, elected by direct vote of the people, it is actually the people who rule. Were Edward VII. to set aside his Ministers and ignore Parliament, he would have a revolution on his hands and would in all probability endanger his crown.

[It will certainly sound queer to the

people of England to hear such advice from American sources. They will probably think that American editors and politicians would do better to reserve their advice, which is volunteered without being asked for, and clearly proves that the persons offering it are ill-advised as to public affairs in the British empire. Fortunately, it is not in the least probable that the new King will even see the learned essays written for his benefit and guidance. He has already announced that he proposes to be a constitutional monarch in every sense of the word. He can, therefore, be counted on to follow strictly in the footsteps of the late Queen and allow his Ministers and Parliament to govern the country and shape legislation, contenting himself with presiding with dignity over the deliberations of his Cabinet and executing faithfully, through the accredited agents, the laws of the country and the behests of Parliament.

King Edward is being told in many quarters to promptly interfere and stop the war in South Africa. He will, of course, do nothing of the sort, as that is a matter which rests entirely with the government and Parliament, and however much he might desire to see an end made of the hostilities in Africa, he is powerless to do anything.

We of this country have troubles enough and concerns enough of our own without bothering ourselves with the problems and troubles of other nations; hence it would be wise to mind our own affairs and refrain from giving unsought advice.

Boycotting is a method too frequently resorted to and one which comparatively seldom accomplishes its purpose. A notable instance of this is furnished in Germany. The manufacturers of that country are exceedingly jealous of the United States because of the increasing sale of goods from that country. American bicycles brought better prices and more customers in Germany than the home make, and it so happens that the tariff regulations put them on the vehicle list, the duty amounting only to about \$1 on a machine, in no sense a serious handicap. A few years ago a movement was started among German dealers to boycott all wheels advertised as American. The advertising at that time was practically all done in trade journals, the idea being to reach the jobbers and the retailers. As soon as it became known to the Americans they promptly withdrew their advertising from the trade journals and gave it to the daily papers, where they reached the real consumers and created a demand which in the aggregate has been very large and the trade has meanwhile been increased, so in a sense the boycott really hindered the boycotters and helped the boycotted. The effort is now being made to extend the same sort of thing to sewing machines and other American made products, but it will not prevent their sale even in Germany.

Smartness enables a man to catch on and wisdom enables him to let go.

GENERAL TRADE REVIEW.

Consolidations and rumors of consolidations seem to be the order of the day. Speculation in industrial stocks, especially iron and steel, seems to hinge on the probability of further combinations, while the features in transportation are the gigantic combinations just accomplished and rumored as pending. In the transfer of the Southern Pacific interests to the Union Pacific it is reported that the greatest financial transaction in the history of American railways takes place. In view of the probable controlling of rates and lessening of expenses the effect of these combinations is to insure the advance of the properties interested. But without these influences there is enough in the general strength of the situation to insure an upward movement of the average. Railway earnings and industrial activity are such as to prevent any long pause in the movement. Stock trading has been very active and this week sees the record broken for transfers of bonds.

Questions of further combinations in the iron and steel trades do not affect the activity of the plants involved. The pressure of demand is keeping all the works busy and such price changes as occur are advancing and all quotations are firmly held. Demand is especially active for railway materials and machinery.

The sensation in the textile world is the corner which has forced cotton a couple of cents above the high level it has so long maintained. The effect of the rise was such that many cargoes were returned to the docks to reap the harvest. Mills within reach of the principal markets contributed what they had and in a few days the stocks were doubled. In the meanwhile wool declined half a cent, bringing it below any quotation since June, 1889. Sales improved with the decline, but are small as compared with other years. Price changes have been downward in both woolen and cotton fabrics. Shoes show a hardening tendency and Eastern shops are busy, with orders far ahead. In spite of the break in some kinds of leather the average for all is higher.

A sensation was caused in New Westminster, near Vancouver, the other day, by the discovery of \$12 worth of fine and coarse-grain gold in the crop of a wild goose. The goose was shot at Pitt Lake, which is fed by numerous mountain streams. The sandbars along the shore were known to contain gold, but had never been prospected.

The Mishawaka Rubber Co. will not meet the 18 per cent. cut in prices inaugurated by the United States Rubber Co. The Indiana corporation anticipates the support of the masses owing to the anti-trust sentiment.

The war scare in the Indian Territory was a disappointing kind of affair. It was over before there was any chance to let a single army contract.

Fortune never comes on invitation—you must find the nest to catch the bird.

Getting the People

The Newspaper the Proper Medium in Which to Advertise.

Every ambitious merchant is constantly looking for improvements in his methods of work. This fact makes him prone to try new schemes and experiments in many directions, and from the nature of the case the one in which he is most liable to innovation is advertising. In this branch he is so constantly brought under a pressure of solicitation that it requires no small amount of resolution for him to completely control the selection of media and the times and amounts of expenditure.

As a matter of fact, the advertiser in medium sized towns who makes his plans and works to them without deviation is exceptional. It is necessary to be constantly on the defensive, that he must be persuaded to employ the best and most widely accepted means and, instead of his selecting what in his judgment will be the most suitable space, the same attitude of defense permits the decision to be the result of his contest with the solicitor.

Unfortunately, the representatives of the regular periodicals are not the greatest in number or the most persistent of those he has to deal with; and there are considerations which seem to make it necessary to give some of the others attention. Prominent among these is the religious programme. The merchant is afraid to meet this on a business basis on account of the social and charitable factors introduced. It is not for me to say that these should have no weight, but I have no hesitation in saying that it is not business to charge the charitable and social account to the appropriation for advertising. It may be necessary to recognize these demands, but to do this with any idea of getting returns in effective advertising is a mistake.

The proper and most valuable medium for advertising is the newspaper. Perhaps the most conclusive reason why this is so is the fact that it is the most universally recognized—the most widely advertised—medium. When the bellman and town crier were superseded by the primitive prints of early days, the value of the new means of business publicity was quickly manifest. For many years the newspaper has been the accepted medium and its columns are instructively and unconsciously scanned for business announcements.

There is no other medium bearing any comparison with this. Advertisers are utilizing spaces which are likely to gain accidental attention, as in programmes, hotel registers, directories, street cars, etc. It is not for me to say that there is no value in these—every suitable means of bringing a name or business to the eye is of value—but I will venture the assertion that the benefit obtained from investments in this direction is much less than if the expenditure had been made in newspapers.

The successful advertiser is the man who pursues a systematic plan, not the one who permits his plans to be made by the representatives of every scheme that presents itself. Such a man will recognize the newspaper as, par excellence, the method of publicity. Such a man will not make excuse that he can not take the space because he has used up his appropriation in other ways. If he has had to meet such demand, he will charge the outlay to something else

Baking Powder

We are selling a Baking Powder at 10c. per pound, guaranteed to do the work as well as Prices or Royal that you have to pay 50c. for. No alum or other harmful ingredients of any nature in it. A saving of four hundred per cent is worth looking after. Try it. Money refunded if not perfectly satisfactory.

C. M. Ambrose.

Groceries and Crockery.

Half Price Sale

++ ON ++

Hats and Caps.

At Garrison's Department Store for the next ten days. These goods are worth more than double the price at any store in the county. See our window.

We also have a small amount of Gloves, Mittens and other winter goods that will go at any price to close them out. Come early.

Garrison's Department Store.

New Firm, New Prices, New Methods.

We have purchased the stock and business of the People's Shoe Store at a bargain, which fact will enable us to sell you Boots and Shoes cheaper than you ever bought them before. We have also added about \$2,500 worth of new Goods and have today the best stock in the city to select from. Everything will be sold on a very close margin and for **CASH ONLY.**

We urge you to give us an opportunity to show you our goods and prices before buying anything in our line as we know we can save you money.

Eddy & Co., People's Shoe Store.

Special Prices!

Owing to the weather we find that we are overstocked on Caps, Gloves and Mittens, and rather than carry them over, we make special prices to close them out:

\$1.00 Caps go at	79c
75c Caps go at	50c
50c Caps go at	39c
25c Caps go at	21c
\$1.00 Gloves and Mittens go at	79c
75c Gloves and Mittens go at	50c
50c Gloves and Mittens go at	39c
25c Gloves and Mittens go at	21c

A full line of felts and rubbers, men's, boys' ladies' and misses' rubbers, and in addition to the above we carry a neat line of groceries.

Merritt & Messimer.

We pay cash for produce. Phone 45

Culled Potatoes

WANTED

for which I will pay 10 cents per bushel delivered at warehouse two blocks west of depot, any day in the week but Saturday

J. W. FLEMING

OUR ANNUAL

=SHOE=
=SALE=

will be the greatest SLAUGHTER of Boots, Shoes and Rubbers that Carson City ever had. Now is the time to purchase your Footwear. Come and examine our goods and prices at the present sale.

THE STAR SHOE CO., Carson City

NEW HARNESS SHOP

When in need of anything in the line of Repairing or new work call on me in the Martin building first door north of Briggs' barber shop. All work strictly hand made and best of stock used.

PRICES REASONABLE.

C. H. WALRATH.

The Bazaar Store

is showing a swell line of Crockery in all the new styles. Also tinware and similar goods.

Baked Goods and Candies, Oranges etc.

BAZAAR STORE SPARTA, MICH.

COAL

WELLS & SMITH

than business getting through publicity.

C. M. Ambrose has a neatly-composed and readable advertisement, set by a compositor who understands the value of white space. The period should have been omitted after the name. The sign of the possessive is required after price. The question whether a 10 cent baking powder can be sold to fully equal the 50 cent powders is outside my province, but the difference is considerable.

Garrison's Department store makes an announcement of cut sale on winter hats which should command trade. The compositor has done his work neatly and simply, and the writer has come to the point in the fewest words possible. This also shows judicious use of white space.

Eddy & Co. write a businesslike announcement, which is well printed. The paragraphs are a little too solid and would be read by more people if the wording were less. The last paragraph, for instance, would be just as strong or stronger in expression and would be read by more: "Give opportunity to show our goods and prices before buying as we can save you money."

Merritt & Messimer have taken the right way to sell their overstock, except that I am inclined to criticize the odd prices. I think, as a rule, the quotation of an even, round price is more effective, for it is quicker caught by the mind and the transaction is made simpler. Odd amounts tend to complexity in the transaction, which is an unconsciously restraining influence. The compositor has done well to preserve unity of style in his type and, while his border is rather perishable, the light tint seems to bring out the display lines by contrast.

J. W. Fleming gives another simple and effective sample of advertising. In this he goes to the point in the fewest words possible. His printer has done well, although I should have preferred a gothic letter like the other display for the first line.

A neatly and carefully composed advertisement is that of the Star Shoe Co. The arrangement of rules and white spacing is unusually good. I do not think the writing quite up to the printing. Slaughters are not attractive, as a rule. More attractive and concise wording would have made an exceptionally good advertisement.

C. H. Walrath is well handled by his printer and the writing is unpretentious and to the point.

The Bazaar Store makes a slang use of the word "swell," which I never have esteemed very highly. Had I been composing this I should have occupied less with the main display and should have brought out the varieties of goods named by stronger lines. There is value in the advertisement, however, as it is.

Wells & Smith could not well be more simple or concise. The compositor understands how to bring out the black display by white space and tinted border. The advertisement is a good one.

Thrift Rewarded.

"How long did it take you to save up those 200 soap labels?"

"I've been saving them for more than two years."

"What did the manufacturers send you when you returned the pile to them?"

"They sent me a pair of the cutest little rubber dolls you ever saw, and the best thing about it is that if anything happens to the dolls, or you lose them, the company will replace them for three cents apiece."



Royal Baking Powder

ABSOLUTELY
PURE

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

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

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

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

Around the State

Movements of Merchants.

West Bay City—A. J. Jean, jeweler, has removed to Sault Ste. Marie.

Pigeon—Jackson & Geiss succeed Moeller & Geiss in general trade.

Whitehall—Mrs. J. Hansen has sold her millinery stock to Miss Esther Peterson.

Adrian—William Miller has engaged in the grocery business in the Stebbins block.

Alpena—Burston & Wittkopf succeed Geo. Burston in the merchant tailoring business.

Ferry—B. F. Archer announces his intention of retiring from the hardware business.

Detroit—Kunz & Shuttleworth, wholesale jewelers, are succeeded by Kunz & Rogers.

Holland—Wm. G. VanDyk succeeds Van Dyk & Sprietsma in the hardware business.

Eaton Rapids—Washburn & Lindsley succeed B. W. Leggett in the restaurant business.

Benton Harbor—Charles Hyde, of Albion, has purchased the Fair store of B. A. McOmber.

Berrien Springs—Weaver & Erdson succeed Weaver & Benson in the grocery business.

Athens—Postmaster H. C. Miller has sold his stock of hardware to H. C. Hayward, of Fabius.

Beal City—J. J. Martin & Co. is the style of the new mercantile firm which succeeds J. J. Martin.

Pigeon—Link Bros., hardware dealers, have dissolved partnership. John Link continues the business.

Lenox—E. S. Marrison has purchased the general stock of Sophia M. (Mrs. Adam W.) Reed.

Batavia—E. J. Buys has purchased the interest of his partner in the general merchandise firm of Buys Bros.

Detroit—Chas. Marty has purchased the interest of his partner in the bakery business of Schiemann & Marty.

Leslie—Annis & Sayers, agricultural implement dealers, have sold their stock to Philip Stiles, of Bunker Hill.

Saginaw—The capital stock of the Wm. Barie Dry Goods Co. has been increased from \$200,000 to \$250,000.

Ionia—The Ionia Novelty Bazaar has changed hands and will be closed out at wholesale and retail by J. T. Webber.

Woodland—H. P. French has purchased the drug stock of A. Hill & Son, which he will consolidate with his own.

Caro—B. Himelhoch & Co., dealers in dry goods, clothing and shoes, have discontinued their branch store at Cass City.

Clifford—Jos. W. Kelly continues the hardware and carriage business formerly conducted under the style of Seaman & Kelly.

Luther—H. Boldman has removed his furniture, dry goods and boot and shoe stock to Mesick, where he will engage in business.

Ionia—H. A. Rich, whose grocery stock was recently destroyed by fire, has resumed business in one of the stores in the Union block.

Eaton Rapids—The M. L. Clark Cash Clothing Co. has been organized with a capital stock of \$10,000 to succeed M. L. Clark & Co.

Corunna—E. B. Anderson has sold a half interest in his hardware stock to Wm. E. Jacobs. A new addition to the store building will be erected and the stock increased.

Muskegon—J. George Dratz is preparing to enlarge the quarters in which his dry goods store is located. New fixtures will be added.

Coldwater—Friedman & Co., who own several general mercantile establishments throughout this State and Indiana, have sold their stock at Warsaw, Ind.

Plainwell—John Blain has purchased the interest of R. A. Deal in the implement and wood firm of Deal & Blair and will continue the business in his own name.

Charlotte—Brown Bros., who sold their clothing stock a year ago to Westbrook & Shattuck, have re-purchased the stock and will resume business at their former location.

Chesaning—O. C. Sperry and H. C. Dolloff have formed a copartnership and engaged in the agricultural implement business. The style of the new firm is Sperry & Dolloff.

Detroit—The Pittsburg Plate Glass Co. has leased the former Banner Tobacco Co. building, corner of Larned and Randolph streets, for a wholesale paint and oil store.

Charlotte—The grocery stock belonging to the late F. H. McGrath, City Treasurer of Charlotte, is being invoiced and will shortly be sold by Harry McGrath, special administrator.

Traverse City—E. S. Slanker, formerly engaged as clerk in the New York store, has formed a copartnership with A. Pierce, the grocer. The new firm will be known as Pierce & Slanker.

Stanton—Chas. Holland, hardware and implement dealer, in company with his brother, George Holland, has engaged in the retail lumber business. Their lumber yard will be located on Main street.

Ludington—Jos. Zief has abandoned the idea of engaging in the dry goods business in Northern Michigan, and will open up his new stock in the building recently vacated by Rye & Adams about March 1.

Muskegon—Wm. D. Hardy & Co., dry goods dealers, have just entered upon their twentieth year of business. Twenty years ago the stock occupied 1,900 square feet of floor space; to-day it occupies 23,000 square feet.

Benton Harbor—Chas. L. Young has purchased the stock of Jacob E. Enders, in the Enders & Young Co., proprietor of the department store. Mr. Enders has purchased from the company its branch stock at Watervliet.

Whitehall—Wm. Peck announces his intention of discontinuing the hardware business and building a summer hotel and becoming its landlord. Mr. Peck has an ideal location for a summer hotel and would make a popular landlord.

Ann Arbor—Henry Mayer, who for a long time has been in the employ of Hutzel & Co., and Gottlob Nagel, for a considerable time connected with the Davis & Seabolt store, have purchased the grocery stock of Davis & Seabolt and will continue the business at the same location.

Petoskey—Henry, Gerhard and John Fochtman and J. E. Hobbins have formed a copartnership under the style of the Fochtman Furniture Co., Ltd., and engaged in the house furnishing goods business. The capital stock is \$10,000. Henry Fochtman is Chairman; Gerhard Fochtman is Vice-Chairman; J. E. Hobbins is Secretary, and John Fochtman is Treasurer.

Saginaw—The Grand Trunk Railway Company has leased the Cincinnati, Saginaw & Mackinaw railroad for

ninety-nine years, and it is understood that the Grand Trunk people propose to compete sharply for some of the business of the Saginaw Valley. Until recently this road was operated by the Chicago & Grand Trunk, but very little effort has been made to secure business in this district.

Manufacturing Matters.

Jackson—The Cushion Spring Co. has been organized, with a capital stock of \$25,000.

Jackson—The Pandora Corset Co. has increased its capital stock from \$10,000 to \$20,000.

Detroit—The Detroit Motor Works has increased its capital stock from \$10,000 to \$25,000.

Hillsdale—The Michigan Tie Co. has engaged in the wholesale hardwood lumber business.

Sault Ste. Marie—W. W. McQueen & Co. have engaged in the wholesale lumber and tie business.

West Branch—The Gale Lumber Co. is running its mill here and hauling logs to the mill by rail.

Homer—The Cortright Milling Co. has filed articles of incorporation. The capital stock is \$22,000.

Petoskey—The butter factory of the Petoskey Creamery Co. is now completed and in running order.

Detroit—The chair manufacturing firm of Murphy, Wasey & Co. has changed its style to the Murphy Chair Co.

Saginaw—The Saginaw Clay Manufacturing Co.'s plant has been shut down for repairs and will open on March 15 with full force.

Bay City—Bousfield & Co. are getting in a train load of pine logs every day from their camps near Rose City. The firm has twelve teams hauling logs.

Jackson—The Jackson Creamery Co. has filed notice with the county clerk of the dissolution of the corporation and the discontinuance of its business.

Berrien Springs—Whitman & Skinner, flouring mill operators, have dissolved partnership. The business will be continued by Skinner & Storick.

Port Huron—The Truesdell Marble & Granite Co. has been organized with a capital stock of \$12,000. The business was formerly conducted by Philo Truesdell, deceased.

Berrien Springs—Uline & Yarian, manufacturers of staves, headings and boxes, have dissolved partnership. Walter C. Uline is now sole owner of the business.

Detroit—The Condensed Oil Manufacturing Co., dealers in leather, oil dressing and soap, have retired from business. The company has also discontinued business at Toledo, Ohio.

Kalamazoo—The new steel rolling mill of the Harrow Spring Co. began operations Tuesday with 30 hands. Over twice that number of skilled workmen will be employed when the entire mill is running.

Sault Ste. Marie—The Northwestern Leather Co. now employs 200 hands and the force will shortly be increased to 300. It is daily manufacturing 1,600 sides of leather, which are shipped to Eastern points.

Augusta—The Economy Incubator & Brooder Co. has been organized with a capital stock of \$5,000. The company is composed of Wm. N. Yeager, of Battle Creek, Geo. E. Risley, of this place, and Ray L. Williams, of Altoona, Pa. Mr. Yeager is the inventor of the incubators and brooders which the new concern will manufacture.

Belding—William H. DeCoster, formerly President of the Belding Shoe Co., recently died at his home here, aged 54 years. He came to Belding seven years ago and established the shoe manufacturing plant.

Dorr—The Dorr Creamery Co. has declared a dividend of 4 per cent., making 72 per cent. in dividends paid since the incorporation of the company. The smallness of the dividend on the business of 1900 is due to the purchase of a combination churn and a weighing machine.

Portland—Vincent P. Cash has gone to Jackson to accept a flattering offer made by McLaughlin, Ward & Co., proprietors of an elevator in the prison city. Mr. Cash will have charge of the company's wool business in Leslie, Clark's Lake and Jackson, and will also look after the buying in Jackson, pending the opening of the wool season.

Bay City—Smalley Bros. will shortly engage in the manufacture of gas and gasoline engines in connection with their foundry and machine business. At the outset they will confine their operations to the manufacture of a marine type of engine for small yachts and pleasure boats, but will enlarge until they manufacture every size of stationary gas and gasoline engines suitable for all kinds of work. J. H. Pierce, of West Bay City, will have charge of this department of the plant.

Bay City—The stock of pine to be put in by the larger concerns will be probably a little less than last year in the aggregate, although those concerns that have the timber will secure a fair stock for next season. The hardwood output will, it is said, be also somewhat smaller than last year. The extraordinary demand a year ago for everything in the shape of lumber stimulated logging. The conditions have somewhat changed, but general opinion is that the market for all kinds of lumber will be active in the spring, and with short crops of logs the industry is believed to be in fine fettle.

Alpena—Churchill Bros. have sold several million feet of logs to Alger, Smith & Co., which are to be manufactured this winter at Black River, below Alpena, where the last named firm operates a sawmill, and Churchill Bros. are negotiating with Alger, Smith & Co. to sell them their entire standing hardwood timber, amounting to nearly 100,000,000 feet, or to buy the Black River plant and move the hardwood operations of Churchill Bros. to that place, or some other advantageous deal by which they can manufacture their timber. This is due to the inability of the firm to get the right of way for a track to their Alpena mill so that logs can be delivered by rail.

Houghton—The Tamarack Co-operative Association has just declared another dividend of \$43,000 to stockholders. The Association was organized ten years ago with a capital stock of \$100,000, in 10,000 shares at \$10 each. The company pays interest at the rate of 8 per cent. to stockholders on money invested in the capital stock. After this is earned, the Association rebates to all stockholders who do business with it, according to the amount of business they do. Holders of large blocks of stock get no more advantage than the men who own only one share, except in the matter of interest. The Association has paid interest and rebates amounting to \$290,705.37 since it was organized.

Grand Rapids Gossip

Frank A. Smith has purchased the grocery stock of Wm. Killean at 115 Canal street.

Adelbert Phelps has opened a grocery store at Ionia. The Ball-Barnhart-Putman Co. furnished the stock.

W. G. Vincent has engaged in the grocery business at Luther. The stock was furnished by the Ball-Barnhart-Putman Co.

Church & West, proprietors of the Morton House pharmacy, at 99 Monroe street, have increased their capital stock from \$15,000 to \$20,000.

Charles Schuchardt, formerly engaged in the meat business at Terre Haute, Ind., has purchased the fixtures in the Watkins market, 45 South Division street, and will open a market at that location to-morrow.

James Benton, Northwestern Michigan traveling representative for the Milwaukee Harvester Co., and M. F. Wolf, formerly book-keeper and traveling salesman for J. M. Hayden & Co., have formed a copartnership under the style of Benton & Wolf and engaged in the agricultural implement business at 110 South Division street. Mr. Benton will continue in his present occupation, Mr. Wolf devoting his entire attention to the business.

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.

Butter—Factory creamery is in moderate demand at 20c and choice to fancy dairy is stronger and higher, ranging from 12½@13½c. Receipts are cleaned up as fast as they come in and the market is getting in good shape again.

Cabbage—Home grown is steady at previous quotations—50@60c per doz.—with prices showing advancing tendency. Florida stock can now be had at \$4 per bbl.

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 increasing, but all supplies of fresh are cleaned up as fast as they arrive on the basis of 18c. The market is in a healthy condition.

Game—Local handlers pay \$1.20 per doz. for gray and fox squirrels. Common cotton tail rabbits are stronger and higher, fetching 80@90c per doz. Belgian hares command 8@10c per lb. for dressed.

Grape Fruit—Continues firm, but demand is light and buyers rather indifferent.

Grapes—Catawbas arrive in small quantities, but the quality shows the deterioration due to the season and business is done in small lots only.

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—Buyers who became accustomed to California lemons and consumers who prefer them to any other variety are disappointed that more can not be procured. The quantity that comes forward now is too small to go around.

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 in good demand 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 \$2.75 for fancy.

Pineapples—Are not plenty and prices are merely nominal.

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—Spring ducks are stronger and higher. Other articles in the poultry line are without material change. Local dealers pay as follows: Spring turkeys, 9@10c; old, 8@9c; spring chickens, 9@10c; fowls, 7½@8c; spring ducks, 10@11c—old not wanted at any price; spring geese, 8@9c—old not wanted.

Strawberries—Are in small supply and only a small proportion of what do arrive can be called fancy. Prices on fancy grades are high, scarcely anything desirable selling below 60c, and the best selected stock goes as high as 75c

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

Squash—2c per lb. for Hubbard. Turnips—\$1 per bbl.

The Boys Behind the Counter.

Jonesville—Charlie Wickard, who has been with D. L. Powers for a number of years, goes to the clothing department of F. L. Burdick & Co., Sturgis, in a few weeks.

Owosso—Otto Stever has transferred his services from S. B. Pitts to Duff & Thorne.

Quincy—Fred Mellen has secured a position in the hardware store of the S. J. Stebbins Co., 74 Van Buren street, Chicago.

Woodland—H. P. French has a new clerk in the person of Charles Stebbins, formerly with Fred Heath, of Hastings, and more recently with the Page drug store, Grand Rapids.

The encouragement given to technical education by the German government is a well-known fact, and that much of the success of that nation in all lines of manufacturing is due to such preliminary training in the schools goes without saying. The dream of Emperor William to have a great navy is also well known, and may prove an actual fact in the course of a very few years. As noted in the Tradesman some time ago a project was on foot to establish an institute of oceanology and naval museum in connection with the University of Berlin. This project has already taken shape through the munificence of the Emperor and sundry appropriations by the Prussian landtag. The institute will serve as an academy for naval instruction on the most modern system, and in the widest sense of the word, and as a preliminary send-off a series of free lectures on oceanology, etc., by several of the leading German professors will be started at once. One of the main objects is the instruction, not only of students in the subjects dealt with, but of all persons interested in them, including ships' captains, ship owners, merchants, etc. The museum will be formed on a very large scale, the Emperor having ordered that all the naval collections at Wilhelmshaven, Dantzig, Kiel and Hamburg shall be brought to Berlin, as well as all special collections in other museums, and the greater part of the German naval section exhibited in Paris last year.

To meet the demands of business and professional men outside of the immediate jurisdiction of their office in Detroit and Grand Rapids, the Commercial Credit Co. has devised and copyrighted the "Systematic Collector," by the use of which past due accounts are given regular attention.

The Grain Market.

Wheat was rather uninteresting the past week and dulness seemed to prevail. Foreigners were not anxious and did not respond to our advance, consequently the price declined about 1c per bushel for May, as well as cash. Notwithstanding the dulness, exports were of the usual amount, while receipts were somewhat smaller, so the visible showed a decrease of 1,024,000 bushels, which leaves amount in sight 59,767,000 bushels, or about 4,000,000 bushels more than at the corresponding time last year. One thing the dealers seem to overlook is the invisible, which is much smaller than in years past. For instance, the country elevators in the Northwest are being credited with having only 8,000,000 bushels of wheat at the present time. Last year they held 15,500,000 bushels in the same elevators. Again, farmers are having but little left in their granaries in the winter wheat sections—Michigan, Ohio, Indiana and Illinois—while the same is true of Minnesota and the Dakotas, or the spring wheat states. Kansas is the only State where farmers have more on hand than last year and that is of the hard variety, commonly termed Turkey wheat, which is not the kind millers want, while soft winter wheat is mostly disposed of. With any kind of exports, the shortage will be felt, especially as the Argentine has not the large crop it had last year, so there is still hope for better prices. What wheat was offered was taken mostly by elevator men. However, we must wait and see how the crop looks in the spring.

Corn made a small increase of 688,000 bushels, which did not affect the price, as it goes where it did one week ago—39@39½c per bushel. This freezing weather has a tendency to put the crib corn in better condition. The demand from exports from the Eastern trade, as well as from feeders, is large, which had the effect to hold prices firm.

Oats decreased one-fourth million bushels and closed very firm. All offers were readily taken around 28c.

Rye was languid and nothing was doing. As stated before, nothing but choice rye can be sold.

Flour is in fair demand. Both local and domestic dealers are buying more freely, as they let their stocks run down during the holidays.

Mill feed is firm. There is no change in price—\$16 for bran and \$17 for middlings.

Receipts for the week have been: wheat, 55 cars; corn, 9 cars; oats, 2 cars; flour, 3 cars; bran, 1 car; straw, 2 cars; potatoes, 4 cars.

For the month of January receipts were: wheat, 260 cars; corn, 34 cars; oats, 24 cars; flour, 14 cars; beans, 6 cars; straw, 4 cars; potatoes, 44 cars.

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

The Grocery Market.

Sugar—Raws are unchanged, with sales made at 4¼c for 96 deg. centrifugals. Refined is unchanged, except Michigan granulated, which is now listed the same as Eastern. Reports of the settlement of the Havemeyer-Arbuckle controversy appear to be confirmed by the departure this week of Mr. Havemeyer for Europe.

Coffee—The coffee market continues to rule weak and quiet and buying tendencies on the part of the wholesale grocery trade are limited, in spite of the fact that Rio grades are now within 1c of the lowest point reached two years

ago. Movement from Brazil is large at present and this seems to have a tendency to check loading up on the part of jobbers. Contracts showed a slight falling off in price during the week, but this was not sufficient to make any change in values on goods wanted on immediate deliveries.

Canned Goods—There is no life to anything in this line. There is some speculative buying of tomatoes, but no interest is shown in corn, which has gone below the expectations of anyone in the trade. The pack of all kinds of canned goods last season was not above the average, with the single exception of corn, and with a steady consumption going on, it would seem as though some lines would do better before new packing.

Dried Fruits—Prunes are attracting no attention, but the low prices made on Pacific grades of loose and standard seeded are resulting in a good business in this line, which will probably clean out the crop before the new crop comes in. The currant market is unchanged here, but reports from Greece indicate a higher market there.

Rice—The market continues very firm, with a good consumptive demand. Only about one-seventh of the New Orleans mills are running, the remainder being closed for want of rough rice.

Molasses—Market is firm and the advance noted last week has become general.

Rolled Oats—Millers have again advanced both barrels and cases 5c.

Salt Fish—Salt mackerel is in fair request, with retail buyers anticipating future wants to some extent, in view of the approaching Lenten season. Norway bloaters are quoted considerably higher this week than they were a fortnight ago. No. 1 are steady to firm. No. 2 are reported in light supply and are in good request in many quarters. In codfish, movement is improving, and, in harmony with advices from the East, the market is firmer. Smoked herring are steady.

CORDAGE—The market on sisal rope, which has been strengthening for some time, has now shown a positive advance and rules steady at the new figures. Raw sisal is reported much stronger.

Hides, Pelts, Furs, Tallow and Wool.

The hide market is strong at the late decline. The demand is fully up to the supply, while the new stock is poor in quality. A good steady market is looked for without advance in values.

Pelts have been sold freely the past week at lower values. Accumulations are large. No higher prices are looked for until the wool market shows a better demand and value.

Furs are light in catch, with good demand at old prices. There are no accumulations.

Tallow is in large offerings for soapers' use at the decline. Edible is in good demand.

Wool moves out a little more freely, as many holders are inclined to let go, seeing nothing in the future to help them. Foreign markets are weak and down to an importing point, with little offering suitable to our wants. No wool has left the State, as prices East do not return a new dollar for the old one invested. The outcome is still uncertain. Wm. T. Hess.

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

Don't backbite a competitor—he who sows thistles pricks his fingers.

Clothing

Dealers Prefer No Sleeve Lengths Marked on Shirts.

Some months ago a Chicago haberdasher solved the sleeve length problem which has for several years been an extreme annoyance in the fancy stock.

He solved it by obliterating the sleeve length marks on the shirt and wholly ignoring a call for a 31, a 33 or any length. The success of his solution depended upon having shirts made to an order of his own, with a view of doing away with the sleeve-length annoyance. It was this:

He ordered his stock made up in this way: The average sleeve length in each collar size was increased one inch—an average 31 was made to measure full 32, and so on. It was such a success that other Chicago haberdashers have adopted the plan and several shirt manufacturers have picked it up and now champion the idea.

It is easy to reason out. Fancy shirts are selected to make a variety in stock and in consequence few of each pattern are ordered. Where the sizes come in assorted sleeve lengths the extremes are left almost before the retailer realizes that the shirts have begun to sell. The result is that he must immediately duplicate his order and fill in to get his complement of sleeve lengths. This is a difficulty and an uncertainty, as few fancy patterns can be duplicated after a season opens. The result is that he is left with a lot of shirts with short or long sleeve lengths and no mediums. They must then sell these remaining shirts regardless of the length of sleeve a customer wants—a hard thing to do. There is not one clerk in a hundred who could sell a shirt, and make it stick, to a man who wanted size 14½ with a 33 sleeve length, if the figures "31" were plainly showing and that man knew that he needed the 33. If he did sell it and the buyer put the shirt on, and found the sleeve short, the first thing he would do would be to look for the sleeve length as stamped on the shirt, then—either the shirt would come back or the customer never would.

With the stamp left off and an average length made full long, or a trifle longer, the result is satisfactory in every way—especially satisfactory to the dealer.

When a sleeve is an average length a man with a short arm can wear it. The present style of cuff, with the link buttons making the opening kite shape, keeps it from dropping below the knuckles, no matter if the shirt sleeve is two, or even three, inches too long. It is a fact that a 31 arm can wear a 35 sleeve with cuffs and the appearance, with the coat on, is the same as it would be with a 32 sleeve.

This being the case, if an average sleeve was made up in all the sizes the result would be satisfactory in more ways than one.

It would do away with trying to fit any special arm. One dealer said that he found that the less men knew of their measurements the quicker they were sold and the easier they were to please. Measurements in all stock garments vary. Impress upon a man that he needs a 31 arm length, and if he, by any chance, should measure it and find the tape line registered 30¾, he would be dissatisfied, no matter if he had worn the shirt and had been satisfied.

Nothing would then smooth down his ruffled temper. It brings out forcibly

the old business axiom that, "the less said the better in making a sale."

The making of average sleeve lengths would do away with trying to keep a stock up to where it should be to sell every man who came in.

It would be less trouble to manufacturers. There is only one drawback and that is that it gives the unscrupulous manufacturer the opportunity to cut sleeves scant, but as we assume that the reader is not buying of an unscrupulous manufacturer we can not cite this as a point in question.

The white shirt is different only in that it is staple and can be ordered and reordered as often as it is necessary to keep up stock.

Still, it is said that the making of so many sleeve lengths in the white shirt looks as though it was but an intention of the manufacturer to compel the retailer to carry larger stocks. This may or may not be, the writer is inclined to disbelieve that any such intention underlies the cutting of so many sleeve lengths to each size, for this reason:

A man is very much more particular about a white shirt, as it is not, nowadays the everyday shirt and the importance in which he holds it should be humored. Fit his arm perfectly if you can. If not, give him a too long sleeve rather than one only slightly too short. The same style of white cuff is worn that is called for in the fancy shirt and the same conditions prevail—the cuff can not come down below the knuckles.

With the old style cuff buttons, which closed the cuff in a round form, every inch of sleeve longer than the requirement was noted by the length of the cuff showing below the coat sleeve—it would slip completely over a man's hand if the sleeve length permitted.—Apparel Gazette.

STRONG TALKING POINTS

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

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

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

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

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

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

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

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

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

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

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

You can't make any money by doing so.

Heavenrich Bros. DETROIT, MICH.



THE
PURITAN
SPECIAL

STYLE
AND
QUALITY
GUARANTEED.

\$3.00 FULL VALUE.



SAMPLE BOOK
SENT FREE
TO MERCHANTS

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

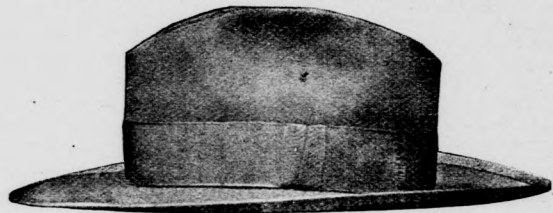
We will send to merchants, free of all expense—express charges prepaid—our New Book of SPRING and SUMMER CLOTHING SAMPLES, containing 160 samples of Men's, Boys' and Children's Ready-to-wear Clothing. You can do a successful, profitable clothing business with our outfit. Send in your application at once.

DAVID ADLER & SONS CLOTHING CO.
MILWAUKEE, WIS.

WALTER BUHL & CO.,

DETROIT, MICH.

ARE HEADQUARTERS FOR NOVELTIES.



THE 1901 WINNER IN ALL NEW SHADES

Prompt attention to all mail orders.

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

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

TRADESMAN COUPON BOOKS

The Sale of Cheap Goods.

One reason there is so large a call for cheap groceries in Boston and some other cities is that grocers, and in many instances reputable grocers, have educated the public to ask for the cheap goods.

While in a grocery store the other day the writer saw the proprietor take from his shelves a six-cent package and show it to the customer with the remark: "These are some new goods we have just put in. They are good goods and several ladies who have tried them say they seem to be just as good as the twelve-cent kind."

The article shown can not be manufactured and wholesaled at six cents, provided anything like pure goods are used.

The goods, in this case, were the product of an irresponsible concern which may be doing business six months from now and may not. If not and this and other grocers get their customers in the habit of calling for the six cent kind, where are the dealers going to buy additional stock?

Of course this practice of exhibiting cheap goods is part of the present competitive system, but the grocer who pushes cheap goods is injuring his own business and the business of other dealers. Why any dealer should endeavor to sell cheap goods, the writer can not understand.

The profit for the dealer is in the higher priced goods.

The customer who buys the better class of goods is almost invariably satisfied with the purchases.

The sale of first-class goods tends to build up a reputation for a store, while the sale of cheap packages will in time seriously injure the reputation of any store, giving it the name of selling goods which can not be depended upon.

No store ever won a customer by advocating the sale of a cheap package, but many a good customer has been permanently lost by the sale of a single cheap article.

The successful grocer, as a rule, has the medium and perhaps low-priced goods on his shelves, but invariably tries to sell the best goods, provided the customer is not one of the kind who are always looking for something extremely cheap—having been educated that way by some short-sighted grocer.—Arthur Wetmore in Grocers' Magazine.

Four Years on One Piece of Copy.

Hudson Maxim, the inventor of smokeless powder, is a believer in good advertising. "When I was in the publishing business in Pittsfield, Mass., some years ago," said Mr. Maxim to a representative of the National Advertiser, this week, "my partner, Sam Knowles, and I worked over one advertisement for four years before we got it to suit us exactly. The process of perfecting it went on gradually. We took away from it or added to it little by little until we were both entirely satisfied with it; when we considered it perfect, that advertisement did business for us in the newspapers for fifteen years. It was headed, 'Three Dollars a day, Sure,' and told how persons might make money working for us in addition to working for themselves."

Mr. Maxim says that the advertisement from which the firm received most replies was a "blind advertisement," that is, one in which absolutely no intimation was given as to what the business was. It simply proposed to send an "outfit" for one dollar, by means of which the recipient could make a good living. "At the same time," said Mr. Maxim, "while we received three times as many replies to that advertisement as to any other one we ever printed, it

fell far short of being the most profitable. In fact, we lost money on it. There was no profit in sending out these outfits unless the people who received them went to work in our line. About two-thirds of the people who ordered the outfits did so apparently out of curiosity, with no intention of working, and so all we got out of it was an interesting bit of experience in the advertising line."

Ice Scare for Hiccoughs.

From the Philadelphia North American. A new remedy for persistent hiccoughing has been tried with success by the surgeons of the Pennsylvania Hospital. It involves the application of small pieces of ice to various parts of the body. Two permanent cures have recently been effected by this means.

Thomas Allen, of Forty-first street was exhausted from constant hiccoughing when he was taken to the hospital on Thursday night. The doctors tried ether and various other remedies without success. As a last resort they placed a piece of ice on Allen's abdomen when he did not expect it. The man was so frightened that he stopped hiccoughing at once. He left the hospital on Saturday.

Mildred Seibert, of 221 South Twenty-second street, was cured in the same way about two weeks ago. It is, in plain words, the old, old cure of "scaring the hiccoughs away." But the method is novel.

Snaps, Big and Little.

The Los Angeles Times has a column headed "Snaps—All sorts—Big and Little." It is for the benefit of the people who go back to the first principle of commerce—barter. One advertiser will exchange a pair of tortoise-shell combs for \$5 worth of chickens or for a refrigerator. Another will trade a white, long haired Scotch collie pup for "Belgian hares with 4 red feet, well pedigreed." A man in need of a suit of clothes offers a bicycle in exchange, and the owner of a good family cow, almost pure Jersey, will trade her and a parlor organ for second-hand lumber.

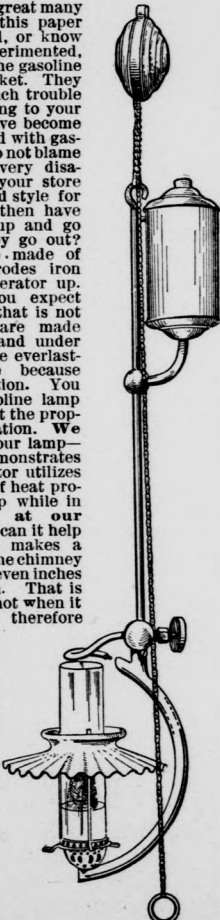
"Latest and Greatest"

Without doubt a great many of the readers of this paper have experimented, or know some who have experimented, with a number of the gasoline lamps on the market. They have caused so much trouble and been so irritating to your nerves that you have become somewhat disgusted with gasoline lamps. We do not blame you; it must be very disagreeable to have your store illuminated in grand style for a week or two and then have your lamps clog up and go out. Why do they go out? Because they are made of iron—gasoline corrodes iron and fills your generator up. Then how can you expect them to burn? If that is not the trouble they are made with needle valves and under generators that are everlastingly troublesome because they lack generation. You can not run a gasoline lamp successfully without the proper amount of generation. We have it. Look at our lamp—the principle demonstrates itself. Our generator utilizes the entire volume of heat produced by the lamp while in operation. Look at our Generator. How can it help but generate? It makes a complete circle of the chimney therefore getting seven inches of pure generation. That is not all. Our oil is hot when it enters generator, therefore always having perfect generation do not be deceived any longer. We have lamps that are always right. We can guarantee them. What more can you ask?

PENTONE GAS LAMP CO.

240 South Front Street
Grand Rapids, Mich.
Near Fulton Street Bridge.

Bell phone W. 595. Price Complete \$5.00.



The Illustrated Boot and Shoe Price List

of the

Grand Rapids Felt Boot Co.,

will be out in 10 days and our price list on Knit, Felt Boot and Sock Combinations is now ready and our discount on Candee, first quality, is 35 and 10 per cent.; second quality, 10 per cent. better; the Grand Rapids Felt Boot Co.'s first quality is 40 and 5 per cent. and their second quality 10 per cent. better. Get your orders in now and write for price lists, etc., if you are interested.

STUDLEY & BARCLAY,

4 MONROE STREET, GRAND RAPIDS, MICH.

Wholesale Dealers in Rubber Boots and Shoes—Socks, Gloves and Mittens are among our specialties.

We Want Your Business on Rubbers for Next Year

Below are new prices:

From February 1st to March 31st, 1901, both inclusive, Boston Rubber Shoe Co.'s goods, 35 and 10 per cent.; Bay State Rubber Co.'s goods, 35 and 10 and 10 per cent.

TERMS:

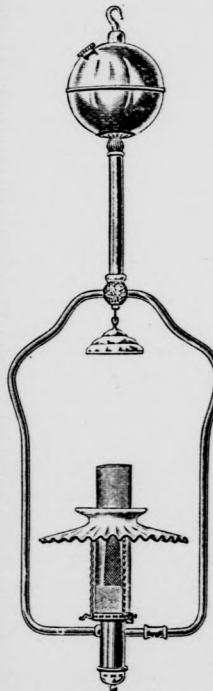
Bills for deliveries between February 1 and March 31, 1901, both inclusive, shall be payable net thirty days from date of shipment, 1 per cent. off for cash in 10 days.

Bills for deliveries between April 1 and September 14, 1901, both inclusive, shall be dated November 1, 1901, net 30 days, 1 per cent. off for cash in 10 days.

If paid prior to November 10, 1901, 7 per cent. per annum to November 10 and the above mentioned 1 per cent. may be allowed.

RINDGE, KALMBACH, LOGIE & CO, Grand Rapids, Mich.

This is a Light Investment



No. 101

Price Complete \$2.75

And does not only SAVE MONEY, but makes it, because **The Imperial Light** is so brilliant that it does attract trade. It saves money because the lamp burns common gasoline, and not much of that, but mostly air. The burner is so constructed that combustion is perfect, hence **no smoke, no odor and no clogging**. It is neither an overhead nor an undergenerator, but has special good features peculiar to itself. It must be seen and operated to fully understand all its good points. No. 101 lamp, all completely trimmed and boxed ready for express, weighs less than ten pounds, so that express charges on a sample lamp would not be high. On receipt of \$2.75 we will ship F. O. B., Chicago, one of these.

ORDER TO-DAY.

LAMPS GUARANTEED.

THE IMPERIAL GAS LAMP CO.

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E. A. STOWE, EDITOR.

WEDNESDAY, - - FEBRUARY 6, 1901.

STATE OF MICHIGAN } ss. County of Kent

John DeBoer, being duly sworn, deposes and says as follows:

I am pressman in the office of the Tradesman Company and have charge of the presses and folding machine in that establishment. I printed and folded 7,000 copies of the issue of Jan. 30, 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 second day of February, 1901.

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

HUMAN FRAILTY.

Some years ago, upon the opening of a "swell" hotel in Chicago, it was observed that among the crowds that thronged its corridors after dinner were two young men who could not by any possible chance have dined there and who were yet going through the usual after dinner gymnastics with the toothpick. When the attention of the proprietors was called to the fact the good natured reply was, "It is only a little harmless vanity they are indulging in. If they find any satisfaction in coming over here for that purpose we don't object so long as they bring their own toothpicks. It makes it just so much livelier for them, and for us it shows that it is a popular thing to dine here, it indicates that their intentions are all right and when circumstances permit we shall have them, probably, as regulars. We will let well enough alone."

It has been remarked that that sort of foolishness is by no means confined to the two young men of Chicago. It is an innocent "assuming a virtue if you have it not"—just a little patch of veneer, easily seen through and laughed at. It will soon be gone. Accident or a little common sense will knock off the patch of veneer, the genuine will take the place of the pretense and the affair become a trifle to laugh over.

The same idea occasionally makes its appearance in the trading world. Men and women in the smaller towns delight to surprise their neighbors with some article "ordered" or "bought when I was in Chicago." It sounds well. There is a melody in it that falls pleasantly upon the ear and the words leave a certain sweetness on the lips as they depart upon their envy-stirring mission. The remark is usually followed by another, to the effect that "one has a greater opportunity for selection in the large trade centers and so one need not

be hopelessly confined to the second class."

It is hardly necessary to say that the whole is a mere matter of sound. Other things being equal—and they usually are—there is no advantage gained in goods thus obtained. The claim that the goods are cheaper is rarely true. That you get what you want is little to the purpose because the home merchant will gladly supply you if you give him the chance, thus avoiding the trouble and expense and annoyance of keeping a thing you don't want because it is too much trouble and costs too much to return it—an item not taken into account always in ordering goods from out of town. If there is enough in the "sound" to pay the extra per cent. that such goods cost that is a personal matter with which the rest of the world has nothing to do; but, for the customer who wants the dollar to yield him its best, experience shows that the home merchant is the man to trade with.

It is objected that there is another side: The store in the small town has a limited stock and the "swell" part of the rural community want something better. It may be a silk, it may be a new suit, and store nor country tailor have the requisites either in goods or skill. Both insist they are first class. Then what? Then they must yield to the inevitable. If the store's best is bad and if the tailor is not up-to-date and his customers are, the tradesmen must bestir themselves or fall behind. Nobody in town or country will patronize a poor workman because he is a neighbor and if that part of the community insist on being "country Jakes" they must suffer the merited consequences; but as a general thing the country dealer is not a "Jake" and the customer will find it to his advantage to give the home dealer the benefits of the doubt and make him the caterer of his wants and wishes.

Winchester is the name of a town in Virginia and it has been somewhat celebrated in song and story, because one Sheridan once rode around in that neighborhood, creating considerable commotion. It has lived on that reputation ever since, but now it has been doing something on its own account to secure fame. Its people had read in the newspapers that kerosene oil properly applied would kill mosquitoes. They knew of their own knowledge and experience what an ugly thing a Virginia mosquito is and how viciously it bites. They had read, furthermore, in the newspapers that mosquitoes carry malaria and other diseases and that, altogether, they are very objectionable insects. Accordingly the town council took the matter in hand and passed an ordinance requiring the owners of all ponds and pools anywhere in the neighborhood to pour crude petroleum on the waters. It went further and required every householder to put tubs of water, on the surface of which there was a goodly supply of petroleum, under all the shrubbery. This experiment was made last summer and it finished the mosquitoes. It also finished the malaria and struck a death blow at the quinine business. So successful were they last year that they are going to do the same thing next spring. Winchester's success in this direction should incite other mosquito infested places to rise up and do likewise. The residents of New Jersey in particular should take note of the Winchester example and follow it right away quick.

FALSE IDEAS OF JUSTICE.

Recent burnings of negro ravishers and lynchings of criminals in various Western States have opened the eyes and minds of many people and of the press to conditions which produce such outbreaks of popular indignation.

Capital punishment is one of the requirements of the statute books; but it is seldom in favor with juries, which, if they decree any punishment, are satisfied with terms of imprisonment, which are soon terminated by tender-hearted pardoning boards. The popular idea of punishment is that it is revenge which an indignant people ought to wreak upon evil-doers. When the crime is peculiarly atrocious, the people not only desire to kill the offender, but even to make his suffering still more severe by mean of torture. The true idea of punishment is that it is the payment of a debt.

Every person who commits a crime in violation of law against the life, the rights or the property of another must pay for it. He contracts a debt to society for which he must suffer in his own life, liberty or property. This debt is always due until it is paid, and it can never be settled in any other way, for the obligation to suffer does not expire by limitation and the criminal can never escape this obligation save by discharging it. If the revenge system be adopted, however, the securing of satisfaction is virtually taken out of the hands of the law and may be carried on by any person who is interested, and, if the prisoner should fall into the avenger's hands at a time that the effects and remembrance of the crime are fresh, then bloody suffering is sure to follow. If the criminal can keep out of the hands of the avenger until public or personal indignation cools down, he is pretty apt to escape with light punishment if he does not get off scot free.

When the people of a community can thirst for the blood of a wretch taken in the act of an atrocious crime, and then a year or two afterwards, when his conviction and sentence to extreme punishment have been secured, become so indifferent to results that it is a question whether or not he shall be set free, it shows, not so much that the laws and the administration of justice are at fault, but that the people themselves have a false idea of crime and justice. The people themselves are much to blame in these matters.

PUT THINGS BACK.

If "order is heaven's first law," there are a large majority of the earth's present population who are neglecting the golden opportunity to prepare themselves for everlasting enjoyment in the world to come. From the rising of the sun unto the going down of the same—in the home, the store, the office and the business behind it—there is more time lost and delay occasioned and temper wasted from a lack of order than from any other one thing; and probably no one idea is oftener presented and insisted upon in all lines of life and among all sorts and conditions of men than that behind the three words at the head of this article.

There must be something wrong in the method of instruction, and in early life the home is responsible for this. That mother can hardly appreciate the wrong she is doing to her child, to herself, and to the long line of others in the future, who patiently picks up the playthings that the child has scattered and left. "He doesn't want to. He is

too young. He will outgrow it," are the reasonings; but the habit then begun grows and childhood's tyranny is sure to assert itself in an early and persistent refusal to put things back.

The school house too often strengthens the habit begun at home. The indifference behind the desk on the platform is as careless as it is oblivious to the pupils' needs in this direction. Knowing, as all authority must know, how much depends upon the thorough learning of this all-important lesson, it is strange that it is not oftener put down among the essentials of the object lesson. The order of the desk, the careful arrangement of the books, the neat disposal of loose paper—whatever pertains to an early and constant inculcating of this first law is not taught as it should be and the reverse is, on the contrary, often illustrated by the teacher's own desk and negligently cared for person.

When the child gets ready to go to work the real trouble begins. "What did you do with my hammer?" "Why didn't you bring back my knife?" "Where did you put the screw driver?" are a few of the numberless questions sure to be asked and as surely to be answered with, "I don't know." The workman who never puts his tools back is one of the workmen who is oftener out of a job, a fact which that jobless part of the working world would find it to its advantage to consider.

In the business world—in the office or behind the counter or in the back store—system, if there is going to be an establishment worth anything, must stand first. "A place for everything and everything in its place" is the law and the gospel there and nothing will throw the whole machine into confusion sooner than the violation of this law. Boys—girls, too, for that matter—are constantly leaving the school room for a place in office or store. It is the first test brought to bear upon the applicant for a place. The old story is still worth telling of the merchant who threw a broom upon the floor between the store door and his office and engaged the boy who picked it up and put it where he thought it ought to be. There may be something in it, there may be nothing, but the habit of putting things back is worth more than the average acquirement of the multiplication table, and the boy who finds this out and puts his knowledge into practice will stand the best chance in getting a paying place.

A Boston paper relates the romantic business experience of a Western New York boy who came to Harvard four years ago—Clarence Bush. He had to work his way through college. He took an attic room, and boarded himself on 46 cents a week. To-day he occupies quarters in Ware Hall, the millionaires' dormitory, and is in receipt of an income of \$7,000 a year. Butter and push did it. While getting along on 46 cents a week an aunt heard of his self-denying efforts and sent him a tub of butter. It was good butter, too expensive for the boy to eat, and he sold it out in small lots in the neighborhood. Customers were so pleased that they wanted more. He soon had a thousand customers, and in time had to employ several delivery wagons. Finally he sold the business and took the agency thereof at a salary now amounting to \$7,000. Meanwhile he kept his work up in the college, and is in good health.

Don't be deceived by appearances—empty nests are sometimes found at the top of tall trees.

MICHIGAN TAX LAW.

How It Flagrantly Transgresses Correct Canons of Taxation.

It is trite to say that taxation is important. Nevertheless, I fear many—perhaps most of us—fail to recognize how important it is. The power to tax involves the power to destroy. In many cases wrong applications of this power have actually destroyed thriving civilization and such applications are to-day working untold damage to the prosperity of this country, unperceived by the business community. The human race has had an extensive and variegated experience in taxation and the methods of applying it. It may to-day truly be said that there is no form of tax or exaction under that name, within human power to devise, which the necessities of state ignorance or the greed of rulers has not at some time applied. It might naturally be supposed that from this experience would have evolved certain well-defined and generally-accepted rules for the just and equitable levying of taxes; yet we find that such is not the case. Recognized authorities declare that there is no "science of taxation" and coolly remit us to the definition thereof given by Colbert, the great finance minister of Louis XIV., who declared that "The art of taxation consists in so plucking the goose as to procure the largest quantity of feathers with the least possible amount of squawking."

Nevertheless, such statements are—in this country, at least—more witty than true. There are certain rules—properly axioms—of taxation recognized in this country by the courts and the people, according to which taxes—theoretically, at least—are supposed to be levied. These rules are not numerous. They should be in the mind of every business man and every citizen should strenuously insist upon their observance. To these—or some of them—and the violations thereof by our legislators, I wish to direct your attention:

1. "No tax should be imposed by a state or government except by the consent of the people from whom it is to be collected, given either directly or by their authorized representatives."

This rule is as old as the Magna Charta, by which King John, under compulsion, agreed that "No scutage or aid shall be imposed in our kingdom unless by the general course of the nation, except for ransoming our person, making our eldest son a knight and once for marrying our eldest daughter and for these there shall be taken a reasonable aid."

Violation of this rule was the cause of the American Revolution and also of the loss by Spain of her entire possessions in America. A marked violation of this rule—in spirit and in letter—is found in our tax law in the provision which authorizes assessing officers, in case they are not satisfied with the taxpayer's sworn return, to set down and assess to such person "such amount of real and personal property as he may deem just."

This is not taxation by the representatives of the people. It is the abdication of their power and the conferring of the same upon an irresponsible despot. A tax so levied ceases to be a tax and becomes an exaction.

2. "All taxes or enforced contributions, levied by the state, in virtue of its sovereignty, should be solely and exclusively for public purposes;" or, put in another way: "All taxes the people pay the Government should receive."

This rule has frequently been enforced in this State. The most notable instances are, *People vs. Salem*, 20 Mich., 452, in which the railroad act was held unconstitutional; and also in the sugar bounty cases, in which our Supreme Court held void the beet sugar bounty. So well is this rule now understood that its open violation is rarely attempted; yet it is constantly violated by subterfuges, of which the examples above are instances. Others now prevalent are the bonding of municipalities, ostensibly for public improvements, and then devoting the proceeds of the bonds to induce the location within the municipality of factories owned by individuals. This has been frequently done of late in Michigan, notably in Big Rapids and more recently in Holland. A municipal treasurer who will so pay out the proceeds of such bonds fails to perform his duty and renders his bondsmen liable. This rule has been violated in this city by contributions of public funds to private hospitals.

3. "The sphere of taxation should be limited to persons, property and business exclusively within the territorial jurisdiction of the taxing power."

In *McCulloch vs. Maryland*, 4 Wheat, 431, Mr. Ch. J. Marshall, in delivering the opinion of the court, said: "All subjects over which the sovereign power of the state extends are objects of taxation, but those over which it does not extend are, on the soundest principles, exempt from taxation;" and again in the state tax on foreign held bonds, 15 Wallace, 306, the United States Supreme Court said: "The power of taxation, however vast in its character or searching in its extent, is necessarily limited to subjects within the jurisdiction of the state. Property lying beyond the jurisdiction of the state is not a subject upon which her taxing power can be legitimately exercised."

The reason for this rule is that we all instinctively recognize that taxation and protection are correlative. If we were taxed for schools and not given them for police and there were none—for fire protection and obtained none—we should esteem such taxation unjust. So, therefore, as the State of Michigan can afford no protection to our property without its borders it should not tax it. I am aware that this correlation has been denied by theorists. It exists, nevertheless, and every practical man admits it. The sole justification of taxes is the benefits provided thereby. They have been judicially defined as "a portion of the substance of the citizen surrendered, that he may be protected in the enjoyment of the remainder." This rule is violated by our general tax law in several particulars:

1. In the taxation of ships, boats and vessels, whether at home or abroad, if the property of an inhabitant of the State.

2. In the taxation of all goods, chattels and effects, belonging to inhabitants of this State and situate without the State, unless permanently invested in business in another state.

3. In the taxation of credits due inhabitants of Michigan from residents of other states.

4. In taxation of shares in foreign corporations owned by citizens of this State.

5. In the taxation of all personalty wherever situate if not specially exempted.

6. In the taxation of produce in store or transit, if owned here.

a. The taxation of ships as thus pro-

vided is not only unjust, but unlawful, since the Supreme Court of the United States has held that the situs of a ship for taxation is the port where she is registered. Under this rule, then, a ship is taxed in New York as her registered port and again in Michigan because here dwells her owner. The ship may never be or never have been within the jurisdiction of Michigan. Its laws do not govern her movements, her sale, charter or control, yet here she is taxed. The tax is double. Is it to be wondered at that, under such conditions (and they are not singular to Michigan), shipping is a bad investment and that our shipping engaged in foreign trade is non-existent? Our coasting trade shipping would be in the same state if not protected from competition by the law which forbids foreign-built vessels from engaging in coastwise traffic.

b. What protection is afforded goods and chattels in Chicago by Michigan? None. There the laws of Michigan do not reach. Our laws the courts of Illinois do not recognize. There the police of Michigan have no authority. Such property is governed and protected by the laws of Illinois. Illinois taxes it, because it is in her hand and she has a right so to do. Michigan, by way of making her citizens more prosperous, compels them to pay double taxes. Michigan claims and exercises the right to tax "all goods, chattels and effects within the State," no matter to whom they belong. This furnishes a fine example of the inconsistency used in making our tax law. It is a legal fiction that the situs of personal property is at the domicile of the owner. Michigan and other states enforce this fiction against their own citizens and refuse to recognize it as against citizens of other states. If the property of a citizen of Michigan, actually situated in Illinois, is taxable here because of this fiction, by the same token property of an Illinois citizen, located here, should be exempt. Not so saith the law, and a legal fiction is invoked to work injustice.

c. A credit is nothing more than an inchoate right to the unsold and unincumbered property of another. In a sense, it is not property at all. It certainly is not wealth, within any economic definition. Take a book account, for example, taxable under the laws of Michigan. Consider its genesis.

Foster, Stevens & Co., the day before an assessment is made, are the owners of ten tons of pig iron worth \$150. They sell it to Mr. Van Asmus for that price and charge it on their books. There is no wealth or property produced by that act, yet the following day comes the assessor and assesses Mr. Van Asmus \$150 on his pig iron and Foster, Stevens & Co. \$150 on their credit. Taxation is doubled, but ability to endure it is unaltered. Moreover, every credit necessarily has a debit, and as debits are deductible from taxable credits, if the assessors got all credits, which they do not, and all debits were deducted, the result of taxing would be even. The incidence would be shifted, to the manifest detriment of the storekeeper. Our Board of Assessors may be referred to for authority that more debits than credits are returned.

To return to our mutton, what protection does Michigan give to a credit owned here but owed by a non-resident of the State? None. It can give none. The credit can not be stolen. Michigan laws can not enforce it. Its value depends wholly on two things for which

Michigan can not be responsible and which it can not affect—the honesty of the debtor and the ability of the creditor to enforce its payment by the law of the debtor's domicile or of the state where his property is.

d. Taxation of shares of foreign corporations held here is another violation of this rule. A corporate share is nothing but a certificate of title to an undivided portion of corporate property, or, as it has been called, "a right to receive dividends." If the corporate property is in Michigan, it is taxable here and the shares should be exempt. The justice of this is recognized by the tax law which exempts from taxation corporate shares in domestic companies when the corporate property is taxed to the company; but the law refuses a like exemption to shares in foreign corporations. If the property of the foreign corporation is abroad, the State of Michigan can give it no protection. The very existence of the corporation depends on the laws of other states. Its protection, continuance and regulation are all under another jurisdiction.

Examples might be multiplied. But to what end?

4. "Taxes should be reasonable, regular and not arbitrary, as respects method, time and place of assessment and payments, and, above all, proportional."

We are not in Michigan greatly troubled by violations of this rule, except in the matter of uniformity, which, as construed by our courts, means the making of the burden of taxation equal upon all subjects of immediate competition.

This rule is of prime importance since its violation gives to the favored person or class of property an unequal advantage by burdening a competitor. It is needless to remark that if a certain business is earning 10 per cent. and one party engaged therein is taxed 5 per cent. and the other exempted or taxed less, the man taxed 5 per cent. must sooner or later quit. History gives many instances of the violation of this rule, notably the taxing of Catholics at double rates in England, taxing Jews and exempting Christians and taxing villains and exempting nobles. The late income tax law was of this kind in exempting incomes under \$4,000 and taxing all above that, the avowed object being to tax a class—the so-called moneyed class.

While not, perhaps, intentional on the part of the Legislature, a notable instance of violation of this rule under our present tax law exists in the case of the taxation of mortgages. As every business man knows, a tax on a mortgage is paid by the borrower. No human device can prevent this. It results that if our tax law is administered according to its terms, the owner of mortgaged property of any kind pays double the tax paid by the owner of a similar amount of the same kind of property which is un-mortgaged. No greater handicap than this could be put on business. It needs only a sufficiently long continuance to vest in a few hands all the property of the community which practices it.

A further effect of this law is to render borrowing on mortgage difficult, if not impossible, and hence to tend strongly to reduce all lands to the control of the few and the many to the condition of tenants. We all know that in the vast majority of cases the purchase of real estate is attended by the giving of a mortgage for a portion of

the purchase money and that if this could not be done sales of real estate would be few and far between. It is not well to have our State inhabited by tenants. We want owners, as many as possible.

5. "Taxation should not be employed as an agency or for the purpose of enforcing morality or as an instrument for correction or punishment."

This rule relates to the attempts, often made, by which the Government assumes to ask what is good for its citizens to eat, drink and wear; and to force them to do so by taxing the eatables, drinkables and apparel esteemed injurious. It may be and often is extended to persons and their methods of doing business. Notable examples in our history are the tax on the circulation of state banks and the tax on oleomargarine.

While our general tax law contains no known instance of the use of taxing power in violation of this rule, I find the public prints frequently urging the use of such methods against persons and property found obnoxious to local prejudices and susceptibilities: as witness the somewhat frequent outbreaks against temporary or traveling businesses.

6. "No tax should be levied the character and extent of which offer, as human nature is generally constituted, a greater inducement to the taxpayer to evade rather than to pay."

The ideal man exists only in the ideal state. We can not expect to find him this side of the "pearly gates." All history teaches that, given a sufficient inducement, fraud and perjury not only arise, but are encouraged by the community, aided, abetted and finally deemed righteous, as methods of resistance to oppression. The average man's sense of justice is keen. Convince him that he is wronged by the state and he will, if unable to resist forcibly, resist covertly, by any means in his power. If we find a man teaching his children to lie, swear falsely and defraud, straightway we call him a scoundrel and deport his children to a public institution to be educated as they should be. What shall we do with a state which habitually and systematically teaches its citizens to lie, evade and commit perjury? And yet that is exactly what our tax laws are constantly doing.

When a man finds that the tax law, by reason of its defects, taxes him double as against his neighbor in the same circumstances and business, that tax he will evade and no human law can prevent it.

Many men will do it anyhow, whether they see they are unjustly taxed or not, for most men regard taxes not as benefits or as payment for value received from the state or municipality, but as evils without palliation or excuse. Such will always evade taxes if they can and the compensation for successful evasion is a sufficient inducement for the risk of detection.

The taxation of all intangible personality is of this kind.

It is in most cases double taxation and therefore recognized as unjust.

It is easily evaded. The risk of detection is very slight. Under modern conditions intangible personality flows from one place to another as easily as water and may be about as easily and effectively taxed. The attempt to do so by a general property tax has always proved a failure. It has been abandoned by every state in Europe, except Holland, and by some of the American states, notably New Jersey. It is ad-

mitted by every tax commission ever appointed in the United States to have proved itself a failure. It is a tax the incidence of which falls on the widows and orphans whose estates are listed in the courts—never on the business man who can look out for himself. A single illustration will close this point. Prior to January 1, 1889, the State of Connecticut taxed bonds and notes by the general property tax. As a result, in 1855, bonds, notes and money at interest constituted 10 per cent. of the taxable property of the State. In 1865, 7½ per cent. In 1875, 5 per cent. In 1885, 3¼ per cent. Eighty-one towns owned, as per tax returns, no such property. Not one was returned from the rich city of Meriden. Waterbury returned \$750 in bonds. Cash was non-existent throughout the State. This where every taxpayer had to make a sworn return. In 1889, mortgages, notes and bonds registered with the State Treasurer and paying in advance a tax of one-fifth of 1 per cent. for five years were exempted from all further taxation, State or local. The amounts registered under this law were:

1889, \$30,000,000.
1890, \$33,000,000.
1891, \$24,000,000.
1892, \$39,000,000.
1893, \$12,000,000.
1894, \$20,000,000.
1895, \$18,000,000.
1896, \$21,000,000.
Total in eight years, \$197,000,000.

This illustrates the story about the boy who was asked if his father was honest. He replied, "Yes, as the world goes. He won't tell a lie for nine pence (12½ cts.), but he will tell eight for a dollar."

7. To close this paper I will attempt an answer to the question sure to be asked: What would you tax?

Speaking as to the general property tax and from the standpoint of one whose worldly possessions are largely real estate, I answer:

I would tax by the general property tax nothing that would be of value to the State of Michigan that could and would run away or that could and would come into the State.

Some one will say, "This is the single tax of Henry George." Not so. The difference is great, but I will not stop to discuss that. Briefly, my reasons for this position are:

a. Property is movable or immovable.

b. Immovable property is of no value until it is occupied, located upon or brought to subsist or employ movable property.

c. The more movable property you can get to use, locate on, subsist or employ on or near your immovable property the more your immovable property is worth and the more you can get out of it. An acre of wilderness is worthless until inhabited. Its value increases with its use until it may in a city like New York be worth millions. If you can help the man who locates on your land to gain 10 per cent. per annum, while by reason of taxes another man under like conditions in the neighboring town can gain but 7 per cent., sooner or later your town will draw from the other until the percentage is equal. Such newcomer draws others, new business springs up and the endless chain of modern commercial activity is in full blast. By reason of this your increased rent will more than make your increased tax and the dealer in movables is not the sufferer.

d. Under modern conditions movable property goes to the place where it can be used to the best advantage. Oppressive, unjust, inquisitorial taxes will surely drive it away and prevent other like property from coming in. The result is decline in rents until you may be even worse off with land having expensive buildings than you would be if the land were vacant, since vacant land may be cultivated.

e. The renter or lessee of land must prosper before the landlord can. Until he does land must be a drug and buildings empty of profitable tenants. You can not get good rent out of poor business. You can not get good business by unjustly or excessively taxing it or its property.

Exempt money, merchandise and capital from the excessive weight of the general property tax and it will flow toward you. You can obtain its use cheaper. It will fill your marts, set wheels humming, increase your population with the resultant increase in demand for the use of your land and increased rent thereby. Some one will say, is it just that I, having real property paying 5 per cent., should be taxed and my tenant, whose business pays 25 per cent., be untaxed? I answer yes, for in such case your tenant must inevitably pay you an increased rent which will more than balance your increased tax. You are the tax collector through whom he pays. The law of diffusion of taxes applies and no one is wronged.

7. In conclusion, permit me to offer a suggestion: It is the farming communities which insist on the continuance of the general property tax. They think they pay more than their share of taxes on personality and they do, for farming

personality is tangible and can be found. City personality is mostly intangible, can not be found and is never successfully taxed. The farmer's remedy is to tax all and he advocates drastic and despotic measures to trace things essentially untraceable, which never have been and never can be successfully subjected to a general property tax. Convince the farmer of this and remove his undue burden by exemption and the main obstacle to reform in taxation will be removed. M. Norris.

"Politeness Pays."

Some few weeks ago a noted minister went to one of the local railroad stations to meet a friend. Upon entering the station and looking around he saw an elegantly dressed woman, who apparently was about to board a train.

She was carrying a number of parcels in her arms, and, besides, had with her three or four children that with great difficulty she was trying to help along. The clergyman approached the lady and offered his assistance, which she accepted, afterward thanking him very graciously for the kindness. The train moved out of sight and he went on his way thinking of the endless opportunities one has for doing good, when all at once he discovered that he was carrying a beautiful silk umbrella with pearl and gold trimmings.

Since that time the reverend gentleman has very little to say on the subject of "Courtesy to Strangers."

Talk about carrying coals to Newcastle! The New York Sun says that American made French style cheeses were sent to Paris last year during the Exposition, entered in the French section as a domestic product and carried off all the first prizes in competition with the genuine French product.

E. H. PITKIN

INCORPORATED 1891

J. W. BROOKS

PITKIN & BROOKS,

IMPORTERS AND JOBBERS

POTTERY, LAMPS AND GLASSWARE.

STATE AND LAKE STREETS.

CHICAGO, Feb. 1, 1901

TO OUR CUSTOMERS AND THE PUBLIC:

The recent fire which occurred on the morning of the 26th ultimo destroyed only part of our stock in the building, corner Lake and State Streets, and as the goods saved in this building and entire contents of our outside warehouse (five stories and basement) consist mainly of imported wares, and as an entire stock of Domestic goods was ordered by wire early the morning after the fire, interruption to our business and to the prompt filling of orders would be slight, we telegraphed our traveling salesmen to continue taking orders as if no fire had occurred. Goods now due and in transit, with contents of warehouse unmolested by fire, will enable us to fill all orders with but very little delay.

Yours very respectfully,

PITKIN & BROOKS.

UNCLE BILLY.

Characteristics of a Merchant of the Old School.
From the Chicago Record.

The man who had been reading the home paper heaved a gentle sigh. "Poor Uncle Billy!" he exclaimed. "What's the matter?" asked his friend. "Something happened to one of your relations?"

"No, he wasn't exactly a relation of mine—not exclusively. He was 'Uncle Billy' to everybody. Wherever he has gone, he will be 'Uncle Billy' still. I can remember him ever since I was knee high to a toad, and in all that time he never changed a wrinkle of his old face. He got old forty years ago, I think, and then Time overlooked him and Death never found it out until now. The paper mentions the 'Death Angel,' also 'It is with unfeigned regret that we chronicle.' The funeral will be held in the First Baptist church, which makes me wonder whether the churches drew straws for him, for nobody ever suspected him of any church affiliations in my time.

"He was a pagan—one of the unregenerate, a tobacco-chewing, rough-talking, big-hearted old reprobate, who never smiled, but let his eyes smile for him while the rest of his features were composed in imperturbable gravity, and who was liked by everybody—else he would never have been 'Uncle Billy.' He kept the one general store in the little village when I was a boy. He had a young man named Abner to help him, and Abner did practically all the business. 'Uncle Billy' never seemed to care much how things went, devoting himself chiefly to checkers. Sometimes he would fumble around among the shelves for his customers and serve them, and quite as often he would tell them to go around and see if they could find what they wanted themselves. That wouldn't work everywhere, but we were a primitive people then and well content to be so. We said 'I have saw him' when we didn't say 'I seen him,' and we felt an honest scorn for those finicky folks who were more correct in their language. We were always square with 'Uncle Billy,' we never took advantage of his unbusinesslike ways and we appreciated the freedom he allowed us.

"And now the old fellow is dead!

"A fellow named 'Lish Jewett, I remember, played a great trick on 'Uncle Billy' one time. He was the village cut-up and addicted to didos anyway. 'Uncle Billy' aimed to keep most everything in stock, but he didn't keep very good run of it, and every once in a while he would get out of something. 'Lish found out that he was short on soda—only had about half a pound of it—and what does he do but go around and tell everybody to ask for soda.

"The people were all willing to do it. We had only too little to vary the monotony of existence in that little town, and so old and young and rich and poor flocked into 'Uncle Billy's' store and called for soda. The old man was generally pretty quick catching on, but somehow he didn't tumble in this instance, although he was certainly suspicious. When 'Doc' Peterson came in toward evening and asked for two pounds of soda 'Uncle Billy' betrayed his curiosity.

"What be you wantin' sody for, Doc?" he asked.

"Why," says 'Doc,' 'what would I want it for—to grease my boots? What does anybody want with soda?"

"Well," says 'Uncle Billy,' 'I reckoned that mebbe you had diskivered some sort o' use for it out o' the common. Everybody in town has gone sody mad, seems like. I've sent to Saint Joe for a boatload to meet the dee-mand. It's mighty cur'ous how they'll get a run on suthin' all at once here. I don't reckon a can o' Californy peaches 'd do you just as well, would they? I've got in some mighty fine peaches.'

"He hadn't ordered a boatload, but he did lay in a big supply of it, and of course just as soon as he got it the demand fell off. 'Uncle Billy' couldn't figure out how that happened. For two

or three weeks everybody that came into the store would be asked how they were off for soda, and it seemed that everybody had all they wanted at home.

"At last Jewett thought he would put up a job on the pastor of the Methodist church.

"The pastor's name was Dolby and he was a good sort of man, only he hadn't got his edge worn off, being young and not long out of the seminary. He was as polite as the proverbial basket of chips and he talked as if he were reading out of a particularly correct book. 'Lish saw him coming down the road in his buggy and hailed him and asked him if he wouldn't stop at Uncle Billy's and get him a pound of soda. He had just come from the store himself and knew how the old man was feeling on the subject.

"I will do so with pleasure, Mr. Jewett," said the pastor. "If there is any other little commission with which you desire to intrust me do not hesitate to mention it. I shall be most pleased to execute it."

"That's all, thanky, Mr. Dolby," says 'Lish. 'I'll be obleeged to you."

"So the pastor clucked to his horse and jogged on to the store, where he found the old man just in the act of filling his face with tobacco.

"Howdy, passon," he said as soon as he had got his quid into his cheek.

"How do you do, Mr. Stoval," says the pastor. "I hope you are in good health."

"Oh, tol'able, tol'able," says 'Uncle Billy.'

"Have you got any soda, Mr. Stoval?" says the pastor.

"Sody!" says 'Uncle Billy.' 'Sody! Sody, did you say? Why, dog my cats, I've got sody enough ter raise the northeast corner of hades!"

"Another time, I remember, Clem Burr came down to visit his sister. Clem was a conductor on some railroad, and we had a great deal of respect for railroads in our town, the nearest one being about thirty-five miles away, and there was a general idea that the conductors owned the railroads. Add to this that our common wear was butternut and hickory, as to our trousers and shirts, and you can imagine the swath that Clem cut when he came back after an absence of fifteen years dressed in a new blue uniform with brass buttons and habitually wearing clean white shirts and collars and boots that were polished every day.

"He wasn't puffed up with his greatness by any means, but you know how it is. Some of the folks somehow got the idea that he was proud just because he wore good clothes. They couldn't forgive his buttons, either. 'Uncle Billy' seemed to think that he was 'puttin' on the dog' and he wasn't what you would call exactly cordial with Clem—hadn't anything against him, but having known him as a little freckle-faced, bare-legged kid with one suspender and a perennial sore toe, he took his little refinements of dress and speech as a sort of insult to the community.

"One evening Clem's sister asked him if he wouldn't go to the store and get some onions, and so Clem came into 'Uncle Billy's.' I was there that evening with the rest of them, watching the game of checkers that the old man was playing with Tom Pardee from Tarkio. It was a great game, and as many as a dozen were watching it with absorbed interest. Clem stood awhile and watched it, too, although he wasn't interested. Nobody had taken any notice of him when he came in except to look up for an instant, and 'Uncle Billy' didn't even do that. At last Clem plucked up courage and said: 'Have you got any onions, Uncle Billy?'

"Uncle Billy' studied the board and stroked his whiskers, and then jumped three men and crowned his own, to the Tarkio player's intense mortification. After he had done that he says: 'What's that, Clem?'

"Have you got any onions?"

"N-nh. It's your move, Tom."

"Clem went out kind of wondering how it came that produce had fallen off

to that extent and 'Uncle Billy' made his next move. Not until the game was finished and the pieces placed for the next one did the old man look up. Then he shifted back his chair a little and said, dryly: 'I wonder if that derved fool didn't mean 'inguns.'

"And now the poor old man is dead. I wish I had known it in time. I believe I'd have run down and attended the funeral."

Widespread Use of the Corn Popper.

"The corn popper," said a dealer in such things, "came into use only about fifty years ago. Before that time, as plenty of old people now living can remember, they used to pop corn in a frying pan.

"Of course, they had to put a cover on that to keep the corn from flying out around when it popped. It was fun popping corn in the frying pan, even if you couldn't see it pop. You could hear it, when it began to pop, flying up against the tin cover, and then there would be a perfect fusillade of popping caused by many kernels going all at once, and then the sound of the flying corn would be more scattering, and finally quite muffled, because by that time the frying pan would be full or half full of the white, puffy, popped-open corn. It was great fun to pop corn in a frying pan.

"The most commonly used of all corn poppers is the smallest of those made for domestic use, which holds one quart. Poppers in various sizes, ranging up to eighteen quarts, are sold for business purposes. These are commonly operated by hand.

"Of the mechanically operated corn poppers there is one, a hand-cart arrangement mounted on four rubber-tired wheels, that contains at one end a peanut roaster and at the other a corn popper. The popper is actuated by a spring motor that can be wound up; heat is furnished from a gasoline heater. The corn to be popped is placed in a receptacle made for the purpose, from which, after the machine has been started, it feeds automatically into the popper, from which, in turn, when it has been popped, it is automatically discharged into a receiver made for that purpose.

"Another modern cornpopper designed for seashore and that sort of use is one that will hold a barrel of popped corn. This popper can be operated by any sort of machinery available or desirable; an electric motor for instance, or a little steam engine.

"In popcorn's early days the popcorn ball was shaped into form by the very simple process of molding it between the hands. But for a long time now there have been popcorn presses. In the more recent years the popcorn ball has been in a large degree supplanted by popcorn sold in other forms: by what is called the crispette, in which the corn is formed into a disk-shaped mass, about three inches in diameter by an inch thick, and by the now familiar popcorn bars, the corn being easily formed into these shapes by means of very simply operated moulds.

"Folks, young folks especially, like just as well as ever to pop corn, and in domestic use the corn popper firmly holds its place in the esteem of the people. Take the country through and you'd find from the Atlantic to the Pacific, in town and country, wherever there are winter firesides, people buying corn poppers just the same as ever and joyfully popping corn."

Windows Steam?

It's a nuisance which our preparation will remove. Your windows will remain clear as crystal. Have put it into practical use ourselves for a long time. Guaranteed to do all we claim for it. Easily applied. Price \$1.00 postpaid.
B. R. SMITH, Box 695, Marshall, Mich.

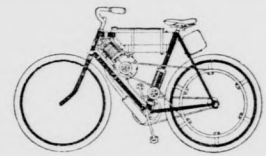
Aluminum Money

Will Increase Your Business.



Cheap and Effective. Send for samples and prices.

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



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 1/4 cent per mile to run it.

Agents wanted. Write for catalogue.

ADAMS & HART

12 W. Bridge St., Grand Rapids, Mich.

The New White Light Gas Lamp Co. ILLUMINATORS.



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

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

H. M. Reynolds & Son

Grand Rapids and Detroit, Michigan

Manufacturers of

Tarred Felt, Asphalt Paints, Roofing Pitch, Torpedo Gravel Ready Roofing, Galvanized Iron Cornice, Sky Lights, Ruberoid Roofing, Building and Insulating Papers and Paints. Sheet Metal Workers and Contracting Roofers.

Shoes and Rubbers

Lacing Shoes by the One String Method.

Funniest thing to me that men are all wearing laced shoes. Of course, they are all right and are the easiest thing for a shoe dealer to fit, but it gets me why a man will stop to lace up shoes when he can just as well buy shoes with goring that he can get on in a second.

The goring in shoes has improved so lately that some of it will last the shoes out and keep its life, and for a man who likes to dress quickly it seems to me that there is nothing like the rubber-sided shoe.

I always wear them when I can get them, but I'm having a little trouble to suit myself lately and for awhile I have been wearing laced shoes.

Naturally I have been looking for the best way to lace them with the least trouble and I have experimented a good many ways. It is part of a shoe man's education, you know, of course, to know all of the latest things so that he can teach them to his customers and it makes something to interest them also.

These patent dinguses to hold the ends of the laces at the top without tying are good things, and I sell them whenever I can, but there are other ways to keep the shoes from coming untied. Now, that's a funny break, too, isn't it? The shoes don't come untied, it is the strings—but no matter. A good way is to just tie the two bows together.

Another way is to pass the string twice around the first bow instead of once, before drawing the string through for the second bow. Draw this tightly and there is but little chance of its slipping. Both of these plans are first class for men's, women's and children's shoes and slippers and are clever things to make talk while you are making a sale. (Make a note of this, clerks, with a small supply of conversation.)

A mechanic came in the other day with a little arrangement of his own that he had made for himself. It was simply a little piece of metal in the form of a hoop. About as large and looking a good deal like an eyelet from a man's shoe flattened out a little, only it wasn't; he made it himself out of copper wire.

He kept it on one string and when he had gotten the shoes laced up to the top he just threaded the end of the other string up through the arrangement and pushed it down on both strings close to the top of the shoe. It was sort of rough inside, and he said that it never slipped and that he had made them for all of his family. I never saw them sold.

Another dingus I have seen was like two tiny files with a hinge and clasp which fitted over the two strings close to the top of the shoe and snapped on tightly. It was about half of an inch long, made of aluminum and was very ornamental. The fellow who had it on said that it was not patented or sold and that his brother, who was a worker in aluminum, made it for him. He might have been a liar. I have no means of knowing, but, however that may be, it was a clever idea and the neatest thing for all sorts of laced shoes I have ever seen. If somebody isn't manufacturing them, somebody ought to be.

But the very slickest thing of all for men's shoes with hooks was taught me by a drummer the other day and, as I have never seen it in print, I am going to describe it here. I am lacing my shoes this way and it is the greatest thing ever discovered.

It is a one-string method. Cut off the tip from end of the string and tie a knot on the end. Lace the string up through the right hand lower hole as the toe points from you. Then lace the string straight across and down through the opposite hole and so on until all the holes are filled up as far as the hooks. Then pass the string up inside the shoe and out through the eyelet hole of the top hook on the same side. You may have to bend the hook out a little bit to get it through, but it can be done.

Pull out the top loop of the lacing in the holes, draw it up firmly and begin lacing on the hooks, lacing from the firm side. Lace across to the first hook, then skip every other one to the top, lace across and down on the hooks you skipped on the way up.

Then pull up on the slack end hanging out of the top and that's all that there is to it. No tying, no getting loose. When you wish to unlace begin at the bottom hook, pull out a little and it unlaces easily. It is my opinion, it is the greatest thing for lace shoes ever invented.—I. Fitem in Boots and Shoes Weekly.

Failure of the E. A. Crozier Shoe Co.

The E. A. Crozier Shoe Co. uttered a trust mortgage on its stock, fixtures and book accounts Feb. 1, running to Geo. H. Reeder as trustee for the following creditors:

Old National Bank (note).....	\$3,750.00
Old National Bank (overdraft).....	52.40
O. A. Crozier (notes).....	3,525.00
Ellen L. Crozier (note).....	590.00
Hirth, Krause & Co.....	337.57
Geo. H. Reeder & Co.....	408.00
Herold-Bertsch Shoe Co.....	9.60
Gray Bros.....	155.05
Winch Bros.....	430.85
Utz & Dunn.....	220.45
Michigan Shoe Co.....	1,259.15
Cappon & Bertsch.....	5.72
Carlisle Shoe Co.....	58.85
Sidewelt-Dewindt Shoe Co.....	77.50
Mishawaka Felt B. & S. Co.....	59.53
French, Shriner & Urner.....	180.00
N. V. Gokey & Sons.....	344.90
Marvin Shoe Co.....	224.70
W. B. & W. J. Jordan.....	215.05
Hoag & Walden.....	207.30
Studley & Barclay.....	192.80
Eisenhuth, Dreher & Co.....	126.60
Geo. F. Dillman Shoe Co.....	426.90
Mishawaka Woolen Manufacturing Co.....	441.80
E. P. Young & Co.....	96.35
R. H. Lane & Co.....	141.80
C. H. Wells.....	115.80
Niagara Shoe Co.....	92.50
Eclipse Blacking & Cement Co.....	28.65
Menihan & Gilchrist.....	184.80
Scott Newcomb.....	20.25
Blum Shoe Co.....	62.50
Wilmington Shoe Co.....	66.60
Arnold Shoe Co.....	354.00
Danville Shoe Co.....	53.30
L. S. Pierce.....	38.40
Daniel Green Felt Shoe Co.....	24.00
Ridge Hill Shoe Co.....	190.50
Maloney Bros.....	251.05
Johnson Bros.....	111.45
B. Marz & Son.....	4.25
Lyon, Kymer & Palmer Co.....	1.25
Wm. M. Hine.....	.20
Edison Light Co.....	11.52
M. B. Wheeler Elec. Co.....	10.30
W. A. Martindale & Co.....	8.10
Grand Rapids Herald.....	12.05
Alice Twamley.....	183.33

The Impression to Make.

A man who travels out Lancaster avenue in Philadelphia very often remarked to a friend the other day: "I am always on the lookout for Perry's drug store as I pass, for every time I see something new and attractive in his window display. He has got the art of making his windows pay his rent down pretty fine."

Many husbands are never so economical as when buying things for their wives.

Big Cut in Rubbers

Get in Line

Lycomings from Feb. 1 to Mar. 31, 1901..... 35-10 per cent.
Keystones from Feb. 1 to Mar. 31, 1901..... 35-10 10 per cent.
Woonsockets from Feb. 1 to Mar. 31, 1901..... 35-10-5 per cent.
Rhode Islands..... 35-10-10-5 per cent.

The time is short in which to protect yourself for next season's business, but our agent will call on you in time with samples of the above brands. Lycomings contain more pure gum than any other rubbers on the market.

GEO. H. REEDER & CO.,

28-30 SOUTH IONIA ST.,

GRAND RAPIDS, MICH.

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

The Goodyear Glove Rubber Co.

Will NOT cut the QUALITY but will meet the cut in price.

LIST UNCHANGED.

Discounts:

Goodyear Glove..... 35-10 per cent.
Hood..... 35-10-5 per cent.
Old Colony..... 35-10-10-5 per cent.

HIRTH, KRAUSE & CO.

GRAND RAPIDS, MICH.

Leaks That Likely Exist in the Advertising Department.

There are many retail shoe dealers, individual and partnership concerns, who do a large and profitable business and expend large sums for advertising, and yet after a considerable experience in the business they entirely fail in their estimate of the relative values of different advertising mediums. For instance, there are many who are easily persuaded to pay high prices for space in programs, souvenirs and other such ethereal mediums, by their nature limited in number and circumscribed in range of distribution.

Such advertising may have its place and its value to the advertiser, but it is safe to say that the advertisement brought before the public in such manner, seen but once by the recipient and then thrown aside, makes little or no lasting impression on the reader.

If the advertisement in a program or other such medium calls attention to something of which the reader has immediate need, and it is convenient for him to go at once, he may be moved by such means. Such concerns as cafes, restaurants and other places of refreshment and refection may profit by calling the attention of the public to their existence in programs of theaters and public celebrations where pleasure and not business is the object of the congregating of the public.

Programs and souvenirs, however, are limited in their "reach," and, relatively to other means of attracting attention, inordinately expensive, both in their production and in distribution, points which should be taken into consideration by the advertiser in appropriating the necessary money for this element of his business.

Handbills, flyers and folders may also come in for a share of negative praise. Of course if the dealer could be assured that even a small percentage of this class of literature ever reached a customer it might be more favorably commented upon, but the experience of the writer is that the expense of seeing the work of distribution properly done is so great as to eat up the profits of this system. Handbills thrown into areas and doorways, even if honestly distributed, are seldom seen by the parties intended to be reached. The first gust of wind or drop of rain destroys the usefulness of the handbill left at the door.

The neat card sent by mail is a very attractive advertisement albeit expensive. This form is most frequently used in the case of regular customers, who probably do not need a reminder of the location of their regular dealer. This is the most expensive method of general advertising that has been in common use, fine paper and cards being necessary and to this is to be added the expense of postage. In the event of a dealer having a particularly desirable line of goods to which he desires to call attention, this is a neat and effective method of advertising among the regular customers, but, as suggested above, too expensive for general use.

The old fashioned method of putting up signboards on all the roads "Five miles to Hyde & Cordonnier's Shoe Store" is one which obtained to a great extent in the rural districts, and it was an effective and inexpensive method of keeping the concern prominently before the public. But the wary rustic, perhaps seeing the dealer advertising at his expense, so to speak, has of late years secured such legislation that this method is no longer as profitable or as common

as in the past. It must be said, however, in this connection, that a jaunt through the country is more enjoyable without than with the trees, fences, stores and every other available surface covered with advertising.

The newspaper will, of course, suggest itself as a desirable and sure means of reaching the public, and many retailers avail themselves of this medium without exercising the discretion which they exhibit in other directions. Shoes are of such nature that they are naturally to be advertised in the local papers, but there is a vast difference in local sheets in the matter of advertising value. A journal of limited circulation is, of course, of less value to the advertiser than one of wide distribution. It may happen, however, that a paper of limited circulation may reach the class of customers whose patronage is solicited, such as local journals devoted to sports and athletic pastimes which require the use of shoes especially adapted to the purpose. In this case, although the circulation may be quite restricted in numbers, it may still reach the best class of buyers of shoes, and that, after all, is the object to be attained.

But, as a rule, the employment of all the means already enumerated is a waste of time, energy and money as the largest advertisers in the country have proven to their own entire and intense satisfaction.

The experience of one of the largest advertising shoe concerns shows the result of concentrated advertising as contrasted with the dissipation of energy through numerous small and influential channels. The gentleman, who was not talking for publication, having charge of the advertising of the firm told the writer in a conversation on this subject that after years of advertising through mediums of every known kind and character he had found that the best results accrued from the placing of prominent advertising in the recognized dailies and monthlies. He cited an instance where in taking the back page of a popular magazine, of which the circulation was indisputable, orders had reached the firm even from China.

This is in marked contrast to any results which can be expected from the program advertisement which is seen only by the few who are at hand when the particular performance or celebration takes place.

A monthly magazine partakes in a measure of the nature of a daily. It is read, not all at once and thrown aside, but it furnishes mental pabulum for the month, is read day by day until its place is taken by another and the advertising pages are both prominent and attractive in the modern periodical. By the monthly then, as in the case of the daily, the advertisement is kept constantly before the eye of the reader and that is really the secret of successful advertising. A startling advertisement may make a deep and lasting impression on the mind of the reader, but it is the iteration and reiteration that brings about results, just as a child learns to talk from constantly hearing the words from the lips of its parents. Besides startling advertisements are rare and when a new idea is hit upon by professional "ad. smiths" the price is above what the average retailer has appropriated for the purpose.

Retailers in smaller cities and country towns are not to be expected to advertise in the metropolitan journals. Their judgment, however, is to be ex-

ercised in the selection of the home talent to be employed. What paper has the best circulation among the most desirable class? That is the question to decide, and this may be obviated particularly in country towns by inserting a judiciously worded notice in the two or possibly three papers which claim to represent the leading political parties in their section. Shoe dealers should not be restricted in their dealings to one or another political party. Shoes know no race, creed, color or previous condition, and the retailer should and must meet all customers on an equal footing.

Many firms who appropriate a definite sum each year for advertising purposes are overpersuaded to spend a considerable portion in the less valuable methods and even in catch-penny schemes that have neither real nor apparent value. Still a plausible talker induces them to pay for something which they fully realize will not bring in a return commensurate with the expenditure; oftentimes, this is done with the idea of "helping out" a struggling solicitor whose importunities have overcome their better judgment. Such advertising should properly be charged under the heading of charity and not to advertising.

The subject may be summed up in a short sentence. The best results are obtainable by the employment of the best methods; and it has been the experience of the largest advertisers that the best means of reaching the public is by the constant, continuous use of advertisements prominently displayed in such daily or weekly and periodical publications as have a constant and unquestionable circulation of the greatest magnitude among the whole mass of the people sought to be reached.—Hubert Edwards in Boot and Shoe Recorder.

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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.

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



RINDGE, KALMBACH, LOGIE & CO.,
10-22 NORTH IONIA STREET, GRAND RAPIDS, MICHIGAN

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.



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.

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—The market remains steady, and the orders coming forward are said to be quite satisfactory for the present, considering the outlook for the future. Heavy brown sheetings and drills are not in the same demand, although the request is heavy enough to gradually reduce stocks. It is not heavy enough, however, to have any appreciable effect on prices, so that the prices for stock goods continue irregular. Nevertheless, all goods to arrive at future dates are exceptionally firm. Denims have quieted down to positive dullness, and ticks the same, but prices remain unchanged. Other coarse colored cottons show no alteration, either in business or in prices. Wide sheetings are quiet, but firm. Preparations are rapidly nearing a climax for the new season in cotton flannels and blankets; but business in these goods at present is very light.

Prints and Ginghams—There has been a very noticeable improvement in the demand for staple lines of calicoes during last week and this, and the total amount of business has been exceptionally good, compared with what we have been able to note in previous reports. A number of bids have been received for much larger quantities for future delivery than we have previously noted, and sellers are holding their position firmly. In light goods some delicate blue fancies have been in special demand this week, as well as specialties and fine, sheer fabrics. Regular fancy calicoes are quiet, although steady. Shirtings show no change, and business has not increased. Neither dress styles of gingham nor other lines of fancy cotton dress goods show changes worthy of notice. The demand is steady, but small.

Dress Goods—The dress goods market is in the midst of its between seasons calm. Dull and featureless is an apt characterization of present conditions as applied to woolen and worsted goods. Jobbers show no interest in what agents have to offer, aside from a few staple fabrics and some skirtings, and even on these the business is of modest proportions. The developments of the wash goods spring business have been very detrimental to the proper development of the woolen and worsted dress goods business. The tendency of fashion in favor of sheer fabrics has operated strongly in favor of wash goods. As regards the new heavyweight season comparatively little is heard among dress goods agents, who are very much in the dark as to the direction in which popular tastes will run. There is little indication to guide them intelligently in their preparations for the new season.

Underwear—Spring goods are moving more easily than heavyweights, and this is natural, because spring stocks are much smaller than stocks of winter lines. Summer goods were sold out pretty completely last year, and in many cases had to be replenished several times. Very little was carried over, and so buyers are obliged to meet the market, and take the goods without special regard to prices. Prices are firm, and no irregularities are to be found.

Hosiery—Things are getting in an interesting condition once more in the hosiery departments, and some beautiful new creations in half hose are being

shown in various places. Buyers are picking up domestic fancies with considerable freedom. Staples are also well conditioned, and the mills are running full everywhere. Prices are firm, and the amount of trading is extremely satisfactory.

Carpets—Ingrain carpets show no improvement since our last review. When deliveries are made in March, the manufacturers expect to see a decided improvement in demand, principally for duplicates, as many buyers placed very light initial orders, and still others have not placed any orders for ingrain this season. Manufacturers are beginning to see that they can sell their goods cheaper when selling direct than when handled by jobbers, and each season has found more of the Philadelphia manufacturers, especially of ingrain and art squares, selling their goods direct to the retailers and large department stores. The installment houses of late have shown considerable hesitancy in placing orders, as they find collections slow, and notwithstanding the fact that later they may have to pay more money by delaying purchases of stocks, they are not eager to do business, even in some cases where they have almost sold out their old stocks. The temporary reduction made by jobbers has also tended to check the placing of orders for a time. The lower priced goods offered by jobbers are largely 12 pair, second grade ingrain, but they have served the purpose of the jobber to attract the buyer's attention for a time. Later on the buyers will wake up to the fact that they have purchased carpets made to suit the price paid, and when they fully understand that manufacturers are not giving their best goods for the low prices, they will be better satisfied to pay a "live and let live" price and obtain a first-class, standard article.

Michigan Canned Goods in Texas—The Cotton Crop.

Abilene, Texas, Feb. 4—It is surprising to what an extent the canning industry has grown of late years, and apparently Michigan is "strictly in it" in drawing tribute from less enterprising or less favored sections. In looking over the shelves of a Texas grocery store the other day I saw bottles of pickles from Holland, canned celery from Kalamazoo, canned peas from Hart, canned plums from Charlotte and canned corn from some other place in our great State.

Texas is just now on the high tide of prosperity. Cotton is again king. The crop has been immense and the price the best in years, ranging from 8c to 9c, which means what 50 cent potatoes do in the Michigan potato section—plenty of money, lots of improvements and liberal buying.

Cotton picking is finished except by some of those "behind hand" individuals of which every section has a few. It is picked into bags and baskets and dumped into a pile on the ground, from which it is loaded into high box wagons for hauling to the gin. The inventive genius of the people has for years been engaged in an endeavor to perfect some other means than the human fingers for harvesting the crop, but with only meager results, and it is still picked as it has been since before Eli Whitney invented the cotton gin.

The operations of a gin are interesting. A wagon load of the fleecy staple is driven to the gin and a suction pipe about a foot in diameter and flexible with joints, allowing it to be swung over the top of the load and lowered as the cotton is drawn out and conveyed to the gin boxes. There little saws reach through slits in the hopperlike box, tear the staple from the seed, the latter dropping into a conveyor for transfer to a seed house, or back to the owner of

the load, to be sold to the oil mills, while the cotton passes on to the press boxes and is packed into bales weighing from 300 to 400 pounds.

A bale is a little more than the average product of an acre in this section, but in some places two bales to the acre are produced. The price for ginning and wrapping is \$3 per bale, but the seed more than pays this, so the cotton is a net product.

The only political effect of the prosperous times in the South is the disintegration of the Populist party. The issue which most interests the Southern planter now is what he can grow that will bring profitable prices, and that is the only "currency question" to which he is giving attention at present, hence he has no time for political agitation. It is an encouraging sign and an assurance for the future. Harry M. Royal.

The man that invented ice cream soda is dead, but his product is yet in good fizical condition.

Good Way to Salt Pork.

Put about an inch of salt in the bottom of a barrel; place on it a layer of pork, and cover it with an inch of salt. Repeat this process until the barrel is nearly full, then cover it with a strong brine. Pack the pork as tight as possible. If scum arises pour off the brine and scald it; add more salt and pour over the pork again.

Goose Fat Rendering Plant.

W. H. Roberson, of Omaha, C. L. Root, of Lyons, Ia., and others, have organized a company to conduct a goose rendering factory. The fat of the geese is to be rendered and put up in casks and shipped to Philadelphia and other Eastern cities. The flesh will be canned, and the feathers sold for bedding.

According to one authority the last century witnessed 200 wars, large and small. The millenium will have to come with a rush, or else it is a long way

About Hosiery



The tendency each season is more and more toward fancy patterns in the line of hosiery. This season Men's Socks lead for pretty colorings at low prices—goods that will sell rapidly at 15c per pair. Misses' and Women's are worth buying only in the higher priced goods. We want you to see our line. If we claimed to have the greatest assortment in the country you would not believe it, neither would it be true. We do claim, however, that you will be surprised upon looking us over. We really have some splendid "stuff" for the money.

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



Means Just What It Says Boss of Michigan

This Shirt is made to wear; is full size, felled seams and best quality of goods.

We also carry a full line of Negligee and Laundered Shirts from \$2.25 to \$9.00 a dozen. Send for samples.

P. Steketee & Sons,

Wholesale Dry Goods,

Grand Rapids, Mich.

Jealousies of Trimmers—How to Obtain New Ideas.

It is sometimes said that there is no class of men employed in stores who are more sensitive and inclined to be jealous of one another than trimmers of windows. They are sensitive as to the reception that their work meets at the hands of both the proprietor and customers of the store, and they are inclined to view with suspicion the efforts of their fellow trimmers in the same community. That the trimmer has grounds for being sensitive there is no doubt. Often a window will be criticised when the very best man in the business would not have been able to get good results with the same material or working under the same limitations. The painter of a picture is absolutely unlimited as to the material he employs; the trimmer is hampered by all sorts of conditions in producing his effects. It is a particularly trying thing to have the manager of a store call on him to put in an artistic trim on short notice. It is even more trying for him to see some rival take an idea that he has originated and apply it without even so much as a word of thanks, taking to himself all the glory of originating the idea. The under trimmer, too, has his patience tried when he sees his superior get the credit for ideas that he has originated. But it needs to be said emphatically that two of the most necessary virtues for the trimmer are patience and an absence of jealousy. True worth can not be hid forever and if a man has it not himself people will sooner or later discover the fact. Petty jealousies of rival trimmers are mean and contemptible. They exercise a belittling effect on the character of the trimmer that he should dread. A healthy rivalry is always good; the mutual stimulus that comes from the effort to produce fine effects is always helpful and advantageous to trimmers as well as to employers, but the petty jealousies that one sometimes hears of should be avoided. Sooner or later they react on the character of the man who is guilty of them and he is materially and morally the sufferer.

* * *

One of the most wearing and exhausting problems for many windows trimmers is the problem of how they can get ideas for new trims. They find the working out of detail matter of comparatively little importance, for they can trust to their own ingenuity and inventiveness for the minor points of a trim and very often they prefer to make changes in the minor points of suggested schemes. But when it is a question of where they shall get ideas they are at a loss. Of course, this is a matter of importance, for sooner or later the window man must trust to himself for ideas, and if he has no source of ideas other than that which he finds in the suggestions of other people his usefulness is limited. One of the readiest sources of ideas is to be found in the window trims of stores carrying radically different lines from those of his own store. Very often the idea of a trim of groceries, for instance, can be taken and applied to a totally different line of goods. A system of grouping the articles in a display of one kind of goods can be utilized in a display of a totally different line. By studying the methods of trimming in the other stores in his town the trimmer can get ideas that are useful and valuable in his own work. A trimmer should form the habit of observing, criticising and studying the methods of

other producers of window effects. He should make a study of different styles of trimming; he should classify and arrange in his own mind the facts that he observes. He should make a mental, and sometimes a written, note of peculiar features that seem to him to be good. By doing these things he always has a reserve stock of ideas to fall back upon in times of emergency. He cultivates his own taste and at the same time stores up a stock of criticisms and comparisons that are exceedingly valuable to him in his work.

* * *

A plain but effective shirt trim can be made of stiff bosom shirts, whether white or colored, by placing on the floor of the window, at either side of the center, two piles of shirts, twelve or eighteen to a pile, piled at right angles to each other. Similar piles are placed at either side of the front of the window. The floor of the window is then spaced with shirts or shirt stands, placed in regular rows, color by color, or, if all white shirts are used each shirt has a collar and necktie on it, all the ties in one row being of one color, all the ties in the next row being of a different color, and so on. Different styles of scarfpins are used, in the same fashion. Between the shirt stands are placed T stands, each bearing a couple of four-in-hands or imperials tied in some graceful shape. On the bars above large window cards are tied between the bars; on every other pair and in between, shirts are hung which are made up in the same way as those on the floor of the window. The practice of putting colored shirts in the window without regard to color or pattern should not be observed. It is better to select tie and collar and scarfpin so that customers will be able to see by looking in the window the effect that the whole will have when it is worn.

* * *

A fancy trim of underwear might be made by suspending from the roof of the window a large number of trapezes made of a rod of wood and two brass chains or simple cord or wire. Over each trapeze are thrown shirts and drawers folded simply, and seated on each garment in the trapeze is some little figure, such as a doll. The trapeze might be suspended so that those with shortest ropes would be nearest the front of the window and the longest in the rear. The floor of the window could be covered by garments laid flat on the floor two to a pile and crossed over each other, interspersed by pairs of drawers rolled up and fastened by pins and then stood on end. Another underwear trim can be made by standing along the back of the window in a row on a ledge a number of dummies dressed in suits of underwear. The floor of the window falls away from them in a slant and rows of garments are laid flat on this floor so as to form the letters of the word "Underwear." The back and sides of the window are draped with bath robes hung on hooks and with their skirts drawn over one another and spread out like the sticks of a fan. Piles of underwear are arranged along the sides of the window.—Apparel Gazette.

Too Much Body.

Customer—You ought to send up another brand of syrup for the last can we got from you, Mr. Smith.
 Grocer—Why? There ain't a better syrup in the market. Clear, pure and plenty of body; none of your thin glucose brands.
 Customer—That's just it; too much body. Wife found a mouse in the can.

Returned to Thrash His Foster Father.

How it rained. The huge drops pelted the pane and then trickled down the sill. "Just such a night as twenty-five years ago," murmured the old man with the snuff box. The bell rang sharply. The old man hobbled over and opened the door.
 "Who is there?" he called.
 "You will soon know," responded the stranger. "It's a wild night."
 "Fierce."
 "Just such a night as twenty-five years ago."
 "What?"
 "And you found a basket on your step."
 "How do you know this?"
 "And when you took the basket in you found it contained an infant. You admit this?"
 "Yes, but—"
 "And then I suppose you remember taking the infant to a warm fire and drying its clothes?"
 "I do."
 "And then you treated the outcast as your own kin until he was 15 years of age."
 "I remember all. At 15 he left my humble roof to seek his fortune."
 "But he didn't find it!"
 "Then he must be—"
 "He stands before you."
 "And you have come back after all these years to thank me?"
 "No, I have come back to lick you."
 "What?"
 "Yes, to lick you for taking me in. If you had not disturbed that basket the chances are some wealthy, childless woman would have seen me from her carriage window and taken me for adoption. Then instead of being a tramp I would be rolling in a lap of luxury. Old man, I can never forgive you. Come out here while I wipe the yard up with—"
 But the door slammed. How it rained!

Be very careful how you let remarks fall—they may hurt a friend.

William Reid
 Importer and Jobber of Polished Plate, Window and Ornamental
Glass
 Paint, Oil, White Lead, Varnishes and Brushes
 GRAND RAPIDS, MICH.
 L. BUTLER,
 Resident Manager.

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.

Perhaps
 you want some unique style in printing—something different than others. Let us place you with thousands of other satisfied patrons. The price of good printing must be higher if you count quality, but be careful where you go for good printing—get quality.
Tradesman Company,
 GRAND RAPIDS, MICHIGAN

A Bright Young Clerk Outwits an Old Fossil.

Written for the Tradesman.

The traveling man finished reading the letter, smiled audibly as he folded it and, replacing it in the envelope, put it into his pocket. "I must tell you of a little scheme back here in the country a bit that I am engaged in:

"Some six months ago I went out of my way somewhat to take in a town in the woods, more for the sake of an entering wedge than for any immediate profit. The store was the typical backwoods affair, with the typical backwoods storekeeper. Age had not crippled him, but almost everything else had, laziness taking the lead. The only redeemable feature was a young clerk some 22 years old or so, whom I found wideawake and ready to make something of himself, and the store, too, if he had a chance. Higgins, the proprietor, was not only averse to being lively himself, but didn't feel comfortable to have it going on and he put a damper on everything the clerk proposed.

"I saw at a glance how things were and to strengthen my convictions I got the clerk one side and gave him a chance to open up. It was exactly as I supposed: The storekeeper was a barnacle and the boy wanted to get out into the world where his commercial craft could get an occasional puff of the trade winds, if nothing more. He wanted me to look around for him and get him a place somewhere. I promised to do what I could for him, but the more I thought of it, and the more I looked the conditions over and, better than all, looked into that young fellow's eyes and bright face and the upright life behind it, the more determined I was that I'd help him—but not in that way.

"A month later I was there again. Of course, there had been no change and, of course, the boy came at me for all he was worth. I put up at the little seven by nine tavern for the night, insisted on having a room with a fire in it and that night after supper had the boy come over. He had no sooner shut the door than he began.

"'Haven't found a place for me yet, have you?'

"'You'll laugh, and wonder what it has to do with trade. Generally nothing, but it did here. Most clerks in backwoods stores would have said 'hain't got.' Its absence made me look at him again and determined me to hurry up things. Somebody at home knew how to talk, for in that wilderness he could have learned that only at home. So, taking the boy all in as he took the chair I gave him, I said, 'I think so.'

"'He came at me with a startling, 'Where?'

"'Right here, in Edgewood.'

"'A sickly, incredulous smile showed his disappointment and I went on.

"'You are doing all there is done over there now, aren't you?'

"'Everything except paying for the goods. I am running the store, if that is what you mean.'

"'Why not run one of your own? Why not buy this man out and run a store that will put money in your pocket and build up the place? You can do it—why not start in?'

"'Old Higgins wouldn't sell and I've no money to buy if he would.'

"'Would you be willing to try it if you had a chance?'

"'Willing!'

"'There were ten explosion marks if there was one. That fixed that and the next day I sauntered over to the store to see what could be done with Old Bar-

nacle. True to his species he clung. There wasn't a crowbar in the whole commercial tool house that could stir him. Well, that was better, anyway, than the Yes to-day and No to-morrow method. It let us know what to expect and how to go at it. I found that the hotel had an old storeroom that in its high tide had been a country store, the rent of which was so nearly nothing as to call it that. Then on my return home I told the firm the circumstances and recommended opening a little place up there and putting the young fellow in as manager, with rein enough to see what gait he'd take if he had a chance. They followed my suggestion and the boy's been at it for about three months.

"'It's turning out just as I thought it would. He started in with a little stock of such groceries as he thought would sell, and the house is letting him have a freer rein as he shows himself equal to it. The people are trading with him more and more. The country likes good goods as well as the city does and he's giving them what they like. His store is as clean as a parlor. His codfish and butter are kept away from each other. His stove doesn't stand in a boxed-in bed of sawdust that serves the purpose of a cuspidor. There isn't a loafer's bench or box in the establishment. He's a boy with considerable taste and the women are beginning to trust him as to dress goods and things of that sort. It seems to me to be a go, and I'm pleased over it.

"'This letter I've just received says that the barnacle is beginning to find out that something is the matter and has been making overtures in the direction of a partnership. Not on your life! That boy is going to have the whole of that business without an effort. He has already made his store the center of a large circle of country trade and it is increasing every day. The rest is only a question of time.

"'The fun commenced when the barnacle began to show signs of consciousness. The young man didn't get scared, but was somewhat uneasy and just to brace him up I took a hand in the game. That was all that was needed. That cub, instead of turning the card down, picked it up and played it alone. Barnacle tried it and got euchred. That tickled the young man about half to death, and me, too, for that matter. I saw then I was 'n't needed and quit. A man that can play that sort of cut-throat is equal to any two-handed game with the odds against him, and I shall not be surprised if the next letter says that the game has ended in a whitewash, with the barnacle the victim.'

A Severe Test.

Stranger—Call your paper a great advertising medium, do you? It isn't worth shucks. I put in an advertisement last week and didn't get an answer—not one.

Editor—My! my! How was your advertisement worded?

Stranger—A poor young man wants a pretty wife who can do her own housework.

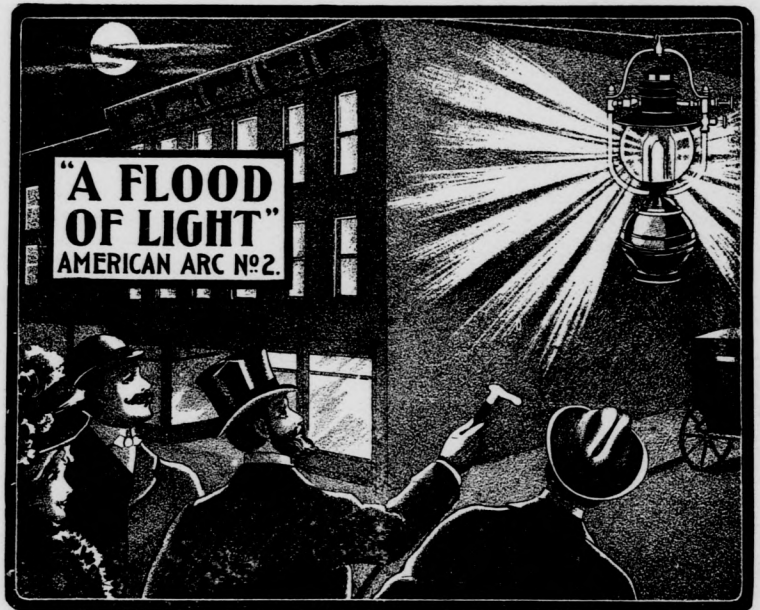
The constant wash of water
Wears away the largest stone;
The constant gnaw of Towser
Masticates the largest bone;
The lover's constant wooing
Wins at last the fickle maid,
And the constant advertiser
Is the one who gets the trade.

Some men rise by their own efforts, while others have to be called several times.

The lawyer has to give in when he gets home and argues the case with his wife.

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.

192-194 Michigan Street, CHICAGO.

Ask for Catalogue.



**THE ACME
ARC LAMP**

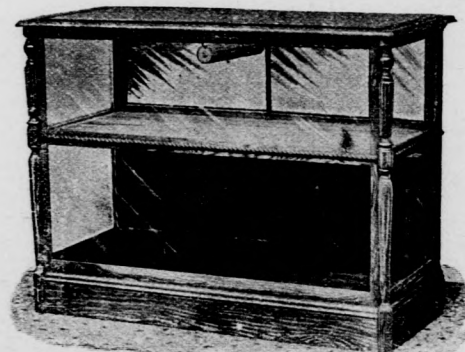
EXCELS THEM ALL. It is the neatest, strongest, brightest and simplest. More brilliant than electricity, cheaper than kerosene oil. Tested to stand 100 pounds pressure. Absolutely safe to stand or hang anywhere. No smoke, no odor. Nothing to get out of order. Especially adapted to lighting stores, halls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

ACME METAL SPINNING & MANUFACTURING CO.,
45 & 47 S. CANAL ST., CHICAGO, ILL.

For Outdoor.

GRAND RAPIDS FIXTURES CO.

Cigar Case. One of our leaders.



Shipped knocked down. First class freight.

No. 52.

Description: Oak, finished in light antique, rubbed and polished. Made any length, 28 inches wide, 44 inches high. Write for illustrated catalogue and prices. We are now located two blocks south of Union Depot.

Cor. Bartlett and South Ionia Streets, Grand Rapids, Mich.

ANECDOTES OF ARMOUR.

Some Peculiarities of That Typical American.

Rev. F. W. Gunsaulus in Review of Reviews.

With his first gift the benefactor was only at the beginning of a new intellectual life. Years ago he saw that this new life, with the fresh impulse derived from investigations made with his friend, Quintin Hogg, who founded the Polytechnic in London, and with others in America, restored him to health in 1895 and gave to his radiant imagination and strong power of reasoning new problems and prophecies. Mr. Armour investigated educational foundations from Frankfurt in Germany to Stanford University in California. His service to the Armour institute was of such a sort as to save this institution from many of the embarrassments which have imperiled other schools, and its invested millions are as profitably employed as those which are used in his active business. Historically considered, the Armour mission came first, although we need not go many years back to find its beginning. In 1874 Plymouth church established a mission Sunday school in the neighborhood, using a building previously occupied as a saloon. At the first session twenty-seven persons were present, but the little school possessed genuine germs of life, and it grew steadily.

Joseph F. Armour was deeply interested in the prosperity of this school, and contributed to its support. At his death, in 1881, he left a bequest of \$100,000 to form an institution whose purpose should be to reach the people with the teachings and influences of the Gospel of Christ, and especially to aid in the care and development of the children and youth in that part of Chicago where the mission is situated. The bequest was simply given into the charge of Mr. P. D. Armour, and the work, which began in the building at 31st and State streets in 1874, was at once enlarged by the erection of the capacious building known as the Armour mission. The good effect of the mission upon the neighborhood was so marked that Mr. Armour was led to erect the buildings known as the Armour flats. He calculated carefully upon the fact that he was creating a demand that would help to empty somebody's pocket-book. The mission and its little wood carving and industrial work, under the admirable management of a lady who is now giving her fourteenth year to the Armour educational enterprises, inspired ideals and hopes which, as Mr. Armour said, "logically forced me to do something more." He saw that to bring upon youth a great flood of new light and warmth means the creation of a demand for larger opportunities, and better instrumentalities by which opportunities shall be used. The mission educated the heart. He believed that head and hand ought to be educated likewise. He saw that no idea of the head is clear until it can be actually done handily and heartily. He believed that the labor problem must be solved, not by leveling down, but by leveling up. He would not create more laborers, but he would train laborers to make their work both a science and an art. He saw all graduates employed as soon as they left us, and he beheld the spirit of anarchy and social discontent vanishing before the conviction, born in the minds of the students, that there is plenty of room for brain and character. He would not permit any but the best teachers or anything but the best apparatus to enter the building. "I have gone into partnership with these boys and girls for all the future," he said, "and because they have given the best they have to this combination I will put into it the best my money can buy."

He possessed a lot of phrases, and often spoke in racy, idiomatic language unsurpassed for homely directness. I remember once he intimated to me that there might have been sections of my nature a little neglected in the creation; but I would not have the episode out of my life, because I would not have this honest, bluff, whole-souled man's face out of my soul's picture gallery. I had

gone to him just at a time when stocks were going the wrong way and disastrous days of panic were near; and I had asked in my innocent way for a large sum of money to pay for new apparatus that was needed. I shall never forget him as he turned and said: "My dear friend, you don't seem to know what is going on." I answered: "Mr. Armour, of course I don't; but I am here to look after that institution, and we must have this money." "Have I refused you any money?" "No, sir," said I; "but, Mr. Armour, you think me very impractical." Back to his old-country phraseology he went, with the swiftness of David Harum, and he said: "No, doctor, I don't think you are impractical, but I think there is lots of daylight between you and the ground."

When I showed him the wonderful revelations of the X ray, he amused us by saying, as he saw a 2-cent coin through an oak plank: "Well, maybe there isn't so much to marvel at in this thing, after all. I always could see a 2-cent piece through almost anything. I think if the American boy could get some of these X rays in his eye it wouldn't hurt him any, especially if his heart can be enlarged as his fortune grows."

When we were on a trip through the Southwest he found it impossible to sleep well for the first two or three nights. He said to me one morning: "I have tried all of Dr. Billings' nostrums for sleep, and I don't seem to be getting very much of it. I think I will try you to-night, doctor. Haven't you got one of your long sermons in your carpet sack?" On this same trip through the West he was greatly annoyed at the unwise multiplication of church edifices in small towns, and he expressed himself vigorously about competition in business as compared with competition in religious activities. We stopped at a little cross-road place, and he observed that on each of the four corners at the crossing of the two principal streets stood a protestant church representative of its denomination. An overtalkative brother, who proved to be one of the four half-starved pastors in the straggling village, presented himself and said: "I am proud to grasp the hand of the man who can not be cornered." Mr. Armour replied: "I don't think corners in wheat and pork are in it with the way you four fellows are trying to four-corner religion in this town. How much is the debt on these churches, all told? You say \$1,000 would free them? Well, I will give that much if three of you fellows will resign and these churches will unite." The money was never applied for, and Mr. Armour afterward said: "I suppose they couldn't unite on baptism. I told the folks at the mission, when they wanted to know what denomination we would choose for the work down there, that I wanted the religion of the place to be undenominational, but it must be six-teen ounces to the pound, all wool and a yard wide; and I don't care whether the converts are baptized in the soup bowl, a dishpan or the Chicago River."

He seemed myriad-minded. I have been in his office at 7:30 in the morning, when a young man sat near him reading telegrams from the capitals of Europe and the great centers of trade in the Orient. He himself was reading a morning paper, and I was talking to him about some new plans for the institute. He would look up, touch a button and tell the gentleman who responded to buy, at the opening of the market, 2,000 shares of this stock or that, and when I asked him if he was not too busy to listen to me he would proceed to tell me everything I had said to him and give me his answer.

Napoleon could not have surpassed Mr. Armour in the number of secretaries to whom he might dictate at one time. In certainty and power of stroke, in ease and sweep of movement, in masterful management of confused details, and in swift response to remarkable insight, Mr. Armour's ability to think and act were unsurpassed by any man with whom I have come in contact. He was never easy without a great problem on his hands, and he never was happier

than in employing his power to its solution. He could keep out of his own way intellectually. His sunny personality helped to illumine things; his faculties were perfectly obedient, and he could put at once at the head of the advancing battalion that power of mind surest to lead him to triumph.



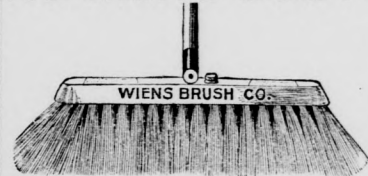
Don't buy an Awning until you get our prices.

Chas. A. Coye,

11 Pearl St., Grand Rapids, Mich.

Send for prices.

NO MORE DUST!



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

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.

Good Light Draws Trade

You can have the VERY BEST GAS LIGHT anywhere, equal or better than 5 electric bulbs or 10 or 12 coal oil lamps at

20c a month

Get the Self-Making

Brilliant Gas Lamp

We have made and sold over 90,000 during the past three years, all of which are giving perfect satisfaction. Always right and ready for use. No pumping up or artificial air pressure required. They run themselves; guaranteed. Approved by the Insurance Boards. Big money to Agents. Write for your district.

Brilliant Gas Lamp Co.

GEO. BOHNER, Agent

42 State St., Chicago



Butter and Eggs

Observations by a Gotham Egg Man.

The Egg Committee of New York Mercantile Exchange, at a meeting held last week, decided that the "Mark season" for eggs should begin Monday, February 4. This simply means that when eggs are sold "under the rule" the terms of payment shall be at mark instead of loss off unless otherwise specially agreed. As a matter of fact, most of the Western eggs are already selling at mark, although, of course, it is necessary to accept a lower price per dozen when the sales are at mark than when they are loss off.

* * *

It is to be hoped that we shall soon see the last of loss off egg sales in this market. Now that we have turned over not only a new year but a brand new century it would seem to be an appropriate time to say good-bye once for all to a method of selling that is gradually becoming obsolete and that has already been abandoned by many of the leading egg receivers. I am perfectly willing to admit that there are certain grades of eggs for which, under certain market conditions a little more money can be realized on loss off sales than when mark sales are insisted upon. But I am nevertheless convinced that it would be better to sell all case count, estimating the amount of shrinkage as nearly as possible when the sale is made, because only in that way can shippers work on a sure basis of value and receive the differences in net return that alone induce a closer grading. And a closer grading means a great saving to the egg trade in the long run.

* * *

Speaking of close grading it is worth while to remark that the attempt at grading eggs for this market seems to be spreading. More shippers are sending so-called graded eggs than formerly but sometimes they seem to be disappointed in the results. I think this is largely due to the lack of thoroughness in the work. At a season of the year when most of the eggs are fresh the grading consists chiefly in the throwing out of all small and dirty eggs; when all are fresh, size and cleanness are the only points of excellence or inferiority. I have seen some lots said to be graded (and in fact they were to some extent) in which there were no dirty eggs but many small ones; and the shippers of these complain when they fail to receive a premium for them. I am convinced that at this season it does not pay to grade eggs unless it is done thoroughly and the first quality made decidedly superior; but that such grading does pay. There is now about as little range in the various qualities of fresh eggs as at any season but there is still a range of at least 1c per dozen. It is safe to say that if 100 cases of average prime fresh gathered eggs, ungraded, were salable here at 10c it would be possible to get 20c for the large and clean packed alone and 17c for the seconds. This assortment, in a fairly good section, would probably result in 75 cases of first grade and 25 cases of seconds. If so the net value would be \$570 ungraded and \$577.50 graded. This is not much but it is a season when the value of grading is the least and even at that it's worth gaining; \$7.50 on 100 cases is \$30 per car.

* * *

I notice that some shippers are so indifferent to the wants of the trade as to maintain the use of 36-dozen egg cases.

Now one must give buyers eggs in the shape they require if they expect the best results. The objection to 36-dozen cases is spreading more and more; many dealers refuse to buy them under any circumstances when they can get 30s and the user of 36s simply curtails the opportunity of sale, especially at times when prompt sale is most important. Egg values fluctuate rapidly at this season and it must always be remembered that they go up when offerings are small and demand relatively active, and down when offerings are large. It is under the unfavorable turns, when prices are dropping, that quick selling goods are the most profitable and anything objectionable, as to case or quality, often necessitates carrying goods down a decline unsold. Shippers should aim to put their goods in condition to meet all the demands that critical buyers impose and scarcely anything is more important than to avoid 36-dozen packages and make the 30s as neat, trim and solid packed as possible. —N. Y. Produce Review.

Poultry and Eggs in England.

English farmers are growing to pay less attention to the items of egg and poultry production than formerly, or else the people are consuming more of those products. The yearly supply of eggs for the city of London alone is not less than 650,000,000 eggs, and those used in the United Kingdom were estimated to have been worth \$50,000,000 last year. Of these 1,010,000,000 were imported at a cost of \$25,221,960. It would seem as if the English tenant farmer, who has seen the decline in grain growing and the growing of cattle and sheep, because of a lack of protection against the great increase of imports of feed stuffs and meats from the colonies and from the United States, would turn to poultry keeping as offering a chance to make a profitable business, but they are not easy to change from their established customs and routines, and our Western States and Canada are likely to get control of the market in all poultry products, wresting it from France and Germany, which have had nearly a monopoly of it in years gone by.

Proper Scalding.

In scalding poultry for market a good deal of care needs to be exercised to have the work done in the best manner. No doubt many that are in the habit of preparing fowls for their own use think that the same methods will do equally well when applied to poultry for market. But the manner of preparation counts a good deal when the fowls come on to the city market. Carelessness in scalding is responsible for many of the ill-looking specimens we see in the barrels in the city meat shops—barrels of birds that sell at a discount because the skin has been scalded off parts of the birds. A scientific scalding will dip his birds three times into boiling water, and at once strip off the feathers. Then he dips in cold water and plumps. A little more science applied to the scalding and dressing of poultry will mean many a penny saved to the producer.

A Philadelphia exchange says that "in a test prosecution brought by the State Pure Food Department in the Blair county court a jury convicted Stephen Kirsch, an Altoona milk dealer, of adulterating milk with formaline. The defense asserted that formaline preserved milk, and produced chemical authorities to prove this fact. The State asserted that the proper use for formaline was in embalming dead bodies. The pure food agents say that this conviction will stop the custom of adulterating milk with formaline."

A spinster says that an old bachelor is a man who has lost an opportunity to make some woman miserable for life.

Sale of Furs Not Affected by the Season.

From the New York Sun.

Fur dealers say that the remarkable mildness of the season has not materially affected their sales. Most of the fashionable women order their furs in the late summer and early fall, when exclusive models are to be chosen. Besides this, furs are becoming to most women and form an artistic and softening finish to a costume. This will make them always popular while the weather gives even an excuse for their wear. It is true that the heavy fur cloaks and coats are not so much in demand, their general sale having decreased much within the past half a dozen years; but no matter what the climate, a heavy fur-lined coat or cloak must form an item in the up-to-date outfit of belle or beau, the special use designated being for driving.

The evening cloaks of women have also grown far more luxurious as to their fur linings, selected ermine, chinchilla and sable skins now being utilized for the purpose. Seal seems to be a discarded fur. Even for linings it is not popular. It is not made up in the smart collarettes and muffs that are worn so much, and while some of the Western overcoats that visit New York during a winter still show the sealskin finish throughout, they are a relic of old fashions when this fur was the only one possible.

When a young man takes a pretty girl for a boat ride he is seldom content with hugging the shore.

Please your customers, even if by so doing you don't entirely please yourself.

We make a specialty of

Pure Rye Flour

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

Olsen & Youngquist, Whitehall, Mich.

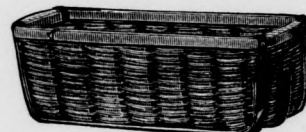
You ought to sell

LILY WHITE

"The flour the best cooks use"

VALLEY CITY MILLING CO., GRAND RAPIDS, MICH.

Ballou Baskets Are Best



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

We make all kinds.

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

Send for catalogue.

BALLOU BASKET WORKS, Belding, Mich

L. J. SMITH & CO.

MANUFACTURERS OF

Egg Cases and Fillers, Cold Storage Cases, Shipping Cases, Hinge Locking Fillers, Excelsior Nails, etc.

We keep a large stock on hand and manufacture all kinds of cases known to the trade. We would be pleased to quote you prices on our Special Basswood Veneer cases. They are tough, bright and sweet. We manufacture our own timber, taken from the stump, and can please you.

L. J. SMITH & CO., Eaton Rapids, Mich.



Highest Market Prices Paid. Regular Shipments Solicited.

98 South Division Street,

Grand Rapids, Mich.

Geo. N. Huff & Co.,

WHOLESALE DEALERS IN

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

COOLERS AND COLD STORAGE ATTACHED.

Consignments Solicited.

74 East Congress St., Detroit, Mich.

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.

A Village Store of Seventy-five Years Ago. Written for the Tradesman.

Upon the summit of one of the hills that make the western part of Ontario county, New York, so conspicuous for its diversity of landscape and picturesque beauty the village of Allens Hill was located. There the writer was born, in 1817. In 1825, the period from which these recollections start, it was made up of about fifty families. All were intelligent and some of them aspired to a certain degree of social rank, to which they were entitled by birth and education. The little circle seemed to be accidentally grouped together from half a dozen states of the Union. There were no foreigners, and but one colored person, Old Mirn, as she was called. She was a slave before the New England States cast off the yoke of slavery, and was originally the property of Judge Chipman, a kinsman of the late John Logan Chipman, of Detroit. One of the wealthiest families was from Virginia and claimed the rank of F. F. V.; and if genial hospitality and public and private liberality, coupled with a high sense of honor, belongs to the distinction, the family of Robert L. Rose were entitled to all they claimed. The late Geo. W. Rose, of Detroit, son-in-law of the late ex-Governor Baldwin, was the youngest son of this family. The resident pastor of the Protestant Episcopal church, the Rev. George H. Norton, was also a Virginian, and believed in the divine right of slave holding. He thought he could prove his theory by the practices and teachings of the Bible, just as many theologians of the present age believe they can prove their dogmas and pet theories from the same source.

It will be remembered that at the time of which I write the now populous city of Rochester, New York, was a village of less than 1,500 and the metropolis of Michigan, Detroit, was only a stockade village.

The storekeeper of Allens Hill was Thomas Williams. He was a Puritan of the strictest Puritan code, and the very soul of honor in all his dealings. He used to mark his goods at a fair advance from cost and knew no variation therefrom. A devout Christian and poor man's friend, he was loved and honored by all. The last few years of his life were spent on a small farm a few miles out of Grand Rapids on the Plainfield road, where he died in 1856 at more than four score years and ten. It is this old-time country merchant—his stock in trade and his manner of conducting his business—that I shall make the subject of this sketch:

The interior of that country store, as it looms up before my boyhood recollection, would be a veritable curiosity shop now. It embraced everything to supply the simple needs of a rural community, from an ox yoke to a bottle of quinine, and in the spring of the year during the Lenten season a codfish of huge dimensions usually occupied a conspicuous place on the door jamb of the entrance, a fragrant reminder of what might be found within! To the right as we entered was the village postoffice, which was made up of pigeonholes arranged in alphabetical order for the distribution of the mail, which under favorable circumstances used to arrive twice a week from each way. When the spring rains came on I have known a four horse mail stage to be two days covering the twelve mile distance between Canandaigua and the village. On one side of the store room hardware, drugs,

paints and oils, iron, steel, nails, putty and glass mingled in confusion worse confounded. At that time a pound of cut nails cost 10 cents, a pane of 8x10 glass 10 cents, a pound of the yellowest New Orleans sugar 10 cents. Tea was never less than \$1 a pound, but always of good quality. Importers and jobbers of tea had not yet learned the art of mixing and mingling, now so generally understood and practiced for the purpose of multiplying the grades. The cost of tea varied according to name or brand. Hyson skin tea was the lowest grade, Young Hyson came next and Old Hyson and Imperial were the highest grades, sometimes retailing at \$1.50 a pound. Men's and boys' boots and shoes, all manufactured by the village shoemaker, mixed promiscuously, dangled with tinware from the ceiling above. An empty barrel was usually the receptacle of a dozen brooms, with the brush upward. And such brooms as they were! The art of flattening them into fan shape was unknown. They were round and tied to the handle with twine. The process of manufacture was to string the broom corn by passing a needle through the stems until a string long enough to make a broom the desired size was formed. This was then wound around the handle, nailed and tied with twine. One of these clumsy things would weigh more than three of the artistic wire-bound beauties now in use. Raccoon and muskrat skins hung in every corner and every possible article of barter trade was visible everywhere.

I find the limit set for this article already passed, so I leave the intricate mysteries of the dry goods side of this old-fashioned country store for a future contribution. W. S. H. Welton.

The Earliest Fruit is Seldom the Most Desirable.

The grocery window was attractive with fruit. There were apples large and red and ripe. They had been gathered with care, they had taken time to mellow and there they were ready to give the purchaser more than full value for money paid. Oranges flanked them and a fine display of grape fruit, yellow as the sunshine they had lately left, added to the window display. While these different fruits were in themselves drawing admirers and purchasers, with the evident intention of adding a central splendor to the wholesome half dozen baskets of strawberries were placed where they would be sure to catch the eye of the passer-by. They did. Hardly a pedestrian failed to slacken his pace, if he did not stop, to glance at them and exclaim, "Strawberries!" A look, however, was enough. There was something incongruous in the ice and snow outside with the berries that all mankind like as they seemed to shiver and shrink farther down into the baskets that held them. They had about them the air of the presumer who takes the earliest opportunity to apologize for his premature coming and begs us to believe that it was no fault of his.

The berries themselves could hardly be called strawberries. They had neither size nor color nor comeliness to commend them. They had traveled far and found the journey beyond their power of endurance. Gathered with the idea that much of the ripening would be done on the way to market or by a sun exposure after reaching it, there was a faint green with an occasional tint of red and both colors were somewhat subdued by the persistent seeds. Care had

not been taken to select attractive boxes and the elements had been trying to see how much they could do to stain them, and had succeeded beyond their expectations; so there they were—the boxes—full of little, hard, green, unwholesome apologies for strawberries, and containing more condensed stomach ache to the square inch than the diminutive green apple they strongly suggested.

All this was well enough for a street view. What was the opinion on the inside of the plate glass? A single question might open things up:

"Having much of a call for strawberries?"

"Well, we are not rushed with orders. There are always a few customers who want the very first fruit of the season no matter what it is or what it costs. It is rather a fine thing to say, 'Strawberries? O, yes, we had the first some time ago.' There may be some consolation in that. Still that's not any affair of ours. What we want is to furnish what the market offers at the best rates and that's exactly what we do. Goods of that sort are always the exception. The time to get out the best there is in strawberries is in June. That's the season for them. A strawberry isn't worth anything without the June morning and the June dew and the June everything that goes with it. I've no desire to run down my own berries, but you can see that June berries and January cream don't go well together. The same is true in regard to other fruits. An apple in May from last year's crop is often pretty poor eating. These oranges, when the season is on, are not to be discounted. A pickled peach is a pickled peach, but nobody pretends that it is to be compared to the Crawford

when it comes in from the orchard in its juiciest perfection. There are many admirers of the winter pear. They are not bad, one can go farther and fare a great deal worse; but, to my mind, the pear preaches its perfection in October and is to be eaten then if it is to accomplish the purpose for which it was grown."

"How about canned goods?"

"Simply a matter of that or nothing. The business has been brought down to a point where the canned article is almost as good as when it came from the garden, with a lively chance of the 'almost' disappearing altogether. They are better, ten to one, than the premature article hurried upon the market before it is ready for it, like these strawberries there. The best thing about these early fellows is the fact that the real thing is on the way and will soon be here. That means spring and warm weather. Taken in that sense, these strawberries are all right. That must be what they are sent for, and makes them well worth what we have to charge for them. Omitting that fact, however, it is safe to say that, aside from the novelty of it, the earliest fruit is seldom the most desirable.

Simple and Satisfactory.

"Dick and I have bought a horse in partnership."

"What's the arrangement?"

"Dick's going to feed him and take care of him, and I'm going to exercise him."

An Easy Part.

Youth—Oh, I don't want to take that character. I'll make a fool of myself, sure.

Maiden—Well, you said you wanted an easy part.

USE THE CELEBRATED

Sweet Loma

FINE CUT TOBACCO.

NEW SCOTTEN TOBACCO CO. (Against the Trust.)

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.

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.

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

Woman's World

Sensible Advice to the Girl Who Is Engaged.

The other day there came to my desk a little fluttering, white-winged note from a young woman who is soon to be married, asking me if I would write something to engaged girls. It is a pleasure to answer the request for many reasons, not the least of which is that it is probably the first time on record of a bride-elect who was willing to listen to advice. As a general thing an engaged girl is the most complacent creature on earth and goes about with a maddening appearance of supernatural wisdom and an air of having cornered the whole visible supply of human happiness.

I think that any counsel to an engaged girl must begin with an admonition to her to make the most of the present hour. Enjoy it. It is the primrose time of the year with you, little sister, before you have found out that there are thorns that pierce hidden even among the roses of love. It is a time that comes but once in all one's life and, having passed, never returns. It is the little poem set amidst the prose of existence, the little drama in which, for a brief space, every man and woman, even the most commonplace and uninteresting, are heroes of romance about whom cluster a thousand dreams and fancies and sentiments that will never belong to them again.

No love story ever written is so sweet to a woman as that which she lives through in the days of her engagement, but it is just as well to remember that it isn't a magazine serial that runs on from month to month and year to year. It is a novel, complete in one volume, and it ends for most women at the church door. After that life isn't romance. It is facts and poor cooks and, while the love her husband may give her is just as strong and true and better worth having than the adoration of her lover, still it is mighty apt to be a flower with all the bloom rubbed off. A peck of potatoes may be just as much a token of affection and remembrance as a bunch of violets, but nobody pretends that there is the same amount of thrill to them. Love, with most men, is violets before marriage and potatoes afterwards, and it is just as well to make the most of your romance while you have it, so that when the time comes when you are short on sentiment you may be long on memory.

It may seem like a douche of cold water thrown on you, but the most important piece of advice that anybody can give an engaged girl is to warn her to make sure she has not made a mistake in picking out a husband. Davy Crockett's maxim, "Be sure you are right, then go ahead," was probably not intended as a complete guide to matrimony, but it comes pretty near to being one, and it ought to be printed in letters an inch high on the top of every marriage license. You are a woman and used to shopping. You know that there are many attractive materials in the shops that take your eye and are well enough for a party gown or dress up occasions, but there is no wear to them. When you marry look well to the quality of the goods you are getting. Be sure that the colors are steadfast and that it won't shrink in the washing and that it is guaranteed to stand the wear and tear of everyday life. It takes something that is genuine all wool and a

yard wide to do this, my sister. It takes a real man.

It is possible—it happens often and often—that a girl's fancy is captured by a handsome face or a fascinating manner, but she finds out on closer acquaintance that her god has feet of clay. I say nothing of the big sins, because a girl who is idiotic enough to marry a drunkard or a rogue to reform him is so besotted with love and folly that there is no use in wasting words upon her. Sometimes, though, a woman sees little meannesses cropping out in the man to whom she is engaged; he is narrow and suspicious and careless of hurting her feelings; he is cruel to animals and insolent to servants and stingy. If he has these faults, don't run the risk of curing him of them. Have the courage to break your engagement. Before marriage a man is on his good behavior. If he is overbearing and unreasonable to you then, he will be a grinding tyrant when you are in his power. If he strikes every stray dog that crosses his path, he will abuse his wife. Don't trust your future to him.

Even if the man is all that he ought

to be and your own heart fails you; if you doubt the strength of your love to be all things and suffer all things for him, turn back, although you were at the foot of the altar. The most mistaken and cruel kindness that any man or woman ever showed another is to marry them without loving them, because they are too cowardly to break an engagement. We have all seen that done, but we never saw anything but misery result from it. Better a million times a broken promise than a broken heart and a broken life. An engagement is a serious thing, but it isn't as serious as an uncongenial marriage with a person you married for pity. Above all, never forget that nothing in the world but love justifies marriage. The woman who marries for a home or money or position has no right to draw her skirts aside from the woman of the streets.

But, I take it, you are one of the fortunate ones, who has drawn one of the capital prizes in the matrimonial lottery—and there's nothing better than a good husband that life can give any woman—so I congratulate you with all my

heart. But, don't brag. Crow gently. You are not the first girl who was ever engaged. Every married woman and many old maids have been there before you. Be merciful to your family. When any of your sisters or brothers come into a room where you and Henry Adolphus are engaged in telling each other for the millionth time how perfectly, unalterably you adore each other and how certain you are that yours is the first authentic case of true love on record, don't make them feel like interlopers who must back out with hurried apologies. Don't always be flinging Henry Adolphus' opinion in your father's face or get huffy when your mother fails to see in him the incarnate perfection you do. They are not in love with him, you know. Be very tender and very loving to your mother, little sister. Try to think what it must be to a mother when she sees the daughter that she has cradled in her arms, that she has loved and nursed and wept and prayed over and guarded by daily and hourly sacrifices every hour of her life, turning from her to give her love and life into a stranger's keeping.

The President of the United States of America,

To

HENRY KOCH, your clerks, attorneys, agents, salesmen and workmen, and all claiming or holding through or under you,

REETING:

Whereas, it has been represented to us in our Circuit Court of the United States for the District of New Jersey, in the Third Circuit, on the part of the ENOCH MORGAN'S SONS COMPANY, Complainant, that it has lately exhibited its said Bill of Complaint in our said Circuit Court of the United States for the District of New Jersey, against you, the said HENRY KOCH, Defendant, to be relieved touching the matters therein complained of, and that the said

ENOCH MORGAN'S SONS COMPANY,

Complainant, is entitled to the exclusive use of the designation "SAPOLIO" as a trade-mark for scouring soap.

Now, Therefore, we do strictly command and perpetually enjoin you, the said HENRY KOCH, your clerks, attorneys, agents, salesmen and workmen, and all claiming or holding through or under you under the pains and penalties which may fall upon you and each of you in case of disobedience, that you do absolutely desist and refrain from in any manner unlawfully using the word "SAPOLIO," or any word or words substantially similar thereto in sound or appearance, in connection with the manufacture or sale of any scouring soap not made or produced by or for the Complainant, and from directly, or indirectly,

By word of mouth or otherwise, selling or delivering as "SAPOLIO," or when "SAPOLIO" is asked for,

that which is not Complainant's said manufacture, and from in any way using the word "SAPOLIO" in any false or misleading manner.

Witness, The honorable MELVILLE W. FULLER, Chief Justice of the Supreme Court of the United States of America, at the City of Trenton, in said District of New Jersey, this 16th day of December, in the year of our Lord, one thousand, eight hundred and ninety-two.

[SEAL]

ROWLAND COX,
Complainant's Solicitor

[SIGNED]

S. D. OLIPHANT,
Clerk

Don't spoon in public. It has been said that all the world loves a lover but it likes them at a distance. Nobody wants living pictures of affection. It is disgusting and vulgar and ridiculous. Engaged people who can find no pleasure in other people's society and no amusement but gazing rapturously into each other's eyes should, at least, stay at home, where they will not afflict the general public. Overly demonstrative people always arouse suspicion in the beholder, anyway. They are like poor shopkeepers who have all their goods on display in the windows.

Don't make yourself cheap to the man you love. Never forget that no man ever cared for the thing he obtained too easily. Of course, the old theory that a woman never thought of loving a man until he asked her hand in marriage is all nonsense. Hearts, unfortunately, are run on the surprise party plan, where the unexpected guest enters in just as often as the bidden one, but, all the same, there is no use in a woman jumping at a man and being too pleased. I have never yet known a single man who didn't take a woman precisely at the valuation she put on herself. Keep your dignity; and be very chary of caresses. Nothing is so easy as to surfeit a man on sweets. If girls could only realize the fascination that the mystery and reserves and illusions of maidenhood have for men, there would be fewer of the bold, slangy young women of the period. They may be peaches, but they are peaches that are shop-worn, and every connoisseur wants his with the down still on it.

Don't trifle with the man to whom you are engaged. It is poor sport hurting an honest heart. Beside, not every fish that is hooked is landed. Sometimes in being played it escapes the fisherman. I have seen girls amuse themselves by putting petty tyrannies on a man and make him the victim of their whims and caprices just to show their power. I have seen them flirt with other men simply to make him jealous. No man of spirit will submit to being played fast and loose with or allow himself to be led about on a string like a pet bear that must dance at somebody else's pleasure. It is a dangerous game, girls. People who play with fire generally get burned, and many an engagement has gone up in smoke because a silly young woman pushed her power too far.

If your betrothed lives at a distance, and you are under the necessity of communicating with him through the mails, I beseech you to write as though your letters would one day be read aloud in a breach of promise case. Don't, for heaven's sake, plaster them all over with terms of endearment and slushy terms of devotion. There is never any telling who will read a letter, and men only too often have absolutely no sense of honor about showing their sweethearts' letters. Even when they don't intend any breach of confidence, they leave them around in old coat pockets. Say what you please, but don't write it. Just think how such expressions as "Your little Tootsey-Wootsey," or your "Itty ducky daddle" sound to people who read them in cold blood and forbear. Talk, telegraph, but don't write sentiment.

Furthermore, beloved, don't spend all the time you are engaged in telling each other how much you love. Come down to earth and try to get acquainted. Find out what you really think about everyday living.

Don't get married until you can make a man a comfortable home. It is just as much a crime for a girl to marry until she can keep house as it is for a man to marry when he can't support a family.

Don't get married in church, with a lot of expense, unless you can afford it.

Don't board. Keep house, if you have to begin in your big trunk. Start a little home where peace shall reign and thrift have its abiding place, and you will start on the road to prosperity and happiness. Dorothy Dix.

Nursing a Sick Man.

Epidemics of grip are times that try a woman's soul. This is not because she may have it herself, but because her husband may have it. To have the grip yourself is a mere detail to nursing a man through an attack of it.

Disease always takes a woman by surprise, no matter how much she may have courted it. A man, never. It may be that having to pay life insurance calls keeps his mind fixed on death and calamity. Anyway, in the midst of health he begins to prepare to have the influenza. He reads the remedies suggested by the daily papers and comes home at night with his pockets bulging with drugs. He talks it over with his friends on the street cars and in his office and goes out and buys something that did Smith good and stops on his way up town to purchase a bottle of the specific that Robinson recommended.

Above all, he is strong on preventives. He reads that you must keep warm and he smothers his family in flannels and turns the house into a sweat-box. He is told you must keep your feet dry and he buys rubber overshoes that he wears one day and leaves off the next. Somebody informs him that you must avoid drafts and he becomes a kind of old sleuth detective, pottering around trying to find cracks that a little air could get in. He hears that some doctor he never heard of before advises quinine and pills become the staple of his diet.

All signs fail in dry weather and all precautions are wasted in time of grip, so some day he comes home, with chills chasing each other up and down his spine and every bone aching with a separate and distinct kind of torture. "What is the matter?" his wife asks. "I have got it," he answers in a sepulchral tone, and then he adds, "I am a dying man, Maria. People of my build never get over the grip. I knew I should never live through it, that is the reason I took so many precautions to avoid it. Send for a doctor and telephone for two trained nurses, but mark my words, Maria, I am a doomed man." "Oh, nonsense," says Maria, who has seen him sick before, "you've just got a little cold, and you'll be over it in a day or two, and—" "Cold," he echoes hollowly, "great Jehoshaphat! Did you ever know me to give in for a little thing like that? I tell you I have a combination of grip and rheumatism and heart failure that would kill a wooden man."

Maria assists him to bed and he remarks mournfully that she will find his will in his safe deposit box and that his insurance is paid up and he hopes she and the children will try not to forget him, and then he braces up and takes a little whisky and thinks of forty things he wants done for his comfort.

The ensuing days are full of trouble and tribulation. Maria sits by his bed and holds his hand, and the cook and the housemaid are kept on the jump

from early morning until late at night preparing little messes he thinks he could eat, if they only tasted as they did when he used to cook them while out camping, and then about the time the whole household is so worn out they feel as if they would be reconciled to his demise, he gets well and spends the next six months describing his symptoms to everybody who will listen to him.

A clever Washington woman once said she always went to the inaugural balls to keep people from describing them to her. The only way to get even with a grip patient is to have it yourself and have symptoms and remedies of your own. Cora Stowell.

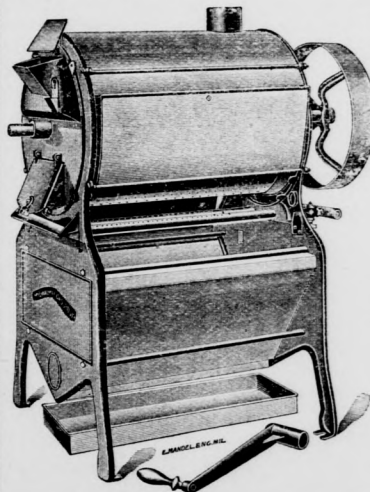
No More Early Lawnmower There.
 "They have twins at that house across the street."
 "I am glad of it!"
 "Why, what difference does it make to you?"
 "The man who lives there is the same man who used to wake me up at 5 o'clock every Sunday morning last summer with his infernal lawnmower."

Two Celebrated Men's Mottos.

When Russell Sage was asked for the secret of success he said: "The secret of success is to keep your credit good." When old Commodore Vanderbilt was asked for his secret of success his answer was: "Keep your mouth shut."

Even the man who is truthful in the daytime may lie awake at night.

Roast Your Own Coffee



and make more profit than those who buy it roasted. That's one reason why you should own a

Perfection Coffee Roaster

Will you let us tell you some more good reasons? A postal card will bring them.

Milwaukee Gas Stove and Roaster Co.

Milwaukee, Wis.



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.

Hardware

Some of the Trials Which Beseet the Country Dealer.

In all lines of business there are more or less petty annoyances, which try the temper and prove the metal of him who caters to the general public as a retailer of goods. In the warp and woof of mankind there is an element found which seeks for defects, real or fancied, and makes it a business to parade them to dealers. I do not know that the hardware dealer gets any more of this than those in other lines of trade, but it is always an annoyance to the seller to have some obstreperous customer pick to pieces and find fault with a really meritorious article. No reason under heaven why he should do so, except that he is built that way, and can't help it. Such a man, if he is ever fortunate enough to reach the "pearly gates," will not be satisfied with the manner in which they are bung, and if Peter lets him in, will find fault with the grade of the streets in the New Jerusalem.

Another trial which is most annoying is the competition we have to meet in the department stores. For instance, when you carry a good, well selected stock in all the different lines that you deal in, and which the necessities of your trade demand, keep well posted in prices and latest improvements and good qualities of all the lines of merchandise that you carry, and in fact keep a good many things in stock that are not called for more than once or twice a year, do all of this, and then have a customer come in and tell you he can buy such and such an article of Montgomery Ward & Co., or Sears, Roebuck & Co., or some other department store, for perhaps 10 or 15 cents less than you offer, and if you don't sell at their price, he will send to them for it, when we know all the time that the goods offered by these parties are invariably of an inferior quality.

My experience teaches me that standard branded goods are always the same price everywhere, with the added cost of transportation for remote localities. You take the D— saw, for example, the department stores do not offer it at any less price than the ordinary retail dealer, but they bait them with an offer of an inferior grade of goods at a less price, claiming them to be just as good, and the farmer comes in and springs these prices on you to beat you down on the price of a genuine meritorious article.

Sometimes, having been disappointed in the character or quality of the article purchased from the department store, they have the unmitigated gall to bring it in and ask you to exchange something you have in stock, and which was really what they wanted in the beginning, for their old shelf-worn, fire-marked goods. Perhaps the size is wrong, or, in their haste to get cheap goods, they have made a mistake, and ordered something which was not really what they wanted, nor does it resemble it, and you, being in the trade, can readily dispose of it, or make the exchange with your jobber, and if there is any accommodation about you, or if you want to retain their trade, you will do it. Nit!

Not long since a customer of mine bought a sorghum pan of Montgomery Ward & Co., and when it arrived at the railroad station it was, on account of the inferior quality of the material of which it was made, punched full of

holes and unfit for use. He came to me and wanted me to take up the correspondence with the shipper, saying that, because I was in business, I could get more prompt attention, and quicker replies. He also thought I might be more influential with the railroad companies, from whom he expected to recover damages.

When I refused to have anything to do with it, he said he was needing the pan badly for immediate use, and would I not have my tinner fix the pan so it could be used, and send my bill to Montgomery for collection? Of course I felt in the humor to do anything to accommodate so good and loyal a customer. I fixed the pan, but I did not send my bill to Montgomery Ward & Co. The exigencies of the case demanded that I have my pay, and Mr. Sorghum-maker had it to pay, and he has never got anything back from his department man yet.

These trials come to one's notice and are more aggravating in a community of foreigners than among the native Americans. As a rule the majority of the foreign born element does not care any more for his home merchant than he does for some one who lives a thousand miles away. It is the almighty dollar he is after, and he does not care much how he gets it. He cares nothing for the prosperity of his home town, nor does he stop to consider that every dollar he spends at his home marketing place helps the growth of the town and adds its percentage to the value of his farm. It helps build up the churches and schools, makes for him a better market near home, and in every way betters his condition. He is a constant reader of advertisements sent out by fake enterprises, buys of the traveling peddler, or sends his money away in response to mail offers, and almost always invariably gets beat in the venture. They will buy an old, worn-out stove without a name, and then kick because their home merchant does not keep on hand and in stock a line of repairs whereby they may doctor it up fit for use.

These are facts, not pipe dreams, as you all will know. Of, course, I am giving you the worst side, the side on which are all the trials and tribulations.

Another of the trials is the penny store. What do you think of a man whose brain capacity fits him to run a store and sell goods for a penny? He reminds me of the poor cripple in the cities who occupies a little two by four corner, surrounded by popcorn and peanuts, soda, pop and gingerbread. He has brains without money, the other has money without brains. The first is trying to earn an honest living with little capital; the other is endeavoring, with his capital and his shelf-worn, bankrupt, shoddy stock, to prevent the legitimate dealer from making a profit on up-to-date goods. He will sell a few articles of everyday use, as long as he has any in stock, at less than cost, and then catch the purchaser on something of which he is ignorant of the price or that is utterly worthless, and cost him little or nothing at a fire or bankrupt sale. All these things tend to demoralize legitimate trade, and are among the unnecessary burdens which the country retail merchants are compelled to bear.

As I said before, the trials of the country merchant are numerous and weighty, especially when a farmer sells you five or six sacks of clover seed from a nice, clean sample, and brings the seed in sacks that have only been used

once or twice, when they have really been used seven or eight times, and you get new sacks, and propose to him to empty the seed into new sacks. Oh how hard he insists on your keeping his sacks. He will let you have them 5 cents cheaper. But no, you insist on putting the seed in the new sacks, as you are going to ship it and it will look better. The farmer finally agrees to empty the seed, and you tell him to hold the sack and you will do the emptying. Oh, no! you hold and I will do the emptying. You are not strong enough to lift the sack. Of course I have not caught on, but I keep wondering why he is so anxious that I shall not lift the sacks, why he even wants to put them on the scales himself to weigh, all the time talking about the sacks being so light. When you ship this seed, it is found to contain about ten pounds of sand to the bushel. You then begin to see light out of darkness, and understand the farmer's solicitude that you should not injure yourself by lifting his loaded seed. This is what makes this proposition weighty, as well as the clover seed.

These discouraging features of a

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.

"DETROIT" Vapor Stoves

(22 styles)



"DETROIT" No. 28.

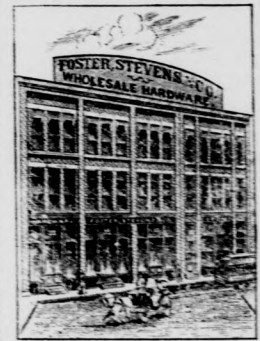
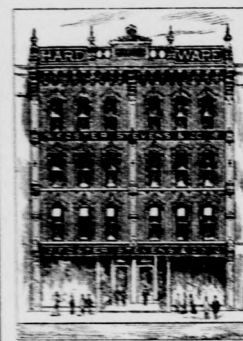
Are entirely different from all others. No tank in sight. The "Detroit" burner is the ONLY burner. It has proven its superiority during the past five years.

Write for catalogue and secure agency.

The Detroit Vapor Stove Co.,

Kindly mention this journal.

Detroit, Michigan.



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.

Four Kinds of Coupon Books

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

TRADESMAN COMPANY, Grand Rapids, Mich.

country merchant's business are not always by his customer. A great many merchants buy the cheapest and bummiest goods the market affords, and when a customer looks over his stock and tells him he has nothing he wants, the merchant gets sore and discouraged, and goes home mad and scolds his wife and whips his children because he did not make the sale, when really his own lack of judgment, or negligence in buying, is the cause of it all.

Man is the architect of his own success or failure. A good, live, up-to-date, wide-awake, money-making business man can do an immense business in the country towns as well as in the larger cities, if he is built that way.

J. M. Walters.

How the Hardware Jobber Can Help the Retailer.

The jobbers and retail dealers are suffering alike, at the hands of the catalogue house and department store.

The latter are large buyers and stretch one hand to the factory and with the other deliver the goods direct to the consumer.

They ignore the jobber and rob the resident retail dealer of his just per cent. of profit.

The catalogue house has taken "Uncle Sam" into partnership and he has proven a valuable ally. He goes direct to the house of the consumer.

In the winter time he sits by the fire-side with the family and, with no one to "hinder or make afraid," explains all about the goods and makes it plain that they would better make their purchases under the seal of Government. When the older heads are busy he takes the boys and girls aside and tells them all about the guns, bicycles, games and other things pleasing and suggests that they become an independent purchaser.

In the summer time he goes with the family to the shade of the trees and enjoys the cooling breeze while he endeavors to show them how he can make a dollar go farther than the home dealer. So the order is made out. They only intended to buy a few items, but so many things appeared that were useful and needed that it lengthened into pages, and "Uncle Sam" succeeded in taking a nice bill from the home merchant, who is doing them so much good.

The department store man works on an entirely different plan.

He calls the purchaser away from home and its restraining influences.

He takes him into the big store building and shows him the "real thing."

He has told him, through the local papers, how he can buy a granite coffee-pot or a linen towel cheaper than of the dealers around the corner. Then he proceeds to show him around the store.

Piles of goods on every hand, displayed to the best possible advantage.

Here is a special bargain, and there a special bargain, and so on, until he, catching the fever, begins to buy like those about him, who are crowding to be waited on, and before long he is loaded down with goods and has parted with his money, and the hardware man and the clothier and the dry goods man, even the butcher, have not felt the energizing influence of a customer.

The jobber's salesman calls to see the trade and the discouraged merchant points to "Uncle Sam" and the department store, and sends him away without an order.

The more evenly business is distributed over the country the better it is for the country; the nearer a farm is to a

business center the better the value of the land. The amount of business done in a town decides the value of both town and farm property.

Hence, any system of doing business that destroys or decreases the small commercial centers throughout the land is a direct injury to the whole land. The jobbing houses are a great factor in keeping up the retail concerns in the smaller cities and towns, therefore, the jobbers and retailers are of equal importance in distributing throughout the country and are worthy the encouragement and protection of the people.

The interest of the jobbers and retailers being mutual, would it not be well for us to get closer together?

The jobber is in touch with the manufacturer and, supported by the retail trade, can do much toward controlling the distribution of the products of the factory.

While I do not think it possible to do away with department stores and catalogue houses, the jobbers can insist that they be put into a class by themselves and get such prices as will give the retailer a chance for his life. With rare exceptions the jobber can make us as good prices as the manufacturer will, and we can buy in smaller quantities.

Hence, I suggest that we show a better recognition of the jobber by buying more of our goods from him and, in return for our loyal support, insist on a return of the favor by making us the right kind of prices.

He can put a most effectual weapon in our hands against our so-called enemy. We must be put in a position to meet the prices of our new competitor. We must insist that he refrain from selling the consumer, the blacksmith, the wagonmaker and the contractor, and conduct his business directly in the interest of the retail dealer.

My opinion is, that if we can buy the goods right and are willing to sell on a small margin, we can hold a good share of our trade. Sending away for goods is something the people will tire of and will go back to the local dealer if his prices don't compel them to send away. Therefore, let us ask the jobber to help us overcome our common enemy by selling us goods on a smaller margin, and see that we always get the right prices.

E. J. King.

Chestnuts as Common as Beans in France.

From the New York Sun. Chestnuts are almost as common in France as beans are in Boston. There are many chestnut venders here in New York, but in Paris they have ten to New York's one. Growing chestnuts and preparing them for the market forms a good big industry in France, one establishment in Lyons handling more than 25,000,000 pounds annually.

John C. Covert, United States Consul at Lyons, is anxious to see the cultivation of chestnuts introduced into America. He writes that the trees grow best in gravelly soil, calcareous ground being peculiarly unsuited to them. Trees are often planted on hillsides which are subject to washouts. The spread of the chestnut plantations on the mountain slopes of the Cevenness has greatly decreased the loss from inundations in that district.

Fine French chestnuts are an expensive delicacy in this country, but in France the chestnut is so popular that if people can not afford the big fat marrons they will take the humbler chatagnes and think it a treat. There are ever so many ways of cooking chestnuts. They can be roasted on coals or in a hermetically sealed pot or boiled with celery. It is as common a thing in France to stuff a turkey with chestnuts as it is here to use oysters.

Of course, millions of the nuts are

candied. These are the fine, big marrons, which are as large as horse chestnuts. The poorer varieties are prepared in some parts of France as Americans mash potatoes, and are eaten almost every day.

Mr. Covert visited a large chestnut establishment where 250 girls and women were employed. Here the nuts were peeled, boiled, peeled again, placed for three days in a vanilla-flavored syrup, then drained, and finally coated thinly with vanilla and packed for shipment. He saw scores of boxes directed to the different large cities of Europe, to the United States and to South America, and, like a good American, he began to wonder why America could not raise her own chestnuts.

"There are many places in the United States," he writes, "along the shores of Lake Erie, near Cleveland, for instance, where the ground is admirably suited for the growth of these trees. As sugar is 50 per cent. cheaper in the United States than in France, and as machinery would certainly replace human labor, the American candied product would soon undersell that of France."

As the marron trees do not yield well under ten years, however, there seems to be no immediate prospect of a cut in the price of marrons glazed.

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.....	15 00		
Garden.....	30 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			
Com.....	7 c.	5-16 in.	3/4 in.
BB.....	8 1/2	6 c.	5 c.
BBB.....	8 3/4	7 1/2	6 1/4
		7 3/4	6 3/4
Crowbars			
Cast Steel, per lb.....	6		
Caps			
Ely's 1-10, per m.....	65		
Hick's C. F., per m.....	55		
G. D., per m.....	45		
Musket, per m.....	75		
Chisels			
Socket Firmer.....	65		
Socket Framing.....	65		
Socket Corner.....	65		
Socket Slicks.....	65		
Elbows			
Com. 4 piece, 6 in., per doz.....	net 65		
Corrugated, per doz.....	1 25		
Adjustable.....	40&10		
Expansive Bits			
Clark's small, \$18; large, \$26.....	40		
Ives' 1, \$18; 2, \$24; 3, \$30.....	25		
Files—New List			
New American.....	70&10		
Nicholson's.....	70		
Heller's Horse Rasps.....	70		
Galvanized Iron			
Nos. 16 to 20; 22 and 24; 25 and 26; 27, List 12 13 14 15 16.....	28 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.....	80&20		
Hammers			
Maydole & Co.'s, new list.....	dis 33 1/2		
Yerkes & Plumb's.....	dis 40&10		
Mason's Solid Cast Steel.....	30c list 70		
Hinges			
Gate, Clark's 1, 2, 3.....	dis 60&10		
Hollow Ware			
Pots.....	50&10		
Kettles.....	50&10		
Spiders.....	50&10		
Horse Nails			
Au Sable.....	dis 40&10		
House Furnishing Goods			
Stamped Tinware, new list.....	70		
Japanned Tinware.....	20&10		
Iron			
Bar Iron.....	2 25 c rates		
Light Band.....	3 c rates		
Knobs—New List			
Door, mineral, jap. trimmings.....	75		
Door, porcelain, jap. trimmings.....	85		
Lanterns			
Regular 0 Tubular, Doz.....	5 00		
Warren, Galvanized Fount.....	6 00		
Levels			
Stanley Rule and Level Co.'s.....	dis 70		
Mattocks			
Adze Eye.....	\$17 00. dis 70-10		
Metals—Zinc			
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		
Scotia Bench.....	60		
Sandusky Tool Co.'s, fancy.....	50		
Bench, first quality.....	50		
Nails			
Advance over base, on both Steel and Wire.			
Steel nails, base.....	2 65		
Wire nails, base.....	2 65		
20 to 60 advance.....	Base		
10 to 16 advance.....	5		
8 advance.....	10		
6 advance.....	20		
4 advance.....	30		
3 advance.....	45		
2 advance.....	70		
Fine 3 advance.....	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, Allaway Grade.....	5 50		
14x20 IX, Charcoal, Allaway Grade.....	6 50		
20x28 IC, Charcoal, Allaway Grade.....	11 00		
20x28 IX, Charcoal, Allaway Grade.....	13 00		
Ropes			
Sisal, 1/2 inch and larger.....	8		
Manilla.....	12		
Sand Paper			
List acct. 19, '86.....	dis 50		
Sash Weights			
Solid Eyes, per ton.....	25 00		
Sheet Iron			
Nos. 10 to 14.....	com. smooth. com.		
Nos. 15 to 17.....	\$8 20		
Nos. 18 to 21.....	3 30		
Nos. 22 to 24.....	3 60		
Nos. 25 to 26.....	3 70		
No. 27.....	3 80		
All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.			
Shells—Loaded			
Loaded with Black Powder.....	dis 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		
Soldier			
1/2 to 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—Allaway Grade			
10x14 IC, Charcoal.....	7 00		
14x20 IC, Charcoal.....	7 00		
10x14 IX, Charcoal.....	8 50		
14x20 IX, Charcoal.....	8 50		
Each additional X on this grade, \$1.50			
Boiler Size Tin Plate			
14x56 IX, for No. 8 Boilers, } per pound..	10		
14x56 IX, for No. 9 Boilers, }			
Traps			
Steel, Game.....	75		
Oneida Community, Newhouse's.....	40&10		
Oneida Community, Hawley & Norton's.....	65		
Mouse, choker per doz.....	15		
Mouse, delusion, pe. doz.....	1 25		
Wire			
Bright Market.....	60		
Annulated Market.....	50		
Coppered Market.....	50&10		
Tinned Market.....	50&10		
Coppered Spring Steel.....	40		
Barbed Fence, Galvanized.....	3 30		
Barbed Fence, Painted.....	3 00		
Wire Goods			
Bright.....	80		
Screw Eyes.....	80		
Hooks.....	80		
Gate Hooks and Eyes.....	80		
Wrenches			
Baxter's Adjustable, Nickeled.....	30		
Coe's Genuine.....	30		
Coe's Patent Agricultural, [Wrought, 70&10			

Clerks' Corner.

A Man Should Rise Superior to His Surroundings.

Written for the Tradesman.

"Do you think, Old Man, that too much ought to be expected of a boy when his folks don't amount to shucks?"

The question was evidently a leading one and Old Man Means was not to be caught napping. For an instant he feared that Carl had determined to unbosom himself in regard to some home difficulty and the storekeeper determined to deliver himself of his opinion of a boy who wasn't willing, bravely and persistently, to keep his family affairs to himself and make the most of them. There was time enough, however, to bring that out later and in the meantime he would see what was uppermost in the boy's mind.

"It seems to me that that depends a good deal on the boy. If he is a five-cent boy you can't expect much; but I've a wandering notion that a five-cent boy ought to think enough of himself to make it at least five cents and a half, don't you? It has taken ages to develop a man out of a monkey and every generation must have contributed its share. Drop a generation and do it often enough and there you are!"

"So I see! Such reminiscences must be painful to you! Let's go back to the question: Ought we to expect too much of a boy when the family doesn't amount to anything?"

"Whom are you thinking about?"

"Bert Clayburn. Do you know that's an awfully kind-hearted fellow? The fellows all like him. He gets sort of downhearted sometimes and I feel sorry for him."

The Old Man took off his glasses and subjected them to the most vigorous cleaning. If there was a family in all Springborough that he heartily detested it was the Clayburns. So far as he knew there was not a redeeming quality in one of them. From the first law of the decalogue to the last there was not one they had not broken and the whole lot of them, from the oldest to the youngest, were grieving like Alexander for a new world of wickedness in their particular line to conquer. If Carl Hustleton was having anything to do with that lot he should have something to say about it. Bert Clayburn! Humph!

"I should think he might. He has reason enough on his own account to get into the dumps more than occasionally. Wasn't Bert the one who got the prize at that swearing match over in Skunk Hollow two years ago last summer? Isn't

he the one that rather prides himself on his lying? Everybody knows that it's a kind of second nature for him to steal. There hasn't been a neighborhood fight since he was big enough to double up his fists which he hasn't had a hand in and he has always been as afraid of the school house as his dad is of the penitentiary. They are a bad lot clear through and it looks to me as if Bert was the capsheaf of the whole blasted lot of 'em. If the fellows all like him all I've got to say is, so much the worse for the fellows."

This speech having been delivered, the Old Man put on his glasses and looked out of the window, amusing himself in the meantime with bringing forcibly together the fist of the left hand and the open palm of the right.

"They wouldn't if there wasn't something to like, I can tell you that, and the boy isn't bad clear through—only in spots. I've seen him do lots of things that a pretty good fellow would be proud of, and I tell you what, when a fellow comes from a family like that, with the bringing up and bad influences taken into account, it seems to me that some allowance ought to be made. I don't like Bert's bad qualities any better than you do, but I do like him and I don't see why something can't be done for him. The good that's in him is worth something—it's worth saving anyway—and I think the folks in Springborough better stop talking about the family's meanness and see if they can't get 'em out of it."

"W-h-e-w-w-w!" softly whistled the storekeeper. "That young imp of Satan has one friend anyway that isn't afraid to say a good word for him. That's all right so far as it goes, but it isn't going a great ways if I can prevent it, and I know I can. In the meantime let's see all there is in it. When these sober fits come on what does Bert say?"

"Just about what I've been saying: There isn't any chance for him. Everybody knows him and puts him down for just what he is. He's been brought up to swear and steal and lie and fight—it was born in him and he can't do anything else—and how can anybody expect anything better? I tell you there's a good deal in that and I'm mighty sorry for him."

"Mm—he must be a little older than you are, isn't he?"

"Oh, he's a good deal older than I am; he's all of twenty-three."

"Does he ever seem to let up any on his lying and swearing?"

"Oh, I don't know about that. Mother'd take my head off if she thought I had anything to do with him and I

don't; but it does seem a little hard, doesn't it, to have everybody down on you for what your father has done?"

"Everybody isn't, Carl. Bert Clayburn is a man now and he knows, as well as anybody does, that it isn't John Clayburn, but Bert, that is keeping Bert Clayburn down. He knows that when he lies that it is his lie, not his dad's, that is condemning him; and I don't think it's exactly manly for him to ask, 'What can you expect of a fellow who was brought up to lie?' The same thing is true of his getting drunk. It may be we ought to expect a young man to get drunk because his father does, but somehow the young drunkard who makes that plea doesn't get much sympathy. The fact is, with the awful example before him, we think he is a fool or crazy if he shows even a leaning that way. Take his fighting. Say he inherited it. One would suppose that the bare sight of his father, bruised and bleeding, would be enough to strangle any tendency the boy might have in that direction. Honestly, Carl, I think it is all the more incumbent upon a boy of such parentage to break away from it and show his manhood by doing just that. I can't understand how a man, staring those conditions in the face, can coolly make up his mind to lead that kind of life just because he has been brought up that way. Why, good heavens, Carl, the world is full of instances where men like Bert Clayburn have proved themselves superior to the vilest beginnings and been placed among the world's best. What's to hinder him? You think there's no blossom quite equal to the pond lily. So do I and you know, as anybody does, that the blacker the muck the finer the lily. That's what Bert wants to think of and, by jings, what a chance he has for a lily! All the more so from the fact that there may be a lot that's good about him somewhere."

"Yes, but don't you think it's mighty discouraging for a fellow to start in with everything against him?"

"M—I don't know; that depends on the boy. I haven't heard of any such starting in on Bert's part, have you? All I want, and all the majority of people want, is to see any such beginning. There'd be a helping hand from everybody in the community. I'd put out both hands if I saw there was any use for 'em. That the boys like him is the first sign I've known of the piece of good that I'm convinced is born in us all. He has always thought so little of it himself and been so little influenced by it that folks have given it his own valuation. So you think he wants to make something of himself?"

"The only thing I've heard of his saying is, 'What can anybody expect with such a bringing up as I've had?'"

"The baby! That's the slop that sickens me. 'What can anybody expect!' A man, that's what. Discouraging? What's that but opposition, and the bigger the opposition the better the manhood that overcomes it. The ax is all the sharper for the grindstone and the stouter the grass the easier the mowing. Bert Clayburn ought to turn his profanity into prayers, thanking God for giving him the best chance to make something of himself that a human being ever had. He is where every stroke counts. Let him keep striking. Let him face unflinchingly the whole army of evils arrayed against him and he will find, what others have found, that his own right arm and the determined heart behind it are equal to every discouragement and all opposition. That's what all of us are sent into this world for, and here is this fellow, who has the best chance of us all, standing like a cow up to her dewlap in clover and bawling because he doesn't know enough to make the most of the best opportunity a man ever had and, for his particular benefit, sent straight from heaven! I'm not going to say, Carl, that the boys are making a mistake in liking Bert, but I have an idea they would be better satisfied if they could see livelier signs of the sprouting bulb in him and so a livelier promise of the future pond lily. Those signs are what will tell the story; but the manhood that will look at the accidents of birth and calmly make up its mind it can't be the kind of man your mother's son doesn't want to have anything to do with."

"That's all right, I s'ppose, but for all that the boy isn't bad clear through and on that account ought to have the benefit of the doubt, if it is a mighty small one."

Richard Malcolm Strong.

Parcels Post Bill Probably Killed.

The report of the Joint Postal Commission, presented to the House and Senate last week, advises unanimously against a change in letter postage, and against any system of domestic parcels post. The commission said that the parcels system is impracticable under present conditions, and says, in a left-handed manner, that the system is not desirable anyway. The bill has been opposed by retail merchants' associations all over the country, on the ground that it would give the mail-order houses facilities for still further encroachments on the country trade.

When the baby swallows a penny the doctor makes its father cough up a dollar or two.

SCOTTEN-DILLON COMPANY

TOBACCO MANUFACTURERS

INDEPENDENT FACTORY

DETROIT, MICHIGAN

OUR LEADING BRANDS. KEEP THEM IN MIND.

FINE CUT

UNCLE DANIEL.
OJIBWA.

FOREST GIANT.

SWEET SPRAY.

SMOKING

HAND PRESSED. Flake Cut.

DOUBLE CROSS. Long Cut.

SWEET CORE. Plug Cut.

FLAT CAR. Granulated.

PLUG

CREME DE MENTHE.

STRONG HOLD.

FLAT IRON.

SO-LO.

The above brands are manufactured from the finest selected Leaf Tobacco that money can buy. See quotations in price current.

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.

SUCCESSFUL SALESMEN.

W. F. Chapman, Representing Pitkin & Brooks, of Chicago.

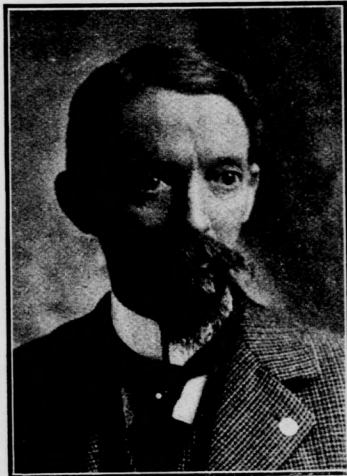
If it be a fact that every human being is born into the world for the accomplishment of a particular purpose, the sooner he finds out what that purpose is the better it is for him and for the world he is to benefit. To many the search after the life calling is long and discouraging and it too often happens that the man, when brought face to face with his fate, is not ready to accept it. He rebels. It is not all his fancy painted it. He feign would be excused. Then circumstances come to the front and force the matter to the only proper conclusion.

W. F. Chapman was not, by any means, the victim or creature of circumstances. He did not have any doubt about knowing what work would suit him best when it should present itself. While well aware of the maxim that "everything comes to him who waits," he never believed that waiting means sitting still and, with hands folded, prognosticating the weather. Troubles lose half their terror if met at least half-way and this looking for a liking, for the time being, might be put down as a trouble—he'd meet it on the road somewhere.

Born in Ionia, Oct. 31, 1849, he did not trouble himself about his future until he was ready for it. He and the school master must have dealings with each other before more serious matters were considered and here was a place where haste would be sure to mean waste. He would take the usual amount of school time and a little more. Following up that idea, he waited until he was 20 before saying good bye to the school master and rolling up his sleeves for his share of the world's work. He had a little of it before he left school. When he was but 18 he improved a proffered opportunity to buy stock for the Detroit market, using such seasons of the year as would interfere least with his school work. He found it paid, and during those last two years turned his talents to such practical account as to win the favor of the older buyers, who, liking the push and the energy of the young fellow, promptly dubbed him the "kid stock buyer" and kindly favored him whenever there was a chance. He found the business so profitable that he continued it a year after he left school. Knowing then that the business would never be the one he wanted to follow, he left Ionia for Edmore. A man there had a hardware store he wanted to sell. Mr. Chapman bought it and for a year studied the ins and outs of the business. At the end of that time he found there was no attraction in it for him, that his ideal business was still unknown and,

disposing of his stock, he came to Grand Rapids.

Here he found an opportunity to enter a general store at the corner of Third avenue and Division streets. A trial of eight months was enough to convince him of two things—that he was not intended for that kind of store and that Grand Rapids was too small. By one and the same act he would remove both objections. He did. He sold out and went to Chicago. Here he entered the service of C. M. Linington, wholesale notions, where he soon was put in charge of the entire plant from office to packing room. Finding a few corners of time unoccupied, he arranged affairs so that he could do the buying for five floors of the establishment. Busy at last, what is now much to the purpose, busy with something he could take pleasure in, he began to feel a growing interest in earthenware. This brought up the idea of china. Why was not this included with the rest? He put a



pin there and watched for an answer. Convinced that there was no good reason for the exclusion of china and convinced, too, that a line of china goods would prove profitable, he called the attention of the house to what seemed to be a lack and was directed to exercise his own judgment in regard to it. Mr. Chapman waited for no second bidding and the gratifying results of the venture showed the wisdom of the undertaking.

That was not all. The china appealed as nothing else ever had, to the esthetic side of his nature. It had a beauty which in its minutest detail he could see, appreciate and enjoy. It became to him a study. Its manufacture was a subject of interest. It and it only began to claim the largest share of his attention and the thought finally came to him that other interests must go. Here was something that called for and kept him at his best. Expansion, if made by him in any direction, must be in this. He was no longer good for "notions." A single one and china was all he cared for now. When this idea had sufficiently grown, he resigned his position with Mr. Linington and went to the Chelsea China Co., New Cumberland, W. Va. Here he found his heart's desire. He learned to know china from the ground up. Not a detail of the business did he fail to become familiar with, and the three years that followed were years that Mr. Chapman delights to recall. At the end of that time the house suspended business and Beaver Falls, Pa., enrolled him as a citizen and the Mayer Pottery Co.

gave him employment. After a year's service, during which he covered Western trade, the house and its belongings were destroyed by fire.

Undecided, at first, as to what was the best thing to be done, he let his liking for china lead him where it would, his one idea, of course, being to find a place where his fondness for the business could be gratified. Pitkin & Brooks, of Chicago, held out the most cheering prospects for expansion in his favorite line and he applied to them for employment. He was accepted and, after a day for the settling of preliminaries, his trunks were packed and he was on his way to Michigan, his field of labor for the Chicago house. He is still with it. The prospects are that he will remain with the firm for a good many years, at least, if success in business is any guaranty—a guaranty not lessened by the fact that he has earned the nickname of the "crack salesman" from his friends, who know of him and appreciate his work.

Outside of his business Mr. Chapman has few affiliations. He is a member of the Western Commercial Travelers' Accident Association, of Omaha, Neb., and a charter member of the Ancient Order of United Workmen, Lodge No. 63, Stanton, Mich. His home is in Chicago and he is an attendant at the Church of St. Andrew of that city.

Industry in Which Woman's Tact is Proving Successful.

The business of getting testimonials for patent medicine manufacturers has become an industry in itself. A great deal of tact and diplomacy are often needed in it. It frequently happens that feminine wiles succeed when everything else fails. By a process of natural selection, therefore, the business has drifted largely into the hands of women.

A letter of commendation from a Governor or a member of Congress is worth from \$15 to \$50. Members of state legislatures are quoted at from \$10 to \$15. Mayors and councilmen are steady at about \$5.

There is also a small but steady demand for recommendations from pretty women, known to the trade as beauties, who will furnish striking pictures to go with the advertisement. Pictures of beauties must be in evening clothes and without hats.

It might be supposed that recommendations from ministers would be much sought for. On the contrary, they are almost unsalable, as a rule. The medicine men say that preachers have been overworked for advertising purposes. There is an exception, however, in the case of Methodist bishops. One manufacturer has been trying for some time past to get a testimonial from a bishop. Thus far, however, he has been unsuccessful.

Testimonials from prominent people are always purely voluntary. When a Senator or a Governor writes a letter in praise of Dr. Somebody's Panacea he does it simply as a personal favor to the man or the woman who has sought it. It takes tact rather than money to get the much-sought-for letter. With people of minor importance an offer of a dozen photographs is often made as an inducement for giving the testimonial.

A short time ago a medicine company decided on a campaign in a Western State. The testimonials of the Governor and some Congressmen were desired. Many efforts were made to secure them, but all failed. At last the head of the advertising bureau, a bright young woman, took the task personally in hand. The Governor and the Congressmen all happened to be in Washington at the time. She went on to the capital and planned a campaign that lasted a fortnight. It was successful. The officials could not resist her feminine tact. She got testimonials from all of them.

"Only a Drummer."

There were days in the past when the man who traveled was spoken of as "only a drummer." Then time softened the expression to "only a traveling man." To-day he is looked upon and elevated to the dignified term of "the commercial traveler."

What has brought about this dignity of expression, this change of heart among the general public? What power is so strong that these changes in opinion's courses could be brought about? Was it the work of a fanciful time wearing away ruggedness in tenderest mercy for the pilgrim of the present and the traveler of the future?"

No, such is not the case. The world has just the same number and kind of people it had in other years, just the same people who will ever laugh and sneer at what they consider a weaker power, and it always will have; but to-day the traveling man's work has taken on the power of a profession and with it have come that education and courtesy which have endowed it with a dignity and duty becoming in the eyes of all people. This has been brought about to a large extent through the unity and organization of the members of this profession, and to-day the man who is ashamed to boldly proclaim the fact of his adopted calling is not deemed worthy to be associated with. Duty and test of honor have become a part of their manhood, and the merchant or business man in any line of trade now recognizes it as he would read the countenance of a man before furnishing a line of credit or credentials.

The commercial traveler is ever present, and whether the call be one of pleasure or one of danger that noble manhood within him is ever ready to sound that responsive chord. The drummer now responds to the title of "drummer," "traveling man" or "commercial traveler" and is proud of all the titles, for his bearing is that of a gentleman, while his actions illustrate his excellent abilities and his magnificent worth. And, as the future opens to the business world it will find the splendid energies of the commercial traveler developing along with the course of time until history will give him his proper place as the advance guard of civilization, the angel of commerce and the developer of the world.

Edward L. Gagnier, of Detroit, has engaged with Phelps, Brace & Co. to gather in and record the leaps of the Royal Tigerettes and the rapid flight of Night Hawk Cigars in Western Michigan. Look out for him as he is red headed and is after orders.

James B. Furber, who has been occupying the position of Superintendent of Agencies for the National Cash Register Co. for several years, has taken the management of the Regina Music Box Co., of New York.

J. M. Hayden left Monday for a three months' trip through the South and to California in the expectation that the rest and change will improve his health. He is accompanied by his wife.

An advertisement that deceives is lost bait and no fish.

ARE YOU GOING TO BE MARRIED?

If so you want **Wedding Cake Boxes**. The Kalamazoo Paper Box Co. makes them. **KALAMAZOO PAPER BOX CO., KALAMAZOO, MICH.**

Drugs--Chemicals

Michigan State Board of Pharmacy

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

What Constitutes Legal Negligence in the Druggist.

A physician ordered two ounces of snakeroot and two ounces of Peruvian bark to be powdered and put up in four portions, with directions that one powder should be used daily with a certain quantity of water. The drug clerk followed the prescription, put the two articles in a mill to be beaten up, divided them up into four powders, and delivered them to the customer. Shortly after taking the first powder symptoms appeared which caused an examination of the remaining three to be made; and, as a result, the presence of cantharides was discovered. The evidence showed that the druggist, prior to the beating up of the snakeroot and bark, had ground cantharides in the same mill, and the court held him liable.

To use the same mill for pulverizing poisons and harmless medicines is of itself such negligence as will make the druggist liable for any injury that may be caused. In this case the directions of the physician were followed, and the clerk may not have known that cantharides was previously ground in the mill.

The defense in this case might have shown that the mill had been examined and no traces of cantharides had been found. Still the fact that the mill had been used for Spanish flies, and the injury having been traced to this article, the liability would have been the same. But if the mill had been used for harmless remedies only, and some stranger, without fault on the part of the druggist or his clerk, had misused it, the result of the case would have been otherwise.

The laws of the various states require that poisons shall be labeled as such, and the absence of the label is a criminal offense. If a person buys such poison, and the druggist fails to label the package, it has been frequently held that this omission is of itself evidence of negligence, and makes the druggist civilly liable.

The statement that a breach of law from which an injury follows is of itself evidence of negligence is generally correct. If the law insists that the package be labeled "poison," and the druggist fails to so label it, this failure is the ground of his liability. Still, even in such case, extrinsic evidence may rebut the presumption of negligence, and avoid the liability.

A person suffering from bowel trouble met a friend who told him to obtain a "black draught" and take a wineglassful as a remedy. The patient thereupon went to a druggist and asked for "black drops;" whereupon the druggist enquired what ailed him, and, on being informed, recommended "cholera drops;" but the patient still insisted on "black drops." The druggist then told him that "black drops" were a strong poison, and he could only safely take from ten to twelve at a dose. He then gave

him a vial marked "black drops," omitting to label it "poison," as the law required. The patient took the contents of the vial at one draught, as he understood his friend to have directed him, and—died. Now, in this case, the druggist was certainly guilty of an offense in omitting to label the vial as required by law. But, on a civil suit being brought, the court held that if the jury believed that the druggist actually gave the warning to the customer, this was sufficient, and he would not be liable.

The law determined by this case is that if the druggist fully warns the purchaser that a certain drug is dangerous, he is free from civil liability to such purchaser, even if he fails to label the drug when sold; but, if the drug should get into the hands of a third party who had not been warned, then the druggist's liability would attach because of his neglect to affix the label.

In such cases it is a question of fact for the jury whether the warning was given or not; and, although the druggist may swear that it was given, the jury may disbelieve him, and hold him liable. In the case cited, the jury did not believe the probability of the druggist's statement in the light of the fact that he had neglected his duty. It might well be said that it is improbable that the patient would have disregarded the warning of the druggist and accepted the opinion of his friend.

But if the druggist had first labeled the bottle properly, then, even although he had delivered it to the customer without warning, he could not have been held liable, because the error in procuring the wrong article was the purchaser's, not his.

Whenever the negligence of the injured party contributes to the injury sustained, even although the druggist is also negligent, the law will not hold the latter liable. No absolute rule can be laid down as to what constitutes contributory negligence. Each case must be determined by itself and on its own merits.

Every person is bound to use reasonable care to prevent damage to his person. And if his own carelessness is the natural cause of the injury, no matter how negligent the other party may have been, he, at least, has no legal ground for complaint. Where both have been careless, and injury has resulted, the question always is, "Whose negligence was the natural cause of the injury?" If it appears that the plaintiff's negligence was the natural cause of the injury, then the doctrine of contributory negligence comes in. The plaintiff is said to have "contributed" towards his own injury, and hence can not recover. If, on the other hand, the defendant's negligence appears to have been the natural cause, then the defendant is liable, and must pay in damage according to the gravity of the case. In Massachusetts, the burden is always on the plaintiff to show that his own carelessness was not the cause of the injury, and also that the defendant's carelessness was the cause. George Howard Fall.

Aromatic Spirit of Ammonia.

Do you persist in following the U. S. P. method and as a result find the customary large quantity of precipitate upon the filter? asks John P. Williams. If you would avoid all that, keep the two solutions apart for twelve hours in a cool place, then mix by slowly pouring one into the other. Practically no precipitate will result.

Pharmacopœial Formula for Cold Cream Defended.

In a paper presented to the New York State Pharmaceutical Association, Mr. W. A. Dawson says that after trying numerous cold cream formulas, the formula of the Pharmacopœia has proved the best as a toilet preparation. He goes on to say that "some criticism has been made of the presence of borax in it on account of the incompatibility of that salt with some others when the ointment is used as a vehicle, but as a toilet preparation it is well-nigh perfect and unexcelled by any cold cream that I have yet seen; the borax making a finer and whiter emulsion than would be possible if it were left out. It also retards rancidity, and the ointment keeps better for its presence.

"Where the cream is to be sold as a toilet article its perfume may be enhanced by the addition of one or two grammes of oil of rose to each kilo of ointment, or the perfume may be changed to violet or any other odor by using about thirty cubic centimeters of extract of violet or other extracts, to each kilo, the rose water being replaced by distilled water, and the extract added after the ointment has become cold but before it sets." In potting it a piece of waxed paper, cut to fit, should be laid closely over the cream before the cover is put on, so as to retard drying out and consequent unsalability. No greater quantity than will be sold in a month or two should be put up at a time, on this account, and the shop container should be an air-tight vessel for the same reason.

"The soft ointments containing no water that are sometimes sold as cold cream are in no sense 'creams' at all, as the name can only be properly applied to an emulsion of ointment with water. Such ointments are entirely lacking in the prime requisites of cold cream, its cooling, soothing, and quickly absorptive properties. Petrolatum and mineral oils are unsuitable for use in cold creams on account of their unabsorbability."

The Drug Market.

Opium—Primary markets are very firm. Price is unchanged here.

Morphine—Manufacturers have advanced their price 10c per oz.

Quinine—P. & W. have advanced their price 2c per oz.; New York Quinine & Chemical Works 1c per oz. German manufacturers are expected to follow.

Wood Alcohol—Has declined 15c per gallon owing to competition among manufacturers.

Haarlem Oil—Has been advanced on account of small stocks. Higher prices are looked for.

Hypophosphites—Lime Soda and potash have declined.

Menthol—Has advanced 15c per lb. and tending higher on account of scarcity.

Balsam Peru—Is in a very strong position and has advanced. Higher prices will rule late on.

Oli Bergamot—On account of small crops has advanced.

Gum Camphor—The Chinese monopoly has raised the price for crude. Refined is very firm and advance looked for.

Linseed Oil—Is very firm at the last advance.

Cleaning Mortars.

A very effective means of cleaning mortars is the following: A small quantity of potassium bichromate in fine

powder is cautiously mixed with sufficient sulphuric acid to make a thin mass, and this mixture applied to the surface of the mortar. After a contact of twelve to twenty-four hours it is washed off with water. Soap is usually unnecessary.

The odor of iodoform, musk, creosote, etc., may be removed by first washing with warm water, then, after thoroughly drying, pouring alcohol over the mortar and igniting. If all odor has not disappeared, the treatment with alcohol is repeated. Rubbing with powdered erog is said to remove iodoform; ammonia water is effective in the case of valerian; and rubbing with powdered mustard and a little water with all odors. To remove odorous substances from the hands it is recommended to wash them with a moderately strong solution of salicylic acid.

SEND US YOUR ORDERS FOR SPECIAL SIZED WINDOW SHADES.

We guarantee satisfaction in price and quality of goods. Making window shades is a leading specialty with us. Orders filled within 24 hours after receipt. No delay. Send for sample and price list.

HEYSTEK & CANFIELD CO., Grand Rapids.
Jobbers Wall Papers, Window Shades.

KASKOLA THE BEST DYSPEPSIA CURE

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

VALENTINES BEST EVER

Send for Catalogue
FRED BRUNDAGE, MUSKEGON, MICH.
Wholesale Drugs and Stationery
Mail orders solicited

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.

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.

Table with columns: ADVANCED, DECLINED. Items include Diamond Crystal Butter Salt, Epps' Cocoa, Hams, Barreled Pork, Loose Muscatel Raisins, Rolled Oats, Black Strap Molasses, Butterine.

Index to Markets By Columns

Index to Markets table listing various goods and their prices, organized by columns A through Y.

Table 1: ALABASTINE, AMMONIA, AXLE GREASE. Includes prices for white in drums, arectic 12 oz. ovals, and various axle grease products.



Table 2: BAKING POWDER, QUEEN FLAKE. Lists prices for Acome and Arectic brands of baking powder.



Table 3: BATH BRICK, BLUING. Lists prices for American and English bath bricks and Pearl Bluing.

Table 4: BROOMS. Lists prices for No. 1, 2, 3, 4, and Parlor brooms.

Table 2: BRUSHES, STOVE, BUTTER COLOR. Includes prices for scrub brushes, electric lights, and various stove and butter color products.

Table 3: CANNED GOODS. Lists prices for Apples, Blackberries, Beans, Blueberries, Brook Trout, Clams, Clam Bouillon, Corn, Cove Oysters, French Peas, Gooseberries, Hominny, Lobster, Mackerel, Mustard, Soused, Tomato, Mushrooms, Oysters, Peaches, Pears, Peas, Pumpkin, Raspberries, Russian Caviar.

Table 4: CHEESE, CHICORY, CHOCOLATE. Lists prices for various cheese brands, chicory, and chocolate products.

Table 5: COCOA, COCOA SHELLS, COFFEE. Lists prices for Ambrosia, Household Sweet, Ambrosia Premium, Yankee Premium, German Sweet, Premium, Breakfast Cocoa, Vienna Sweet, Vanilla, Premium, Cocoa, Cocoa Shells, and Coffee.

Table 6: Special Combination, French Breakfast, Lenox, Mocha & Java, Old Gov't Java and Mocha, Private Estate, Java & Moc, Supreme, Java and Mocha, Rio. Lists prices for various coffee blends and brands.

Table 3: Salmon, Shrimps, Sardines, Strawberries, Succotash, Tomatoes, CATSUP, CARBON OILS, BARRELS. Lists prices for various seafood, oils, and barrels.

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Table 4: Santos, Mexican, Guatemala, Java, Mocha, Package, New York Basis. Lists prices for various coffee and specialty products.

Table 5: COUPON BOOKS, CRACKERS. Lists prices for coupon books and various cracker brands.

Table 6: BUTTER, OYSTER. Lists prices for various butter brands and oyster products.

Table 7: SODA, OYSTER. Lists prices for various soda brands and oyster products.

Table 8: SODA, OYSTER. Lists prices for various soda brands and oyster products.

Table 5: Molasses Cake, Molasses Bar, Newton, Oatmeal Crackers, Oatmeal Wafers, Orange Crisp, Orange Gem, Penny Cake, Pilot Bread, Pretzelettes, Pretzelettes, hand made, Pretzels, hand made, Scotch Cookies, Sears' Lunch, Sugar Cake, Sugar Cream, Sugar Squares, Sultanas, Tutti Frutti, Vanilla Wafers, Vienna Crimp. Lists prices for various bakery and confectionery items.

Table 6: CREAM TARTAR, DRIED FRUITS, Apples, California Fruits. Lists prices for cream tartar and various dried fruit products.

Table 7: CALIFORNIA PRUNES, CITRUS, Currants. Lists prices for California prunes, citrus products, and currants.

Table 8: FARINACEOUS GOODS, Beans, Cereals. Lists prices for various flour and cereal products.

Table 9: Pearl Barley, Grits, Rolled Oats, Sago. Lists prices for pearl barley, grits, rolled oats, and sago.



6

Flake, 110 lb. sacks... 4 1/2
Pearl, 130 lb. sacks... 4 1/2
Wheat

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

FLAVORING EXTRACTS

FOOTE & JENKS' JAXON Highest Grade Extracts

Vanilla 1 oz full m. 1.20
Lemon 1 oz full m. 1.20

COLEMAN'S HIGH CLASS EXTRACTS

Vanilla 2 oz panel. 1.20
Lemon 2 oz panel. 1.20

Jennings' Arctic 2 oz. full meas. pure Lemon. 75

Big Value 2 oz. oval Vanilla Tonka... 75

JENNINGS' FLAVORING EXTRACTS

Reg. 2 oz. D. C. Lemon... 75
No. 4 Taper D. C. Lemon... 1.52

Standard 2 oz. Vanilla Tonka... 70

Northrop Brand 2 oz. Taper Panel... 75

Perrigo's 2 oz. Oval... 75

XXX, 2 oz. obert... 1.25
XXX, 4 oz. taper... 1.25

INDIGO Madras, 5 lb. boxes... 55

JELLY 5 lb. palls per doz... 1.85

LICORICE Pure 30
Calabria... 23

Beef Carcass... 6 @ 8
Forequarters... 5 1/2 @ 6

Pork Dressed... 6 1/2 @ 8
Loin... 2 @ 9

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

Veal Carcass... 8 @ 9

GRAINS AND FLOUR Wheat

Winter Wheat Flour Local Brands

Patents 4.50
Second Patent... 3.85

Diamond 1/2s... 3.75
Diamond 3/4s... 3.75

Worden Grocer Co.'s Brand Quaker 1/2s... 3.80

Spring Wheat Flour Clark-Jewell-Well's Co.'s Brand

Pillsbury's Best 1/2s... 4.60
Pillsbury's Best 3/4s... 4.50

Ball-Barnhart-Putman's Brand Diamond 1/2s... 3.75

Duluth Imperial 1/2s... 4.40
Duluth Imperial 3/4s... 4.30

7

Lemon & Wheeler Co.'s Brand Wingold 1/2s... 4.50

Olney & Judson's Brand Ceresota 1/2s... 4.65



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

Worden Grocer Co.'s Brand Laurel 1/2s... 4.50

Meal Bolted... 2.00
Granulated... 2.10

Feed and Millstuffs St. Car Feed, screened... 16.50

Corn, ear lots... 40
Car lots... 28 1/2

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

Hay No. 1 Timothy car lots... 11.00

HERBS Sage... 15
Laurel Leaves... 15

INDIGO Madras, 5 lb. boxes... 55

JELLY 5 lb. palls per doz... 1.85

LICORICE Pure 30
Calabria... 23

Beef Carcass... 6 @ 8
Forequarters... 5 1/2 @ 6

Pork Dressed... 6 1/2 @ 8
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Mutton Carcass... 7 @ 7 1/2
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Winter Wheat Flour Local Brands

Patents 4.50
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Diamond 1/2s... 3.75
Diamond 3/4s... 3.75

Worden Grocer Co.'s Brand Quaker 1/2s... 3.80

Spring Wheat Flour Clark-Jewell-Well's Co.'s Brand

Pillsbury's Best 1/2s... 4.60
Pillsbury's Best 3/4s... 4.50

Ball-Barnhart-Putman's Brand Diamond 1/2s... 3.75

Duluth Imperial 1/2s... 4.40
Duluth Imperial 3/4s... 4.30

8

PAPER BAGS Continental Paper Bag Co. Ask your Jobber for them.

Table with columns for bag size (e.g., 28, 34, 44) and price per square.

Sugar Red... 4 1/2
Gray... 4 1/2

POTASH 48 cans in case. Babbitt's... 4.00

PROVISIONS Barreled Pork Mess... @14.50

Dry Salt Meats Bellies... 8 1/2
Briskets... 8 1/4

Smoked Meats Hams, 12 lb. average... @ 10 1/2

Lards-In Tierces Compound... 5 1/2
Kettle... 8 1/2

Beef Extra Mess... 10 7/8
Boneless... 11.00

Figs' Feet 1/4 bbls., 40 lbs... 1.60
1/4 bbls., 80 lbs... 3.75

Tripe Kits, 15 lbs... 70
1/4 bbls., 40 lbs... 1.25

Casings Pork... 20
Beef rounds... 10

Butterine Solid, dairy... 11 @ 13
Rolls, dairy... 11 1/2 @ 13 1/2

Canned Meats Corned beef, 2 lb... 2.75
Roast beef, 2 lb... 17.50

RICE Domestic Carolina head... 7
Carolina No. 1... 5 1/2

Imported Japan, No. 1... 5 1/2 @ 6
Japan, No. 2... 4 1/2 @ 5 1/2

SALERATUS Packed 60 lbs. in box. Church's Arm and Hammer... 3.15

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

SOAP JAXON Single box... 3.00
5 box lots, delivered... 2.95

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

Common Grades 100 3 lb. sacks... 2.25
28 10 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

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

Halibut Strips... 10
Chunks... 12

Herring Holland white hoops, bbl... 11.00
Holland white hoops 1/2 bbl... 6.00

Mackerel Mess 100 lbs... 12.00
Mess 40 lbs... 5.10

Trout No. 1 100 lbs... 5.50
No. 1 40 lbs... 2.50

Whitefish No. 1 No. 2 Fam 100 lbs... 7.25

SAUERKRAUT Barrels... 4.50
Half barrels... 2.75

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

SHOE BLACKING Handy Box, large... 2.50
Handy Box, small... 1.25

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

SOAP JAXON Single box... 3.00
5 box lots, delivered... 2.95

10

Detroit Soap Co. brands—Queen Anne... 3.15
Big Bargain... 1.75

A. B. Whisley brands—Good Cheer... 3.80
Old Country... 3.20

Gubans & Sons brands—Oak Leaf... 3.25
Oak Leaf, big 5... 4.00

Scouring Sapollo, kitchen, 3 doz... 2.40
Sapollo, hand, 3 doz... 2.40

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

SPICES Whole Spices Allspice... 12
Cassia, China in mats... 12

Mustard Regular, medium... 28
Regular, fancy... 30

Pepper, Singapore, black... 18
Pepper, Singapore, white... 20

Pure Ground in Bulk Allspice... 16
Cassia, Batavia... 28

Mustard Regular, medium... 28
Regular, fancy... 30

Pepper, Singapore, black... 18
Pepper, Singapore, white... 20

Gunpowder Moyune, medium... 26
Moyune, choice... 35

Young Hyson Choice... 30
Fancy... 36

Oolong Formosa, fancy... 42
Amoy, medium... 25

English Breakfast Medium... 27
Choice... 34

India Ceylon, choice... 32
Fancy... 42

TOBACCO Cigars A. Bomers' brand... 35.00
Plaindealer... 35.00

Stove Polish Kingsford's Corn 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

Stove Polish Kingsford's Corn 40 1-lb. packages... 6 1/2

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

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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

11

Coarse Granulated... 5.60
Extra Fine Granulated... 5.60

Diamond A... 5.50
Confectioner'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.

Barrels... 18
Half bbls... 20

1 doz. 1 gallon cans... 3.00
1 doz. 1/2 gallon cans... 1.70

2 doz. 1/4 gallon cans... 90
Pure Cane Fair... 16

Good... 20
Choice... 25

Table Sauces LEA & PERRIN'S SAUCE

The Original and Genuine Worcestershire.

Lea & Perrin's, large... 3.75
Lea & Perrin's, small... 2.50

Halford, large... 3.75
Halford, small... 2.25

Salad Dressing, large... 4.55
Salad Dressing, small... 2.75

TEA Japan Sundried, medium... 28

Sundried, choice... 30
Sundried, fancy... 40

Regular, medium... 28
Regular, choice... 30

Basket-fired, medium... 28
Basket-fired, choice... 35

Basket-fired, fancy... 40
Nibs... 27

Siftings... 19 @ 21
Fannings... 20 @ 22

Gunpowder Moyune, medium... 26
Moyune, choice... 35

Moyune, fancy... 50
Pingsuey, medium... 25

Pingsuey, choice... 30
Pingsuey, fancy... 40

Young Hyson Choice... 30
Fancy... 36

Oolong Formosa, fancy... 42
Amoy, medium... 25

Amoy, choice... 32
English Breakfast Medium... 27

Choice... 34
Fancy... 42

India Ceylon, choice... 32
Fancy... 42

TOBACCO Cigars A. Bomers' brand... 35.00
Plaindealer... 35.00

H. & P. Drug Co.'s brands. Fortune Teller... 35.00

Our Manager... 35.00
Quintette... 35.00
G. J. Johnson Cigar Co.'s brand.

S. C. W... 35.00
Cigar Clippings, per lb... 26

Lubetsky Bros.' Brands. B. I. Lubetsky... 335.00

Gold Star... 35.00
Phelps, Brace & Co.'s Brands. Royal Tigers... 55 @ 80.00

Royal Tigarettes... 35.00
Book Filled Tigarettes... 35.00

Female Tigarettes... 35.00
Night Hawk, concha... 35.00

Night Hawk, navel... 35.00
Vincente Portuondo... 35 @ 70.00

Rube Bros. Co... 25 @ 70.00
Hilson Co... 35 @ 110.00

T. J. Dunn & Co... 35 @ 70.00
McCoy & Co... 35 @ 70.00

The Collins Cigar Co... 10 @ 35.00
Brown Bros... 15 @ 70.00

Bernard Stahl Co... 35 @ 90.00
Banner Cigar Co... 10 @ 35.00

Seldenberg & Co... 55 @ 125.00
Fulton Cigar Co... 10 @ 35.00



Kingsford's Corn 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

Stove Polish Kingsford's Corn 40 1-lb. packages... 6 1/2

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Banner Cigar Co... 10 @ 35.00

Seldenberg & Co... 55 @ 125.00
Fulton Cigar Co... 10 @ 35.00

12	
A. B. Ballard & Co.	35@175 00
E. M. Schwarz & Co.	35@110 00
San Telmo.	35@70 00
Havana Cigar Co.	18@35 00
C. Costello & Co.	35@70 00
LaGora-Fee Co.	35@70 00
S. I. Davis & Co.	35@185 00
Hene & Co.	35@90 00
Benedict & Co.	7.50@70 00
Hemmett Cigar Co.	35@70 00
G. J. Johnson Cigar Co.	35@70 00
Maurice Sanborn	50@175 00
Bock & Co.	65@300 00
Manuel Garcia	80@375 00
Neuva Mundo.	85@175 00
Henry Clay	85@550 00
La Carolina.	96@200 00
Standard T. & C. Co.	35@70 00
H. Van Tongeren's Brand.	70 00
Star Green	35 00
Fine Cut	
Uncle Daniel	58
Ojibina	38
Forest Giant	38
Sweet Spray	35
Cadillac	57
Sweet Loma	38
Golden Top	27
Hiawatha	58
Pay Car	33
Prairie Rose	50
Protection	30
Sweet Burley	40
Sweet Loma	38
Tiger	39
Plug	
Flat Iron	36
Creme de Menthe	60
Stronghold	40
Solo	35
Sweet Chunk	37
Forge	33
Red Cross	34
Falo	36
Kyo	36
Hiawatha	36
Battle Axe	41
American Eagle	54
Standard Navy	38
Spear Head, 16 oz.	43
Spear Head, 8 oz.	45
Nobby Twist	49
Jolly Tar	39
Old Honesty	45
Toddy	34
J. T.	38
Piper Heidsiek	64
Boot Jack	81
Jelly Cake	36
Plumb Bob	32
Smoking	
Hand Pressed	46
Double Cross	37
Sweet Core	40
Flat Car	37
Great Navy	37
Warpath	37
Bamboo, 8 oz.	29
Bamboo, 16 oz.	29
I X L, 6 lb.	27
I X L, 30 lb.	32
Honey Dew	37
Gold Block	37
Flagman	40
Chips	35
Klin Dried	23
Duke's Mixture	40
Duke's Cameo	40
Myrtle Navy	40
Yum Yum, 1 1/2 oz.	39
Yum Yum, 1 lb. palls	37
Creame	37
Corn Cake, 2 1/2 oz.	23
Corn Cake, 1 lb.	21
Flow Boy, 1 1/2 oz.	35
Peerless, 3 1/2 oz.	34
Peerless, 1 1/2 oz.	36
Indicator, 2 1/2 oz.	28
Indicator, 1 lb. palls	31
Col. Choice, 2 1/2 oz.	21
Col. Choice, 8 oz.	21
TWINE	
Cotton, 3 ply	17
Cotton, 4 ply	18
Jute, 2 ply	12
Hemp, 3 ply	12
Flax, medium	17
Wool, 1 lb. balls	8
WINE & BEER	
Malt White Wine, 40 grain.	8
Malt White Wine, 80 grain.	11
Pure Cider, Red Star	12
Pure Cider, Robinson	11
Pure Cider, Silver	11
WASHING POWDER	
Rub-No-More	
Rub-No-More, 100 12 oz.	3 50
Gold Dust, regular	4 50
Gold Dust, 5c.	4 00
Pearline	2 90
Scourline	3 50
WICKING	
No. 4, per gross	20
No. 1, per gross	25
No. 7, per gross	35
No. 3, per gross	55
WOODENWARE	
Baskets	
Bushels	1 10
Bushels, wide band	1 20
Market	30
Splint, large	4 00
Splint, medium	3 75
Splint, small	3 50
Willow Clothes, large	7 00
Willow Clothes, medium	6 25
Willow Clothes, small	5 50
Butter Plates	
No. 1 Oval, 250 in crate	45
No. 2 Oval, 250 in crate	50
No. 3 Oval, 250 in crate	55
No. 5 Oval, 250 in crate	65
Egg Crates	
Humpty Dumpty	2 25
No. 1, complete	30
No. 2, complete	25

13	
Clothes Pins	
Round head, 5 gross box	45
Round head, cartons	62
Mop Sticks	
Trojan spring	85
Eclipse patent spring	85
No 1 common	75
No 2 patent brush holder	80
12 B. cotton mop heads	1 25
Paols	
2-hoop Standard	1 40
3-hoop Standard	1 60
2-wire, Cable	1 86
3-wire, Cable	1 70
Cedar, all red, brass bound	1 25
Caper, Eureka	2 25
Fibre	2 40
Toothpicks	
Hardwood	2 75
Softwood	2 75
Banquet	40
Ideal	1 40
Tubs	
20-inch, Standard, No. 1	6 00
18-inch, Standard, No. 2	5 00
16-inch, Standard, No. 3	4 00
20-inch, Cable, No. 1	7 00
18-inch, Cable, No. 2	6 00
16-inch, Cable, No. 3	5 00
No. 1 Fibre	9 45
No. 2 Fibre	7 95
No. 3 Fibre	7 20
Wash Boards	
Bronze Globe	2 50
Dewey	1 75
Double Acme	2 75
Single Acme	2 25
Double Peerless	3 20
Single Peerless	2 50
Northern Queen	2 50
Double Duplex	3 00
Good Luck	2 75
Universal	2 25
Wood Bowls	
11 in. Butter	75
13 in. Butter	1 00
15 in. Butter	1 75
17 in. Butter	2 50
19 in. Butter	3 00
Assorted 13-15-17	1 75
Assorted 15-17-19	2 50
WRAPPING PAPER	
Common Straw	1 1/2
Colored Fiber Manila	3 1/2
No. 1 Manila	3 1/2
Creame Manila	2 1/2
Butcher's Manila	2 1/2
Wax Butter	1 1/2
Wax Butter, rolls	1 5
YEAST CAKE	
Magic, 3 doz.	1 00
Sunlight, 3 doz.	1 00
Sunlight, 1 1/2 doz.	50
Yeast Cream, 3 doz.	1 00
Yeast Foam, 3 doz.	1 00
Yeast Foam, 1 1/2 doz.	50
FISH AND OYSTERS	
Fresh Fish	
White fish	Per lb. @ 9
Trout	@ 9
Black Bass	11@12
Hallbut	@ 16
Ciscoes or Herring	@ 4
Bluefish	@ 10
Live 1 Lobster	@ 20
Boiled Lobster	@ 18
Cod	@ 10
Haddock	@ 7
No. 1 Pickerel	@ 8
Pike	@ 7
Perch	@ 4
Smoked White	@ 11
Red Snapper	@ 11
Col River Salmon	@ 14
Mackerel	@ 16
Oysters in Bulk	
Counts	Per gal. 1 75
Ext. Selects	1 60
Selects	1 35
Standards	1 10
Anchor Standards	1 15
Oysters in Cans	
F. H. Counts	35
F. J. D. Selects	30
Selects	25
F. J. D. Standards	22
Anchor	20
Standards	18
Favorite	16
Shell Goods	
Clams, per 100	1 00
Oysters, per 100	1 00
HIDES AND PELTS	
The Cappon & Bertsen Leather Co., 100 Canal Street, quotes as follows:	
Hides	
Green No. 1	@ 6
Green No. 2	@ 5
Cured No. 1	@ 7 1/2
Cured No. 2	@ 6 1/2
Calfskins, green No. 1	@ 9 1/2
Calfskins, green No. 2	@ 8
Calfskins, cured No. 1	@ 10 1/2
Calfskins, cured No. 2	@ 9
Pelts	
Pelts, each	50@1 10
Lamb	
Tallow	
No. 1	@ 4 1/2
No. 2	@ 3 1/2
Wool	
Washed, fine	18@20
Washed, medium	22@24
Unwashed, fine	12@14
Unwashed, medium	10@18
Furs	
Beaver	1 00@3 00
Wild Cat	10@50
House Cat	10@25
Red Fox	25@1 50
Grey Fox	10@75
Lynx	10@2 00
Muskkrat	2@8
Mink	25@2 00
Raccoon	10@30
Skunk	15@1 00

14	
CANDIES	
Stick Candy	
Standard	bbls. palls @ 8
Standard H. H.	@ 8
Standard Twist	@ 8 1/2
Cut Leaf	@ 9
Mixed Candy	
Jumbo, 32 lb.	@ 7 1/2
Extra H. H.	@ 10 1/2
Best Cream	@ 10
Beet Root	@ 8
Grocers	
Competition	@ 6
Special	@ 7
Conserve	@ 8 1/2
Royal	@ 8 1/2
Ribbon	@ 9
Broken	@ 8 1/2
Cut Leaf	@ 9
Kindergarten	@ 9
French Cream	@ 9
Dandy Pan	@ 10
Hand Made Cream mixed	@ 15 1/2
Crystal Cream mix.	@ 13
Fancy-In Bulk	
San Blas Goodies	@ 12
Lozenges, plain	@ 9 1/2
Lozenges, printed	@ 10
Choc. Drops	@ 11 1/2
Eclipse Chocolates	@ 14 1/2
Choc. Monumentals	@ 14
Ceylon Chocolate	@ 13 1/2
Gum Drops	@ 5
Moss Drops	@ 9 1/2
Lemon Sours	@ 10
Imperials	@ 10
Ital. Cream Opera	@ 12
Ital. Cream Bonbons	@ 12
20 lb. palls	@ 12
Molasses Chews, 15 lb. palls	@ 14
Pine Apple Ice	@ 12 1/2
Maroons	@ 12
Golden Waffles	@ 12
Fancy-In 5 lb. Boxes	
Lemon Sours	@ 55
Peppermint Drops	@ 60
Chocolate Drops	@ 65
H. M. Choc. Drops	@ 85
H. M. Choc. Lt. and Dk. No. 12	@ 1 00
Gum Drops	@ 30
Licorice Drops	@ 75
Lozenges, plain	@ 55
Lozenges, printed	@ 60
Imperials	@ 60
Mottoes	@ 60
Creame Bar	@ 55
Molasses Bar	@ 55
Hand Made Creams	80 @ 90
Creame Buttons, Pep. and Wint.	@ 65
String Rock	@ 65
Wintergreen Berries	@ 60
Caramels	
No. 1 wrapped, 3 lb. boxes	@ 50
Penny Goods	55@60
FRUITS	
Oranges	
Florida Russett	@ 2
Florida Bright	@ 2
Fancy Navels	2 75@3 25
Extra Choice	2 50@3 00
Late Valencias	@ 4
Seedlings	@ 4
Medt. Sweets	@ 4
Jamaicas	@ 4
Rodi	@ 4
Lemons	
Messina, 300s	3 50@3 75
Messina, 360s	3 00@3 25
California 360s	3 00@3 25
California 300s	3 25@3 50
Bananas	
Medium bunches	1 50@1 75
Large bunches	
Foreign Dried Fruits	
Figs	
California, Fancy	@
Cal. pkg. 10 lb. boxes	@
Extra Choice, 10 lb. boxes	@ 10
Figs, 12 lb. boxes	@ 13
Pulled, 6 lb. boxes	@ 13
Naturals, in bags	@
Dates	
Fards in 10 lb. boxes	@
Fards in 60 lb. cases	@
Halfway	5 @ 5 1/2
lb. cases, new	4 1/2 @ 5
Sairs, 60 lb. cases	4 1/2 @ 5
NUTS	
Almonds, Tarragona	@ 18
Almonds, Ivica	@
Almonds, California, soft shelled	17@19
Brazils	@ 13
Fuberts	@ 13 1/2
Walnuts Grenoble	@ 14
Walnut, soft shelled	
California No. 1	@ 14
Table Nuts, fancy	@ 14
Table Nuts, choice	@ 13
Pecans, Med.	@ 10
Pecans, Ext. Large	@ 11
Pecans, Jumbos	@ 12
Hickory Nuts per bu.	@
Ohio, new	@
Cocoanuts, full sacks	@ 3 75
Chestnuts, per bu	@
Peanuts	
Fancy, H. P., Suns	5 1/2 @
Fancy, H. P., Flags	@
Roasted	6 1/2 @ 7
Choice, H. P., Extras	@
Choice, H. P., Extras	@
Roasted	@
Span. Shld No. 1 n'w	6 1/2 @ 7 1/2

15	
AKRON STONWARE	
Butters	
1/2 gal. per doz.	52
2 to 6 gal. per gal.	6 1/2
8 gal. each	56
10 gal. each	70
12 gal. each	84
15 gal. meat-tubs, each	1 20
20 gal. meat-tubs, each	1 60
25 gal. meat-tubs, each	2 25
30 gal. meat-tubs, each	2 70
Churns	
2 to 6 gal., per gal.	7
Turn Dashers, per doz.	84
Milkpans	
1/2 gal. fat or rd. bot., per doz.	6 1/2
Fine Glazed Milkpans	
1/2 gal. flat or rd. bot., per doz.	60
1 gal. flat or rd. bot., each	6
Stewpans	
1/2 gal. fireproof, ball, per doz.	85
1 gal. fireproof, ball, per doz.	1 10
Jugs	
1/2 gal. per doz.	60
1/4 gal. per doz.	45
1 to 5 gal., per gal.	7 1/2
Sealing Wax	
5 lbs. in package, per lb.	2
LAMP BURNERS	
No. 0 Sun	35
No. 1 Sun	45
No. 2 Sun	65
No. 3 Sun	1 10
Tubular	45
Nutmeg	50
LAMP CHIMNEYS—Seconds	
Per box of 6 doz.	
No. 0 Sun	1 50
No. 1 Sun	1 66
No. 2 Sun	2 36
First Quality	
No. 0 Sun, crimp top, wrapped & lab.	2 00
No. 1 Sun, crimp top, wrapped & lab.	2 15
No. 2 Sun, crimp top, wrapped & lab.	3 15
XXX Flint	
No. 1 Sun, crimp top, wrapped & lab.	2 75
No. 2 Sun, crimp top, wrapped & lab.	3 75
No. 2 Sun, hinge, wrapped & lab.	4 00
Pearl Top	
No. 1 Sun, wrapped and labeled	4 00
No. 2 Sun, wrapped and labeled	5 00
No. 2 hinge, wrapped and labeled	5 10
No. 2 Sun, "Small Bulb," for Globe Lamps	80
La Bastie	
No. 1 Sun, plain bulb, per doz.	90
No. 2 Sun, plain bulb, per doz.	1 15
No. 1 Crimp, per doz.	1 35
No. 2 Crimp, per doz.	1 60
Rochester	
No. 1 Lime (65c doz)	3 50
No. 2 Lime (70c doz)	3 75
No. 2 Flint (80c doz)	4 70
Electric	
No. 2 Lime (70c doz)	3 75
No. 2 Flint (80c doz)	4 40
OIL CANS	
1 gal. tin cans with spout, per doz.	1 40
2 gal. galv. iron with spout, per doz.	1 58
3 gal. galv. iron with spout, per doz.	2 78
5 gal. galv. iron with spout, per doz.	4 45
3 gal. galv. iron with faucet, per doz.	4 25
5 gal. galv. iron with faucet, per doz.	4 95
5 gal. Tilting cans	7 25
5 gal. galv. iron Nacefas	9 00
Pump Cans	
5 gal. Rapid steady stream	8 50
5 gal. Eureka, non-overflow	10 50
3 gal. Home Rule	9 95
5 gal. Home Rule	11 28
5 gal. Pirate King	9 50
LANTERNS	
No. 0 Tubular, side lift	4 85
No. 1 B Tubular	7 40
No. 15 Tubular, dash	7 50
No. 1 Tubular, glass fountain	7 50
No. 12 Tubular, side lamp	13 50
No. 3 Street lamp, each	3 60
LANTERN GLOBES	
No. 0 Tub., cases 1 doz. each, box, 10c	45
No. 0 Tub., cases 2 doz. each, box, 15c	45
No. 0 Tub., bbls 5 doz. each, per bbl.	2 00
No. 0 Tub., Bull's eye, cases 1 doz. each	1 25
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	
Glovers' Gems, Satisfaction, and Perfection are the best.	
GLOVER'S WHOLESALE MDSSE. CO.,	
Manufacturers, Importers, and Jobbers of Gas and Gasoline Sundries,	
GRAND RAPIDS, MICH.	

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.

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. 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.

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,<

The New York Market

Special Features of the Grocery and Produce Trades.

Special Correspondence.

New York, Feb. 2.—There is a strong tone to the coffee market. It is doubtful whether there is any real foundation for the apparent improvement—no, it is not doubtful. There is certainly no reason for the advance that may be made, however slight; and the change is simply a speculative move. Receipts at Rio and Santos happen to be rather small, and this, taken in connection with a cabled report of stronger European markets, served the purpose of interested parties and, as a result, No. 7 closed at 7c. It seems altogether unlikely that there will be any further advance and the chances are more than even that a decline will set in. In store and afloat the amount aggregates 960,115 bags, against 1,132,515 bags at the same time last year. The demand for West India growths is of only an average everyday character and there has been no sympathetic advance with Rio. East India grades are decidedly dull and not an item of interest can be gleaned in the market. There is no change whatever in quotations.

Sugar shows some improvement, but even with this improvement the volume of business is not large. The main thing is that there is a better feeling, as might be expected with the advancing season; but there is not sufficient strength to warrant any advance in quotations, although it must be confessed that advances in sugar are not always occasioned by the demand.

The tea market has scored an advance of about 1/2c per pound and seems to show steady accession of strength. There is a fair volume of trade and altogether the situation is one that rather encourages the seller.

The volume of trade in rice is light. Buyers seem to think prices too high and sellers will make no concessions, so matters are at something of a standstill and prices are practically without change. Foreign grades are quiet.

Of spices, nothing new can be said. The tone of the market remains practically the same as last week and sales, when made at all, are only of small lots.

Molasses dealers are firm in their views and choice open-kettle molasses ranges from 32@43c. The jobbing trade is not large, as to volume of business going forward, but full rates seem to be demanded and buyers are apparently willing to pay the same rather than do any shopping for lower quotations. Syrups have been sold to exporters to some extent, but there is room for improvement. Good to prime, 18@22c.

The canned goods situation is practically unchanged. Conditions, however, seem to improve steadily, although slowly, and we hear of less weakness in prices. The thing most talked of is the bill annually brought up in the New York Legislature compelling packers to stamp every can with the day, month and year of pack, thus working any quantity of trouble for the fraternity of canners. It may not get through, but it behooves the trade to always sleep with one eye open when legislatures are legislating. There is a cry now for free tin-plate from packers. The trust is too much for them. They will take the matter up at the Rochester convention of packers in two weeks.

In dried fruits, "Nothing new whatever," is the stereotyped reply for information. Prices are sagging, unless an exception be made in the case of prunes, which appear to hold their own.

Lemons are lower. Not much, but enough to say so. Sicily are worth from \$2.85@3.25 for 360s—latter for choice fruit. Oranges are in moderate

request, with California fancy from \$2.50@3.25. Floridas are in pretty good demand; sell at prices ranging from \$3@4.25 per box. Bananas are rather firmer than a week ago, but quotations are not yet advanced. Pineapples are quiet and the demand is for the smallest parcels.

Butter is practically without change. Best Western creamery continues at 22c. The demand is only moderate. Imitation creamery, 15@17 1/2c. Western factory, 13 1/2@14 1/2c. Rolls, choice, 14c.

The egg market within the past day or so has gained strength and fresh-gathered Western stock will fetch 21c.

There is a fair volume of trade in cheese, which appears to be increasing from week to week. Prices have not advanced to any perceptible extent, but the feeling is firm and the outlook encouraging. Full cream New York State is generally held at 12c.

The bean market is generally firm. Choice marrows, \$2.50; medium, \$2.25; pea, \$2.25 in bags or barrels, although in some instances the latter bring about \$2.27 1/2.

One Woman's Source of Income.

From the New Orleans Times-Democrat.

"I know a little woman in St. Louis," said an artist of this city, "who has gradually drifted into a very curious vocation. Briefly told, she earns a living by engrossing resolutions of respect for the dead. I confess that calls for a little explanation," continued the speaker, smiling, "but I really mean exactly what I say. The lady is a watercolor artist with marked ability for decorative work, and in connection with teaching it at a school she used to make a good many designs for embroidery, tapestry and so on. That gave her some little reputation, and about ten years ago a local Masonic lodge that had lost its presiding officer engaged her to reproduce its official resolutions on illuminated vellum as a gift to the family. She did a beautiful piece of work and it attracted so much attention that it was not long before she received another order of much the same character.

"I have heard the story from her own lips, and, as I remember it, the second commission came from a large corporation that had passed resolutions of sympathy and respect upon the death of its president. At any rate, she was given carte blanche and prepared a magnificent scroll, which naturally became another advertisement for the specialty. After that orders gradually multiplied until she was finally forced to give up her classes and all other work and devote herself solely to decorative engrossings of the kind I have described. That was six or seven years ago, and constant practice along one narrow line has rendered her extraordinarily skillful. I called upon her when I was in St. Louis last summer, and she showed me a memorial volume which she was preparing for the widow of a prominent railroad man. It contained copies of resolutions passed by secret societies, commercial bodies and the railroad company itself, and the decorations reminded me strongly of the richly illuminated missals of the mediaeval monks. The book was really a unique work of art. The little decorator told me that she gets her orders from all parts of the country and confines herself strictly to this one specialty. She has never been exploited in print, so her reputation is due entirely to word-of-mouth praise, and it is strange how far it has traveled. She admitted laughingly that it was rather a grewsome way to make a living, but said it beat teaching all hollow."

It takes two to make a quarrel—but when one is willing it's easy enough to find another.

Law Against False Labeling of California Oranges.

The false labeling of oranges has long been one of the crying evils of the fruit business in Southern California. Unscrupulous packers have been accustomed to use the good reputation of Riverside, Redlands, Highland and other leading orange-growing localities to sell inferior fruit. They would pack a lot of third grade fruit in boxes labeled "Fancy Riverside Oranges," or "Footbill Highland Navels," or "Redlands Extra Navels," or "Duarte Mountain Oranges," and try to sell it on the strength of the brand. The Eastern dealer, ignorant of the deception, naturally regards the poor fruit as a fair sample from the orchards of the localities named, and is prejudiced accordingly. Senator Caldwell has introduced a bill in the California Legislature which proposes to put a stop to this species of fraud.

Manufacturers Cannot Call Twelve Ounces a Pound.

A question of more than passing interest to the retail trade has recently been decided by the Appellate Court of Illinois. The decision was rendered in a suit brought by the Heath & Milligan Manufacturing Co. against the National Linseed Oil Co. for selling short-weight gallons. The court decides that the Linseed Oil Co. is not justified by law or custom in selling seven and one-half pounds of oil as a gallon. It is claimed that this decision will make the oil company liable for damages, which may be demanded by customers who have been receiving oil, every gallon of which was one-half pound short of a legal gallon.

Ambrosia

CHOCOLATE AND COCOA

Guaranteed Absolutely Pure.

Direct from Manufacturer to Retailers.

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

AMBROSIA CHOCOLATE CO., Milwaukee, Wis.

Young Men and Women!

It pays to attend "The Best"

The McLACHLAN

BUSINESS UNIVERSITY.

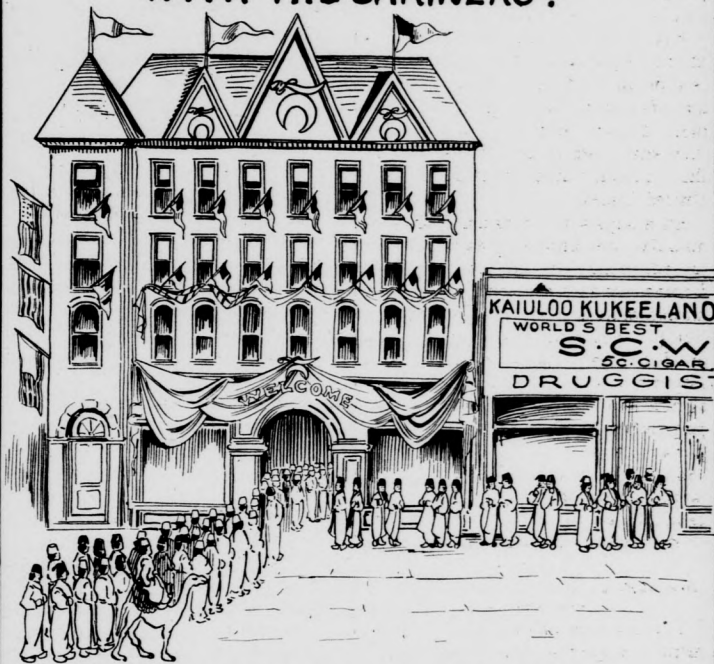
The Proof

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

D. M. McLACHLAN & CO.

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

ARE YOU GOING TO HONOLULU WITH THE SHRINERS?



THE ROUTE WILL BE AS FOLLOWS:

GRAND RAPIDS TO CHICAGO, CHICAGO TO KANSAS CITY, KANSAS CITY TO DALLAS, DALLAS TO EL PASO, EL PASO TO MARICOPA, MARICOPA TO PHOENIX, PHOENIX TO LOS ANGELES, LOS ANGELES TO SAN FRANCISCO, SAN FRANCISCO TO HONOLULU AND FROM HONOLULU—HOME!

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.

AMERICAN MANUFACTURES.

One of the most interesting developments of the past decade is the immense growth of American manufactures. There was a time when this country imported manufactured goods very extensively, and the first evidence of the development of the home manufactures was the gradual exclusion of foreign manufactured articles from our home markets. Great as was the home market, it was gradually supplied until it became evident that the home consumption would eventually no longer suffice to absorb all the products of American factories.

This inadequacy of the home demand was already apparent more than a decade ago, when the then Secretary of State, James G. Blaine, advocated a resort to reciprocity treaties, with a view to providing markets abroad for the surplus production of our factories. The necessity which was then apparent became yearly more real and pressing, and although reciprocity failed to do what was expected of it, American energy and enterprise did finally succeed in widening the demand for American manufactures abroad until at the present time the exports of manufactures form more than 30 per cent., or nearly a third, of the total exports, the total valuation of the exports of domestic manufactures in 1900 reaching \$441,406,942.

The Bureau of Statistics of the Treasury Department has recently completed a compilation of the foreign trade returns for 1900, and the figures show clearly the immense strides made in the growth of manufactures. The report shows a remarkable increase in the importation of manufacturers' materials, and an even greater increase in the exportation of manufactured goods, while in the importation of manufactures there is a decided decrease, showing that the manufacturers have not only increased their exportations, but also increased the share which they are supplying of the manufactures consumed in the United States.

An analysis of the statistics shows that manufactures and luxuries, which formed 34 per cent. of the imports of 1890, formed but 29.5 per cent. in 1900; while manufacturers' materials, which formed but 34.3 per cent. of the total imports of 1890, formed 44 per cent. of the total imports of 1900. On the export side, agricultural products, which formed 74.3 per cent. of the total domestic exportations of 1890, formed only 62.2 per cent. of the total in 1900; while manufactures, which formed but 18.5 per cent. of the total domestic exports in 1890, formed 30.4 per cent. in 1900.

How to Make a Hat Department in a General Store Pay.

The question of making a hat department in a general store pay is an important proposition to the retailer. Many general storekeepers handle hats as they would codfish or potatoes. They throw them around in any old way until the hats are crushed and are far from presenting an attractive appearance. The general storekeeper who desires to make his hat department pay should begin right. He should procure a hat display rack for his counter or his show window, or if he feels too poor to purchase one of the metallic hat racks which can be obtained at reasonable figures, he should have one made by the town or village carpenter. An upright wooden standard with a dozen or fifteen arms well planed and neat in appearance can be made by the village car-

penyer very cheaply and the latter will take groceries in payment for his work.

This hat display rack should be placed in a prominent position in the store where it can be seen. Not the cheapest and shoddiest and most old-fashioned hats in stock should be displayed on it, but the very best, the nobbiest and the most up-to-date in style and pattern. And the display on this rack ought to be changed at least twice a week and oftener if there is plenty of time to devote to the store management. When the hats are taken from the display rack they should be carefully brushed with a hat whisk broom, should be carefully replaced in the box from which they were taken, and if they are soiled even slightly, they ought to be sold at a slight discount.

Now, as to the arrangement of the stock of hats. In selling this class of goods it should be remembered that they are to an extent perishable and that if they are subjected to rough handling and are jammed hit or miss into the boxes from which they were taken they will shortly present an unsalable appearance. As soon as the customer has made his purchase of a hat and left the store, the first work done by the clerk should be to pick up the hats, which are presumably remaining on the show case, and carefully put them away in the boxes to which they rightfully belong. If any dust or dirt has gathered in the meantime, they should be carefully brushed before being put away and should be smoothed out so that when the next customer enters they present a good appearance. Hats of one kind should not be placed in a box with those of another kind or quality, for sooner or later this is certain to result in confusion and inability to find the right kind of a hat when it is wanted by the customer.

Care should be taken to have the hat department in the store where it properly belongs. Many retailers have so little regard for hats that they jam the boxes containing them in between the tubs on one side and the soap department on the other. If there is a counter devoted to gents' furnishing goods, as there most always is in a general store, the hat department should be kept as near to this as possible.

Care should also be taken in purchasing hats for the general store to have the stock well assorted. In the various grades such an extensive line as would be purchased for a clothing store or a hat store can not be handled to advantage. Orders might be placed for half a dozen or a dozen of the different grades in general sizes which will sell well and which will leave no dead stock on hand. Attention should be paid to the better grades of goods and to the novelties. In all small towns and villages there are a few good dressers, who generally buy their hats in the city or at the clothing store. If quality to suit them can be obtained, as well as style and fit, their trade can be obtained and on the better grade of hats there is always a larger and better profit than on the cheaper grades. Straw hats should be handled in their season and the same attention should be devoted to the proper handling of them as to any other grade. A general merchant will find that he can command part of the village and city trade if he has a good line of nobby hats which he can sell at reasonable figures and which are up-to-date.

Soft crush hats in colors, such as red and blue, while they are not much in style now and have always been to a

large extent a fad, are always desirable to keep in stock. The young men of the town like them, they are suited to summer wear, they are sold very cheap and give satisfaction to a certain class.

The question of making the hat department in a general store pay has probably received little attention from the merchant personally. Other departments are considered of greater importance, but if the hat department is managed rightly and is given the attention which it deserves it will pay big returns, and will become an important feature of the business.—Commercial Bulletin.

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.

A BUSINESS CHANCE AND REAL ESTATE investment in the prosperous and growing city of Holland, Michigan. As administrator of the estate of Jeanette Kiekintveld, I offer for sale a two-story and basement brick and stone store building, located at 28 East Eighth street (in the center of the best business block of the city on the right side of the street) together with the stock of books, stationers' fancy goods and soda fountain—for eighteen years successfully conducted at this stand. Parties interested call on or address H. W. Kiekintveld, administrator, Holland, Michigan. 691

FOR SALE—BAZAAR STOCK IN CENTRAL Michigan—conducted one year; owner's time occupied with other business. Address No. 689, care Michigan Tradesman. 689

WILL SELL DRUG STORE CHEAP; OWN-er not a druggist. Can be moved. Address No. 688, care Michigan Tradesman. 688

FOR SALE—DRUG FIXTURES AND ACET-ylene plant. Send for list. Safe wanted. H. P. French, Woodland, Mich. 687

FOR SALE—HARDWARE STOCK; DOING fine business; good profits; 20 years established; stock invoices about \$4,000; town of 1,200; only tin shop. Reason for selling, poor health. Address No. 692, care Michigan Tradesman. 692

WANTED—TO EXCHANGE REAL ESTATE in the village of Middleton, Mich., for a stock of merchandise. Address Box 150, Middleton, Mich. 693

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. 686

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. 682

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. 684

FOR SALE—STOCK OF GENERAL MER-chaudise 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. 685

I HAVE A FIRST-CLASS 160 ACRE IM-proved grain and hay farm in Mason county which I will exchange for timber land. Address George Engel, Mendon, Mich. 672

CHOICE FARM OF ONE HUNDRED twenty acres to exchange for merchandise. Lock Box 280, Cedar Springs, Mich. 680

WANTED—IN THE BIGGEST LITTLE town in Michigan flour mill, planing mill, canning factory, agricultural implement dealer, novelty works and home seekers; abundance of timber; immense water power; two railroads and cheap stump lands. Write for descriptive booklet. Wm. Hogg, Secretary of Association, Thompsonville, Mich. 677

GOOD OPENING FOR GROCERIES, DRY goods, shoes or general store. Address Lock Box 616, Howell, Mich. 667

DOUBLE YOUR MONEY. BUY GRAND Rapids realty before rise sure to come in spring. Clark's Real Estate Exchange, Grand Rapids. 661

FOR SALE—A BARTHOLOMEW "NICHOL-minut" popcorn and peanut roaster combined; in use one year. Address 201 Washington Ave., S., Lansing. 666

FOR SALE—GENERAL STOCK OF GOODS, store building, fixtures and horses, in thriving mining town of Northern Michigan. Address No. 642, care Michigan Tradesman. 642

LOCATION WANTED FOR SAWMILL; will saw on contract or will buy timber. Address George Engel, Mendon, Mich. 673

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 take. Address Thriving, care Michigan Tradesman. 655

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. 259

FOR SALE CHEAP—\$2,000 GENERAL stock and building. Address No. 240, care Michigan Tradesman. 240

A SMALL DRUG STORE FOR SALE CHEAP, with fixtures. Address John I. Crissman, Utica, Mich. 652

MONEY ON THE SPOT FOR CLEAN stock of merchandise, \$5,000 or over. Address Box 113, Grand Ledge, Mich. 660

BIG RETURNS FOR SMALL CAPITAL—We have just succeeded in securing the exclusive control and manufacture of the celebrated Doran Hydro-Carbon Lighting System, which is the best system light yet invented for interior and street lighting; each lamp gives 1,200 candle power light, can be turned on or off instantly, the same as electricity; absolutely safe, simple and satisfactory. Correspondence solicited from all interested parties and municipal officers, and those who would like a good paying business in their own city or town. Acorn Brass Works, 20 South Jefferson St., Chicago. 659

WANTED—ENERGETIC COUNTRY printer who has saved some money from his wages to embark in the publication of a local newspaper. Will furnish a portion of the material, take half interest in the business and give partner benefit of long business experience, without giving business personal attention. None need apply who does not conform to requirements, which are ironclad. Zenia, care Michigan Tradesman. 631

WANTED—AN AGENT IN EVERY CITY and town for the best red and olive paints on earth. Algonquin Red Slate Co., Worcester, Mass. 612

FOR SALE—STOCK OF GROCERIES, DRY goods and shoes inventorying about \$2,500, enjoying lucrative trade in good country town about thirty miles from Grand Rapids. Will rent or sell store building. Buyer can purchase team and peddling wagon. If desired, Terms, half cash, balance on time. Address No. 592, care Michigan Tradesman. 592

FOR SALE—GENERAL MERCHANDISE stock, invoicing about \$7,000; stock in 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 little perfect. Address No. 590, care Michigan Tradesman. 590

WANTED—MERCHANTS TO CORRE-spond with us who wish to sell their entire stocks for spot cash. Enterprise Purchasing Co., 153 Market St., Chicago, Ill. 585

FOR SALE—DRUG STOCK INVOICING \$2,000, in good corner store in the best town in Western Michigan. The best of reasons for selling. Address No. 583, care Michigan Tradesman. 583

FOR RENT—A GOOD BRICK STORE IN good business town on Michigan Central Railroad; good living rooms above; good storage below; city water and electric light. Address Box 298, Decatur, Mich. 588

MISCELLANEOUS

WANTED AT ONCE—SITUATION AS REG-istered pharmacist. Address No. 690, care Michigan Tradesman. 690

WANTED—A REGISTERED ASSISTANT pharmacist for the city. Must be well recommended. Address No. 681, care Michigan Tradesman. 681

WANTED—POSITION AS TRAVELING salesman; five years' experience in Michigan, Ohio, Indiana, Kentucky, Pennsylvania and New York. References furnished. Irving Franks, Allegan, Mich. 678

No Long Story Here. Write for Prices. Steel Mills, Steel Towers, Steel Tanks, Wood Tanks, Galvanized Pipe and Tubular Well Supplies. IXL The Phelps & Bigelow Wind Mill Co., KALAMAZOO, MICH.

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

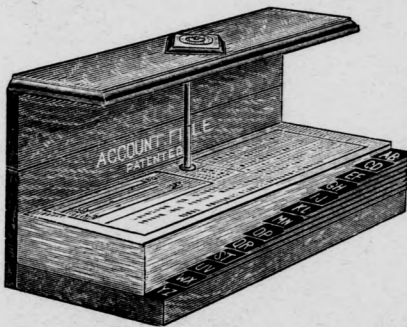
FLEISCHMANN & CO.'S YELLOW LABEL COMPRESSED YEAST

will secure that result.

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

**BOUR'S
COFFEES
MAKE BUSINESS**

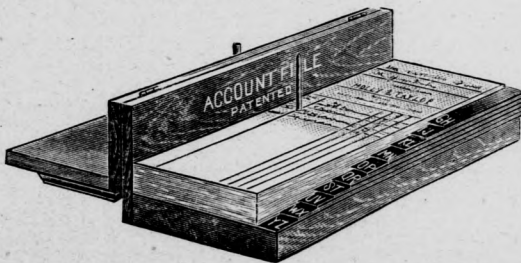
Simple Account File



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.

Bay Cities Retail Grocers' Association

President, C. E. WALKER; Secretary, E. C. LITTLE.

Muskegon Retail Grocers' Association

President, H. B. SMITH; Secretary, D. A. BOELKINS; Treasurer, J. W. CASKADON.

Jackson Retail Grocers' Association

President, J. FRANK HELMER; Secretary, W. H. PORTER; Treasurer, L. PELTON.

Adrian Retail Grocers' Association

President, A. C. CLARK; Secretary, E. F. CLEVELAND; Treasurer, Wm. C. KOEHN

Saginaw Retail Merchants' Association

President, M. W. TANNER; Secretary, E. H. McPHERSON; Treasurer, R. A. HERR.

Traverse City Business Men's Association

President, THOS T. BATES; Secretary, M. B. HOLLY; Treasurer, C. A. HAMMOND.

Owosso Business Men's Association

President, A. D. WHIPPLE; Secretary, G. T. CAMPBELL; Treasurer, W. E. COLLINS.

Pt. Huron Merchants' and Manufacturers' Association

President, CHAS. WELLMAN; Secretary, J. T. PERCIVAL.

Alpena Business Men's Association

President, F. W. GILCHRIST; Secretary, C. L. PARTRIDGE.

Calumet Business Men's Association

President, J. D. CUDDIHY; Secretary, W. H. HOSKING.

St. Johns Business Men's Association

President, THOS. BROMLEY; Secretary, FRANK A. PERCY; Treasurer, CLARK A. PUTT.

Perry Business Men's Association

President, H. W. WALLACE; Secretary, T. E. HEDDLE.

Grand Haven Retail Merchants' Association

President, F. D. VOS; Secretary, J. W. VERHOEKS.

Yale Business Men's Association

President, CHAS. ROUNDS; Secretary, FRANK PUTNEY.

Grand Rapids Retail Meat Dealers' Association

President, 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.

D. Whitney, Jr., D. M. Ferry, F. J. Hecker, M. W. O'Brien, Hoyt Post, Christian Mack, Allan Sheldon, Simon J. Murphy, Wm. L. Smith, A. H. Wilkinson, James Edgar, H. Kirke White, H. P. Baldwin, Hugo Scherer, F. A. Schulte, Wm. V. Brace, James McMillan, F. E. Driggs, Henry Hayden, Collins B. Hubbard, James D. Standish, Theodore D. Buhl, M. B. Mills, Alex. Chapoton, Jr., Geo. H. Barbour, S. G. Gaskey, Chas. Stinchfield, Francis F. Palms, Wm. C. Yawkey, David C. Whitney, Dr. J. B. Book, Eugene Harbeck, Chas. F. Peltier, Richard P. Joy, Chas. C. Jenks.

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.

	Except Sunday	Except Sunday	Except Sunday
NORTH			
Lv. Grand Rapids	7 45am	2 10pm	10 45pm
Ar. Cadillac	11 20am	5 40pm	2 10am
Ar. Traverse City	1 30pm	7 50pm	
Ar. Petoskey	2 50pm	9 15pm	5 35am
Ar. Mackinaw City	4 15pm	10 35pm	6 55am
Local train for Cadillac leaves Grand Rapids at 5:20 p m daily except Sunday.			
Pullman sleeping or parlor cars on all through trains.			
Trains arrive from the north at 6:00 a m, 10:45 a m, 5:15 p m and 10:15 p m daily except Sunday			
SOUTH			
Lv. G'd Rapids	7 10a 12 30p	1 50p	6 50p 11 30p
Ar. Kalamazoo	8 50a	1 45p	3 24p 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.			

	Except Sunday	Except Sunday	Except Sunday
MUSKEGON			
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.

	Except Sunday	Daily
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

	Except Sunday	Daily
Lv. Chicago (12th St. Station)	5 15pm	11 30pm
Ar. G'd Rapids (Union depot)	10 15pm	6 45am
5:15pm train runs solid to Grand Rapids with Pullman buffet parlor car attached.		
11:30pm train has through coach and sleeping car. Phone 606 for information.		

UP TO DATE CUTS
FOR ALL PURPOSES
TRADESMAN COMPANY
GRAND RAPIDS

**Daudt
Glass & Crockery Co.**
WHOLESALE
Earthenware, China & Glassware
TOLEDO, OHIO

Kinney & Levan
Importers and Jobbers of
Crockery, Glass, Lamps, House
Furnishing Goods
CLEVELAND, OHIO

Buckwheat Flour

Made by
J. H. Prout & Co.,
Howard City, Mich.

Has that genuine old-fashion-
ed taste and is
ABSOLUTELY PURE
Write them for prices.

Crushed Cereal Coffee Cake.

Better than coffee.
Cheaper than coffee.
More healthful than coffee.
Costs the consumer less.
Affords the retailer larger profit.
Send for sample case.
See quotations in price current.

Crushed Cereal Coffee Cake Co.
Marshall, Mich.



"IMA CORKER"
A Scientific Toy

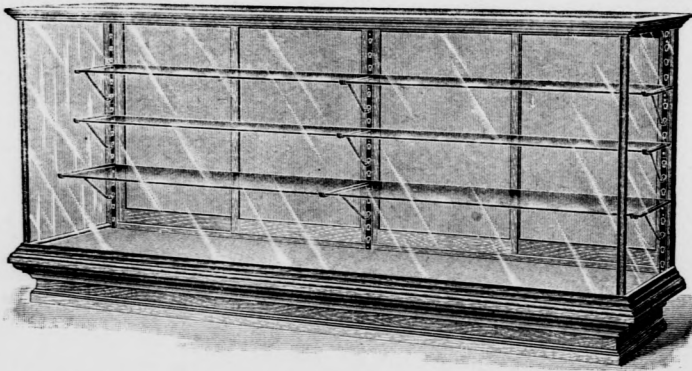
Patented January 22, 1901. Sells in Grocery, Bazaar, Confectionery stores and a whirl wind in Cigar stores, not only a toy but a puzzle as well. Nothing like it for parties of any kind, makes more fun than any toy or puzzle ever sold. As an advertising medium it is a record breaker; we stamp or paste on any advertising you wish, 3 inches long, 2 inches wide. Packed 20 or less in pasteboard box, 48 boxes in case. \$10.00 worth of this kind of advertising will bring more trade than \$25.00 in newspaper advertising. \$15.00 per 1,000; \$17.00 in less than 1,000 lots when shipped loose, or \$16.80 per case packed in boxes, all F. O. B. Detroit and \$1.00 extra per 1,000 or less for labeling.

**The Greatest Seller of
the 20th Century**

JUST OUT

GILLETT NOVELTY CO., 12-14 West Atwater St., Detroit, Mich.

OUR BUSY SALESMAN NO. 250



We manufacture a complete line of fine up-to-date show cases. Write us for catalogue and price list.
BRYAN SHOW CASE WORKS, Bryan, Ohio

Quit Doing Business on Sentiment

It doesn't pay. If you haven't received our catalogue ask for it and you will find that in many instances our prices are from 10 to 20 per cent. lower than those quoted by houses that have to depend for their trade on traveling men only. It won't cost you anything but will save you much. How about Marbles? We quote them at rock bottom prices.

Common Gray Marbles	
Smooth finish, 1000 in bag, per 1000	\$0 20
Colored and polished Marbles	
1000 assorted in bag, per 1000	24
American Bowlers	
Extra large, genuine American Made.	
No. 4—Polished, 100 in bag, per bag	22
No. 7—Polished, 50 in bag, per bag	28
Painted China Alleys	
Elegant goods, assorted styles.	
No. 2—100 in a box, per box	4
No. 1—100 in a box, per box	6
No. 2—100 in a box, per box	8
No. 3—100 in a box, per box	14
No. 5—50 in a box, per box	13
No. 6—25 in a box, per box	8

Fine Glass Marbles	
Extra quality, bright, clean goods.	
No. 2-0—100 in a box, per box	16
No. 0—100 in a box, per box	16
No. 1—100 in a box, per box	18
No. 2—100 in a box, per box	18
No. 3—100 in a box, per box	18
No. 5—12 in a box, per box	18
Fancy Figured Glass Marbles	
Clear and bright with silver birds, animal etc., assorted. Extra Large.	
No. 8—12 in a box, per box	1
Ballot Marbles	
No. 00—White China, 100 in box, per box	12
No. 00—Black China, 100 in box, per box	1

H. LEONARD & SONS, Grand Rapids, Mich.

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

