

MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS. \$1 PER YEAR

Eighteenth Year

GRAND RAPIDS, WEDNESDAY, FEBRUARY 13, 1901.

Number 908

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.



It doesn't make much difference what a merchant takes up to push. It must be good, but no matter how good, it must have behind it a pushing dealer who genuinely believes in

Good Goods

instead of cheap goods. In

Royal Tiger 10c Tigerettes 5c
A Smokers' Smoke

we have goods of quality. They are without question the best goods made in this country. We solicit a trial.

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

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

STAMPAEEN
50 CIGAR SOLD BY ALL JOBBERS

Start the New Century Right

by sending us an order.

Walsh-DeRoo Milling Co., Holland, 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

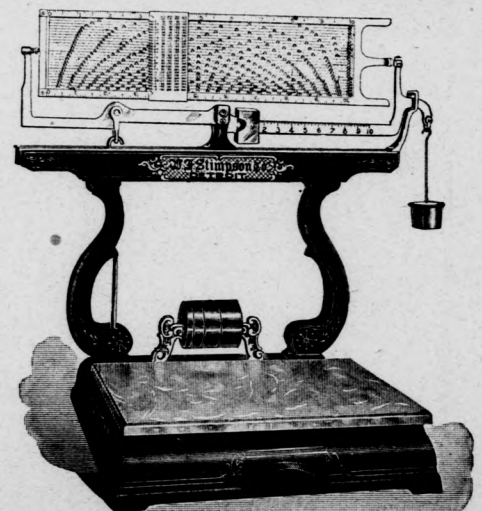
Capital and Brains

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

Stimpson Computing Grocers' Scale

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

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



MICHIGAN TRADESMAN

Volume XVIII.

GRAND RAPIDS, WEDNESDAY, FEBRUARY 13, 1901.

Number 908

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

Tradesman Coupons

IMPORTANT FEATURES.

- | | |
|-------|---------------------------|
| Page. | |
| 2. | Getting the People. |
| 3. | Along the Street. |
| 4. | Around the State. |
| 5. | Grand Rapids Gossip. |
| 6. | Representative Retailers. |
| 7. | Salable Shape. |
| 8. | Editorial. |
| 9. | Problems of Taxation. |
| 12. | Shoes and Rubbers. |
| 14. | Dry Goods. |
| 15. | Clothing. |
| 16. | Hardware. |
| 17. | Hardware Quotations. |
| 18. | Clerk's Corner. |
| 19. | Window Dressing. |
| 20. | Woman's World. |
| 22. | Butter and Eggs. |
| 23. | The New York Market. |
| 24. | Village Improvement. |
| 25. | Commercial Travelers. |
| 26. | Drugs and Chemicals. |
| 27. | Drug Price Current. |
| 28. | Grocery Price Current. |
| 29. | Grocery Price Current. |
| 30. | Grocery Price Current. |
| 31. | Beeking Down. |
| 32. | The Grain Market. |

ADAPTABILITY OF WOMEN.

One of the things that is always charged against a woman as a weakness, whereas it should be credited to her for a virtue, is her ability to change. What she is to-day is no indication of what she was yesterday or prophecy of what she will be to-morrow, and this fact not only robs life of much of its dulness, but gives every woman an additional interest by making her a never-ending puzzle. We all laughed at the clever speech of the man of the world in "The Ambassador" who said that he "had written 250 sonnets to as many different women, or to the same woman in 250 different moods," but the cynicism has the very heart of truth in it. It was her variety that was the perpetual charm. No lover could possibly go on writing verses to the same woman in the same mood. The monotony of the thing would be fatal.

If women are adaptable everywhere, it is in America that they have brought the art of lightning changes to perfection. Nowhere else is Fortune so fickle as it is with us, and we are accustomed to the family who were poor yesterday being rich to-day, or the ones who were rolling in wealth and splendor suddenly becoming reduced to penury. Men find it hard to meet these altered conditions and it is no uncommon thing to see the husband and father looking like a clown in the palace that his genius in money-making paid for, but all that his wife and daughters need is time to pull off their kitchen aprons and roll down their sleeves, to look and conduct themselves as if they had always had a maid to do their hair and a buttons at the front door. In the reverses of fortune it is women, too, that rise quicker to the occasion. Far more men than women succumb under the misfortune of poverty and bad luck.

Another curious phase of women's adaptability is in the power they seem to have to meet a new physical demand or ideal. One year women will all be plump and well-fed looking, the next, as in the present season, they will have

a lean and hungry look. Fashion decrees a certain figure and women conform to the mandate. A decade back when languorous grace was demanded and every man described his sweetheart by the epithet "little," we had a generation of diminutive women, with fairy like hands and feet. Now the tall, statuesque Gibson type is in the ascendency, literally and figuratively, and we are confronted on every hand with daughters of the gods divinely tall and most divinely fair. Where did they come from? What has become of the little ones? Has adaptable woman achieved a miracle and, by taking thought, literally added to her stature?

Nor is this all. Any observing person must notice that any much pictured society woman or popular actress will set a fashion, so that all at once whatever was her distinguishing characteristic—raven locks, golden or Titian hued hair, pale complexion, thin lips, big, innocent looking eyes, or what not—will be as common as its opposite was six months before. Whatever type happens to strike popular fancy lovely woman seems able to evolve at a moment's notice. All this only shows her adaptability and suggests anew how much we are indebted to her for that variety that is the spice of life.

There is no condition to which the individual merchant may properly aspire that the association of retail dealers can not legitimately espouse. Whatever is right and proper for the individual is equally the proper province of the association. Likewise, whatever is not proper for the individual is not proper for the association. Honesty is honesty, whether restricted to the individual or applied to a collection of individuals, and it is very necessary that this fact should be kept constantly in mind, because any attempt to overstep the mark invariably leads to disaster.

The first reform which is usually undertaken by new associations is that of shorter hours and early closing. Twenty-five years ago no grocery store or meat market in Grand Rapids closed before 10 o'clock. Now it is very unusual to find a store of either class open after 6:30 down town and 7 o'clock in the outlying districts. It is almost impossible to find a grocery store or meat market open on Christmas or Fourth of July and seldom afternoon on the other holidays of the year. Such a thing as Sunday traffic in meat and groceries has practically disappeared.

The everlasting, universal, apparently inborn tendency to fraud and humbug in this country has its latest illustration in an imitation vaccination scar that can be bought for a dime and pasted on the arm. It is meant to fool the inspector, not the smallpox.

New York commission merchants are sending representatives to Cuba to purchase produce for shipment to this country. It is believed that Cuban products in large quantities will soon make their appearance in Eastern markets.

It is a very common thing after a man dies to undertake to prove him insane, provided his will is not satisfactory to all of those who expected to inherit handsome sums from the testator. Some curious claims are put forward in this connection on which to predicate mental unsoundness. A case recently came up in New York where one of the principal supports for the lunacy theory was proof that the deceased had compelled his wife to wear the same hat for nine years, and that he had undertaken to inaugurate a movement to have the show windows of the big stores shut out from public view, so that the ladies would not be tempted to extravagance by the displays made therein. Of course, such a man must have been erratic and his principles were calculated to make him unpopular with that part of the population which finds pleasure in looking in at the shop windows and which usually finds therein an irresistible temptation. Presumably there are a great many men in this country, most of whom, by the way, are not millionaires, who would be very glad indeed to see the gorgeous displays of the dry goods store windows abolished, and if that could be done they feel certain they could save a great deal of money. It will be a thousand years and more before that undertaking will be successful.

So fatal have the endless and most exhausting duties of the office of Governor of Indiana proved during the past ten years that not an ex-Governor of that State is now alive. In this time four men have been called to discharge the duties of the office, and three of them were comparatively young, were in robust health when they succeeded to the office, but gave evidence of failing health before the close of their terms. The people demand too much of their Governors aside from the executive work pertaining to the office.

Systematic protection of the forests against fire is an issue before the New Jersey Legislature. The total forest area of New Jersey is more than 2,000,000 acres, which is believed to be larger in proportion to its size than that of any other Middle State. The proposed preventive measures will follow the general lines of a suggestion made by Gifford Pinchot, an authority on forestry, which involves a system of fire lanes, to be patrolled daily by wardens.

The legal rate of interest in Canada is now 5 per cent., the reduction from 6 per cent. having been made by a statute of the dominion which went into effect Jan. 1.

The Solvay Process Co., of Wyandotte, claims to be able to produce refined illuminating gas at 13 cents per thousand feet.

The trouble the ship subsidy bill is giving the Senate is nothing to what it would give the Treasury if it became a law.

Ambition in the true sense inspires us to noble deeds.

Getting the People

Something to Sell and Somebody to Sell It To.

Advertising is an efficient factor in business success when the value of a pull all together is appreciated.

It is not enough that the aspirant for mercantile success comes to a sudden and heroic resolve that he will advertise.

For advertising to be successful there must be the most careful conservatism and correlation of all the elements operating to bring lucrative returns from a business.

There must be goods to sell. I remember an instance in the experience of an old Grand Rapids medicine advertiser. He had a new preparation nearly ready for market and thought it would be well to make a start in advertising. As a beginning he took \$1,000 space in one of the Chicago dailies. By some means he was delayed in preparing his packages so that the advertisement had done its work before he was ready. He said it would have been much better for him had he made a bonfire of the money. Not only was the correspondence a loss and annoyance, but the premature publicity gave the preparation such a black eye with the trade that he was compelled to change its name before he could push it to success. Since that incident he has something to sell before he advertises it.

The successful advertiser makes advertising a part of his business. He makes it a means of reaching his constituency. It necessarily follows that he must have a constituency. Now a constituency in trade is a collection of consumers which can be reached by publicity.

The reaching of such a constituency is a gradual work. It is useless to advertise unless the business is so constituted and so conducted as to command trade. The new merchant, or the merchant newly come to the knowledge of a buyer, is on trial. If the promises made by the advertisement are carried out the merchant meets the trial successfully and gives value to the advertising. If his announcements are of the best goods at fair prices, and he makes them good, his advertising space will be a gold mine. If he advertises big bargains, and gives big bargains, he will gain a clientele of bargain hunters, and if he strikes a lead it will be thin, or poor, or.

Advertise when you are ready, be ready when you advertise. Have the conditions of your business such that you can co-operate in every possible way—in good values, in prompt and courteous treatment, in welcoming to a bright and attractive store, in manifesting an appropriate interest in the welfare of the customer, in widening personal acquaintance—in short, leaving no stone unturned to gain a favorable standing with those you desire for customers. It is not enough to do something remarkable to get talked about; the successful advertiser must be talked about in the right way.

* * *

I strongly suspect that Warner & Sackett are the victims of an aspiring printer's devil with a chisel. The reductions of the advertisement do not give the characteristics of the cuts of brooms, which appear to have been made of inverted wood type. It is not worth while to produce such ridiculous makeshifts when a few cents, properly

BROOMS!

The best three sewed carpet broom, made of a good quality of corn with nice straight handles at

15 cents.

We have 10 dozen of these brooms which are good values at 25c. While they last they go at

15 cents.

Good Four Sewed Brooms.....	35c
Good Three Sewed Brooms.....	35c
Good Four Sewed Brooms.....	25c
Good Three Sewed Brooms.....	30c

Always trying to give you money.

Always trying to give you better service.

Warner & Sackett.

Do You Want
the best work at the lowest prices?

Do You Want
the best goods at the lowest prices?

Do You Want
to deal with a house that knows how to meet the demands of the people and their purse? If so, don't fail to begin the new year by calling on the

A. B. HULL, Jewelry House.



A Good Resolution

That will be easy to keep from economy and expediency alone is to use no tools but those

Made By The Best...

Manufacturers, and made from the best steel, with finest hardwood handles, such as we keep at all times in our superior stock. Carpenters and builders know that we keep a superior line of tools, at all times, and at prices above competition.

Drury & Kelley Hdw. Co.

Hand Sleds

With solid steel bodies—Sleds that will stand the wear and tear for years. We have them in two styles and will sell them this week at \$1 and \$1.25. Remember these are not ordinary sleds—They are the best and stoutest sleds made and are just the kind for a lively boy or girl to knock around. They won't break them either, unless they use an ax.

Sold at...

BEMENT'S RETAIL STORE

Tooth Brush Economy.

We have tooth brushes for five and ten cents that are sold for double the price in some places. Extra good ones for fifteen cents, splendid values for the money, but we do not urge the sale of any of these because real down-right economy comes in buying something a little better. We would advise you to pick a brush costing 25c or more for two reasons

FIRST—Your teeth, are worthy of the best brush made. The better the brush the more perfect its work.

SECOND—The higher grade brushes are guaranteed to give long and perfect service.

Wilcox & Godding, Druggists.

Ward Brothers

Are Buying Hardwood Logs and are Paying

\$7.00 per Thousand

For No. 1 Hard Maple Logs 14 1-2 Feet in Length.

AT THE GATE OF 1901

We wish to commence the new century as we have ended the old one and will miss no opportunity to secure for our customers the finest of MEATS grown in country and whatever is offered will be found in the pink of condition, new enough to be absolutely fresh but killed long enough to be tender.

If you wish to save money on your meat bills leave your orders with us.

We want your Hides, Pelts, and Furs, bring them to us and get the best market price.

H. ROE & SON

expended, will obtain suitable cuts. The large display line is much too large and black.

I should say of the announcement of A. B. Hull that the statements of the writer are too general and pointless to gain attention. The propositions are too self-evident. In the composition there is not enough room inside the border. Where a border is composed of such large characters it is necessary to have enough white space to prevent the border and display type from looking all mixed up. The body type should have been smaller to admit more white around it.

The Drury & Kelley Hardware Co. presents an advertisement having elements of value and yet I note one or two faults. The display is good and the type is not so heavy as to injure the cut and the white is well proportioned, but I notice that the writer has repeated himself in the last two sentences badly. The advertisement is written to fit the cut, which is often done at the expense of strength. The cut would have been more appropriate had it been designed for this century instead of the last.

Bement's Retail Store has a well-written and well-displayed advertisement. The heavy type and broad white help out the black border, but I think a lighter display would conduce more to the good appearance of the paper and be fully as effective.

Wilcox & Godding write a good advertisement for one which is to be changed every week, and the compositor has done his work well.

Ward Brothers' log buying notice is to the point, but I think the object aimed at would have been better served with a larger display of "buying hardwood logs" and a less one of Ward Brothers.

I have already criticised the advertisement of H. Roe & Son, but it is again presented. I think the opening of the wording is just as bungling as it was before and there is an unpleasant suggestion in "We want your hides."

Constant Advertising Economical.

A New York clothing merchant advertised extensively and regularly in the newspapers during the first year of his business career, and then, having succeeded in winning a satisfactory trade, adopted the plan of advertising only occasionally. Business did not continue to satisfy the merchant, and after eighteen months he found it was necessary to do all his work over again. "It cost more to re-establish myself," he said to an advertising agent, "than it would if I had continued to take a reasonable amount of space every day the year around; but the lesson has been worth its cost."

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.

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.



20c A MONTH is all it costs for the VERY BEST GAS LIGHT

equal to 10 or 12 coal oil lamps anywhere if you will get the Write at once for Agency. Brilliant Gas Lamp. Brilliant Gas Lamp Co., 42 State, Chicago

ALONG THE STREET.

Sidelights Familiar to the Observant Merchant.

Written for the Tradesman.

Not earlier than 8 o'clock, on a weekday morning, is there much astir. True the stores are open and the early customers by that time have come and gone, but by 8 o'clock things are settling down for the business of the day and, after that hour, the storekeepers, ready now for all customers, have no longer that "What! you here at this time of day?" look which earlier their faces are sure to put on. On Saturday morning the air was burdened with the heartiest of How-are-yous? It was full of the best of good cheer. Young fellows, with their heads burrowed in high coat collars and with gloved hands scornful of pockets, hurried along wanting to know how the other fellow liked it and the responsive, "She's a daisy!" in the cheeriest tones declared, better than anything else could, what a clear, crisp, cold and delightful winter morning it was, to be sure!

The idea was not confined to the young people, either. There was an occasional careworn face, utterly oblivious of the winter ozone and its exhilarating effect, among the men whose brown was mingled with the gray, but for the most part the frosty air, that had been taking such liberties with cheeks and ears and noses, called out the cheerful greeting as they met and parted. There is something especially pleasing in manner and voice when middle age slaps middle age on the shoulder with a "Hello, old man!" or "Jack!" or "Tom!" as the case may be. How the keen air reminds them of "that time, you know,"—and the other fellow always does know—when the same cold and the same snow and the same hilarity had the upper hand, as they have now, and they were somewhere and something excessively funny happened which they have not forgotten and never can forget. They pass on together, shoulder to shoulder, the gloved hand finding its old restful place on the other's coatsleeve. The day and the week will end all the more pleasantly for this chance, cheery meeting and they who come in contact with these a little later when each has gone his way will wonder at the added sunshine which has come in with them this morning.

* * *

A grocery is not a bad place at any time in which to watch and be amused, but when a good cold morning is abroad it isn't a bad idea to get into a nook where one need not be in the way and take in what comes along. Here are to be found all sorts and conditions of women. The raiment sometimes tells that, the voice frequently adds its testimony and the giving of the order finishes the business. The rank in life, so far as we have any such thing, need never to be taken into account; and here is the place for the greatest surprises. The woman who has just stepped from her carriage is not always low voiced—"an excellent thing in woman"—and she with the black alpaca, whose grocery order is the simplest and plainest, has something in manner and gentleness which the carriage-riding woman will never possess although she have the world's wealth at her command. But it is the medium—not the "happy medium," however—which always furnishes the expected amusement. She brings a breeze with her, and in other ways is sure to make her presence felt. She brushes rudely past Mrs. Carriage

Woman and looks upon Mrs. Real Blue Blood with unconcealed scorn. She calls the clerk by his first name and loudly delivers her order, giving ultimatum after ultimatum if each item isn't "way up and a good deal better than the last I ordered. Mind, now!" She is the class that wants to know what she is buying and insists on sampling it. She pinches the pickles and, removing the vinegar from her fingers in her mouth—nothing is cleaner than a person's mouth, you know!—she tests with those same fingers the cheese, and with her thumb-nail scoops a sample particle from the dairy treasures before her. She finds everything charged at "the top notch" and she likes to take clerk and storekeeper down, if she can't their prices, by telling them how much better she can do by trading somewhere else. To get rid of her, customers coming before her give way and, when she goes out as she came in, all parties breathe a sigh of relief and business goes briskly on. The woman who "just likes to make things stand 'round'" is the terror of this day and generation and the removal or the suppression of her will be found the hardest problem to solve which the old century has left to the new.

* * *

A specimen of the would-be country dandy appeared on the street this morning. There are two kinds of him—he of the super-dainty class, for whom there is no help or hope, and the one who likes to come in "just as he is," to show his independence and at the same time have it perfectly apparent to "the madding crowd" that he "belongs to the bon ton" and knows a thing or two even if he says nothing about it. This last is of the wholesome order and was the one who came in this store "just as he was." There is nothing bad about him. He is often—always, indeed—conceited; but that is no objection—the world gauges the strong character according to its own standard always and the conceit dwindles finally into a fair amount of self-respect. The young fellow was "good and tall," a rapid grower and so a little stooped, with a swing to his walk and inclined to be slow. There wasn't quite coatsleeve enough and the vest and trousers had been having a lively neighborhood quarrel and during a truce were keeping from each other as far as possible. The shoes were good, although long neglected—"it made no odds"—the hat was a good one and not faded; but the sign of gentility upon which the good looking young fellow was priding himself was the sharp crease in his trousers and their decided turn-up at the bottom. Without the turn-up they were hardly long enough. With it—and they were deeply turned—there was an unfortunate display of gorgeous stocking not at all in harmony with the unassuming trouser-leg above or the unpolished shoe below. Long before five years from now that good fellow will have come to his senses, and then if those stockings should ever be referred to he will give a long hearty laugh, as honest as it is hearty, and just as heartily say, "What-a-great-big-fool-I-was!" This kind of boy, when he gets over his foolishness—and they always do—is generally the kind that matures slowly and then takes up the burdens of life and determinedly carries them to the successful end. This boy will, and the man rather inclined to laugh at him now may be glad, one of these days, that he used to know him.

R. M. Streeter.

From the State to the Township System.

The officers of the Michigan Retail Grocers' Association have placed in the hands of Hon. Samuel W. Mayer, chairman of the Legislative Committee, the following draft of a bill amending the present law relating to the licensing and regulation of country peddlers:

An Act to License the Business of Hawking and Peddling Goods, Wares and Merchandise in the several Townships of this State.

Section 1. The People of the State of Michigan enact, That it shall not be lawful for any person or persons to engage in the business of hawking and peddling goods, wares or merchandise, by going about from door to door or from place to place, or from any stand, cart, vehicle, or in any other manner in the public streets, highways or in or upon the wharves, docks, open places or spaces, public buildings or public grounds in any township in this State, without first having obtained from the township board of the township where such business is to be carried on, a license therefor.

Sec. 2. Before such license shall be granted, the applicant therefor shall pay into the treasury of such township, to be placed to the credit of the contingent fund, such sum as shall be fixed by the township board, which in townships having a population of less than one thousand shall not exceed five dollars; in townships having a population of not less than one thousand nor more than twenty-five hundred shall not exceed twenty-five dollars, and in townships having a population of more than twenty-five hundred shall not exceed thirty dollars.

Sec. 3. It shall be the duty of the township boards of the several townships of this State to fix the amounts to be paid for such license in their respective townships immediately after this act shall take effect, which amount so fixed may be changed from time to time within the limits specified in this act,

but no change so made shall affect any license already issued.

Sec. 4. The township clerk shall sign all licenses and keep a record thereof showing the number and date of the license and the name of the person to whom it is issued. He is authorized to receive the amount fixed by the township board to be charged therefor, which he shall turn over to the township treasurer.

Sec. 5. Licenses granted under this act shall not be transferable, and shall expire on the first Monday of May next after the granting thereof.

Sec. 6. Any person who shall violate any of the provisions of this act shall be deemed guilty of a misdemeanor, and on conviction thereof, shall be punished by a fine not exceeding fifty dollars and costs of prosecution, or by imprisonment in the county jail not to exceed three months, or both such fine and imprisonment in the discretion of the court.

Sec. 7. All acts or parts of acts contravening the provisions of this act are hereby repealed.

It will be noted that this draft is much shorter than the statutes enacted two and four years ago, which were declared unconstitutional by the courts—the former by reason of a defect in the title and the latter because of the unconstitutionality of certain amendments not included in the original draft prepared by the attorney of the Association, but tacked onto the law by the former members of the House.

As soon as the measure is referred to the appropriate committee and given a number, the Tradesman will undertake to post its readers on the subject, so that those who feel so disposed can communicate with their Representatives and Senators.

When you get a good man, keep him --for sometimes in changing shoes you sign a contract for raising corns.

Laurel Flour

Better known, better made, better seller, better liked, better money-maker than any other SPRING WHEAT FLOUR on the market.

Sold only by
Worden Grocer Co.
Grand Rapids.

Around the State

Movements of Merchants.

Manton—D. L. Ensign has removed his notion stock to Kingsley.

Cadillac—Laney Bros., grocers, have sold out to Napoleon Bodway.

Marlette—Arthur T. Baker has sold his general stock to James L. Curry.

Lansing—August C. Roller succeeds Fred W. Bertch in the meat business.

Fulton—Boardman & Pierce, meat dealers, have sold out to Harvey Weaver.

Pottersville—W. H. Hill has sold his hardware stock to H. G. Mulholland.

Detroit—Nathan Rosenzweig has purchased the grocery stock of Philip Silman.

Banner—Wm. Medcoff has purchased the general merchandise stock of Peter Fair.

Ionia—G. H. McMullen, of the drug firm of G. H. McMullen & Co., is dead.

St. Charles—F. J. Storrer has removed his clothing stock from Ovid to this place.

Detroit—C. C. Becker & Co. continue the boot and shoe business of John Becker.

Lansing—Glenn & VanDeusen have purchased the grocery stock of Chas. C. Longstreet.

Capac—Frank T. Burch has purchased the general merchandise stock of Miles M. Christie.

Bay City—The Bay City Dry Goods & Carpet Co. has increased its capital stock \$8,000.

St. Clair—Frank T. Burch has purchased the general merchandise stock of Miles M. Christie.

St. Charles—Harris Wilensky, dealer in dry goods, clothing and shoes, has removed to Saginaw.

Stanton—John Hansen succeeds Hansen & Jorgensen in the dry goods, shoe and grocery business.

Chesaning—O. C. Sperry and H. C. Dolloff will engage in the agricultural implement business.

Bad Axe—W. H. Comfort, of Imlay City, has established the Comfort Produce Co. at this place.

Manistique—Parker & Nessman continue the grocery and crockery business of Patterson & Parker.

Corunna—Anderson & Jacobs continue the hardware business formerly owned by Edward B. Anderson.

Caro—Myer Himelhoch succeeds Rose (Mrs. Myer) Himelhoch in general trade and the millinery business.

Fairgrove—Oliver T. Johnson has purchased the interest of his partner in the hardware firm of Johnson Bros.

Lansing—The style of the Dunham Hardware & Implement Co. has been changed to the Dunham Hardware Co.

Mount Morris—White & Pailthorp, dealers in implements, have dissolved partnership, Chas. E. Pailthorp succeeding.

Eaton Rapids—The Star Furniture House, of which N. Jopp was proprietor, is succeeded by LaFever & Minnie.

Hart—B. F. Archer will remove his hardware stock from Ferry to this place, forming a copartnership with his brother, C. B. Archer.

Detroit—The drug firm of the Hurd & Gray Co. has merged its business into a corporation under the style of Gray & Worcester.

Traverse City—Emmet Hagadorn succeeds Hagadorn & Sommer in the feed, hay and grain business at this place and also at Fife Lake.

Detroit—The Vienna Ladies' Tailoring Co. has been dissolved. The business will be continued under the style of McVay & McVay.

Grand Haven—Harm Koenes has purchased the stock of groceries formerly owned by John Cook at the corner of Seventh and Washington streets.

Flint—Arthur Davison, formerly clerk in the clothing store of W. H. Davison, at Alpena, has established himself in the clothing business at this place.

Big Rapids—John Powers has purchased a half interest in the grocery stock of Wm. E. Haney. The new firm will be known as Haney & Powers.

Eaton Rapids—J. H. Ford, dealer in drugs and groceries, has purchased at trustee's sale the Howard grocery stock, at Albion, and will remove same to this place.

Port Huron—Spring & Davy have purchased the grocery stock of A. Lee, on Water street. Mr. Davy is from Mt. Clemens and Mr. Spring from Osceola county.

Detroit—Jos. A. Marks & Co. succeed the sporting goods and builders' hardware house of Hodgson, Howard & Marks. Oren Scotten is the special partner.

North Adams—The dry goods, clothing and boot and shoe house of A. F. Fuller & Co. has dissolved partnership. The business is continued by Wm. H. Mobley.

Port Huron—L. E. McCollom & Co. will shortly embark in the hay, flour and feed business in the building formerly occupied by the Riverside Woodworking Co., on River street.

Byron—A. W. Hoisington has sold his drug stock to A. H. Taggart, of Detroit. Mr. Taggart will continue the business here, while Mr. Hoisington will move to his farm near Linden.

Sault Ste. Marie—L. S. Jacob has purchased the grocery stock of John F. Moloney, in the Newton block. He will have associated with him his brothers, and the firm name will be Jacob Bros.

Ensley—Olney McCutcheon, for the past three years clerk for Geo. F. Cook, of Grove, has purchased the general stock of Mrs. Nettie Watts and will continue the business at the same location.

Negaunee—Thomas M. Wells has sold his stock of general merchandise to Mrs. Thomas Tippet, John Smedman and Fred Pearce, who will run it as a co-operative store. The consideration was \$8,000.

Greenville—George R. Slawson, who has been engaged in the drug business in this city for thirty years, died Feb. 12, at the age of 55. He was a member of the Masonic fraternity and the Washington club. He leaves two sons.

Petoskey—Ad. Fochtman has removed his stock of groceries to the old Daly building, at the corner of Mitchell street and Waukazoo avenue, and will at once begin the erection of a three-story brick block to replace the old building for so many years occupied by him.

Muskegon—Fred B. Baldwin has purchased of C. B. Mann the remaining interests in the clothing and merchant tailoring firm of C. B. Mann & Co. The original firm of Mann & Pierce, which was composed of C. B. Mann, of this city, and E. S. Pierce, of Grand Rapids, was established in April, 1875.

In March, 1877, Mr. Baldwin entered the employ of the firm, and in 1881 a branch establishment was opened by Mr. Baldwin in Manistee under the firm name of Baldwin, Pierce & Co. In April, 1889, Mr. Pierce retired from the business and Mr. Baldwin returned from

Manistee and connected himself with Mr. Mann under the firm name of C. B. Mann & Co.

Sault Ste. Marie—Sam Sarashohn, who for several years has been connected with the proprietorship of the general merchandise store at the Mission, near Bay Mills, and recently purchased the entire business, has sold out to B. Baron, formerly landlord of the new European Hotel in this city.

Pontiac—The firm of Waite Brothers, Robertson & Co., the largest dry goods establishment in Pontiac, has been dissolved and reorganized. Judge J. S. Stockwell withdrew from the firm, which is now Waite Brothers & Robertson. The old firm succeeded Mr. Stockwell in the dry goods business here five years ago.

Lansing—Pure Food Commissioner Snow has reappointed G. M. Dame, of Northport, an inspector, and has made other appointments as follows: Fred Stayle, of Houghton; Frank Geiger, of Bay City, and John McMahon, of Detroit. Several prosecutions have lately been made for selling adulterated food.

Marquette—Some dozen Marquette business men are mixed up with the Comstock Collection Co., of Oswego, N. Y. The agency is suing for amounts of \$30 notes signed by merchants. It never did any collecting and Marquette men will fight. The summons are for Republic in the extreme end of the county, but the agency's representatives are having trouble in getting anybody to serve them.

Ypsilanti—The proposed organization of all the grocers of the city for the purpose of clubbing together in the delivery branch of their business has fallen through, as the different firms disagreed on the details. Some concerns wished to let the delivery business by contract, the expense to be paid by assessment of the members; others held that the contract system was entirely impracticable. There was also a disagreement on how much the firm that contributed a wagon and team should be allowed for the same, and there were disputes as to what proportion of the cost of the delivering each should pay. The upshot was that the whole thing was called off. When it was seen that there was no chance for a combination which should include all the groceries of the city, five concerns, D. L. Davis & Co., Hopkins & Davis, Amerman & Scott, Dunlap & Welch and the Haynes Co., decided to form an organization among themselves. The matter is not yet definitely settled, as certain details have not been determined, but the signing of the agreement is now but a matter of days. The five concerns expect to put on the road three double wagons, which shall make four or five trips a day.

Manufacturing Matters.

Lawrence—Fuller Bros. have engaged in the lumber business.

Port Huron—Charles Sheldon has established a planing mill.

Detroit—The Detroit Automobile Co. has discontinued business.

Sault Ste. Marie—J. B. Sweatt has completed a new sawmill.

Constantine—The Constantine Lumber Co. has sold out to W. H. Smith.

Gladstone—The Northwestern Coopersage & Lumber Co. will establish a factory.

Hart—Carter Bros. & Co. are remodeling the old creamery building preparatory to putting in machinery for a modern planing mill.

Holly—The Michigan Manufacturing & Lumber Co. is building a truck and cart factory.

Benton Harbor—A. E. Covell has engaged in the planing mill and sash and door business.

New Baltimore—The Anchor Bay Salt Co. has been organized with a capital stock of \$25,000.

Milan—The Model Hoop & Stave Co. has been started up after a long period of idleness, with a force of seventy-five men.

Lansing—The Hall Lumber Co. has merged its business into a corporation under the style of the Hall Lumber Co., Limited.

Trenton—Local business men have subscribed \$3,000 of the \$5,000 needed to secure the factory of the Indian Glass Co.

Dryden—L. H. Peck has purchased the Dryden creamery, which will be operated by P. B. Gavitt, of Deadwood, South Dakota.

Conklin—The Conklin Creamery Co. has closed its creamery until March 1. Many needed repairs to machinery and buildings will be made before resuming.

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

Byron—V. L. Stark has sold his grocery stock to George Nisley, of Saline, who will continue the business here. Mr. Stark goes to Howell as secretary and manager of a lamp manufacturing plant there.

Homer—Cornelius C., William and Frederick Cortright have merged their elevator and grist mill business into a corporation under the style of the Cortright Milling Co. The authorized capital stock is \$22,000.

Cheboygan—The Cheboygan Hoop & Heading Co. is cutting 600,000 feet of elm and basswood this winter to stock its plant, which occupies a portion of the McCarty sawmill, and the machinery is now being placed.

Marshall—J. S. Stevens announces that he is about to reopen the Hard flouring mill situated near the Michigan Central station, which has been closed for a year. The mill has a capacity of 500 barrels per day.

Onaway—The Huron Handle & Manufacturing Co. plant, which has been removed from Alpena to this place, has been somewhat handicapped by the cold weather, but it is expected the plant will begin operations this week.

Manistee—L. J. Esslinger, of Detroit, who is promoting a flour mill scheme at this place, is meeting with considerable encouragement, although capitalists here who have been caught several times on poor investments are conservative.

Alpena—The sawmills at Alpena cut about 50,000,000 feet of lumber last year, of which 5,766,000 feet were pine, about 35,000,000 feet hemlock and the remainder hardwoods. No logs were towed to Alpena from Georgian bay and the stock of the mills was all home-grown. There were shipped by water from Alpena 52,578,000 feet of lumber, 5,737,000 shingles, 1,042,000 pieces of lath and 1,400,000 pieces of cedar. Some lumber was shipped by rail, the exact figures not being at hand. It is calculated that the output the present year will be no larger than last.

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

Grand Rapids Gossip

Richard Rademacher has purchased the interest of his partner, Frank Mantei, in the grocery firm of Rademacher & Mantei, at 104 West Bridge street.

T. H. Fahey, who is engaged in the drug business at Hubbardston, has added a line of groceries. The stock was furnished by the Worden Grocer Co.

Vinkemulder & Bruggink have opened a grocery store at the corner of Jefferson avenue and Sycamore street. The stock was furnished by the Olney & Judson Grocer Co.

John Berner, whose grocery stock at Luther was recently destroyed by fire, has re-engaged in the grocery business. The Olney & Judson Grocer Co. furnished the stock.

Stace & Raven have sold their corset manufacturing business, at 55 South Division street, to the Pandora Corset Co., of Jackson, which will remove the machinery and fixtures to that place.

Thos. Heffernan, dealer in drugs and groceries at the corner of Hollister and East streets, has sold his grocery stock to E. J. Meyers and removed his drug stock to Baldwin, where he has engaged in business.

R. T. Treen has purchased the stock of fruits, nuts and confectionery of Frank T. Lawrence, at 77 Canal street, and will continue the business at the old stand. Mr. Lawrence will continue the wholesale oyster business.

H. M. Reynolds & Son have moved their roofing factory from the corner of First avenue and the M. C. Railway to Oakland avenue and the G. R. & I. right of way, where they have erected and equipped an establishment which has a capacity of 40,000 squares per year.

E. E. Hewitt, who purchased a half interest in the commission business of C. N. Rapp & Co. a year ago, has purchased the other half interest and will continue the business in his own name. Mr. Rapp has removed to Buffalo, where he established a commission house several years ago.

The Produce Market.

Apples—Russets and Ben Davis are in active demand at \$2.50. Baldwins and other fancy varieties command \$3 @ 3.25.

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

Beets—\$1 per bbl.

Butter—Factory creamery is in moderate demand at 20c and choice to fancy dairy is stronger and higher, ranging from 13 @ 15c. Receipts are cleaned up as fast as they come in and the market is in better shape than it has been for many months.

Cabbage—Home grown is steady at 50 @ 60c per bu. Florida stock is in limited demand at \$4 per bbl.

Carrots—\$1 per bbl.

Celery—Scarce at 30c per bunch.

Cider—13c per gal. for sweet.

Cranberries—Jerseys are steady at \$2.75 per bu. box and \$8 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 cottontail rabbits are stronger and higher, fetching 90c @ \$1 per doz. Belgian hares command 8 @ 10c per lb. for dressed.

Grapes—Growers in Western New York, through their several local organizations, are determined to stamp out the evil of poor packing. They have

passed resolutions advocating the system of rejection, accompanied by reduced prices for any that escape the inspector. They think that if they were carefully inspected upon arrival at the point marketed, and the price paid corresponded to the actual condition, there would be less likelihood of growers sending forward poor stock.

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. Dealers predict that this will be a banner year for that product. From all sections come reports that the bees are wintering well and will be unusually busy as soon as the flowers are out. Honey has been high for some time. The best and highest priced honey is from Southern California. Not for three years has there been any on sale. Thus far the rains in Southern California have been copious. The yield will be very large with plenty of sage blooms, and this is sure to send down the price on comb. Dealers here say it will reduce it from 3c to 5c a pound, and will affect extract about 1c a pound.

Lemons—Messinas command \$3.50 for all sizes. Californias fetch \$3.50 for 300s and \$3.75 for 360s.

Lettuce—Hothouse stock is in good demand, 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 fair demand at \$1.60 per crate. Bermudas are beginning to arrive, fetching \$3 per crate.

Oranges—Supplies of Floridas are practically exhausted, for which every one is duly thankful. Californias fetch \$2.50 for the larger sizes and \$2.75 @ 3 for the smaller sizes.

Pineapples—Floridas are beginning to arrive and are taken in a limited way at \$2.75 per doz.

Pop Corn—\$1 per bu.

Potatoes—The anticipated slump in the market has put in an appearance. Choice Burbanks and Rurals, which sold last week for 47c, can be had in Chicago now at 41c. There is a great accumulation of common and poor stock, and until it is cleaned up the market will do no better. Choice stock is in fair demand, but the common is so plentiful that it affects the market on choice. Bears on the St. Louis market have sent out circulars which have frightened shippers, and there has been a tendency to rush stock to market. This is one cause of the low prices.

Poultry—Chickens, turkeys and ducks are scarce and higher. Local dealers pay as follows: Spring turkeys, 11 @ 12c; old, 8 @ 9c; spring chickens, 10 @ 11c; fowls, 7 1/2 @ 8c; spring ducks, 11 @ 12c—old not wanted at any price; spring geese, 8 @ 9c—old not wanted.

Strawberries—Floridas have declined to 40c per qt. box. Florida berries are a disappointment this year. There has been very little activity to date, and prices generally low. Growers say there is no money in the business for them: at present prices. A gentleman from North Carolina says that strawberries will not be very plentiful there this season, because drought killed the new plants, which were set on the ground where old plants were plowed under. He thinks the quality of the berries will be fully as good as usual. He says also that the largest crop of cantaloupes ever harvested in the State will be grown this year. Last year was the first time they had been shipped in carlots from the State.

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

Squash—2c per lb. for Hubbard.

Turnips—\$1 per bbl.

The "Systematic Collector" furnishes a cheap method of collecting your slow accounts. Practical for all lines of business, wholesale or retail. Write the Commercial Credit Co., Widdicomb Bldg., Grand Rapids, or Hammond Bldg., Detroit, for particulars.

The Grocery Market.

Sugars—The raw sugar market is very firm on the basis of 4 1/4c for 96 deg. test centrifugals. Refiners are ready buyers, but as offerings are limited and holders very confident, business transacted was of a comparatively small amount. Advices from Barbadoes as to the sugar crop prospects are that, owing to the dry weather prevailing, reaping will commence earlier than was at first expected. Prospects for a favorable yield continue good. The refined market is firm and shows quite an improved demand, resulting in a fair volume of business. The general feeling is very firm and, as refiners are now working in harmony, it is believed that if any changes are made by the trust, the other refiners will follow suit.

Canned Goods—The canned goods market is practically unchanged. There is, perhaps, a little more enquiry in some lines, but not enough to cause any great interest. Everybody wonders why the market does not improve, while all the conditions surrounding it are of the most favorable character. The consumption of all the different lines continues unabated and, as we are now nearing the season when the consumption is always the largest, we can not help but feel that the continuous drain upon the stocks will tend to bring about a higher range of values for all the staple lines. The tomato question is the all absorbing topic of interest. Compared to it all other lines dwindle into insignificance. The present low price at which standard tomatoes have been selling has attracted the attention of the trade generally and there has been quite a little speculative buying, but most buyers appear satisfied with their present stocks and are not inclined to buy under the prevailing conditions. Standard tomatoes are cheap at the present quotations and we think they will prove to be a winner before the new season opens. It would certainly seem that they are down to rock bottom now and that any change must be for the better, especially as we have before us nearly six of the best consumptive months in the year. There is little that is new or interesting to say about the corn situation. The market drags along and seems to have settled down for a time at least. Prices are unchanged, but have an easier tendency and there is almost no demand at all.

So much has been said about corn and the buyers all over the country are so well posted on the situation that there remains nothing further to say, excepting that in purchasing corn, no matter what grade, the quotations will be governed by the quality. There is some enquiry for peas at previous prices. There will be the usual buying of all grades of peas to meet the spring demand and we would advise keeping a close watch of the market. There is no scarcity of the late packed peas, but there is a decided scarcity of the very best quality. It will be three months before the new peas are ready and it will take a good many peas to satisfy the consumptive requirements until that time. The quotations on peas all depend entirely on the quality. Prices on the new pack have been made by some packers, but sales as yet have been small. The string bean market was quite active for a few days, but has now settled down again to its former dullness. Peaches are unchanged and in only fair request. However, a better demand is expected shortly and, with any increased demand, prices will undoubtedly advance. There are no de-

velopments in the pineapple situation as yet, but it is expected that some action will be taken by the packers the coming week relative to the mode of handling the fruit the coming season, and as soon as this is settled and some estimate of the crop obtained, prices on the new pack will be made. Salmon is dull. Some little enquiry is noted and stocks generally throughout the country are believed to be very light.

Dried Fruits—There is still an absence of any general activity in dried fruits and prices continue to be in favor of buyers. There is a considerably better feeling in California loose muscatel raisins. An improved enquiry has resulted in a very good aggregate business and there has been a better activity than in some time. There is also a very good demand for seeded raisins. There is considerable talk about the 1,500 cars still on the coast, but they will undoubtedly go out at some price and we think that by Sept. 1 there will be very few, if any, raisins on the coast. Prunes continue to go out only fairly well and small orders are the rule. All sorts of prices are obtainable and for large lots holders as a general thing are disposed to meet buyers' ideas very quickly. Sizes 80-90s, which have been among the slowest sellers on the list, have been reduced about 1/2c, and are now going out more freely. There is a little better request also for 70-80s, which are also lower. There is but little business reported in either peaches or apricots. Prices are unchanged, but the demand is very light.

Rice—The rice situation is strong and prices are fully maintained. Dealers remain confident, having only moderate supplies of both domestic and foreign. The demand is slightly improved.

Teas—The tea market is firm and prices remain steady. Holders generally maintain confidence and no pressure is shown to market supplies. There is a generally improved demand and importers' views are firm and low prices are not expected in the near future. Japan teas rule strong and a scarcity of supplies is expected, owing to the short crop, showing a decrease of about 3,000,000 pounds compared with the last crop, which was also small. It is intimated that with the opening of the season, about May 15, supplies will be practically exhausted.

Molasses and Syrups—Prices on molasses are firmly held for all grocery grades of New Orleans and the market remains strong, but trade continues quiet and strictly of a hand-to-mouth character. Owing to moderate supplies, and the strong statistical position, no lower prices are in prospect. Advices from New Orleans note that some consider the estimates of the molasses crop large and think that the actual result will not be over half of the smallest estimate that has been put on low grade molasses. Indications are that planters will be running their thirds this year earlier than usual and receipts of molasses from these goods will be unusually light. The corn syrup market is strong and prices have advanced 1/2c per gallon and 1c per case.

Fish—The fish market for all varieties is steady and prices show an upward tendency. The demand is very good and some grades of codfish have been advanced 25c per cwt.

Nuts—Nuts are quiet. Almonds are slightly easier. Walnuts are in some demand and prices remain unchanged. The supply of Naples walnuts is unusually short. Sicily filberts are slightly lower. Peanuts are unchanged.

REPRESENTATIVE RETAILERS.

Milo Bolender, Dealer in Drugs and Medicines at Sparta.

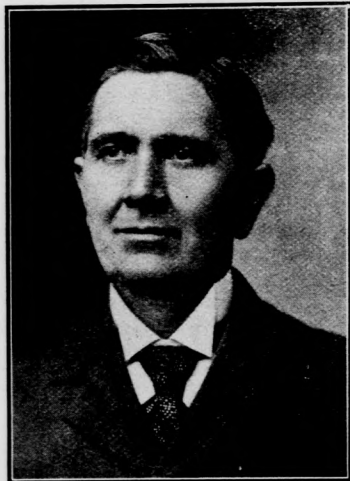
There are two methods of accomplishing equally well the purposes of life. One insists upon meeting difficulties more than half way, the other calmly and industriously gets "good and ready" and waits for the opposition to traverse the whole distance before the struggle begins. One makes his circumstances and the other makes the most of his. The first tunnels the mountain, the second goes around it. Both attain the desired end and both, satisfied, settle down to enjoy what they have achieved.

Milo Bolender has found the second method the one better adapted to his purposes. There is no particular benefit in turning the world upside down because he is determined to earn a good living in a corner of it and he thinks too much of himself and that corner to stir up either in getting what he has made up his mind to have. As far back as he can remember he has never found it necessary to make a fuss. Whether the quiet of the farm, where his life began October 31, 1853, in Stark county, Ohio, settled down upon him and so gave tone to the rest of it, may be a question, but true it is that on the farm and off it he has found the Fabian policy the best for him and he has practiced that policy in prosperity and adversity all the days of his life.

One fact that the farm life developed was, that for this boy the work was too hard. Farming to the senior Bolender was not a piece of ground to eke out a mere existence on. That was not living and he would have none of it. Those one hundred acres should give him and his a good living and something more and early and late he gave that land no rest. A worker himself, and believing that in work the whole problem of life lies, he bent to his task and insisted that the farm should receive its tribute of labor from every inmate of the farm house. So in that line of industry this boy grew up. He went on errands, he drove the cows to pasture, he did the chores, he put his hands to the plow when he was large enough and so, one by one, became familiar with the tools of the farm.

The long hours, however, and the hard work were too much for him. He grew "thin and peaked" and when he was 13 years old he went to Akron, Ohio, where for three years he attended the excellent public schools of that town, finishing during that time the studies of the grammar grade. With health restored and believing that indoor life

was better for him, with his school days over, he went into a machine shop at Akron and worked there seven years. At the end of that time he joined his father in the management of a dairy farm and at the end of three years he went to Hubbardston, Mich., in the spring of 1880, where farming for a while again kept him busy. While working there, a vacancy occurred in a drug store and, applying for it, he began clerking for Dr. J. J. Robbins, of Hubbardston. Liking the business and finding that it agreed with him, he kept on as clerk until 1885, when he bought a half interest in the business. Four years later he bought the Doctor's half and continued a prosperous business until May, 1900. On the night of May 1, of that year, a fire burned up almost the entire stock. That was a setback. A man does not watch with perfect composure the destruction of years of his industry; but disaster had come and it remained for the druggist to grapple with it. The last flickering flame had been hardly put out when Mr. Bolender had rented the only available room in the village,



fitted it up as a drug store, moved in what little had been rescued from the fire, and, at the end of a month, was ready to begin life again where he had left off.

It had been a month of unremitting work, discouragement and worry. There had been no end of the troubles that always follow in the path of a fire. Annoyance stepped upon the heels of annoyance and perplexity after perplexity insisted on making its presence known. They all only hindered. That quiet, determined way of doing things, germinated down there in Ohio, was on

hand and ready to assert itself. It was hard work from beginning to end, but every stroke told and every day scored it, and one who has had trouble and finally overcome it can easily understand Mr. Bolender's satisfaction when he and his wife went down to the store together on the evening before the opening next morning to look it all over and to add those final touches which every enterprise is sure to need. These were given and, pronouncing the whole good, they turned the key in the lock and went home to sleep the sleep of the just.

The next morning an ash heap was all that was left of that drug store!

No human pen can write the paragraph which should come in here. It would be the record of a time that tries men's souls. Words are of no earthly use. All that the man had was gone and, with a heart heavier than he will, in all probability, ever have again, he made up his mind that that was the last of Hubbardston for him. The lights of Sparta glimmered upon him through the gloom and to Sparta he made his way. He found there the Hastings Drug Co. ready to dispose of its stock and, buying it, he started in once more. He is there now with coat off and sleeves rolled up, if that is the figure to use in regard to a live druggist. It looks as if the fires have decided to let him alone and if the future realizes all that it promises he will be able to forget what thoughts were his when he turned away from that last conflagration at Hubbardston.

March 29, 1883, was Mr. Bolender's wedding day. He married Miss Clara A. Mitchell, of Hubbardston. Four children have been born to them, one having passed away. The family reside at the corner of Main and Division streets and worship at the Methodist Episcopal church. Mr. Bolender is a Mason—a Past Master of Tuscan Lodge; a member of the Maccabees and belongs to the Eastern Star.

It is a fact worthy of note that communities are constantly on the lookout for municipal balance wheels. Here the maker of circumstances is not wanted. There is already too much energy let loose and some one is needed to keep things going at a speed best adapted to the public requirements. The man who, come storm come calm, keeps on in the even tenor of his way in his own affairs is the one who can so best serve the public and it is written here, as a mere matter of course, that Mr. Bolender was called upon to make himself useful in the places where he has lived. So he was made the treasurer of the village of

Hubbardston, a member of the board of trustees, the clerk of the township and president of the village—positions which he filled to the satisfaction of his fellow citizens and so with credit to himself. It has been a good useful life from the beginning. It will continue to be one to the end and, while there might have been a great deal more noise and confusion in realizing what Mr. Bolender has realized during the forty-eight years of his life, it may well be questioned whether more could have been accomplished than has been to the supreme satisfaction of all.



\$2.75 sent with order will buy one of these harp shaped Imperial Gas Lamps. It will be shipped f. o. b. Chicago, completely trimmed, carefully packed so that weight of package is less than ten pounds, hence charges by express would not be high. Lamp burns gasoline and gives a beautiful white light and is fully guaranteed. Write: The Imperial Gas Lamp Co. 132 and 134 East Lake St., Chicago

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SO-LO.

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

SALABLE SHAPE.

Lack of Care Shown by Many Country Shippers.

One of the most frequent complaints from commission dealers all over the country is that country merchants who buy produce do not give enough attention to the matter of grading and re-packing before shipping to the central market, where it is to be sold. It not infrequently happens that turkeys, chickens, butter and other commodities received by the commission dealers on Sixth street in this city are re-packed, sorted up and cleaned up before they are sold. While the retailer may not know this, it is a fact that he pays the freight when such work is done. If he did it in his own store and took personal charge of it the cost would be much less, he would command a better price for his produce and the produce trade generally would be more satisfactory to him. Not only should he do this, but he should instruct the farmers who sell their produce to him, so that they would market their stuff in more presentable shape. A little education among the farmers along this line will work wonders within a short time.

The country dealer in produce must bear in mind that if he has goods to sell to his customers at home he can sell them to better advantage if they are in a salable condition. Goods muddled up, dirty or unsorted will never sell as readily as clean goods, well assorted, neatly put up and attractively displayed. The city commission dealer or the city retailer who purchases his goods through the commission dealer is as much a customer of the country retailer as the farmer who comes into his store and puts down a dollar and orders sugar, tea, coffee and dried prunes. In preparing dairy or roll and print butter for shipment the country retailer will profit by it if he sees that this butter is wrapped in neat but cheap cheese cloth or muslin, is packed systematically in the package in which it is to be shipped and presents a fresh, appetizing appearance. Dirty, checked and small eggs may well be sorted from the clean, bright, fresh stock and should be packed systematically. If they are not the commission dealer may sell the whole case for dirties or checks at a lower figure.

In the packing of poultry, however, probably the least care is shown by the country dealer. The poultry should first be graded according to size, weight and appearance. All the plump, bright looking birds might be placed in one package, with the heads pointing one way, and in uniform layers, with a sheet of wrapping paper between each layer. The medium stock may be placed in another case, but the same care should be taken in packing. The thin and light weight poor fowls should be shipped by themselves. The latter should also be packed uniformly and with wrapping paper between each layer. If you have never tried this plan, try it the next time you make a shipment and when the returns come in see if the amount paid you for the best stock does not more than repay you for the little extra effort. A trip through the commission district at any time will prove the wisdom of this advice. Poultry comes into this market in the worst mixed variety that it is possible to conceive of. Turkeys, ducks, geese, springs and old hens are piled promiscuously into a box, the cover is nailed on, and the package is carted to the nearest express office and sent on its way. When the returns come back the

country shipper is fortunate if he comes within getting 2 or 3 cents of the market price, and then he blames the commission dealer and charges him with dishonesty. Now, watch that package, and if you are a country dealer you will place the blame where it belongs, at home, and perhaps you will attempt to reform. The package arrives in the city in the morning. There are a crowd of retailers ready to buy poultry. It is opened and on top there is a twenty-pound turkey alongside of a pound and a half hen. The retailer digs down and he brings up a goose and a duck and a small turkey and a spring chicken. The assortment is mixed. The commission dealer wants full prices for the lot, the retailer won't have them and names a figure 1 or 2 or 3 cents lower per pound. The offer is not accepted. The commission dealer has a dozen or fifteen lots similar to this one, his force of men are engaged in selling goods and candling eggs; he hasn't the time to sort the box up and it remains on the walk for a couple of days with no one ready to take it at full prices. A few days later the same retailer comes along and offers a still lower price. Rather than have the goods go to the dump his offer is accepted. Now, who is to blame? Is it the commission dealer, who only acts as selling agent or the man who shipped his goods in unrepresentable shape for sale? The answer is an easy one to give. Supposing goods bought by the retailer from his jobber had been shipped in the same unrepresentable shape as that poultry, who would be to blame. One proposition is just as fair as the other. The commission dealer is a selling agent for the country shipper and the goods shipped to him to be sold should be shipped in a presentable, salable shape.—Commercial Bulletin.

Keep on Learning.

When the young man has made up his mind to engage in business and be master of it from top to bottom, then let him understand that he has everything to learn and let him never get that idea out of his head. He can recognize that he is growing, but there must be always more to learn. If he can keep on this basis he will be all right, but the moment he feels that he is amounting to something in an individual capacity, that moment he will begin his decline. More men have gone to the bottom because of the impression that they know it all than for any other cause. The growing man keeps on learning as the years come and go. Throw aside the things that make one ridiculous; let social ambition, as such, go to the winds, it is unworthy of an honest man's effort; let intellectual standards take the place of social prominence and one will begin to be happy. Study from morning until night, study something. Make the acquaintance of men who are competent leaders and do not waste time with those who are incompetent. Be courteous to all, but not intimate with all. Then you may hope to win.

A Demoralizing Discovery.

A Maine paper publishes a weird story about a farmer chopping down a big tree and feeling his axe strike something soft. Thinking that there might be a bear inside, he proceeded cautiously, using wooden wedges to split the stub apart. When the hollow, dry log fell in halves there in the cavity lay eight fat coons, snugly housed away for the winter. Further up the trunk were two more coons, while in the stump was a fifty-pounder—the biggest and fattest of the lot. This lucky farmer thus got, besides a cord of dry wood, over 200 pounds of coon meat and eleven coon skins, and ever since that day he has quit all other work and goes about in the woods looking for more hollow logs with coons in them.

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- No. 6—Gold, fancy style, attractive, \$7.50 gross, 75c doz.
- No. 7—Gold, silver or gray, very handsome open work, \$15.00 gross, \$1.50 doz.
- No. 8—Larger, \$4.00 gross.

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When writing to any of our Advertisers, please say that you saw the advertisement in the Michigan Tradesman.

E. A. STOWE, EDITOR.

WEDNESDAY, - FEBRUARY 13, 1901.

STATE OF MICHIGAN }
County of Kent } ss.

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 Feb. 6, 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 ninth day of February, 1901.

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

BOYS AND THEIR BATTLES.

One of the earliest intimations that a mother gets that her angel boy isn't altogether a seraph after all, but a very human creature, is when he comes running in with his embroidered collar torn and his lovely blue eyes bunged up, and confesses between his sobs that he has just had a fight with the boy across the street. At first she is horrified. The idea of those soft baby fists engaged in anything so brutal, the thought of that little innocent white soul harboring such anger and revenge is terrible to her. She feels it her duty to preach to him submission and forgiveness and peace, and all the rest of it, and winds up with a final admonition never, under any circumstances, to fight. After awhile, if he obeys her, she finds out that he is imposed upon, derided and despised by his companions, and she begins to doubt the wisdom of her position on the fighting question.

At the meeting of the Mothers' Congress in Albany last year, Governor Roosevelt had something to say on this topic, and his advice was to let the boys fight. "A boy that won't fight," he said, "is not worth his salt. He will be of no use in life, and is a coward. Teach him to use his strength on the side of righteousness. Do not punish him if he fights, if he is right. Teach him to be able to take care of himself, and know how to act under all circumstances."

Without pushing this theory to the extent of encouraging fighting, there is much sound, good sense in it. The boy who is never permitted to defend himself, but who must take the blows and insults of his comrades, is bound to grow up weak-spirited and craven—one whose whole idea of life is in avoiding difficulties instead of meeting them face to face and fighting them out to the end. What the world needs is not neg-

atively good people, but the fearless souls who have courage to champion the right and do battle for it.

Another thing that mothers will do well to remember in letting boys settle their own disputes in their own fashion is that the play ground is very nearly the world in miniature and the boy who fails to learn its lessons misses a valuable educational opportunity. He must learn to give and take. He must learn to stand on his own merits. He is nobody's pretty darling there, and many a boy gets at school the discipline he ought to have gotten at home, and is a better man to the longest day he lives for the sound thrashing administered by a companion. Boys are the only real democrats in the world. The little girl is an aristocrat at heart. She is never too young to understand and value people for position, and clothes and what they have, but the true boy cares nothing for these things until he is taught. His hero is the boy who can do things, not the one who has things, and this ideal has done more than anything else to check the arrogance of youngsters who were despots at home, but found out that they were of small consideration at school.

Many mothers fear that if they permit their boys to settle their differences by fighting they will encourage a spirit of pugnaciousness. Not a bit of it. Sooner or later each will meet his Waterloo, and there is no such conservator of peace and politeness as an enemy who is the bigger. The boy who has put up the best fight that is in him, and gotten whipped, is never the one who goes about with a chip on his shoulders. He has learned to respect his adversary, to measure his own strength and to depend on himself to get himself out of the difficulties he has gotten into, and that is a valuable lesson for anybody to acquire.

The Tradesman urges its readers to consider carefully the draft of a bill, published on the third page of this week's issue, changing the system of taxing and licensing country peddlers from the State to the township method. The city merchant may not realize how important it is to him that the operations of the country peddler should be curtailed, but if he will give the matter careful consideration he will discover that the country peddler cuts into his trade both ways—by furnishing his country customers with groceries and his city customers with butter and eggs. The city peddler cuts into his trade in one direction only, but he can be circumvented to a great extent by constant watchfulness and the assistance of the license department of the city government.

The Tradesman feels no hesitation in commending its readers to a careful perusal of the paper on taxation, read by George Clapperton before the Grand Rapids Board of Trade and published elsewhere in this week's issue. It is a fit companion to his masterly paper on the same subject published in the last anniversary issue of the Tradesman. The next paper of this series, which will be published next week and embellished with handsome illustrations, will be a treatise on the Relation of Taxation to Forestry, by J. J. Hubbell, of Manistee.

So Mrs. Nation is accused of showing the "white feather?" But possibly the lady does not claim to be an Alexander and knows when she has got enough.

WOMAN ON THE RAMPAGE.

In their gentler moods, women fill to perfection all the requirements of sweet-hearts, wives, mothers, sisters and daughters. In the role of ministering angels they are nearly divine, and in what may well be considered their proper sphere, they contribute not only a great share to the possibilities of life, but they are the chief factors in making life worth living. Without them, the goodliest regions of the earth would be only barren and joyless deserts, while their companionship is capable of creating a paradise in a wilderness.

But woman's capabilities are almost unlimited. The eleventh census of the United States (that of 1890) records some four hundred industries, trades, callings and professions, and there is not one from which women are absent, and this includes military and marine callings. Woman as a warrior has a prominent place in the history of every age and people. The Amazons, Tomyris, Zenobia, Semiramis, Boadicea, Joan of Arc, the Maid of Saragossa and Molly Pitcher are only a few of the women warriors who may be named among the heroines of the battle field. In our own times, women lawyers and doctors are numerous, and a few years ago a woman was United States Marshal of St. Louis. In some of the states women have the ballot, and in others, where they are not suffragans, they are in many other ways sufferers, so that their time is generally filled up either with private or public affairs.

One of the latest developments of the female genius is in the direction of lynch law or popular justice. Sometimes singly, and at others in organized parties, they have been going about wreaking their rage upon drinking saloons and gambling-houses. The movement started in Kansas towns where prohibition laws are in force. As is too often the case, anti-liquor and anti-gambling laws are enacted by the legislators in response to a demand of public sentiment, but the officeholders who are entrusted with the enforcement of the laws deliberately neglect or refuse to do so, permitting all sorts of lawlessness to "run wild and wide open." It was demonstrated beyond any possibility of a doubt that not only policemen, but public officials of the highest rank, in the City of New York participated in the pecuniary bribes paid for protection and immunity by the proprietors of dens of iniquity, and by other criminals and lawbreakers.

What was openly and unblushingly done in New York in protecting criminals and criminal establishments enabled many public officials to amass large wealth, and their example has been followed in most other cities, and probably in all. The flagrant disregard of the law against bar-rooms in the Kansas town where Mrs. Nation lives, and the unrestrained selling of liquors to children, appear so to have operated on the sensibilities and sense of justice of the unfortunate woman that she has been driven daft, and so has begun a crusade against the lawless establishments. Other women in other Kansas towns and in other states who are cursed with drunken husbands, or have seen their young sons enticed into dens of crime and vice and there robbed and debauched, have doubtless also been driven to such desperation that they have also engaged in the crusade against the protected lawbreakers.

When woman goes on a "rampage," she becomes indeed a formidable, a ter-

rible creature, and woe to the luckless wretch or rascal of a man who becomes the object of her just anger. The real and most unjust grievance from which woman has oftenest to suffer, and that naturally makes her desire to take part in the business of government, is not merely that she is deprived of the political ballot, but that her husband, her sons and her brothers become drunkards, hoodlums, loafers and absolutely worthless creatures through the operation of vicious and criminal establishments which are protected against all law by the criminal corruption and participation of the very officials who have sworn to uphold, enforce and execute the laws.

It is not strange that women, honest and hard-working and long-suffering wives and mothers, believe that if they had the power to vote they would elect public officials who would recognize the solemnity of an oath; who would have some sense of honor and duty, and who would not sell themselves to the robbers and debauchers of their fellow creatures and use the opportunities created by public trust and official position to aid and abet criminals of the worst sort. It is this evil, or series of evils, more than all else, that has forced women to invade every department of industry which once was open only to men. It is because so many of the male sex, who ought to be the protectors and support of their female relatives, have become drunkards, hoodlums and loafers and have to be supported, so that they may continue to live and curse the world with their presence.

It is this growing realization by women that the burden of life is growing daily more heavy to them, and that it is through the increase of official corruption and of the individual worthlessness of men. Under these conditions, thousands of women in every community who have no desire to participate in politics are driven to the belief that the only hope of succor and of relief to them is through the taking hold with their own hands of the machinery of government. The day will come when women will do this, and they will be driven to do it through the failure of the men. What the men will be too weak and worthless to hold the women will seize and hold and administer. That will be supremacy, control, dominion. Women have held the scepter and have wielded it with a strong will and great power. The time will come when they will hold the ballot, and they will wield it to some purpose.

The most radical anti-cigarette measure yet proposed is now under consideration in the Minnesota Legislature, having been introduced by Senator Halvorsen, one of whose constituents recently died from smoking too many cigarettes. The proposed bill is modeled on the Tennessee law, which the United States Supreme Court has held to be constitutional, and makes it a misdemeanor to use tobacco in this form, bars merchants from bringing cigarettes into the State, makes giving away cigarettes an equally grave offense, and even prohibits the sale of the papers used in rolling cigarettes.

In consequence of emigration there is a greater preponderance of women in Norway than in almost any other country in Europe. The census of 1891 showed that there was an excess of women over men of almost 70,000, while in 1876 this excess only amounted to 43,000.

PROBLEM OF TAXATION.

Some Faults in Our Present System—Remedies Suggested.

In addressing a gathering of business men, I need hardly allude to the importance of a fiscal system in our Government.

We know that public expenditures, national, state and municipal, have kept pace with our enormous increase in population and our industrial and social development. It is possible through an efficient administration of government to reduce and minimize those expenditures; but, at best, they constitute a grievous and increasing burden upon the people. The public revenues must be raised by some form of taxation. Taxation, therefore, becomes the most important fiscal problem in a growing industrial state.

The rapid growth of population, the enormous increase of wealth in great diversity of form and character make absolutely essential a system of taxation that shall be in harmony with and adequate to the needs of modern economic conditions.

In the financial and industrial progress of Michigan, taxation has become the paramount public problem. No question before the people affects so vitally the growth, the prosperity, the business, the social life and even the morals of the State. We have been passing through a period of intense agitation upon the subject, which has aroused a positive public sentiment. The time for intelligent action has come.

Under existing conditions, these things are self evident:

1. Gross evils exist in our present alleged system. Taxation is not equal. Some forms of property are overtaxed; others are inadequately taxed; still others escape taxation. These classes are in inverse order to their ability to contribute to the revenues of the State.

2. There is a pressing, widespread demand for reform tax legislation.

3. We face a transition period in taxation and the practical question is whether inevitable changes shall be evolutionary or revolutionary.

4. The result will depend upon whether these inevitable changes shall be directed by intelligence and experience or by ignorance and prejudice.

5. Justice requires that certain so-called new forms of wealth, or rather the owners of such forms, now inadequately taxed, be subjected to fair and equitable contribution to the public revenues under sound methods.

Before appropriate remedies can be prescribed or an intelligent course pursued, it is essential to ascertain definitely the nature and causes of our trouble.

In this State, the evils of taxation are traceable, First, to the system itself; second, to the faulty administration of the laws.

Aside from the classes of property now paying specific taxes, the prevailing system in Michigan is what is commonly designated the general property tax, which in theory is the assessment of all classes of property by one uniform rule of valuation and taxation at uniform rates, but which in practice is inevitably unequal taxation.

This system was developed in primitive times, when public expenditures were light and wealth existed principally in the forms of real estate and personal chattels, the former constituting the principal portion. The system in its origin was contemporary with the

stage coach, the hand loom and the sickle. It was the system of the pioneers. It should be remembered that the purpose of the system was and is to reach persons, not property, for taxation. It was based upon the assumption that the property of an individual was an adequately reliable test of his ability to contribute to the revenues of the commonwealth and was measurably in harmony with primitive industrial life.

There were no great differences in the kinds of property and it was, therefore, a fairly adequate gauge of income. It was comparatively easy for the assessor to ascertain, with reasonable accuracy, the amount and value of property owned by each individual in his district and, with reasonable diligence, comparatively little escaped taxation. The essential qualifications of an assessor were fairly good eyesight and the ability to make legible letters and figures. Property was a reasonably fair test of ability to pay taxes. The system was based upon crude ideas of equality and universality of taxation. Restricted to the classes of property for which it was originally designed, it might, even now, be reasonably successful in conjunction with other methods, for new forms of property.

With the growth of cities, inventions and marvelous changes in industrial conditions has come a transformation in the forms of property until the greater portion of existing wealth is in new and entirely different forms from those existing when the system was adopted. Corporations, railroads, the telegraph, telephones, banks, manufactures, etc., have multiplied and become important productive factors. The crude machinery of the general property tax does not adequately reach them. What is termed invisible or intangible personality, such as bonds, notes, stocks, mortgages, credits, deposits, etc., has been enormously augmented and under existing conditions has largely escaped taxation through the property tax.

Under these changed economic conditions, this system in Michigan, as in other great industrial states and countries, has become entirely inadequate. The Commonwealth has outgrown it. It is entirely inapplicable to present conditions. The attempt to expand the general property tax to include these new forms of wealth is futile. It can't be made over or extended to fit the grown man. Existing evils are inherent in the system.

This general property tax system in actual practice may be crudely illustrated as follows: One man owns a home worth \$2,000 and has a small income. Another has an income of \$2,000 and substantially no taxable property. Another owns a \$2,000 mortgage. Another, \$2,000 bank stock. Another, \$2,000 deposited in bank. Another, \$2,000 gas stock, representing a small amount of tangible property, but large productive power. Another, \$2,000 in a stock of goods. Another, \$2,000 in a private corporation, paying large dividends upon its investment. Along comes the local assessor, sworn to tax all property at full cash value and at one uniform rate. He is anxious to relieve his district from the burden of State taxation and be re-elected. The home is assessed at \$500 or some proportion of true value and never escapes the rolls. The mortgage isn't found or the owner convinces the assessor that it isn't property at all, but only a mere evidence of property. The man with a salary receiving the advantages of society and govern-

ment, whose children are educated in the public schools, is exempt, although abundantly able to pay his share. The bank stock, under special law, is assessed at full value and does not escape. The bank deposit escapes. The gas stock escapes with a proportionate tax of the company upon real estate and visible personality, although its value, based upon productive power, may be many times that. The stock of goods or the tangible property of manufacturing corporations is guessed at or estimated by an unskilled assessor. In short, the burden is imposed upon the few who can not escape. With enormously increasing wealth in new intangible forms, which vastly increases the public expenditures, the burden is correspondingly increased upon the few whose property is of such a character that the assessor falls over it. It is at best an unequal and discriminating assessment of real estate with a more or less wild guess at some forms of personal property.

In practice, the present system is generally regarded by economists, publicists and state taxing officials as impracticable, for the reason that a large portion of property, especially that of a corporate and intangible character, escapes taxation, and that which escapes is the property of those best able to pay. A high authority on the subject has said, "The failure to reach personal property is so patent that it has become a mere byword throughout the land. Personal property nowhere bears its just proportion of the burdens, and it is precisely in those localities where its accumulation is greatest that its assessment is the least. The taxation of personal property is in inverse relation to its quantity. The more it increases, the less it pays."

Economists say that this method has never worked well where it has been tried in the civilized world and that the United States, Switzerland and parts of Australia are the only civilized countries in the world to-day where this system with respect to intangible property is retained. Although it is a notorious fact that the wealth invested in personal property has greatly increased, nearly all states show a decrease in the amount of personal property assessed. A prominent committee of Boston men, investigating the subject, estimated the value of the personal property of Massachusetts to be double that of the real estate, while the personal property assessed is only about one-fifth that of the real estate assessed. In New York, the actual value of personal property is regarded as even greater in proportion to real estate than in Massachusetts, being four to one, yet the assessed value of personal property in twenty-five years diminished about \$40,000,000, while the assessed value of real estate during that time increased over \$2,000,000,000.

The percentage of personal property, compared with realty, found on the New York assessment rolls, is only about 12 per cent., while it is said upon good authority that less than 3 per cent. of personal property is assessed. Last year about nine-tenths of all taxes in that State were upon real estate.

A prominent State official of that State told me last summer that last year the assessors in New York City found personal property amounting to \$1,400,000,000, but allowed as a deduction therefrom \$1,000,000,000 in debts.

These conditions exist in a greater or less degree in every state. It is sufficient for our purpose to say that the

general property tax in Michigan, in practice, presents all the evils inherent in the system, enhanced by faulty administration, and that the efforts thus far made to improve it tend to demonstrate the famous criticism of Dr. Ely that "it is so radically bad that the more you improve it, the worse it becomes."

Instead of adopting modern advanced methods of taxation, based upon correct principles for modern forms of wealth by which they might be subjected to fair contribution to public revenues, we are now trying, not only to enforce the application of a bad system to all property now taxable under the general law, but to extend it with modifications to property now taxed by more advanced and scientific methods and upon the more correct basis of earning power or productivity, and to classes for which, because of its peculiar character, the machinery of the property tax is entirely inadequate.

I have said that the causes of these conditions are inherent in the system. The speeches of statesmen, the writings of publicists, the reports of prominent state taxing officials—in short, the entire literature of taxation is filled with pessimistic comments upon these conditions and bitter denunciations of the classes of citizens, who, having abundant ability to pay, yet escape their just share of the public burden sometimes designated "tax dodging constituency." I have studied this literature to a considerable extent, have read the philippics of such men as ex-President Harrison, have even read the sulphuric executive messages of our own "good gray ex-Governor," all of which, at first, naturally incline the patriotic student to a participation in this general personal criticism and denunciation, for which there is much justification. In my case, however, a characteristic Scotch caution and conservatism induced a more careful examination into causes of the conditions existing in various states, leading me to the conclusion that, giving due force to the universal disposition to evade public burdens, the primary trouble lies in the systems of taxation in vogue rather than in a general desire and attempt upon the part of representatives of corporate and intangible wealth to escape just taxation. These more modern forms of property must be fairly taxed with other property, but, in my judgment, should be reached by methods particularly adapted to these special forms of wealth which will appeal to their owners' sense of fairness, because they are fair in practice and results and avoid the antagonism aroused by the general property tax, which, when it reaches these elusive forms of property, subjects it to excessive and disproportionate taxation.

In making suggestions for changes in the present system, I am sensible of the recognized truth that any radical change in a long-established system is a difficult and dangerous undertaking and should be made with due care, caution and intelligence, and in a conservative and practical spirit. Reform is change, but change is not always reform. Constitutional limitations, public sentiment, business conditions and many other things must be considered.

Obviously in this State, the progress of tax reform is impeded by the early constitutional limitations; and the recent hasty and ill-advised constitutional amendments adopted by the people because they wanted more equal taxation, without due regard to the methods

of obtaining it, have increased the difficulty in this respect. Some reform may be accomplished in spite of them, but little through their assistance.

We have heard a great deal, outside of Michigan, about equal and uniform taxation—an abstract principle which is universally endorsed. We must commend the zeal of all reformers who advocate such a beneficent principle. Zeal in a great cause is a most admirable quality; but zeal without knowledge and sound judgment is dangerous. This is especially true when vested with political or official power and influence.

The "one uniform rule" of valuation and "one uniform rate" is the old antiquated property tax with its inevitable result of unequal and unsatisfactory taxation, disguise it as we may by alluring arguments.

I have carefully studied the vigorous efforts of various states to improve this system and enforce its application to all property and adapt it to modern industrial conditions. Such efforts have been characterized by drastic dooming and listing systems, the adoption of the most rigorous laws that could be devised for the discovery of property and bringing it upon the rolls, the employment of sworn statements, the employment of "tax ferrets" and "tax inquisitors" to assist in the discovery of elusive forms of property. They have nowhere succeeded. The system under modern conditions is a failure. It does not reach the great mass of new forms of corporate and intangible property.

The evils of the existing system may be roughly summarized as follows:

First, Gross inequality in assessment of different pieces of the same kind of property owned by different persons in the same taxing district and of different kinds of property regardless of ownership, as real estate and personalty, the former all unequally valued, and the latter in part unequally valued and in part escaping entirely. The discriminations in assessable values of even real estate are invidious and unjust, while those in favor of personalty as against real estate are still more glaring and unbearable. Assessors combine with taxpayers to bring about these discriminations, while the apportionment of state taxes to local districts creates a system of competitive undervaluation of property conducive to injustice. The result is that the burdens now borne by real estate are unduly grievous and should be lightened. It is, perhaps, impossible to suggest an efficient remedy for this discrimination and injustice, even as to real estate and chattel property unless some method be devised for the separation of state and local revenues.

Without such separation, the most stringent provisions for listing and assessment will be unavailing. This separation is the primary and fundamental feature in the building of a sound revenue system. With this, and a systematic administration of assessment laws, under the general supervision of the State Tax Commission, comparatively adequate taxation of these classes of property for local purposes might easily be secured. This segregation of state from local revenues is found complete in Pennsylvania, New Jersey and Connecticut. In Pennsylvania assessments for local purposes by local assessors are confined to real estate—except that of quasi-public corporations—horses and cattle over four years of age, and occupations, professions and posts of profit. All other classes of property are taxed by other methods. Whether the time

has come in Michigan when such a change would be practical and how under existing constitutional provisions to bring it about are other questions.

Second, The present system is entirely inadequate for the equitable taxation of intangible personalty, such as bonds, stocks, notes, mortgages, credits, bank deposits, etc. They are elusive forms of property and their taxation, under the present system, easily evaded. Their owners should bear their fair share of taxes, but when such property is placed upon the tax roll at full value and rates uniform with other property, it is disproportionately taxed. Hence, they are rarely discovered and never stay discovered. The greater the effort to discover and subject it to assessment and taxation, under the present system, the more elusive and deceptive it becomes. Full valuation and uniform rates with other property result in unequal taxation. The rigorous methods of the present laws, as enforced by the Tax Commission, disclose the inherent weakness of our system in respect to this class of property, by subjecting some of it to temporary disproportionate burdens, frightening it into an exodus from the State and placing an embargo upon capital and business.

Mr. Campbell, the able ex-chairman of the State Tax Commission, after a year's experience on that Commission says: "We never have found and assessed mortgages, bank deposits, stocks, bonds and other intangible properties successfully by the same law under which we assess the farm. All property can not be assessed upon an ad valorem basis; specific taxation is right for some properties and kinds of business, while ad valorem taxation is preferable for others."

This class of property should, perhaps, be taken out of the jurisdiction of local assessors and taxed by the State and its assessment at full value placed in the hands of appointive State or county assessors, aided by appropriate listing and recording systems and taxed at a low uniform rate fixed by law, the rate probably not to exceed five mills on the dollar. At least some separate and distinctive method for the taxation of such property should be adopted to supplement the general property tax. In affording relief from injustice to one class of property, the State should not attempt to inflict injustice on another.

In this State, mortgage indebtedness, while legally taxable, has not been actually productive of much revenue. Whatever may be the reason, the fact is, that the owners of mortgages and other forms of indebtedness, as a class, contribute very little to the public revenue.

In the few cases where such property goes upon the rolls, the local rates operate with undue severity. This is shown conspicuously by the work of the State Tax Commission during the past year. In one instance within my observation, a man who had \$3,500 drawing low interest in a town where the local tax rate was high was "discovered" by the Commission and paid \$28 more than his entire income from the investment. Taxation of this class of property at local rates, upon full value, takes a very large proportion of the income therefrom.

The cases of supreme hardship are usually those least able to bear the tax, such as are abnormally conscientious or brought to light in the Probate Courts. That such persons should be assessed at one-third or more of the income upon such securities, while the great mass of

such property escapes and should be assessed much higher in proportion than other taxable property, is a glaring injustice, for which such elusive property can and will find a remedy; and yet, it being the purpose of the law to reach persons rather than property, people having such investments should bear their due share of the public burden.

Moreover, in taxing such property, we must not be unmindful of the fact that if the rate is made too high, the tax will operate as a burden upon borrowers, will be, in fact, an additional tax upon real estate.

Investigation in some states, notably New York, has led to the conclusion that a five mill rate for state purposes, accompanied by exemption from taxation for local purposes, would not operate as an additional burden upon real estate, but would improve the condition of borrowers, would be an actual tax upon mortgagees and make no substantial change in average interest rates.

It must be remembered that, under the present system, mortgage debts are liable to a very heavy taxation. While they, as a rule, elude the tax collector, the money lender obtains in an increased rate of interest compensation for the risk. Competent experts believe that under such conditions, one-half of 1 per cent. of the average rate of interest on mortgage loans is now paid by the borrower. The most common objection to the taxation of mortgages is double taxation, which the New York committee designates as a "phrase which is brimful of duplicity and highly convenient for sophistical reasoners."

The tax proposed is not double in a legal sense, as the value represented by the mortgage will be taxed but once for state purposes, assuming that there will be a separation of state and local revenues. The tax would be uniform throughout the state, no one would escape, there would be no deduction for debts and no exemptions. In New York where this subject has been very carefully investigated by the committee referred to, where under the present property tax such property escapes almost entirely, it is estimated that this special tax would raise from that class of securities, \$10,000,000 annually, and to that extent relieve overburdened real estate. This system is in vogue in Pennsylvania.

Third, The aggregated capital employed in industrial enterprises in corporate form is of such a character that its value can not be reliably measured by methods and rules applicable to real estate and chattels; hence the general property tax method of valuation on a property basis and taxation at uniform rates with other property is utterly inadequate to reach it fully and fairly. It consists largely of intangible elements of value which can not be separated from tangible or estimated accurately on a property basis and, therefore, should be subjected to some other principle of taxation adapted to it.

A quasi-public corporation should be treated for taxation as a unit and estimated by some method consistent with its peculiar character and the extent and complexity of its affairs. A principle of taxation should be applied to such corporations, and to a great extent to private corporations as well, that will include franchise values, earning power and other elements recognized by business investors, and subject them to fair, adequate and certain taxation upon that extended basis. This should be done

through a state system at uniform rates of taxation fixed by law upon gross earnings or capital stock values.

They should, in my judgment, so far as constitutional provisions will permit, be taken out of the general property tax system, both with respect to valuation and rates.

With respect to railroads and so-called transmission companies, generally, my investigation of the various systems in vogue in several of the great states has convinced me that, although not perfect and although susceptible of improvement, there is no better system now in vogue than the tax upon gross earnings in this State. I can not undertake to discuss that method upon its merits at this time, but in my judgment the attempt to substitute for it the unsound method of ad valorem taxation is a decisive step in the wrong direction. The present system is simple, efficient, certain and from it there can be no escape; that is the point with respect to property of this character, a tax from which there can be no escape.

Everybody in this State believes in the abstract principle of equal taxation. However, that principle has, of recent years, unfortunately been associated with an impractical method—the one uniform tax upon all forms of property. Unfortunately for the cause of equal taxation, what were termed "the principles of the Atkinson bill" have been transformed into political doctrine, the adjustment of taxation has been coined into political capital and alluring and deceptive appeals to class interests have taken the place of educational instruction in the principles of correct taxation.

It seems to me misleading to assume that any class of property or persons is opposed to equal and just taxation in principle or that there is a conflict between the people on the one side and privileged classes and special interests on the other, with respect to the principle of equal taxation. It is a conflict of principles and methods of taxation, rather than desirable results.

In the arguments of the advocates of the abolition of specific taxation, we search in vain for recognition of the cardinal principles of correct system of taxation or the suggestion that ability to pay is a correct principle or that earnings or income might in any instance be a fitting test of such ability. We find no suggestion that a system based upon a correct principle might be remedied in defective features, rather than destroyed. Assuming that the earnings tax does not yield proceeds as large as would be raised under some other systems, no remedial suggestions with respect to that system are offered, but it is vehemently condemned and declared to be "radically wrong."

Among the more satisfactory of the modern methods for the taxation of other corporate property, such as gas and electric light companies, manufacturing and other corporations, I may mention the taxation of real estate and tangible personalty locally for local purposes, and a uniform State tax upon the true value of bonds and stock of such companies, which includes franchise values, earning power and all elements of value, at a reasonable rate fixed by law. This is what is called the taxation of corporations as the source, thereby refraining from any dealings with the individual holders of corporate securities—a method admitted on all hands to be the simplest, most efficient and most

equitable in the taxation of these classes of corporate property.

With improved methods along the lines suggested for the taxation of various classes of corporations and of securities and other intangible property that will be adequate and yet fair and a complete businesslike system for the administration of the general property tax as to other property, tax reform, based upon justice and equality, can eventually be secured in practice as well as theory.

It goes without saying that changes along the lines suggested or any changes in laws so vital to the well being of the community as those of taxation, should be made carefully, intelligently and gradually, with due regard to established business and property interests and conditions and with the ultimate purpose always in view of building up a complete, harmonious system that will reach fairly and adequately all classes of property or persons. To this end, it has often occurred to me that it might be well to follow the experience of other advanced states and provide for the appointment of a special commission or counsel to examine the laws, methods and systems of taxation in this and other states, investigate existing conditions in our own State, reconcile conflicting opinions, and with respect to legislation from time to time, advise what should be preserved and what rejected and recommend desirable changes in laws and administrative machinery, to the end that taxing evils may be abolished and a sound revenue system built up within constitutional provisions. Such a Commission, if appointed, should be composed of men of high standing, diversified talent and training and legal learning, familiar with national and state constitutions and systems and with practical experience in industrial affairs, and should be given sufficient scope, authority, time and power to bring about complete and satisfactory results.

Such a Commission was suggested by Senator McMillan, a couple of years ago. Had the suggestion been followed, the State would probably have been saved the expense of two fruitless special sessions of the Legislature, serious mistakes would have been avoided, and the State would have been intelligently started out of the existing chaos of taxation toward a practical, efficient and harmonious system.

Geo. Clapperton.

Co-operation by Florida Pineapple Growers.

All the pineapple growers in South Florida assembled at Tampa, Fla., last Wednesday and formed a Pineapple Growers' Association, which will control the product of "shedded" pineapples in Florida. The movement got first impetus from the organization of the South Florida Pineapple Association, of St. Petersburg, which has proved so beneficial as to serve admirably as an object lesson. Under the combine every man who raises a crop will ship his product to the central station of the company at Tampa, and shipments to the markets will be made from this place exclusively. The same routine has been in use by East Coast pineapple growers for a year or two, and they have made money by such union. They will also come under the workings of this combine, and all pineapple growers in the State will work in unison.

In a Vicious Circle.

"I wonder what makes a man's hair fall out so fast when it once starts?"
 "Worry! Nothing tends to make a man bald so much as worry; and nothing worries a man so much as the idea that he is becoming bald."

RAZOR STROPS.

Millions of Them Made in This Country Yearly.

Razor strops are made in hundreds of varieties, counting kinds, qualities, materials, sizes, styles and manner of finish. They are produced in this country to the number of millions annually and American razor strops are exported to all parts of the world.

The very best of the swing strops now so extensively used are made of Russian leather. Strops of this kind, with the very simplest sort of mountings at one end to hang the strop up by and at the other end to hold it by cost, from \$1 to \$2 each. Strops of imitation Russian leather are sold as cheaply as 50 cents. Fine Russian leather swing strops with silver mountings range in price from \$5 to \$25 each.

After those of Russian leather the best swing razor strops are made of horsehide, of which in fact a very large proportion of all swing strops are made. Horsehide strops are produced in great variety, genuine horsehide strops being sold at from 25 cents to \$1.25 each. Imitation horsehide strops, made of cowhide, are sold at various prices, from 10 cents to 75 cents each. Swing razor strops are made also of calfskin and of porpoise leather.

Perhaps 5 per cent. of the swing strops sold consist of the leather alone; but the great majority of them, of whatever kind, grade or quality, consist of two parts: the leather strop and a strop of corresponding dimension of cotton or linen. On cheap strops this part is of cotton; on the best strops of whatever kind it is of the best Irish linen, woven in the form of a hose and then flattened into strop form.

There is a swing strop that is reversible. If the face of the leather is cut in use the strop attachments are such that the leather can readily be turned. There is also a swing strop that rolls up like a window shade into the attachment from which it swings on the wall.

Hand strops, the familiar two-sided and four-sided strops, with a handle at one end, are made in very great variety, including, for example, traveling strops, one sort of which, small in size, has a handle that unscrews and can be dropped inside a place made to receive it in the strop.

Besides the hand strops of solid construction with two or four sides there are hand strops whose sides are composed of leather straps drawn at either end over a supporting frame-work, which can be tightened by turning up on the handles.

Hand strops are sold at various prices, ranging from 15 cents to \$4 each; silver-mounted hand strops run up to \$25 each.

By no means every man that shaves himself and has a razor strop of some sort has also a razor hone, or stone; as a matter of fact not one in a hundred, perhaps not one in a thousand, has one. There are men that hone their own razors, using, perhaps, a stone that came down to them from their father, or it might be from their grandfather. And stones can be bought, if one wants them that way, in a silver box. But as a rule when a man's razors need honing he is more than likely to take them to the barber's; so that the razor stone is virtually a professional implement, used almost exclusively by the barbers.

Of razor stones there are two general kinds, almost all of which, of both kinds, are imported, the water stones,

as they are called, because they are used with water, from Germany; and the oil stones, used with oil, and called Belgian oil stones, from Belgium. Some barbers use one and some the other; and some use both. Of course the razor stone is a very important part of the barber's kit of tools and he values a good stone highly. And a good razor stone is rather a costly thing.

German water stones cost from 25 cents to \$2 each; and Belgian oil stones, according to the grit and quality, from 75 cents to \$5 each, these prices being for stones from six to fifteen inches in length; eight-inch and ten-inch being the sizes most commonly used.

The Village Store of Seventy-five Years Ago.

Written for the Tradesman.

In my last contribution I mentioned the barter trade that was such an important part of the business of the country store, the miscellaneous items of which lay, or hung, in scattered confusion around the store.

To realize the disadvantages and difficulties that beset the village merchant's pathway to success it must be remembered that the nearest market for the disposal of these accumulated heterogeneous articles received from his customers in exchange was the then village of Rochester, New York, thirty miles away. Here the Erie Canal, the pride and glory of New York and the enduring monument to the memory of DeWitt Clinton, came to his aid and opened up a market slow but sure for his surplus.

The principal staples that made up the list were butter, eggs, cheese, honey, men's woolen mittens, socks, stocking yarn, and rolls of home made flax in the raw state just as it came from the farmer's crude hand machinery for separating the woody fibre from the staple, and a long list of other home made truck to enumerate which would extend this paper beyond its limit.

When the roads were passable in summer or there was good sleighing in winter teams were hired from the storekeeper's farmer customers, who were always ready to work cheap for the privilege of a visit to Rochester and a chance to view the falls of the Genesee River, one of the wonders of Western New York, and enjoy a holiday visit at someone else's expense.

Huge loads were piled into covered conveyances and the caravan started for Rochester. The round trip usually covered three or four days. During the season of navigation the demand was always equal to the supply, and the barter truck was sold readily for cash, but in winter the country merchant was often glad to exchange for groceries or salt to replenish his stock and went through the same process of exchange again. Salt was always cheap in Rochester for the reason that it was used by the canal boats for ballast between there and Syracuse. It was, therefore, a very profitable article for the country merchant to keep. It often retailed at a profit of a dollar a barrel over cost and transportation.

Dry goods were very different in their character and variety then and now. The manufacture of calicoes, as they were called, was in its infancy in America and English calicoes were the staple dress goods in that line. They were always fast colors and very durable. French calicoes were less in demand. They were invariably a full yard wide and were soft and delicate in texture and coloring. The price of these differ-

ent calicoes varied all the way from 25 to 50 cents a yard, depending upon width and quality. The first home manufacturers were soon followed by others and they were able successfully to compete with the imported article and drove it out of the market.

Then a calico dress was a luxury not to be indulged in for everyday wear. An important part of the household furniture of every family was its spinning wheels and loom. The farmers generally supplied themselves with goods for girls and women's everyday wear which they called linsey-woolsey, which was made of a warp of finely spun home grown flax filled with a brilliantly colored fine woolen yarn and woven into plaids or stripes as suited the taste of the wearer. They were very durable and soon attracted the attention of New England manufacturers, who were not slow to substitute the cheaper article, cotton, for the flax warp, multiplying the variety of patterns and giving them a prominent place in the dry goods store as staple goods for women's everyday dresses, a distinction which they held for many years. The last uses to which they were put was by the clothing manufacturers as linings for men's and boys' coarse overcoats.

The dress goods in our village store were all placed upon the shelves and folded so as to show the pattern from the outside. This was for the purpose of giving the customer a chance to point out whatever she saw and fancied and ask to have it laid on the counter for further inspection. Frequently she might be seen behind the counter for a closer examination. Absurd as this may seem, it is true. Pins were all imported and were known as London pins. They came assorted as to size and were sold in bulk by the ounce or less. They were not solid headed and the separate heads were very liable to pull off by use. The solid headed, up-to-date pin was the invention of a Connecticut Yankee. Hooks and eyes, also imported, came in bulk; cotton thread, all numbers, in skeins imported in bundles of one pound each. Spools were not in use either for thread or silk.

Here I will drop the list and bid adieu to the village store and its environments until another issue of the Tradesman.

W. S. H. Welton.

Meat War in a New York Town.

There has been a cut of 40 per cent. in the price of fresh meats in Olean, N. Y., the result of the boycott recently placed on the market of Gault Bros., of Olean, who continued to supply customers with the goods of the Dold Packing Co., of Buffalo, after being warned by the local labor unions to cease handling them. All the other markets in the city refused to handle the Dold goods after being warned. At noon today the union cutters employed by Gault Bros. refused to give up their jobs when ordered out by the union. The war began on Saturday week, when hams were cut from 12 to 8 cents, and other smoked goods in proportion. The Dold Packing Co. is behind Gault Bros. So far Armour & Co., who have a cold-storage plant in Olean, have taken no hand in the fight. The Olean grocers continue to handle the Dold smoked and preserved meats in defiance of a warning from the union.

Dresses on Nothing a Year.

There is said to be an American woman in Paris who dresses superbly on nothing a year, because she has a fine figure and is a good advertisement for the fashionable dressmaker who clothes her. His creations are so enhanced by the wearer's charms that she is besieged by enquiries for the name of her couturier, who thus has secured a greatly increased clientele in the fashionable circle in which she moves.

Shoes and Rubbers

Advantage of Buying Shoes From Advertisements in Trade Papers.

The main considerations in the purchase of a stock of shoes are quality, style, fit and value; secondary considerations being the proper filling of orders and shipments being made as desired. In the shoe journals of the present time the dealer reads the advertisement of the tanner who tells him that he is finishing a certain brand of leather which he has given a name. He could not afford to do this unless his product combined necessary qualities essential for the kind of stock he is making. For instance, if a dealer buys a shoe with a sole of Rock Oak, he knows positively that he has an absolutely reliable bottom, or if the upper is made of Vici, Velours calf or Phoenix kid, and so on, he knows that he is buying the best product there is to be had for those purposes for the reason that they have had the test of time and their makers could not afford to put their reputations in the balance by sending out an inferior grade of leather over their names, they putting years of work and large investments of capital as a guarantee of the fulfillment of their promises. Thus the dealer knows that he is buying quality.

There is, and very often unknowingly, a great amount of personal feeling, either favorable or prejudiced, between the buyer and the salesman, often to the detriment of the buyer. These chances are eliminated in dealing directly with an advertiser; you do not know whether he is pleasant, young, old, man or woman. You are simply buying shoes strictly on their merits.

In sending an order directly to a house you know that it will not lose any time in the hands of a third person, but will be delivered in the shortest possible time and so receive prompt attention, this being especially desirable during the season when you wish to fill in and want special pairs rushed out to you.

All orders, and specifications appertaining to them, sent through the mails are matters of record and are not subject to failing memories or alterations while in transit, the dealer in this way knowing that an advertiser will fill his order exactly as received.

The competition between advertisers is sharp and keen, each aiming to get his portion of the trade and, if possible, a part of his competitors'. Therefore, every article he advertises must be made to the best of his ability and his prices be as low as he can consistently make them, these being the mediums by which he measures his success, amounting to personal guarantees to the prospective buyers.

Very often large and successful manufacturers are not thoroughly represented by traveling salesmen and many important towns and cities are not covered by their representatives, consequently the dealer in one of these places can in all safety place an order with perfect confidence through the medium of his trade journal advertising and thus secure lines of shoes which he would have been unable to buy in any other way. In numerous instances salesmen with representative lines have called on a prospective buyer, but have not sold him any of their goods for the reason that many a buyer prefers to take more time in selecting and considering the purchase of a bill of goods than the average salesman can afford to

give him, especially so in looking at a line with which he is not familiar. However, when reading the advertisement (of possibly the same salesman's house) he has their goods placed before him and can give them serious consideration and study without the confusing arguments which are often advanced, and will buy strictly on his own judgment, influenced only by the plain statement of facts and prices by the advertisement, which really are the only points to be considered in placing an order.

An advertised shoe is subjected to the severest test known to any class of merchandise, being held up for criticism to every dealer in footwear, and goods which are not in all respects exactly as advertised do not long seek publicity in this manner. In buying a well-known brand of shoes, or a line from a well-known house that advertises its goods, the dealer is protected, inasmuch as no such advertiser can afford to send out any other goods than such as he displays in printer's ink; and if occasion should possibly arise for a complaint he knows positively that it will be given due consideration and that he will receive just treatment from him.

In considering styles the advertiser can not afford to display any shoes not made up in accordance with the demands of the season and shows only the most staple and best styles he is able to obtain. The influence of competition being always in his mind he offers only the best at his command.

Statistics, gathered from the largest and most successful manufacturers, show that their advertised lines are among their best selling goods, and that a large percentage of their sales is effected through their advertising and mail order business, which is one of the best arguments in favor of this system of doing business; and its healthy growth from season to season proves conclusively that the buyer of to-day has confidence in shoes and houses advertised in the trade journal.

The retailer uses show windows to display his styles and prices to the people of his town and he knows how they must be treated if he expects to make regular customers of them; and so the manufacturers and jobbers display their styles and prices in the trade journals, which are the show windows of their business, and the dealer knows he will receive the same treatment he gives customers gained in this way, and can buy accordingly.

The enormous and unparalleled growth of the Western shoe markets is the result of aggressive trade journal advertising and were this business not of a healthy and regular growth the result would have been apparent before this. They all grew strong and prosperous through their mail orders, brought in mostly through the trade journals.—A. B. Leever in Boots and Shoes Weekly.

How to Avoid Getting Into the Ruts of Time.

One of the most common failings of the retail shoe dealer—and we may enlarge the scope of our characterization for the moment, and say of the retail dealer in any branch—is that after he has established a fairly good trade, secured good customers, accumulated a surplus fund sufficient to tide him over an evil day, has secured a sufficient number of trustworthy clerks and salesmen to keep the store open, and has probably married and has a family of children about him at home—after all

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

Goodyear Glove Rubbers

for season 1901 comprise some special items. Don't fail to see them.

Discount 35 and 10 per cent.

Bear in mind this is the season that quality will count. Write for samples.

HIRTH, KRAUSE & CO.

GRAND RAPIDS, MICH.

Big Cut in Rubbers

Get in Line

Lyccomings 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. Lyccomings contain more pure gum than any other rubbers on the market.

GEO. H. REEDER & CO.,

28-30 SOUTH IONIA ST.,

GRAND RAPIDS, MICH.

this, we say, he has probably lost the keen interest which he felt in his business when he first opened on his own account. He sees trade as good as last year at this time, profits equal to the profits of last year and apparently everything is going on in a prosperous manner. Why should he be expected to put in all his time when the store gets on just as well without him?

That is the question, does it get along just as well without him? As well say a train of cars will run just as well without the engine. True the rails keep the cars from running off into the ditch on either side, and after they receive an impetus they will move some distance without the aid of the locomotive, but it is with diminishing momentum and speed, and in a short time the whole train stops. So in the retail shoe store, when the motive force, the proprietor, ceases to devote his time and energy to the store the vis inertiae becomes potent at once and increases with alarming rapidity.

"Stagnation is death" is a principle as old as humanity. To be alive it is necessary to keep moving, or, in other words, motion is the evidence of life. Every business has in recent years undergone more or less of revolution. Combinations of capital have made production cheaper, and at the same time competition may have reduced profits, but through all the changes and vicissitudes there are those who make no change in their regular routine.

An extreme case within the writer's knowledge is that of a man now in the "sear and yellow leaf," the proprietor of a retail store not a thousand miles from Boston—that is sufficiently indefinite to allow him to escape, but this will be read by many who know the gentleman. In the early "sixties," when goods of every kind sold at fabulous prices, this retailer's father ordered an immense stock thinking he was doing well to buy before another rise. It turned out, however, that there was no further rise. The backbone of the Confederacy was broken and the price of everything began to drop. Rather than sell at a loss the old gentleman refused to sell at all and the son has followed in his footsteps, so now there is a fully stocked store awaiting a "conservative" dealer who wants goods nearly forty years old.

This, as we said, is an extreme case, but the difference is only in degree between these two and the dealer of to-day who does not keep in touch with the latest and best methods of conducting the business and with the improvements in the conditions under which a retail business is carried on.

Mind, we do not say, and do not want to be understood as saying, that a retailer should invest his savings in every clap-trap device or catch-penny notion that he runs across simply because it nominally relates to the retail business. Not at all. But he should and must avoid getting into a rut and staying there, or his competitors will easily pass him in the race to success, and the man in the rut will have the weariness and the labor and the jolting and hard work, but the one who keeps on firm ground and keeps moving will be the one to receive the prize.

There is as much difference between the business methods of to-day and two or three decades ago as there is in the styles of footwear. In those days no gentleman was dressed without boots, and to-day boots are useful only to emphasize the villainy of the bad man

in the melodrama. There seems to be a slight tendency here and there to return to the boots, but there never can be a return to obsolete methods. The retailer who is laying the flattering unction to his soul that there will be a return to the good old ways must wake up or he will be numbered with the "also rans."

Take, for instance, the exterior of a retail store, as compared with the same twenty-five or thirty years ago. At that time the word aesthetic had little meaning to the average citizen and as little to the shoe dealer as to any one. But a change came about. The windows of a shoe store receive as much care as those of any mercantile business, and the services of an expert window dresser are required to bring about the best results. The expert professional window dresser, by the way, is a creation of yesterday. True, he reaches now back into the last century, but it is only a short time that the profession has existed. How do the methods of the dreamer compare with the results of a professional's work in the matter of displaying goods in a manner to attract the public? Of course the professional's work may be followed and copied, but that does not detract from the value of his work. On the contrary, it is an acknowledgment on the part of the copyist that the up-to-date method is right and old-fogyism is not able to keep up with the modern methods. The copyist is trying to get out or keep out of the rut which lay open for him, and his effort is to be commended rather than the other who refuses to see any good in the advance of conditions.

Another feature of the retail store in which improvements have been made is the fixtures and furniture. New ideas in interior fitting and decorating have crept in until the retail shoe store is now a palace as compared with the recent past. The question is superfluous whether the public is better pleased to trade at the modern store or to give its patronage to the "back number" concern. There are cases, of course, where the older store has, by its long continued and honorable service to the public, really by the force of character, honesty and integrity of its proprietors and assistants, held out against the modern store, but such instances are rare, and the dealer who depends upon such a chance falling to his lot is going to wake up to a realizing sense that he did greatly err.

Very little happens in the retail shoe business by chance any more than in other lines of trade, and while chance may once in a while help out a good man, the safer way to encourage fortune is to keep moving in the direction of improvement in store fixtures, fittings and furnishings, so that the place will be at least equally attractive with any other shoe store in town.

Similar comment might be made on changes and improvements made in the matter of arrangement of stock. Great changes have also taken place in the advertising department. Time was when a wooden boot hung over the door was all the advertising the disciple of St. Crispin needed. Now he wants all the newspaper space he can control and takes advantage of every possible means of getting himself and his wares before the public and remaining there.

Books and accounts are kept now by different methods from those of our fathers. They may be better kept now, the old way may have been better, but the change has come and has come to stay. The long legged book-keeper on the high stool with the goose quill over his ear was a picturesque and imposing sight, striking terror into the heart of the small boy, but he has passed with his single and double entries as fully and completely as the goose quill pen. Accommodations for the public are

much greater now than formerly, but there is still room for improvement in most retail stores in this respect. The movement, however, is in the right direction, and the not distant future will probably see as near perfection as we can expect in this world of error and shortcoming.

Other features of the retail shoe store where great improvements have been made might be mentioned, but space forbids. The march of events is onward and upward, and the regrettable feature of it all is that middle-aged men are not the pioneers in pushing new ideas to the front. Dealers who have been in the business long enough to know a good thing when they see it are prone to let well enough alone and keep on in the way their predecessors did for years and years before the twentieth century dawned.

This, men and brethren, is not right. So long as a man is carrying on a business he should work it for all there is in it. Not necessarily for the increased

profit, although that is a matter for consideration, but he should strive always to keep up with the latest ideas and "prove them, whether they be good or whether they be evil." He should keep abreast the times for the benefit of his clerks and salesmen, so when they go into business for themselves their methods will not be obsolete and archaic, and finally he should keep up for his own sake. Unless he is putting his energy into the business, or some other business, he is not making the most of himself and is therefore on a retrograde move, for the rule is the same as with the tide—when the flood ceases the ebb begins.

Brother retailers, let us exhort you to keep out of the ruts of inertia and self-sufficiency and make every possible endeavor to improve the conditions of the retail trade, so that the life of the retail shoe dealer at the close of the century just opening shall be one glad, sweet song.—Hubert Edwards in Boot and Shoe Recorder.

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.



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.

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.

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—The demand in the market for staple cottons has remained this week about the average of the previous week. There is but a very small difference between the offering price of the buyers and the demanding price of the sellers, yet both are firm to all outward appearances, and the difficulty which agents have met, and which we have spoken of before, is the fact that jobbers are offering goods in a number of cases at a lower price than the agents can sell them for, and, of course, this absorbs a good many small orders, for bleached goods in particular, that would ordinarily help swell the agents' business. Brown goods in stock are still quite irregular. Bleached cottons, while rather quiet, are held very firm. Small sales are reported for ticks and the general line of coarse colored cottons for immediate delivery.

Prints—Salesmen on the road this week sent in quite a fair amount of orders for printed calicoes. This, however, constitutes the principal business that is being done in them, the spot demand continuing quite slow and the total average is not particularly good. Staple calicoes were taken up in pretty good sized lots the last of last week. Local business has been quiet. Staples are in good shape in most quarters. Fancy calicoes are wanted principally for the special finishes.

Ginghams—There has been a moderate increase in a number of orders for staple ginghams, and dress styles are particularly well sold, although quiet for the present.

Dress Goods—Business in the dress goods division of the market remains in the same impassive condition as a week ago. Buyers show practically no interest in anything aside from staples and separate skirting fabrics, on which some fair orders are still coming forward. As regards cloaking business, there is practically nothing doing except on colored kerseys. The suiting end of the market is in a quiet position, buyers not yet having reached the duplicating stage.

Underwear—The same uncertainty in regard to fleeced goods exists to-day as was noticeable earlier in the season. Only a few lines have been sold to a satisfactory extent, but in most cases business is rather dull. There are certain lines which have particular merit, either in quality or originality, that have succeeded fairly well as far as orders are concerned, and at the same time have kept up prices. Buyers who have been to market and left for home have frequently expressed the intention of waiting until they were sure that prices had reached "rock bottom." Some prominent firms have reduced their prices on fleeces two or three times already, and the conditions are so uncertain that neither buyers nor agents know where they stand. Regular 13½ and 14 pound fleeces that opened at \$3.75 are down now, in some cases as low as \$3.50 for a full standard shirt. There are a few in the market who have attempted to maintain their prices at \$3.75 from the beginning to the present time, but their sales have not only been quite limited but cancellations frequent. Even where they have attempted to hold the orders, it has only made trouble and had to be relinquished in the end. There are several mill own-

ers who have stated that they would give up the manufacture of fleeces after this season, as there was no longer any money in it. Other lines of knit goods are also under the cloud of cut prices, especially ribbed goods. Ladies' goods especially are suffering. The better grades of men's and women's wool goods are in a more satisfactory condition, and although prices show no advances over those of a year ago, they are more firmly maintained and a really good amount of good orders has been booked.

Hosiery—Woolen goods show a condition that is not particularly lively, but prices remain steady, although the weather conditions are against any heavy movements. Cheap grades are suffering from small prices. The increased cost of material for cheap lines kills what little profit there was in them and it seems impossible to secure any better prices. Jobbers have not done much business in their new lines as it is a little early yet and the chances are that they will move rapidly within another week or two. Much is expected in fancy lines, both in domestic and foreign manufactures.

Carpets—Wilton carpets and other lines of three-quarter goods, including tapestries, velvets and axminsters, have moved very well this season at good prices, and the tendency is still upward. Many mills on ¾ goods have run full from the opening of the season up to the present time. Manufacturers of this line report business as still slow, especially on standard extra supers, and the majority of them are not pushing for business. Manufacturers claim that they were compelled to make reductions in prices this season, and some of them realize that they will have to make some move to induce business, probably a change in the fabric, introducing new and original effects. This, however, can not be done without increasing the jacquard capacity on their looms, and to do this it would be necessary to increase the number of needles or hooks. At this time about 272 hooks are used in jacquard machines for ingrains. This number, however, does not permit of the improvement in the originality of designs, but a larger number of hooks would give a much larger scope to the designers' ideas and help restore the ingrains to their former popularity. On the other hand, there are manufacturers who claim that everything is running to cheapness, and to produce a line of goods at higher prices would be to lose the trade. They state that standard extra super ingrains are too good for the price at which they are sold. Buyers should remember that standard ingrains are 4-4 goods (full yard wide) and reversible and contain 2-14s worsted warp and 60-yard standard filling, while some grades of tapestry carpets are woven in the piece, ¾ wide, and have jute backs, and instead of worsted filling they are made of soft yarn, similar to ingrain filling, which is woven in such a way that a small portion only is thrown to the surface, and when woven, they are printed in the piece. They are also one face goods. The better class of ¾ goods are made of much better material, 12s and 13s, 2 and 3-ply worsted yarn, which is printed and the design matched before being woven. Manufacturers are now making enquiry for original designs for the fall of 1901.

When a fellow is all wrapped up in himself he usually thinks he's a pretty warm proposition.

Cleaning Colored Gold Articles.

Greasy jewelry of this class may be effectually cleaned by washing with warm water in which a little soap has been dissolved along with a small quantity of soda-ash, using a soft clean white bristle brush for brushing the articles with the solution, and when this is done, drying the articles in warm box-wood sawdust will render them perfectly clean and free from greasy stains. A mixture producing excellent results in the restoration of colored gold work which may have become tarnished by atmospheric influences is the following:

Bi-carbonate of soda 1 oz.
Chloride of lime, ¾ oz.
Common salt, ¼ oz.
Boiling water, 40 ozs.

Reduce these ingredients to a fine powder and pour over them the boiling water in a dish or basin. The dirty or tarnished articles are well brushed or lightly touched up with this preparation until all dirt or oxide has been removed. They are then rinsed in clear hot water and dried in sawdust, when they will appear almost new. This mixture is of no further use for cleansing purposes when once used; it will therefore be advisable not to prepare more of the liquid than is needed at the time to accomplish the object in view. For the soda-ash mixture about ¼ oz. of soda-ash to the pint of water will be strong enough to effect the purpose desired, and it will be sufficient—instead of dissolving the soap in water—to rub the brush a time or two across the soap, after having been dipped in the hot water in which the soda-ash has been dissolved, to take up enough soap on the brush to produce the required slippery lather which causes the brush to pass smoothly and easily over the sur-

face of the articles to be renovated. The compound recipe may be prepared in quantity, and in some businesses this is found to be an advantage. In doing this, after the ingredients are well stirred in the boiling water, by the time the latter is cold the unmixed portion will have settled at the bottom of the vessel. The liquid above the sediment is then carefully poured off and preserved in a securely stoppered bottle for future use, when the necessary quantity may be taken as wanted for the work in hand, and used in accordance with either of the methods described which suggests itself to the mind as the more suitable for the object to be attained.

The woman who has a telephone in her house receives more calls than the woman who hasn't.



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

Chas. A. Coye,

11 Pearl St., Grand Rapids, Mich.

Send for prices.



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.

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.

Clothing

Mourning Garments in Vogue in New York.

London fashions are of course profoundly affected by the death of the Queen, and as fashions on the other side of the water have their effect on styles here, it is of interest to know that the period of deep mourning is to be curtailed by royal request and that the whole period of public mourning is to be a short one in England. The death of the Queen has had no material effect on dress here. Aside from a small number of Englishmen and people connected intimately with England, there has been no change in apparel because of her death. New York society may sympathize with the bereavement of the English nation, but not to the extent of seriously altering its mode of dress.

The subject of mourning garb brought up by the death of the queen is one that deserves some attention. There are times in life when fashion decrees, for perfectly proper and obvious reasons, that individuals shall express by their manner of dress the sorrow that has befallen them in the death of near and dear relatives. Ideas on this subject are not as rigid as they once were, for it is now generally recognized that the constant reminder of loss for a long period of time has an effect on the individual that is not healthful and that for many other reasons is not desirable. Still, as mourning must, unfortunately, be worn, it is well to say a few words on the subject.

For evening dress no changes from the ordinary garb are necessary except, perhaps, that the black waistcoat is worn instead of a white one, and that the shirt studs are either plain white or black and the cuff links of plain dark metal or jet. The severity of the plain white and black of evening garb makes no further changes necessary.

For afternoon wear the plain black frock coat or vest, trousers of black, or a very dark worsted, black glace gloves, black neckwear, with a plain white handkerchief and an absence of jewelry, except possibly a gold seal ring, with a quiet scarfpin and plain gold, gun metal or black cuff links, are required.

For morning wear plain black clothing or clothing of a dark gray tone in some inconspicuous pattern is desirable. If shirts other than plain white are worn they should be, preferably, in black and white of some quiet pattern, and gloves either of black or of a dark shade should be worn. Black neckwear or neckwear with very neat and inconspicuous color effect is desirable.

The changes made from ordinary dress are the elimination of other colors than plain black or white, and the cultivation of severity and quietness in dress. For this reason garments that are not conspicuous in an way should be worn. The period of mourning varies from three months to a year, or longer, according to the nearness of relationship. For a wife it is a year or longer, for children or a mother, from six months to a year. For relation more distant, such as cousins, three months. In the period of half mourning, colors are used so that the severity of deep mourning is modified quietly. Anything loud or striking should, of course, be avoided, although some brightness is shown in the garb. The period of half mourning is ordinarily one-half of the mourning period. The black band worn about the left sleeve of the over-

coat, between elbow and shoulder, is affected by some men during the mourning period, but it is a custom that is not likely to become permanent or to have much popularity. The tendency of the times is away from anything conspicuous or pronounced in mourning as in other garb.

Of course, in sporting garb of all kinds worn during the mourning period, greater latitude is permissible. If anything unduly bright or striking is avoided and a general tone of quietness is cultivated no serious changes otherwise need be made in dress for such purposes.

In general, if good judgment is shown in the selection of quiet and severe effects in dress, no glaring impropriety is likely to be committed in the garb worn during the mourning period.

For attendance at morning and afternoon church service the ordinary formal afternoon dress is worn—silk hat, frock coat, dark trousers, etc. As the dress cutaway is now much worn on occasions when the frock coat was formerly worn, this garment is also worn at day service. As in mourning, but to a less marked extent, dress for church should be quiet and inconspicuous. It is not considered proper to wear evening dress, formal or informal, to church in the evening. The long coat or the dress cutaway is worn. Just why it is not considered proper to wear evening dress to church it is hard to say. Probably it is felt that garments ordinarily worn on distinctively festive occasions are not suitable for the more serious occasions of life.—Apparel Gazette.

Signs About the Store.

The signs throughout the store displaying prices or giving information about goods should always be neatly and carefully made. They are a very important part of the interior display of the store, and give a very shabby appearance where they are untidy and poorly made. The effect of good signs is also sometimes spoiled by hanging them poorly, or placing them in a bad position. There are numerous little points about this that it would pay every retail merchant to watch very carefully. See that your signs hang straight; they do not look very nice when one corner droops by fastening them to goods with pins, where the pin is sometimes removed and replaced in another position, leaving old pin holes showing. A sign should always be carefully placed with regard to its height from the floor. It should not be so high up that it is read with difficulty, or so low down that a person of ordinary height is apt to overlook it. Signs are best displayed by hanging them on or from a stand, or by framing them neatly and placing them in the position desired.

These remarks about signs apply as well to signs in the window as to those used inside the store. It is also well to be careful that you have your signs made and ready to place on goods as soon as the goods go in the window. If you intend to make a display of signs, why not get the benefit of it from the very first moment that you can, instead of waiting, as some houses do, for a half day or day, before they place their signs in proper position? Another thing is to have your signs well worded and attractively printed. In printing your signs do not use generalities, but be specific in any information that you may choose to give.—C. F. Jones in Printer's Ink.

A stiff upper lip is useless when pitted against a wagging lower jaw.

Directions for Cleaning Kid Gloves.

A card with a copy of these rules might prove a good advertisement for the glove counter:

A successful wash for soiled kid gloves of the more delicate shades, as well as white, will be owned by many housewives as one of the greatest blessings of the day. Many of the cleaners will say that light gray or pale lavender kids can not be cleaned successfully, but they are wrong. Go to any drug store, and ask for a cleaning fluid made as follows: Deodorized benzine, two pints; sulphuric ether, one drachm; chloroform, one drachm; alcohol, two drachms.

Open the windows wide, and have no fire and no light in the room while doing the cleaning. Select a large earthen bowl, and pour in enough of the fluid to well cover the pair of gloves. Wash the gloves just as you would a cloth or a piece of lace. Rub the fingers together until the seams are entirely clean. Use one glove to rub the other with. When they seem to be clean, squeeze out and dry them with a towel sufficiently to put on the hand. If a spot shows anywhere, wet it again with the fluid, and rub the kid gently with the towel.

If you have plenty of the washing fluid and are desirous of having the gloves look just like new, rinse them before trying them on in a clean wash.

When assured that they are clean, pull them off carefully by loosening the fingers at the tips. Hang them up to dry in the open air. In half an hour all disagreeable odor will have disappeared. One quart of this cleansing fluid will not cost over forty cents and it ought to clean six pairs of gloves.

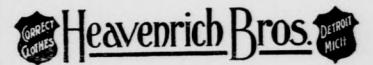
The Only Alternative.

"I do wish you would promise to be an abstainer."

"Couldn't, ma'am. Not built that way. Born in Kentucky, ma'am. Have to be born again, in Ohio or Kansas, or some such place, before I could promise that."

YOU CAN DO WITHOUT H. BROS. "CORRECT CLOTHES" THIS SPRING BUT YOU CAN'T MAKE ANY MONEY DOING SO

Let us send you samples or have our representative call.



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.

THE PURITAN SPECIAL

STYLE AND QUALITY GUARANTEED.

\$3.00 FULL VALUE.

TRADESMAN COUPON BOOKS

Hardware

Heating and Ventilating a Home.

The modern house is a well heated and well ventilated house, for everybody now knows that the health and comfort of the family depend more upon pure, warm air than upon any other thing about the house. We have also learned that it costs no more to heat and ventilate a house properly than it did the old-fashioned way, with over-heated or burnt air. The cost of the ventilating system is very small and will be saved in the fuel bill almost every year.

A thorough system can be installed at a very small cost by putting a four-inch vent pipe into the base board in the widest part of each room, and as far away from the heat center as possible. This draws off the cold and bad air and draws the warm over to take its place and obviates fully the difficulty sometimes found on windy days of not being able to heat certain rooms exposed to the wind.

The wall pipes conducting the hot air to the second and third floors should be placed in the partitions as close to the furnace as possible, avoiding all sharp angles; also avoiding their being carried by flat runs under the floors as much as possible. These pipes should be carefully and thoroughly wrapped with asbestos paper, run straight to the registers, these being placed in the walls without frames. The shoes at the bottom, to which the round pipes connect, should be angled so that the heat will come into the pipes from the bottom.

The return pipe from the hall should be run along the cellar ceiling until it reaches a point opposite the furnace, when it should drop straight down by the side of the furnace and be connected into the bottom of the pit, a shoe or shield being placed in the pit to prevent the rush of cold air from the outside backing up through the return pipe. It may also be run under the cellar floor in a duct, the same as for fresh air.

While a combination of hot water and warm air is the ideal method of heating, a warm air furnace with proper ventilation gives most excellent results.

In selecting a furnace the first thing to be taken into consideration is to get a furnace that is amply large to do the work without crowding the fire.

In considering this, it is not entirely the size of the fire pot. The radiating surface above the fire pot has its proportionate value in connection with the fire pot. A small fire pot with a very large radiating surface above will give better results both as to the efficiency of the furnace and the economy of the fuel than a large fire pot with a small radiating surface.

The furnace itself should be placed as near the center of the building as possible. Underneath the furnace should be dug a pit not less than 20 inches in depth, bricked up with one good course of brick, the diameter of this pit corresponding exactly with the diameter and form of the base of the furnace.

In the center of this pit should be built a brick pier as a support for the center of the furnace to rest upon, inasmuch as the center of the furnace itself carries the bulk of the weight above.

From this pit and level with it should be built the cold air duct, to either the north or the west window, or that side subjected to the coldest wind, the depth of which, like the furnace pit, should be 20 inches. The width should vary from 20 to 26 inches, according to the size of the house.

The square contents of this pit should be two-thirds the size of the square contents of the furnace pipes, taken off from the dome of the furnace. For instance, as a 10-inch pipe has a capacity of 78 square inches, an 8-inch pipe has a capacity of 50 square inches. Supposing then, five 10-inch and four 8-inch pipes be taken from the top of the furnace, this would give us a total of 500 square inches. The size of the cold air duct in this case should be approxi-

mately 400 square inches. This would give you a duct 20x20 inches.

The best duct is made by bricking the sides and arching over the top. Over this should be thrown a couple of inches of sand and then the cement floor of the cellar can be laid over this. Right under the window should be left an opening the full size of the duct. From this should be built a wooden riser up to and including the window, and just above the window should be put a slide, which can be drawn in and out so as to regulate the amount of air taken from the outside. In the place where the window sash is generally placed, put a screen the full size of the window. This will keep out insects and vermin, and at the same time will not obstruct the flow of air.

In setting up the furnace, care should be taken that every piece fits smoothly; that all the joints are well packed with asbestos cement and that furnace sets plumb and level.

The outside jacket of the furnace should be made of galvanized iron, lined up on the inside with a good quality of bright tin, leaving an air space of about half-inch between.

The smoke pipe from the furnace to the chimney should not be lighter than No. 24 steel or galvanized iron, the full size of the collar in the furnace.

The opening in the chimney should have a good heavy iron thimble, into which the smoke pipe should fit firmly. This enables the smoke pipe to be easily taken out without disturbing the chimney, when it becomes necessary to clean the same.

The first and second joint of smoke pipe, after leaving the furnace, should be a tee joint, on which the check damper should be placed, and to which the chain should be connected running up to the first floor, so that the furnace can be regulated without going downstairs every time it is desired to change the dampers.

From the cone top of the furnace, the hot air pipes should be taken, run at as heavy an angle as the depth of the cellar will allow.

Round three-piece elbows should be used wherever possible, avoiding square elbows always.

All registers on the first floor should have frames, so as to leave an air space between where the tin register box fits in and exposed woodwork. Should, for any reason, the woodwork touch the piping at any point, at least three thicknesses of asbestos paper should be fastened on, and over this should be placed a strip of bright tin, tightly fitted, to prevent its coming off.

All registers should be located in the floor or in the side wall just as close to the furnace as possible, which gives a better rise to the pipes, less friction in carrying the air and delivers the air hotter in the rooms.

For the combination, the same specifications as above would be applicable to the furnace pot of the combination heater.

The boiler of the combination should be hung in the dome of the furnace, entirely free from and above the coal, so as to get its heat from the flames of the consuming gas, as well as the radiated heat.

The first section of this boiler should be made in the shape of a horse shoe, the open part of which should be directly opposite the door, so as to allow the boiler to hang as close to the coal as possible and still not interfere with putting in the fuel. This boiler is supported in the dome of the furnace by the flow and return pipe connections. From the top of the boiler, or coil, the flow pipe for hot water pipes is taken, rising not less than one inch in every ten feet, branches being taken off wherever necessary, opposite the location of the different radiators, and wherever thirty or more feet of radiation are taken off, a reducing fitting should be placed.

From each radiator should be taken also, the return pipe of equal size, with the flow pipe increasing in size back to the boiler, as the piping from each thirty feet of radiation or more is added.

From the return pipe of some radiator on the second floor (usually the bath-

room) just below the elbow, is placed a tee with a 3/4-inch opening, from which is taken the pipe leading up to the expansion tank. The sizes of the opening in these hot water radiators should be for from 40 square feet and under, 1 inch; above 40 feet, not exceeding 72 square feet, 1 1/4 inch; and above 72 square feet, 1 1/2 inch.

The area of different main pipes must, of course, be equal to the area of all its branches. The following tables will perhaps serve as a guide:

1-inch main will supply two 3/4-inch branches.

1 1/4-inch main will supply two 1-inch branches.

1 1/2-inch main will supply two 1 1/4-inch branches.

2-inch main will supply two 1 1/2-inch branches.

2 1/2-inch main will supply two 1 1/2-inch and one 1 1/4-inch and one 2-inch and one 1 1/4-inch.

3-inch main will supply one 2 1/2-inch and one 2-inch and two 2-inch and one 1 1/2-inch.

By following this table and using ordinary judgment there should be no trouble whatever in determining the proper size of the piping for an ordinary combination plant.

In many respects the combination is preferable over either the straight hot water or the straight hot air; over the

You Will Miss It

If you place your orders for PAINTS, VARNISHES and other spring goods before you see what we have to offer. We are time and money savers.

CALLAGHAN & RICHARDSON,

Manufacturers' Agents,

REED CITY,

MICH.

Buckeye Paint & Varnish Co.

Paint, Color and Varnish Makers.

Mixed Paint, White Lead, Shingle Stains, Wood Fillers.

Sole Manufacturers CRYSTAL ROCK FINISH for Interior and Exterior Use.

Corner 15th and Lucas Streets, Toledo, Ohio.

"DETROIT" Vapor Stoves

(22 styles)

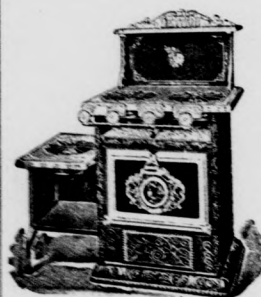
Are entirely different from all others. No tank in sight. The "Detroit" burner is the ONLY burner. It has proven its superiority during the past five years.

Write for catalogue and secure agency.

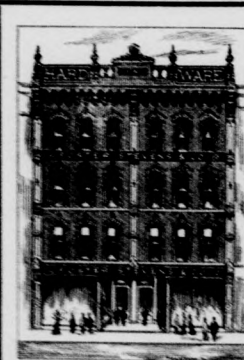
The Detroit Vapor Stove Co.,

Kindly mention this journal.

Detroit, Michigan.



"DETROIT" No. 28.



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.

hot air for the reason that it softens the temperature of the very hot air coming from the furnace down to a mild temperature. It is preferable over the hot water, because with it there is a constant stream of fresh air coming in from outside, thoroughly warmed as it passes by the furnace. A constant circulation of air is obtained, securing thorough ventilation of the rooms, which can not be done with a straight hot water plant, without the use of "indirects," which are expensive. At the same time, it takes the rooms which are farthest away from the furnace, heating them with hot water by means of circulation, giving economy of fuel as well as far better satisfaction in results.

In the hot water heating, the first essential thing is to get ample radiation. Architects and fitters vary in the way of estimating this. Perhaps, however, as safe a rule as can be laid down for general use, is: Where the house is not more than ordinarily exposed, one square foot of heating surface to every thirty or thirty-five cubic feet of air to be heated, adding about 50 per cent. for rooms which want to be especially warm, such as bathroom, also adding 50 per cent. for indirect radiation, when used.

The open tank system is ordinarily used, because of its absolute safety. The pressure in such a system, in case the fire gets too hot so as to form steam, finds a vent through the open expansion tank.

In small houses, where less than 500 feet of radiation is used, a round fire pot and boiler is preferable to the rectangular. Where more than this is used, the rectangular fire pot and boiler has a preference.

The first essential thing, of course, in this as well as in any other heating plant, is to have a boiler that is thoroughly capable of doing the work, and for this, perhaps, the return flue is preferable; that is, the heat from the combustion chamber is carried to the rear of the boiler, then up and through the openings between the sections, then drawn to the front and back to the rear, allowing for great fire travel through the water sections, the water absorbing the heat from the smoke and gas as they pass. With such a boiler as this, the smoke pipe should not get hot, the water absorbing the heat before it reaches the smoke pipe.

From the top of the boiler is taken the main flow pipe, having an elevation of one inch in every ten feet, being reduced in size, as the different branches to the radiators are taken off and connections to the radiators being made by means of quick opening radiator valves.

The return is taken from the opposite end, the same size as the flow pipe, and carried back to the bottom of the heater so as not only to take the place of the hot water leaving the boiler, but also to give the force of the drop in the pipes.

Water contains more or less air, which, as the water is warmed, rises to the top, so that an air vent should be placed in the top of the radiator opposite the feed sections and opened occasionally for the exhaust of this air and to maintain a circulation.

Steam work differs from hot water work; first, in that it has one pipe instead of two, the steam going from the boiler and the water of condensation returning through the same piping.

The main piping in a steam plant instead of pitching up from the boiler, as in hot water pitches down from the boiler. After the different branches are taken off, a smaller pipe, called the return pipe, is brought back to and into the bottom of the boiler.

The risers and connections to the radiators are taken either from the side or top, as thought best; the horizontals being made one size larger than the uprights; the condensation from the steam returning by the main piping and the return pipe.

Steam radiation should be about one-third less than hot water radiation, the style and make of the boiler being one of the most essential items to be taken into account. In ordinary house work, the upright sectional boiler is preferred to the horizontal tubular boiler, which

is used in large buildings. These boilers are usually set on a good brick base, covered with about two inches of asbestos covering, well put on, dried, shrunk and recemented, until there is no further shrinkage.

About 1883 improvements were made by using thermostats to regulate the temperature of the home by controlling automatically draughts and dampers of the heating plant. From this small beginning constant advancement has been made until at the present time, temperature controlling is as essential to the complete heating plant as the draughts.

In selecting a device for the control of the temperature of the house, several things are important. Select a device that is simple in its construction and operation, easily applied and kept in order; a device by means of which the point of temperature desired to be maintained can be changed quickly and readily without going to the basement. The last thing to consider is the expense. The difference of a few dollars on a device of this kind is immaterial. The lasting qualities, construction, installation and, as before mentioned, simplicity, are all important matters, and should receive careful consideration.

After having selected the device, care should be used in the location of the thermostat, as this is all important. See that it is located in a living room and that in its location it is not exposed to unusual conditions of draughts, etc. An inside partition is better than an outside wall.

By means of the automatic heat regulator, it is possible, with a properly constructed heating plant, to maintain the temperature of the house at practically a fixed point, night and day.—Domestic Engineering.

Difficulties of Selling Hardware at a Profit.

We all realize that competition is strong, and catalogue houses are spreading more and more through the country. I think hardware can be sold at a profit if there are not too many stores in the town. I will admit that there is always some trade that can not be held. In the first place, the hardware man must be a real-born hardware man. He must understand the business and work hard to get the influence of his customers. I think that is the main thing—to get the people to think that you are working for their interest as much as you can. When they come into the store stop and talk with them, and when they ask your opinion about anything, stop and tell them your idea, as they will always appreciate it; and keep a large amount of different styles and different priced articles on hand.

When people come in and want something for 25 cents, show them something for 25 cents, and show them the same style as those for 15, 20 or 30 cents, and give them their choice. As a rule they will always go away satisfied, and if a customer comes in that is in the habit of looking over department store goods, and you have those cheap goods to show him and also have the good goods he has a chance to compare, and as a rule he always will select the better goods. Where there is a chance to make a fair or good profit some merchants say that merchants ought to come together and make prices. I think that is entirely wrong, as there are always some people that you can not depend on, and you will find among business men some are bright and hard workers, where others are sleepy and sit and do nothing and, where the dealers would make prices and have same prices, quite often people will just buy where they know prices are all alike, and the man that works hard will lose the sale, as some people will go where it is most convenient, and, furthermore, it causes a jealous feeling among business men. My motto is, get the people so that they have confidence in you and treat them pleasantly and honestly, and you will find that you can sell hardware at a profit.—Charles F. Schraeder in American Artisan.

Hardware Price Current

Ammunition		Caps		Cartridges		Primers		Gun Wads		Loaded Shells		New Rival—For Shotguns		Paper Shells—Not Loaded		Gunpowder		Shot		Augurs and Bits		Axes		Barrows		Bolts		Buckets		Butts, Cast		Chain		Crowbars		Chisels		Elbows		Expansive Bits		Files—New List		Galvanized Iron		Gauges		Glass		Hammers		Hinges		Hollow Ware		Horse Nails		House Furnishing Goods		Iron		Knobs—New List		Lanterns																																																											
G. D., full count, per m.	40	Hicks' Waterproof, per m.	50	Musket, per m.	75	Ely's Waterproof, per m.	60	No. 22 short, per m.	2 50	No. 22 long, per m.	3 00	No. 32 short, per m.	4 95	No. 32 long, per m.	5 80	No. 2 U. M. C., boxes 250, per m.	1 20	No. 2 Winchester, boxes 250, per m.	1 20	Black edge, Nos. 11 and 12 U. M. C.	60	Black edge, Nos. 9 and 10, per m.	70	Black edge, No. 7, per m.	80	No. 4	1 20	No. 6	1 20	No. 8	1 20	No. 10	1 20	No. 12	1 20	No. 14	1 20	No. 16	1 20	No. 18	1 20	No. 20	1 20	No. 22	1 20	No. 24	1 20	No. 26	1 20	No. 28	1 20	No. 30	1 20	No. 32	1 20	No. 34	1 20	No. 36	1 20	No. 38	1 20	No. 40	1 20	No. 42	1 20	No. 44	1 20	No. 46	1 20	No. 48	1 20	No. 50	1 20	No. 52	1 20	No. 54	1 20	No. 56	1 20	No. 58	1 20	No. 60	1 20	No. 62	1 20	No. 64	1 20	No. 66	1 20	No. 68	1 20	No. 70	1 20	No. 72	1 20	No. 74	1 20	No. 76	1 20	No. 78	1 20	No. 80	1 20	No. 82	1 20	No. 84	1 20	No. 86	1 20	No. 88	1 20	No. 90	1 20	No. 92	1 20	No. 94	1 20	No. 96	1 20	No. 98	1 20	No. 100	1 20

Levels		Stanley Rule and Level Co.'s		Mattocks		Metals—Zinc		Miscellaneous		Molasses Gates		Patent Planished Iron		Planes		Nails		Rivets		Roofing Plates		Ropes		Sand Paper		Sash Weights		Sheet Iron		Shovels and Spades		Solder		Squares		Tin—Melyn Grade		Tin—Allaway Grade		Boiler Size Tin Plate		Traps		Wire		Wire Goods		Wrenches																																																																																																																													
Adze Eye	70-10	600 pound casks	7 1/4	Per pound	8	Bird Cages	40	Pumps, Clstern	75	Screws, New List	80	Casters, Bed and Plate	50&10&10	Dampers, American	50	Stebbins' Pattern	60&10	Enterprise, self-measuring	30	Fry, Acme	60&10&10	Common, polished	70&5	"A" Wood's patent planished, Nos. 24 to 27	10 75	"B" Wood's patent planished, Nos. 25 to 27	9 75	Broken packages 1/2c per pound extra.	Ohio Tool Co.'s, fancy	50	Sciota Bench	60	Sandusky Tool Co.'s, fancy	60	Bench, first quality	40	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	10	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	Iron and Tinned	50	Copper Rivets and Burs	45	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	Sisal, 1/2 inch and larger	8	Manilla	12	List acct. 19, '86	dis 50	Solid Eyes, per ton	25 00	Nos. 10 to 14	com. smooth. com. \$3 20	Nos. 15 to 17	3 20	Nos. 18 to 21	3 30	Nos. 22 to 24	3 40	Nos. 25 to 26	3 70	Nos. 27	3 80	All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	First Grade, Doz.	8 00	Second Grade, Doz.	7 50	1/2@1/2	21	The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	Steel and Iron	65	10x14 IC, Charcoal	8 50	14x20 IC, Charcoal	8 50	20x14 IX, Charcoal	9 75	Each additional X on this grade, \$1.25.	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	14x56 IX, for No. 8 Bolters, } per pound.. 10	14x56 IX, for No. 9 Bolters, }	Onelda Community, Newhouse's	40&10	Onelda Community, Hawley & Norton's	65	Mouse, choker per doz.	15	Mouse, delusion, per doz.	1 25	Bright Market	60	Annealed Market	60	Coppered Market	50&10	Tinned Market	50&10	Coppered Spring Steel	40	Barbed Fence, Galvanized	3 30	Barbed Fence, Painted	3 00	Bright	80	Screw Eyes	80	Hooks	80	Gate Hooks and Eyes	80	Baxter's Adjustable, Nickled	30	Coe's Genuine	30	Coe's Patent Agricultural, IWrought.	70&10

Clerks' Corner.

Pilfering Clerk Profited by One Bitter Experience.

Written for the Tradesman.

George Foster had risen step by step from the position of under salesman to that of manager in Dun & Dailey's department store. Without any sign of swelledheadism he had entered upon his new duties.

There were not wanting those who envied him his good luck, nor yet those who were willing to predict that, as a manager, he would prove a failure. Foster no doubt heard of many of these remarks, but in his quiet, self-possessed way took no notice of them. While filling his place as a salesman behind the counter he had always been pleasant and agreeable but never intimate with his fellows. He had never taken any part in the little social events gotten up by his fellow clerks, nor in any way had he ever identified himself with them except during business hours. This had often been commented upon by the other clerks, both male and female, and they had almost without exception dubbed him a snob. Foster was not the sort of fellow to be at all disturbed by this opinion and made no effort whatever to change it.

As a young man of 22 he had come to the town a total stranger and had entered Dun & Dailey's employ as under salesman in the domestic department. After five years in the establishment he was as much of a stranger to the majority of its employes as when he first entered it. Although to his fellow workmen he was a mystery, the subject of speculation, to his friends, of whom he had many, he was no mystery at all. They honored and respected him for his pluck and perseverance. At the same time they found fault with him for wasting his time, they so expressed it, selling dry goods when he might have been using his ability in some more profitable way. His reply was always "Wait and see." For five years his friends had waited, watching with no little interest his slow but gradual promotion.

I have already stated that Foster had no intimates among the salespeople of Dun & Dailey's; yet there were some in whom he took more or less interest. Among them was a youth who had begun as a cash boy and now was serving as an under salesman in the silk department. Foster's interest in this boy had been aroused because of his evident poverty and, unknown to any one else, he had informed himself regarding the circumstances of the boy's family. He found that the boy was the mainstay of a family of five people. Although at this time his own salary was not large he managed to give the boy an occasional pair of shoes and every two months he sent a load of coal to the humble cottage where lived the widowed mother and her helpless little flock. It is still a matter of wonder to the boy and his mother as to who sent the shoes and the coal. This was Foster's way.

When he first came to the city Foster had taken rooms in the same house where I resided and in this way I became acquainted with him and finally we grew to regard each other as friends. I visited him more than he did me because his rooms were the acme of bachelor elegance and comfort.

It was on a certain stormy January night that I entered Foster's cosy sitting room in response to his "Come in," and found him standing with his back

to the cheerful grate and wearing a look upon his face that made me ask at once what the trouble was. "I wish," he said, "that I held almost any other position than my present one. Three months ago when I received this promotion I did not think for a moment that I should ever have anything so difficult to do as that which at this very moment confronts me. Pull your chair up to the fire and I'll tell you all about it.—You remember I told you once about a young chap who works in our place who is the mainstay of a family of five? Well, shortly after I was made manager I raised his salary from seven to nine dollars a week. I knew the struggle the poor devil was having to keep his head above water and knew that the increase would lighten his burden. It seemed to do so, for I noticed that he began wearing better clothes than formerly, and I felt glad. The burden that boy has borne since he was 14 has been no light one, I can tell you. Many a man with an income of sixty a month would hesitate to assume it, I'm sure. But to go on with my story: This afternoon a police officer called at the store and requested me to go to police headquarters and identify some goods. I did so and found that a receiver of stolen goods had been arrested and that among the goods in her possession were about two hundred dollars' worth of our silks. The woman under arrest declared that she purchased them without knowing they were stolen. She gave such an accurate description of the person who sold them to her that I at once recognized my young protegee. I returned to the store just as the closing bell rang and, without attracting attention, told the young man that I wished to see him before he went home. He already had his hat and overcoat on and, as soon as the other salespeople had gone, we left the store together and went directly to police headquarters. When confronted by the receiver of stolen goods he turned the color of ashes. She identified him at once and he broke down completely and made a full confession. I have never before seen anything so pitiful as this youth as he pleaded with me to shield him. I could not decide at the time just what I ought to do and so sent him home until I should have a chance to think it over. Knowing his circumstances as I do, it seems almost a crime to discharge him, and yet my employers' interests have also to be considered. If he should go altogether to the bad I could never forgive myself, and besides I can not bear to think of his mother's grief if her boy's dishonesty were made known to her. It would be a humane thing to give the boy another trial, but do you think it would be wise?"

"Foster," I replied, "I appreciate your position fully, yet I would be inclined to lean toward the humane side of the question. If the boy is turned out with a stain of this sort on him he will, no doubt, go from bad to worse and finally end in the penitentiary. I would say that this boy's life for the here and the hereafter was worth more than the risk which your employers will run if you give him another chance."

"That's just how I feel," exclaimed Foster, "and, by Jove! I'll shoulder the responsibility. The youngster shall have a chance to redeem himself. It may be the making of him."

It was. To-day Foster is junior partner in the firm of Dun & Co. and the young man he saved is the trusted head buyer in the silk department.

Mac Allan.

South Carolina Tea Doing Well.

From the Atlanta Journal.

It has been demonstrated that good tea, both green and black, can be raised in South Carolina, and that when properly planted and cultivated it may be made a profitable crop. Dr. Shepard sold \$3,500 worth of tea from his farm at Pinchurst Gardens, S. C., in 1899, and for some he received \$1 a pound.

Dr. Shepard gives it as his opinion, based on experience, that good tea can be grown in his section of South Carolina for 15 cents a pound, and that such tea will bring from 30 cents to 50 cents a pound on the market. He says an acre in tea properly attended to will bring 400 pounds. The entire expense of the crop will not be over \$60 at the outside, leaving a profit of from \$60 to over \$100 an acre.

Mystified by an Arrival.

From the London King.

As a portly city merchant hurriedly took a seat in his office, he wiped the perspiration from his brow. The cares and worries of his business were beginning to tell on him; for some weeks one of his vessels had been missing, and it was the uncertainty of its whereabouts that was now bothering him.

"Come in," he said, as a knock sounded at the door.

"Please, sir," said his clerk, entering excitedly, "the Mayflower is in jeopardy."

"Thank goodness!" cried the merchant, heaving a sigh of satisfaction. "But where," he added, jumping up, "is Jeopardy? Find it on the map quickly. Jeopardy, Jeopardy, where is it?"

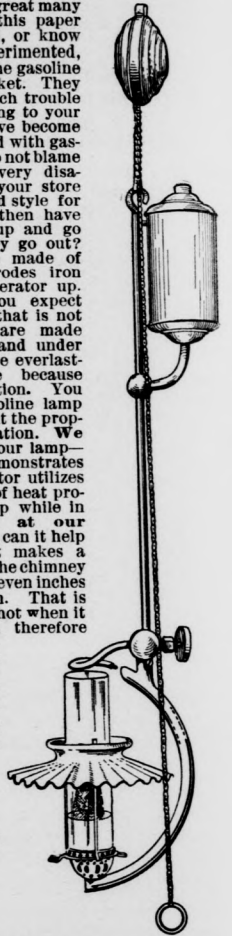
The Key Which Unlocks Hearts.

Bass—I got some eggs of Mrs. Fowler for 15 cents a dozen. I praised her baby, you know.

Fogg—That's nothing. I bought some of Fowler himself for 12 cents. I spoke in admiration of his dog.

"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 do that? 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.

Well Packed Soon Sold

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

Diamond Crystal Salt

"THE SALT THAT'S ALL SALT"

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

Diamond Crystal Salt Co.

St. Clair, Michigan

Window Dressing

Trims Appropriate for February and St. Valentine's Day.

The month of February, coming as it does between the time of clearing sales and the time for opening lines of spring goods, is a month in which business tends to be a little slow with many dealers, and consequently the windows are neglected in comparison with the periods of fall and spring. Do not make this mistake. Business is to be got at all times of the year by well trimmed windows. Now is the time to test the trade-bringing powers of your windows. Give them as much attention as at any time of the year. Study to put in backgrounds and accessories that shall make them so attractive that your winter goods shall look as inviting as possible. When goods are new and trade is active you may possibly depend upon the windows but little, but when trade is slow try to make them as enticing as possible. There is always a good reason for careful and painstaking window dressing. Perhaps the best one is that now is the time when you need to make use of every device in your power.

The beauty of fine lace drawn smoothly over the surface of a sheet of glass is well known to interior decorators, and is a method that is much employed in draping and screening windows. If a merchant has a large piece of plate or other glass, the fragment perhaps of some window, he might utilize it in his windows as follows: Have the glass cut to a regular edge, whether oval, square, or oblong, and then have a heavy frame made for it into which it can be set, just as a picture is set into its frame. Mount this frame upon supports attached to each of the lower corners. These supports must be heavy enough to hold the frame upright without danger of falling. The surface of the glass can be covered with lace and then set into the frame, where it is secured at the back by metal clips or otherwise. The screen thus made will admit light into the store and can be used as a portion of the background of a trim or as the entire background for a small window. A mirror can be used in the same manner or, by pasting upon one surface of the glass the paper which is sold for the purpose of imitating stained glass effects, a good imitation of a stained glass screen is made. This can be placed in a window in such a way that natural or artificial light shines through it with very pretty effect. By gilding the frame, which can be either beveled or made of plain flat hardwood, a very ornamental screen is made. Instead of using a sheet of plate glass a plain backing of wood could be used, which could from time to time be covered with different colored material.

Very often the window man needs some color medium for use on price cards for the details of window trims. For this purpose water colors are often superior to oil paints, being much more easily used and more readily manipulated than oils. A little talent for drawing simple designs, combined with a little facility in the use of water colors, will enable the trimmer to produce window cards that will be original and attractive. Water colors are cheap and easy to handle and a little experience with them will prove their utility for many window purposes. Some simple geometrical design outlined on a price

card in pencil and then blocked in solidly with one or two colors will be a variation from the monotony of plain cards and can be made very attractive. Price cards can be quickly prepared in different colors by washing them over with water colors to harmonize with the different colored backgrounds employed.

St. Valentine's Day, so named from one of the early Christian martyrs, was for centuries marked by very curious customs, of which the modern practice of sending valentines is only a late one. Before the Christian era it was the custom in Rome for young men and maidens to draw lots from an urn in one of the temples and by the selection of couples thus accomplished many love affairs began which afterwards ended in marriage. The country people of England long believed that St. Valentine's Day was the day on which the birds chose their mates, and that the first man a woman saw on that day was to be her future husband provided that she was then unmarried. The custom of sending valentines is the outgrowth of these beliefs, centuries old, that date back to the earliest times of antiquity. Of course the bleeding heart pierced by Cupid's shaft is the affecting and significant emblem for St. Valentine's Day. One scheme for a window would be to trim the background with red and white bunting with a large red heart pierced with a golden arrow attached to the background, its edges surrounded by tinsel or puffing. The heart, or two hearts, pierced by an arrow, could be cut from cardboard with the arrow attached and both could afterward be colored with red paint and gilding. A number of smaller hearts also cut from pasteboard could be used for the corners of the window or for a continuous border about the background. At each side of the central heart might be tacked a fan shaped bunch of playing cards (all the hearts, taken from several packs) with the legend "hearts are trumps" prominently displayed. Or instead of the cards, four hearts strung on a golden arrow might be displayed at each side of the central heart or pair of hearts. Another idea would be to hang from the roof of the window a large number of winged hearts, each of which would have attached to it by mucilage (which is a sort of emblem of affection) the end of a fine strip of baby ribbon in red or white, the ends of all the ribbons being held in the hand of a boy figure, robed in a loose white garment and holding a gilded bow in his hand, representing Cupid, the god of love. The figure might be mounted in a chariot on a raised pedestal at one side of the window. The chariot could be made of a small cart gilded and covered with blue bunting with hearts tacked over it. It might be advisable to introduce birds into the trim by placing them in pairs on the boughs of one or two small trees near Cupid. For Cupid a small plaster cast or the dummy of a boy draped in white cheese cloth might be used. We once saw a clothing trim where comic valentines were introduced into an otherwise plain trim by simply pasting them on the background of the window and carelessly scattering them about the window. If one had any ability as a draughtsman or a rhymester he might sketch on paper some caricatures of the comic valentine order and display them in his window with rhymes attached, which should drolly set forth the various advantages of his clothing or furnishing goods.—Apparel Gazette.

Slim Picking for the Creditors.

From the Big Rapids Herald.
C. C. Fuller has disposed of the Terry Laughlin grocery stock turned over to him in trust for creditors to J. K. Sharpe & Co. and sent out a report to creditors, showing receipts and expenditures. He says prior to accepting the trust Mr. Laughlin estimated his liabilities at from \$700 to \$800 and stock worth from \$2,000 to \$3,000. He found the debts to be about \$2,500 and the assets about \$850. When he came to pay taxes and expense of trust, together about \$120, and deduct \$250 exemptions, he had cash on hand only \$360. Of this amount \$240 had to be paid to his clients, leaving in his hands only about \$120 all told to settle the balance with, and the first Big Rapids creditor's claim is \$248; Mr. Fuller says, therefore, it is a clean loss—creditors representing at least \$2,150 will not get a nickel.

Twenty Millions in Gold From Alaska.

Five millions of this came from the Nome district. Government officials estimate the output from the Nome district will be doubled the coming season. The Bluestone, Kougarak and Pilgrim Rivers have been found very rich. There is hardly a creek from Port Clarence to Norton Sound in which the precious metal is not found, and hundreds of creeks unprospected. A rich strike has been made on the Yellow River, a tributary of the Kuskokwim. For full information regarding routes, steamship accommodations and rates to all points in Alaska, address C. N. Souther, General Agent, Passenger Department, C. M. & St. P. R'y, 95 Adams Street, Chicago.

Answered Her Literally.

Shopper—No, I don't care to see any sealskin. There's a nice-looking collar-ette over there. What is that fur?
Clerk—Why, that's for to keep your neck warm, of course.

The people who are always short never get along.

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

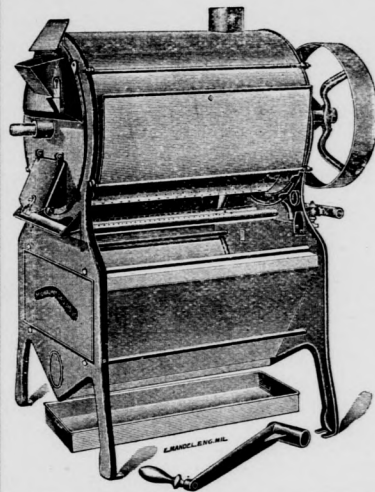
F. A. FLESCH,
manager grocery store
outfitting department.

**Borden &
Selleck Co.,**

Chicago, Ill.

Correspondence for partial or complete outfits solicited.

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.

USE THE CELEBRATED

Sweet Loma

FINE CUT TOBACCO.

NEW SCOTTEN TOBACCO CO. (Against the Trust.)

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

Woman's World

Women Who Are Smart Without Having Sense.

Among the most valued of my friends is an old woman, whose head is whitened by the snows of many winters and whose bright, piercing eyes have looked on many sides of life. She can neither read nor write, but she possesses the happy gift of epigram—of being able to hit off a truth, in a single blow, white-hot, on the tongue of speech. Her occupation just now is in caring for a bright and interesting little girl, of whose perfections she is never weary of discoursing, and she invariably winds up her panegyric by saying: "I tell you, that child is smart, and she's got sense with it."

To me that seems the most discriminating criticism that I have ever heard offered on a human being. Moreover, it is the thing that comes nearest to explaining the myriads of failures in life. The world gave up long ago trying to guess the hopeless conundrum of why mediocrity passed genius so often in the race for fame; why so much talent that ought to have achieved great things went to waste and did nothing; what became of the infant phenomenons, that we never heard of after they grew up; why so many good people were unappreciated, and why so many causes that ought to have succeeded failed. The answer is simple enough: It is just because there are so many people who are smart without having sense with it or have sense without brightness to lighten it. When they have both they have the combination that spells success every time.

This applies to men as well as to women, but it is peculiarly true of women, for it must be admitted that, as a rule, we run to specialities. We excel in some one particular good quality, and are loaded down to the guards with that, but we don't often carry a cargo of assorted virtues. Women's training has been along narrow lines and we can not be expected to break away from it all at once. We have not yet had time, as a sex, to develop a well-balanced, good, all-around character, and it is not surprising that we should still present occasionally a queer, lopsided, feminine temperament that is all heart or all head and only sensible in spots.

A thousand examples of this will rush to everybody's remembrance. We all know, for instance, the woman who is smart, without having sense with it, with whom friendship is one long series of disastrous experiments. She has all the qualities that attract us most—magnificence, intelligence, brightness, cultivation, and association with her would be so delightful if only she had a grain of that common sense, the lacking of which converts friendship from a thing of peace and rest into a howling wilderness that the boldest does well to flee. You are never safe with her. She takes offense where none is meant. She is always on the lookout for slights. She behaves with feelings as a porcupine does with quills and it is impossible to get within speaking distance of her without having her. No matter how small your dining room or what the circumstances, you dare not entertain anybody without inviting her. She gets busy if you don't patronize her dresses and dressmaker, and it is a moral imperative if you refuse to take up her bids and prejudices and quarrels. It is observable that the women who are smart

loved are what is called commonplace. This is always set down to feminine jealousy, but it is a mistake. It is simply self-preservation. When it comes down to real friendship, we want the solid, substantial good sense on which we can rely, even if it isn't particularly exciting. The meteoric brilliancy that is liable to go off at any sort of a tangent is diverting, but it isn't a thing that is safe to tie to.

As a wife the woman who is smart without having sense with it is a Mrs. Jellyby, who goes off after causes and leaves her own affairs to run themselves. She wants to reform the world, but she doesn't undertake to reform the abuses in her own kitchen. She belongs to university extension courses and gives money to advance the cause of higher education, but she doesn't see that her own little Johnny learns his lessons. She theorizes on the influence of the home and makes her own home so uncomfortable that her husband takes refuge from it in his club or the corner saloon. She believes in woman's mission to uplift the world, but she goes through life without ever finding out that she is a living refutation of the gospel she is preaching, and that in every single case woman's influence has got to be an individual lever with which she pries up the individual spot on which she is standing. No woman who doesn't have sense enough to manage her own home successfully will ever convince anybody by brilliant talking that she is capable of managing affairs of state.

It is, likewise, the lack of sense, not of ability, that is at the bottom of the failures so many working women make. They are intelligent and industrious and they ought to succeed, if only they would use some reason and judgment in the way of managing their affairs and getting along with other people. Sometimes they refuse to see that business must be done on business lines and in a business way. Sometimes it is just merely lack of tact. They step on other people's toes and blunder against everybody's prejudices. They offend customers, and irritate their superiors, and then they wonder that their services are not in demand. The most competent stenographer I know can never keep a place. She is splendidly edu-

cated and an expert in her business, but she is one of those unfortunate people who always know everything and argue everything to a finish. She never stops until she has silenced her employer—and lost her situation. Talent is good and smartness is not to be despised, but when it comes to making one's way in the world there's nothing like a liberal endowment of good, hard horse sense that keeps one's eyes from being blinded by prejudice and one's reason from being swamped by anger and prevents one from throwing away in a moment of pique the opportunity they would give their lives almost to recall. Across the broken door of many a man and woman of genius might be written the fatal legend: "Failed through lack of sense."

Among the most aggravating of the women with smartness without sense are those we have tried to help and failed. I have known a young girl, in dire need of money, but with a talent for making clever little sketches that would have made her independent. A friend, at infinite trouble, got her an order from a swell caterer for dinner cards that might have been the beginning of an artistic career and would at least have kept the wolf from the door, but the young woman turned up her nose at the very suggestion as if she had been a Rockefeller and a Michael Angelo rolled into one. I have seen a little dressmaker, with the fingers of an artist, starving along, unknown and unpatronized. A good samaritan of a woman induced Mrs. Croesus, whose work alone meant a fortune almost, to try her, but little Mlle. Modiste disappointed her the very first time—and lost her opportunity. I have known a needy gentlewoman, for whom a dozen people moved heaven and earth almost to get a situation, and when she got it she took it with such a high and mighty air and discoursed so continually of her former splendor and patronized her employer until she got so unendurable he had to discharge her.

Everybody has had experiences of like character and knows that the most impossible and hopeless and heart-breaking thing in the world is the attempt to try to help smart women who have no sense to help themselves. They may be as poor as poverty, with desper-

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.

GOLD MEDAL, PARIS, 1900

Walter Baker & Co. Ltd.

PURE, HIGH-GRADE

COCOAS AND CHOCOLATES

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

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



TRADE-MARK.

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

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

WALTER BAKER & CO. Limited, DORCHESTER, MASS.

Established 1750.

They all say

"It's as good as Sapolio," when they try to sell you their experiments. Your own good sense will tell you that they are only trying to get you to aid their new article. : : : : : : : : : :

Who urges you to keep Sapolio? Is it not the public? The manufacturers, by constant and judicious advertising, bring customers to your stores whose very presence creates a demand for other articles.

ate need, and have every element for success in their hands and then deliberately throw it away. You can only look on and pity them. You can't do anything. You can't even protect them, because nothing short of inspired idiocy can tell what they are going to do next.

It is the smart women without sense, in public affairs, that are the bane and the despair of the woman movement. They are the ones who cast ridicule on a noble cause and make it the laughing stock and derision of the world. A thousand women sane and sweet and seeking to win people from drunkenness by argument and persuasion can not offset the harm a wild fanatic like Mrs. Nation does the temperance cause in her hoodlum pastime of smashing saloons with a hatchet. It is not dull women who mother all sorts of wild schemes in clubs and stand for any sort of crazy reform or run off after any kind of a new religion. It isn't your commonplace woman who doesn't read and doesn't think who sends flowers to wife murderers and whose hysterical sympathy is always on tap and ready to be utilized by any fakir that comes along and wants to work her for his own selfish ends. It is the smart woman—alas! that one should have to say it—the woman of intelligence, of education, of reading, but whose brilliancy is not balanced by good sense. There is no lack of talent among women. You couldn't throw a bouquet into any woman's clubs without hitting a dozen whose attainments and abilities are equal to those of the most intelligent men in the community, but there is a doleful dearth of women who can see right straight and judge a question on its merits without any reference to its appeal to their sentiments.

The ideal woman is the one who combines cleverness and judgment. She has the wit to charm us, the intelligence to attract, the cultivation that makes her society a delight, but underneath it is the good hard bedrock of common sense that directs all her acts and makes them sweet and reasonable. That is the woman the new century will bring us—the woman who is smart and has sense with it. Dorothy Dix.

Costly Arithmetic.

A school teacher in Sheffield received the following from a complaining parent a few days ago:

"Sir—Will you please for the future give my boy sum easier comes to do at nights. This is what he brought hoam to or three nites back: 'If fore gallins of bere will fill thirty-to pint bottles, how meny pint and half bottle will nine gallins fill?' Well, we tried, and could make nothing of it at all; and my boy cried and sed he didn't dare go back in the morning without doin' it.

"So I had to go an' buy a nine-gallin cask of bere, which I could ill afford to do, and then we went and borrowed a lot of wine and brandy bottles, besides a few we had by us. Well, we emptied the cask into the bottles and then counted them, and there were 19, and my boy put the number down for an answer.

"I don't know whether it is rite or not, as we spilt sum while doin' it.

"P. S.—Please let the next some be in water, as I'm not able to buy any more bere."

Should Have Thought Before Acting.

Teddy—I wish I hadn't licked Jimmy Brown this morning.

Mamma—You see now how wrong it was, don't you, dear?

Teddy—Yes, 'cause I didn't know till noon that he was going to give a party.

Success is not an accident—it's always incubation before chickens.

How to Acquire the Art of Happiness.

One of the most pathetic things in life is the frantic human desire for happiness, and yet the easiness with which we acquiesce in melancholy. We are like a blind man who starts out hunting, he knows not for what treasure, going he knows not whither and, after blunderingly following a false clew, folds his hands and gives up the quest. This is particularly true of women, except that women seldom have the courage of their desires and do not even attempt to search for happiness. When one is happy she has been born happy or had happiness thrust upon her. She rarely achieves happiness for herself.

It must be confessed that women generally look upon happiness pretty much as they do a lottery ticket. It is big luck if things come your way and you draw the prize, but you deserve no credit for winning or blame for losing. It doesn't occur to them that there is an art of being happy that they might learn just as they learned to play the piano or paint in water colors. Perhaps woman has been confirmed in this attitude by the opinion of the rest of the world that has always allotted her the shadows instead of the sunshine. Poetry and romance are full of women's tears, and so entirely has the whole sex been doomed to melancholy that we have come to look upon a gay woman—one who laughs instead of smiles—with a certain degree of suspicion.

This is all great nonsense. There is no virtue in a person going about in the doleful dumps all the time, and the most hopeful and inspiring work the new woman can set herself is to study the art of being happy. We have been finding out in the last few years that women have given in to many things, believing them to be the immutable decrees of fate, that were the result of nothing but their own stupidity, and that all that was needed to change them was a slight effort.

There was a time when we reconciled ourselves to sickness as a mysterious dispensation of Providence. Now we know that it is generally bad plumbing and unboiled water and a lack of knowledge of the laws of health and there's not one sickly woman where there used to be a dozen. So it was with poverty. When a woman was left without money she tamely gave in and settled down on some of her relatives to eat the bitter bread of dependence the balance of her life. Now she hustles out and makes a living for herself, and in many cases her last estate is more prosperous than her first.

Men display far more sense on this subject than women do. If a man let his clerks' shortcomings and mistakes worry him as much as a woman lets her servants', he would be in hands of a doctor with nervous prostration half the time. If he borrowed as much trouble about the outcome of every business venture as his wife does over the way a company dinner will turn out, he would be a raving lunatic inside of a week, and if he had the same amount of apprehension as to whether he could meet every note in the bank as she feels as to whether the baby will get the measles, he would end his troubles by committing suicide.

Even in the great sorrows that tear a man's heart as much as they do a woman's he shows his greater wisdom. He goes out among his fellows where there is something to distract his mind from the dull ache of loss. She stays at home, shrouds herself in crepe and broods.

Happily for us all, a better understanding of these matters is coming to us, and it may be that the next great discovery women make will be that there is no use in giving in to melancholy without at least making a fight for happiness. Cora Stowell.

Encourage Thought.

Encourage your employes to think. Make them responsible for what they do, and let them feel that they have scope for thought in the performance of their duties. There are some employes who effectually kill any chance of independent thought and action on the part of their employes. They insist on giving their instructions in every detail, and follow this with such frequent enquiries as to whether this or that has been done that the employe quits thinking for himself and becomes a mere machine that stops or goes ahead at the beck of the man who pays his salary. Give your clerks a chance to think for themselves. You will be surprised at the improvement on your own plans they will develop, and more than all, you will be gratified at their increased interest in your business. If a young man or a young woman has not brains enough to be left largely alone when given a certain position or entrusted with certain duties, you are better without them. Get help who think, and see to it that you do not hamper thought with your own leading strings.

The Intelligent Office Boy.

The office boy was alone in the telegraph room.

Suddenly one of the instruments began to click.

He stood it a minute or two, and then went over to the corner whence the noise proceeded.

"Say!" he bawled out, with his mouth close to the instrument, "ring off! Der ain't none o' de telegraft fellers here yit!"

ALABASTINE

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

Plasticon

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

N. P. Brand of Stucco

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

Bug Finish


The effective Potato Bug Exterminator.

Land Plaster

Finely ground and of superior quality.

For lowest prices address

Alabastine Company,
Plaster Sales Department
Grand Rapids, Mich.



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.

Butter and Eggs

Observations by a Gotham Egg Man.

The egg market continues to bob up and down in a most erratic manner, but these fluctuations are entirely natural to the season. Speculation as to the possibilities and probabilities of the future is interesting and provokes considerable discussion in the egg stores. Bets among the more sportive element are frequent and indulged in by many, the stakes ranging from a "big apple" or a "cigar" to small sums of money. Some of the "boys" have a new way of making small bets; it is to buy or sell five cases for future delivery and settle according to the changes in the market. I heard of one such betting sale (made in December before the market broke) that amounted to a nine dollar bill for the loser.

Of course as the winter advances without bringing any very serious storms in the principal winter producing sections the chances of a dearth of eggs grow constantly less. We have had two months in which conditions were generally favorable to egg production and although a good deal of stock has been marketed it is probable that a good many eggs have accumulated in some sections between the producers and the shippers. Collectors in the Southwest put their prices down pretty promptly this year, so as to be on the safe side, and the rates paid to country storekeepers and farmers have seemed pretty low for January. Very likely they have held back a good deal of stock which would be brought forward should conditions induce any material advance in country prices, or when a further advance in the season with continued good production might reduce the chances of gain by holding.

Consumptive demand for eggs in this vicinity seems to increase slower than was generally anticipated. Here and there a dealer reports a considerable enlargement of sales, but as a rule those who sell direct to grocers report that retail prices have not been reduced to correspond with wholesale rates and that the quantity of eggs moving is still very moderate. The retail dealer does not approve of putting prices down and up according to momentary conditions; he is inclined to think low wholesale prices in winter are not likely to be permanent and as a rule he will not put prices down very much until he thinks they can be kept down for good.

W. A. Gude, of Gude Bros., brought to our office one day last week a curiosity in the egg line, the like of which we had never before seen. In taking out a case of eggs purchased on the market his candler had found an unusual number of dirty eggs; these were strictly fresh, showing perfectly full and clear before the candle and, under ordinary circumstances, would have gone to bakers' trade. But one of these stained eggs, being accidentally broken, emitted such a smell as to cause closer examination, upon which it appeared that the eggs had been wet with some kind of liquid that not only stained the shells but saturated the meat of the egg with a pungent odor of chemicals. Mr. Gude brought some of the eggs to the Review office as a novelty. No smell could be detected on the outside of the eggs in spite of the stains on the shell, but when broken they gave a strong odor of camphor. We suggested that Mr. Gude

put out a shingle advertising camphorated eggs and sell them as sure cure for grip. It looked very much as if some one had spilled a bottle of medicine over the eggs. Of course this is only a case of queer accident, but it might have resulted in serious loss. If these eggs had gone to the baker as ordinary fresh dirties there was nothing about them to show their defect before they had been broken out, and if put in a big batch of cake or pastry the whole would have been ruined and somebody would have been compelled to stand a good-sized loss. The item is also interesting as showing how an egg will absorb and retain a pungent odor to which it is exposed even after the smell has entirely disappeared from the outside.—N. Y. Produce Review.

Much Goat Flesh Sold as Mutton.

During the past year or two the demand for the flesh of goats has greatly increased in this country. Goat breeders have formed associations, and at every opportunity have given to the public the information that the meat of an Angora goat is the finest kind of food. The Department of Agriculture has, up to this time, quietly kept an eye on the progress of the goat meat industry, has noted the increase in the demand, and very recently has issued a bulletin by George Fayette Thompson, entitled "Information Concerning the Angora Goat." Much of the information is given to the value of the fleece of that breed of goats, but the main object is, no doubt, to encourage the raising of goats for food purposes, as will be seen by the extracts from it which we print.

There is a deep-seated prejudice against the use of goats of any kind for meat. This is founded upon ignorance rather than experience. The most ill-smelling "billy" of the worst possible type is by many made the standard of goat meat for the whole of the goat family. As far back as Abraham's day we read of goats being used for meat (very likely Angoras), and this, too, when there were many cattle and sheep. Certainly no prejudice existed against them at that time. There is not much to be said about the meat of the common goat. It is not so generally used as that of the Angoras. The flesh of their kids is considered very fine, and in some sections of the country goats of all ages are killed for meat. There are comparatively few common goats in the United States, and no attempt is being made to put them on the market.

The flesh of the Angora is exceedingly nutritious and palatable. Shropshire lambs, which are considered as among the best kinds of meat, are said not to be superior to a well-fed and well-cooked kid. In the Southwest these animals are as readily sold for meat as sheep, and the market has never been overstocked. A gentleman in Texas found a ready market for his canned Angora mutton, but was compelled to close his cannery because the supply of goats was not nearly sufficient to supply the demand. In the Northwest the principal use of the Angora is for clearing bushy land, and consequently they are not so extensively used as food. However, in nearly every locality there, some have been killed for mutton, and there has never been a derogatory statement concerning its quality, so far as Mr. Thompson is able to learn. In Cape Colony it is said that the old does are slaughtered to furnish meat for farm

hands, and young wethers are sold to butchers in the town. In California many miners purchase Angora wethers in preference to sheep wethers for salting down for winter use, because, as they state, the Angora contains less fat, is more easily kept, and is just as palatable.

We learn from the bulletin that, in order to test the qualities of Angora and sheep mutton, it was planned that a dinner be prepared with the two kinds of meat, and that the guests were not to be informed as to which was sheep and which was goat, but they were to decide upon the merits of the dishes. Twelve disinterested men were invited to partake of the dinner and express their opinions of the various dishes they had eaten. Four decided in favor of the sheep's and eight in favor of the goat's flesh, and since that breeders in the locality where the dinner was served have no difficulty in selling their goats to the neighboring butchers for the same price paid for the best mutton.

Getting into debt is like getting into a mudhole—in scraping off the dirt you generally spoil the boots.

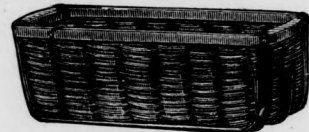
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LILY WHITE

"The flour the best cooks use"

VALLEY CITY MILLING CO.,
GRAND RAPIDS, MICH.

Balloou Baskets Are Best



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

We make all kinds.

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

Send for catalogue.

BALLOU BASKET WORKS, Belding, Mich.

We Are Direct Carload Receivers

of California and Florida ORANGES and jobbers of the best of everything in seasonable fruits, nuts, figs, dates, etc., for holiday trade. Your mail orders will receive careful attention. Wanted—Beans, Onions, Apples, Potatoes, Honey. Write us what you have to offer.

Vinkemulder Company,

14 Ottawa St., Grand Rapids, Mich.

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

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.

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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.

The New York Market

Special Features of the Grocery and Produce Trades.

Special Correspondence.

New York, Feb. 8.—Coffee has advanced. This is important if true. The remark applies to what is known as the "speculative market." Just why seems to be hard to tell except from the speculators' standpoint. Supplies at primary points continue large and, so far as the statistical position goes, there seems no earthly use of claiming any advance. At the close Rio No. 7 is worth 7½¢. In store and afloat the amount aggregates 931,637 bags, against 1,272,918 bags at the same time last year. As to the actual market conditions for real coffee the demand is rather light. Mild grades are especially dragging and yet matters might be worse. Good Cucuta seems to be firmly established at not less than 9c. East India sorts bring full rates, but the volume of trade is somewhat limited.

The tea market has lately been rather inactive, dealers seeming to be waiting to see what Congress will do with the duty. Meantime prices are very firmly adhered to and, as soon as the tariff question is settled—and it now seems likely that the tea tax will be retained—dealers seem to think there will be decided improvement. They intimate that it is a good time to buy and that it might be well to purchase ahead of current needs.

Jobbers generally report an improvement in the tone of the sugar market. Quite a good many new orders have come to hand. The impression prevails that very soon we shall see some advance and it is perhaps well to "come to town" for sugar now at once. Quotations on hards remain without change, but some "shopping" is going on in softs.

The rice business is of a hand-to-mouth character. This is the rule almost without exception, either from local or out-of-town trade. Prices, however, are pretty well maintained and altogether the sellers seem to think there is no use of making concessions. Prime to choice domestic, 5@5½¢. Foreign sorts are quiet, but selling at full rates.

The spice business is conspicuous by its absence. One may walk up and down the market all day without finding an item or seeing a dealer who seems to care whether school keeps or not. Buyers are not buying, and that's all there is about it. Singapore pepper in an invoice way is quotable at 13¼@13½¢; Zanzibar cloves, 9¼@9½¢.

There has been a fair trade in medium grades of molasses, and in fact the market all around shows some improvement over last week. The exception is in very low grades, which languish. Good to prime centrifugal, 17@26c; open kettle, 32@40c.

Offerings of syrup are light and the market is decidedly firm for the better sorts, which are working out within the range of 20@25c for prime to fancy stock.

There is a good deal of activity personally among the canning fraternity just now in making preparations for the convention at Rochester. A good many leading spirits in the business have been here and, as a rule, they appear to be hopeful for the future. Actual trading at the moment is not of large volume and the quotations, especially of tomatoes, remain disappointingly low. There is hardly anything doing in futures and neither buyer nor seller appears to take any interest in the hereafter. Trouble is anticipated from the pesky pea louse and Wisconsin packers are putting a protective clause in their contracts.

Dried fruits are quiet. No sales of

large quantities are being made and altogether the outlook is flat, stale and unprofitable. The only exception is a slightly improved enquiry for California loose raisins.

The dulness for dried fruits is shared by the market for fresh fruits. Lemons and oranges are moving in just an every-day sort of way and no changes in quotations have developed. Florida oranges range from \$2.50@3.50 per box. The bean market drags. Choice marrows are held at \$2.50; medium, \$2.25; pea, \$2.27½.

The butter market is steady, but quotations are practically the same as last week. The supply of fancy creamery is not large and yet there seems to be enough to go around. The rate of 22c for top grades is well established. Seconds to firsts, 18@21c; factory, 14¼@14½c; imitation creamery, 17@17½c.

There is an average movement in cheese and dealers seem to be quite well pleased with the outlook. Quite a volume of trading has been done by exporters and the market will be fairly well-conditioned by the time new stock arrives.

Arrivals of eggs have been somewhat larger, but the demand has also improved and the week closes on a market in good shape. Best Western, 20@21c.

The Big Butcher Passing Away.

From the Butchers' Advocate.

"Twenty years ago," said the observing man, "butchers were invariably persons of great size. They were tall and well-proportioned. It was common, in describing a person of magnificent physique, or of superior health, to say he was as big as a butcher, or as robust as a butcher. At that time I was in the business of making butcher blocks, as I am now, and blocks were made of a uniform height. There was no question about what height they were to be made—all butchers were big men, and they wanted high blocks. Now, however, it is not well to fill an order without enquiring about the size they are to be made. The big butcher is growing to be a thing of the past, and the medium-sized or under-sized man is rapidly taking his place. Very often I receive orders for low blocks, and I seldom proceed to make a block for a man I do not know until I have had a look at him, for it is a hard job to put new legs in a block. How do I account for it? Well, you see, some years ago the butcher was a butcher in the full sense of the word. He did his own killing, and whether or not a man needed to be big and strong to do that sort of work, such was the impression, and the little fellows kept out of the business. Now, I'll venture to say, there isn't a retail butcher in all of Greater New York who actually does his own killing. There are a few who buy cattle and have the animals killed for them, but they do not take any part in the work. It is no longer necessary to possess strength—if it ever was—to be a successful butcher—or more accurately speaking, a meat market proprietor. There is no need for strength; he has only to go to the wholesale house, pick out what he wants, have it loaded on his wagon, and cut it up when he gets it to his shop. The big, jolly, powerful butcher is certainly passing away, and the growing demand for low blocks is evidence of it."

Want to Stop Sunday Slaughtering.

The police of Boston, Mass., are conducting a warfare upon all kinds of Sunday labor which they consider unnecessary. As a result they have notified the proprietors of slaughter-houses at Brighton that Sunday slaughtering must cease. When it is fully explained to the police that such work is necessary, it is believed they will pull back the order.

The Butcher and Grocer.

From the Retail Butchers' Review.

There is no class of business men more deserving of consideration at the hands of the state legislature than butchers and grocers. They are the poor man's purveyors in time of plenty and his creditors during hard times. Every locality has its improvident people and its dishonest ones. When heads of families are out of work, and the savings of the past month are all needed to buy the winter's coal, the grocer and butcher wait for their pay. They extend credit as far as discretion will warrant and then attempt to cut off the drain upon their resources, but a pathetic, hard-luck story and a few tears will usually reopen the credit, and the unfortunate families of the neighborhood practically live off these two dealers during the dull season and in times of sickness.

When employment is obtainable, to the honor of the workingman, most of the debtors begin paying up their bills. Many, however, are disposed to forget their obligations and to reward their benefactors with promises that are not made to be kept, or with insolent refusals to pay. It is this class that makes the lot of the butcher and grocer hard to endure.

Gloomy Outlook for the Country Merchant.

Elmdale, Feb. 6.—A word in regard to rural free delivery and the disasters that will follow. Take rural free delivery and peddlers and catalogue houses and express companies and there will be little left for the merchants in the small towns. I was talking with an express man to-day and he said that they were sending out men soliciting consignments of butter and eggs and farm produce wherever rural delivery has been established and selling the same for them and buying whatever they wish and sending it to them. If such business is allowed to go on, it will drive every merchant out of business in the small towns. L. E. Lott.

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.



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.

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.

Village Improvement

Public Advertising Versus the Village Improvement Society.

The tragedy was one of Shakespeare's best. It was played by the country's best talent. The theater was the finest in the city and the performance was the natural topic at the next morning's breakfast table. Commendation fell from every tongue except one. The play was fine and handsomely staged. There was not a single stick among the players. The orchestra was up-to-date and furnished good music, but "the whole play was spoiled for me by the advertisements on the drop curtain. I can not reconcile Tannhaeuser with Quaker oats; Il Trovatore does not reach the pathetic with me while I am compelled to read where the best chewing gum can be obtained, and Chopin, be he rendered never so divinely, can never appeal to the divine in me so long as I am contemplating the virtues of Popular Plug. That first fifteen minutes with one of these would spoil the play. The three, with the fall of the drop curtain as a reminder 'lest we forget,' will keep me away from that theater until I learn that the offensive advertisements have been removed."

The young lady may be over sensitive, but she states fairly an opinion which is shared by a large circle of sympathizers throughout the country and one that is by no means confined to the limited enclosure of a theater and its drop curtain. The advertising enormity is widespread. Wherever there is a line of travel, along that line near and afar the fences, the trees, the everlasting rocks, the barns, the sheds—the everything that can retain paint tells its omnipresent story in letters so large that all who run and ride must read. Not a river bends in beauty that is not marred by the legend of the all-healing drug. High into the clouds the mountains may lift their huge heads, and their huger shoulders hooded and mantled in snow, but the sunset playing with their opal splendors plays also with the gigantic fact that somebody's "Bitters" is the world's cure-all. Niagara in mist and rainbow chants her everlasting hymn with the resounding rocks and the traveler, with the grandest idea of the sublime he has ever known, patiently tries to reconcile the sublimity before him with the fact—also before him—that "children cry" for soothing syrup that may be obtained everywhere for 25c. The trustees of public parks and gardens are everywhere trying to secure the passage of bills by legislature to limit and regulate the erection of advertising billboards within a specified distance of parks and parkways, but without success, and much of the effect of the influence of the trustees is counteracted, if not wholly lost, by tradesmen, who have no right to force their wares before the eyes of the public at every turn. The parlor is no place to advertise a man's business and he who devotes the best room in the house to that purpose belongs to the same reprehensible class that debases the landscape for the sake of gain. The only appropriate place for the advertisement is the newspaper, and the Improvement Society in town and country will find in the periodical world its strongest ally in the inculcating of that idea.

Whether the Village Society is equal to a crusade against its strong antagonist remains to be seen. At a time

when art had no recognized claim, and certainly no admission, into the country school, advertising, especially the pictorial, was looked upon with favor. Rude as were the cuts, gorgeously unreal as were the colors, they still conveyed to the country eye better instances of form and outline and perspective than the more ambitious pictures which too often are found on the home walls. Without pushing the thought farther than it will bear, there is no question that for a long time the dreadful circus bill, with its altogether too graphic details, taught the only art lessons the country people received. Now, with drawing a part of the daily school program, the decorated barn, the flaming-postered corncrib and the gaudily-papered outbuilding generally are passing into disrepute and the agent whose coming was once welcomed and with whom the farm building was to be had for the asking is now often met with an uncompromising No, or his advertisement, if left at all, has a short lived existence on the modern farm building.

Two ways of fighting the evil have been suggested, one by legislation, the other by ridicule. These are hardly available, however, without the help of the public press. It is suggested, also, to the Improvement Society that the strongest and most efficient agent it can rely on is the proprietor of the village store. That genial circle which gathers nightly around that unfortunate stove still remains the only gathering of the democracy and there, if anywhere, can crush the opinion that a man, simply because he wants to, has a right to disfigure the village, wholly or in part, to save himself the cost of the advertisement which by right belongs to the proprietor of the village paper. It was insisted once, when the attempt was to be made, that the storekeeper thought too much of his trade to antagonize a good customer and that on that account the project would fail. It was, on the contrary, "a roaring success." The storekeeper, however, had nothing to do with it except to strengthen the laugh. How he won to the Society's side the village joker's sarcasm is a matter of private history, but the stingy old justice who for half a dollar had disgraced his barn door by the "loudest" advertisement that the village had ever seen could not stand the gibes and jeers that greeted the "village patron of art" whenever and wherever he appeared. He thought that "a man has a right to do what he will with his own barn door," but at the same time he thought it unadvisable to keep up the astonishing display and removed it. There are a great many Sauls of Tarsus in modern life and they all find it hard to "kick against the pricks." Many of them are brave men, but not one of them has so far been found who can endure the staggering ridicule that overwhelms him from the atmosphere that hovers over the circle centering at the village store.

The contest between the Improvement Society and its advertising enemy may be a long and hotly-contested one, but it is especially true here that "he that endureth to the end" shall succeed. Public opinion in city and country are waking up to the importance of the matter. The city billboard is often the object of the sharpest criticism. It must be clean. It must have some merit. It must have some good reason for being or it is not tolerated. Left to itself the city thought would find its way into the country, but from the country, be it distinctly understood, the hayseed

has departed and wide-gauged intelligence, well-trained at that, has decided to stay on the farm and make it his home. The Improvement Society will count him among its increasing membership. The village will in consequence find itself the center of a larger and a finer landscape picture and when this condition of things is realized, be that landscape large or small, nowhere within its limits will be found a sign or poster to which the Village Improvement Society, the acknowledged arbiter of the neighborhood, can offer the slightest objection.

Low Rates West and Northwest.

On February 12, and on each Tuesday until April 30, the Chicago, Milwaukee & St. Paul Railway will sell one-way second class tickets at the following very low rates:

To Montana points,	\$25.00
To North Pacific Coast points,	30.00
To California,	30.00

These tickets will be good on all trains and purchasers will have choice of six routes and eight trains via St. Paul and two routes and three trains via Missouri River each Tuesday. The route of the Famous Pioneer Limited trains and the U. S. Government Fast Mail trains.

All ticket agents sell tickets via the Chicago, Milwaukee & St. Paul Railway, or for further information address Robert C. Jones, Michigan Passenger Agent, 32 Campus Martius, Detroit, Mich.

Distinction of Wealth.

"Yes, she's a very nice girl."
 "Ah! then she has no money."
 "Why do you infer that?"
 "Because rich girls are always superior or stunning or splendid. They are never simply nice."

If you want business you must climb for it—the plum seldom drops into an open mouth.

Rubber Stamp Signature.

A letter dictated by a person, typewritten at his direction and signed with his name by means of a rubber stamp is held by the Supreme Court of Connecticut to be a writing signed by such person, in the sense of the statute providing that in order for a case to be taken out of the statute of limitations in certain actions, by an acknowledgment or promise, the latter must be in some writing made or signed by the party to be charged thereby. The court said that since typewriting is a substitute for and the equivalent of writing, letters thus written are to be considered as having been done by the party dictating them, and that when a rubber stamp is used for signing they are to be held as having been signed by him, in the absence of any expressed or implied requirement of law that one shall subscribe a writing with his own hand.

The Door Opened Towards Him.

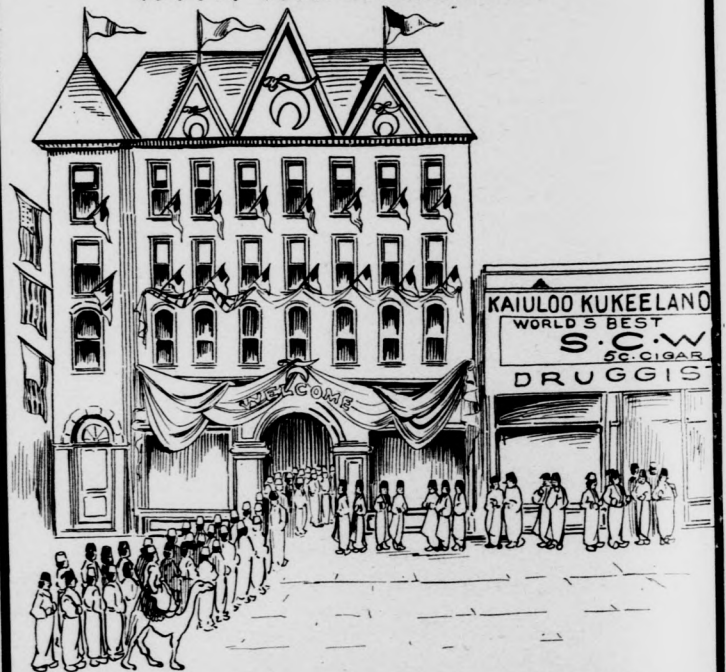
Right side and wrong side lie so close together that the ability to generalize from a single example—Emerson's definition of genius—is sometimes misleading. A New Orleans lawyer who was recently asked to talk to the boys of a business school prefaced his address by a few extempore remarks.

"My young friends," he said, "as I approached the entrance to this room I noticed on the panel of the door a word eminently appropriate to an institution of this kind. It expresses the one thing most useful to the average man when he steps into the arena of life. It was—'Pull!' shouted the boys with a roar of laughter, while the horrified politician recognized that he had taken his text from the wrong side of the door.

The Teller Who Could Not Tell.

"How much money has my husband in the bank?" demanded the woman.
 "I can not tell you, madam," replied the man behind the grating.
 "Why, they told me you were the teller," snapped the woman.

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!

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.

Looking Out for the Other Fellow's Boy.
 Written for the Tradesman.

The man with the grizzly beard seemed to be deeply interested in the game that was going on at one of the corner billiard tables of the Morton House. As it turned out he was watching the players. The better player, a young man still under 30, with that in his face and manner which no right-minded man likes to see, had every indication of coaxing his companion to do something to which he appeared to be decidedly averse. Satisfied that his idea was the right one, Grizzly Beard gave his undivided attention to the younger of the two players. He was a boy that a mother had every reason to be proud of. He might have been something over 22, with a broad-shouldered, full-breasted physique of five feet ten, clad in neatly fitting garments made by a tailor who knows how and was anxious to make a good job of it. The face had not yet lost its boyish roundness. Health had splashed the cheeks with red. A decided black had colored his hair, his eyebrows, his thick, silky moustache and his eyes, that had so far seen only the pleasant things of life and thoroughly enjoyed them. His mouth, that telltale of character, was a pleasant one to look at and the forehead, not too high nor too full, indicated a mastery over the chin, strongly inclined though it was to firmness.

"Let's have a drink. A glass of wine is nothing—you can't expect to be a molly-coddle always. Have a glass and after the game is over we'll light up again and go out and look the town over."

Old Grizzly's eyes began to glare. He leaned forward to see the outcome of that particular shot and to hear the forthcoming reply:

"Where do you want to go?" the tone implying, "I don't know but I will."

"Oh, down street somewhere."

"All right, order your wine. I'll take a drink of sherry."

"That sounds like it! I tell you what," slapping the boy on the back,

"Berry, a man has only one life to live and he can't get any too much out of it at best."

"Berry!" Where had he heard the name? "Berry." Old Grizzly rubbed his glasses and looked long and hard. He knew Tom Berry back there in the long ago. Could it be twenty years ago—long enough anyway for this boy to grow up? The longer he looked the likelier it seemed. He'd make believe and see what came of it and, watching for that occasional glance which a player is sure to give to an interested looker-on, he motioned the young fellow to come to him.

"I noticed your friend called you 'Berry.' You look near enough like a friend I used to know to be his son. His name was Tom, and we used to know each other in Riverdale in Yankelund."

"I wouldn't wonder if it were my father. He used to live at Riverdale or on a farm near there when he was a boy. I often go there now. My grandfather is still living on the old place."

"Then your mother's name was Jane Dudley."

"Yes, it was."

The wine here made its appearance. "Then, my boy, for the sake of Tom Berry and Jane Dudley, I'm going to ask you not to drink that wine. Offer it to me.—Thank you, I don't care if I do.—Now I want you to come to my room after this game is over. I want to talk to you about your father and mother. I happen to have a couple of tickets to Nat Goodwin's 'When we were twenty-one' and you may as well have the benefit of one of them. Say Yes. To be out and out with you, I want to get you away from that fellow over there as soon as possible. I think you understand. My name is Colby. You may have heard your father speak of me."

"Indeed, I have!" They shook hands. "And nothing would please me more than to take in the play. Rager, I have just met this gentleman—Mr. Colby, Mr. Rager; this is a friend of my father's—and we shall have to give up our walk this evening. That shot put you out? All right, good evening.—Now, Mr. Colby, I am at your disposal."

When Mr. Rager put up his cue the exclamation he used began with the fourth letter of the alphabet.

The facts, as they have been so far stated, were related the next day to a fellow gripsacker on the train. He went on with the story:

"It was a risky thing for me to fix that wine as I did, but my mind was made up, for I could easily see that scamp of a Rager was bent on mischief, and I was determined to head him off. I found the boy a happy combination of father and mother and just such a fellow as my Jim. There isn't a bit of the 'molly-coddle' about either of them. He, this boy, has started out on his first trip and chanced to run across that miserable fellow whom he used to know a little, years ago, at school. I asked what he thought would have been the program for the evening and he thought Rager had him down for an evening at poker. He didn't play cards for money; so that had no terrors for him, but he was glad, all the same, that I put in my oar when I did, for his father would be glad to know that he had met me, the play was what he had wanted to see since he first had heard of it, and it would please his father to learn that I had given him the good turn I had in the case of Rager."

"Well, I think you were a trifle brassy, Colby," answered his companion. "It isn't every young fellow that would have taken your interference kindly. I wouldn't have dared to do it."

"Then there is where you would have made a mistake. I think we old fellows of the road understand pretty well that we can't keep too closely to our own side of the fence. That's all right, but I tell you when two generations of traveling men are brought together we old ones want to look after the other old fellow's son. The tone of the traveling man is improving and it will progress

faster and go farther if we are willing to do this. I have a great deal of confidence in my Jim. Still, I know he is human and, in spite of the good bringing up I know he has had, there are times when he's going to run up against such scapegraces as that Rager, and it's going to be as hard for him as it used to be for me. I always think of Jim when I meet such a boy as this Berry and when I see the Old Harry trying to get in his work it always set me agoing to checkmate him if I can. With a trained brain and a wholesome body, with moral principle enough to keep both in good order, traveling is the best business on earth. It used to be the roughest and wickedest, but I believe if we old ones, by a word here and another there, are willing to help the good work along we, in our way, can do more and do it better than any other class of men on earth. Think this over and you see if you don't agree with me. The traveling man has shown himself a power everywhere else and it would be strange if he should fail right in his own dooryard."

Richard Malcolm Strong.

Another Lincoln Story.

"In my capacity as Secretary and Treasurer of the Ohio State Republican Committee," said John J. Janney, of Columbus, "I went to the capitol to see the President. I was admitted with about one hundred and fifty others. It was Lincoln's habit occasionally to admit a lot of people at the same time and hear each individual's case with all the others listening. I took a seat at one side, as I wanted to see him and hear him while he tried those cases. I shall never forget the simple and great man as he sat listening to the troubles of all kinds that were put before him. He seemed to go to the bottom of every case at once and to give simple justice all the time. The last one of the crowd was a girl who was deaf and dumb. All she wanted was to see the President. Lincoln sat there for almost half an hour and wrote answers on the girl's tablet and talked with her in that way.

"Finally my time came, and Lincoln turned and saw me sitting at one side. I had never met him but the one time some years before in Columbus, but he knew me at once and said: 'Have you been here all this time? Why didn't you let me know it?' And then he went on to talk about various things. Finally he said: 'You are going to defeat Sammy out in your district this time, aren't you?' referring to a democratic candidate for Congress in Ohio. I told him I thought so. Then he continued: 'I understand that Sammy is a great friend of mine—just as warm a friend as I have. He reminds me of a hog that old Sam Brown had. It got out and was gone for some time. Sam could see where it had been rooting along the creek, and he said one morning to one of his sons that the boy was to go along one side of the creek and Brown himself would go along the other, 'for I think,' said he, 'that the hog is on both sides of the creek.'"

The Traveling Man.

Could I pour out the nectar the gods only can,
 I would fill up my glass to the brim
 And drink the success of the traveling man,
 And the house represented by him;
 And could I but tincture the glorious draught
 With his smiles, as I drank to him then,
 And the jokes he has told and the laughs he has
 laughed,
 I would fill up the goblet again—
 I would drink a long life and a health to the
 friends
 Who have met him with smiles and with cheer;
 To the generous hand that the landlord extends
 To the wayfarer journeying here:
 And I pledge, when he turns from this earthly
 abode
 And pays the last fare that he can,
 Mine Host of the Inn at the End of the Road
 Will welcome the traveling man!
 James Whitcomb Riley.

A woman with a baby and a woman with a dog always look pityingly at each other.

Gripsack Brigade.

Charlotte Leader: J. J. Richardson has a position as traveling salesman with the J. H. Place Glove and Mitten Co. His territory includes Wisconsin and Michigan.

Lansing Republican: J. C. Brown, formerly with E. Bement's Sons, has accepted a position with the Central Stamping Co., of New York, as salesman for Michigan.

A. W. Annis, formerly engaged in the shoe business at Eaton Rapids, has signed to represent Studley & Barclay's line of belting, mill supplies and sporting goods in Eastern Michigan.

John W. Califf and Lester D. Califf have transferred their allegiance from the Dayton Computing Scale Co. to the Automatic Wringer Co., of Muskegon. John will cover Ohio and Lester will travel in Indiana. Both are hard-working salesmen.

Charlotte Leader: Ernest Moross was in town Tuesday, selling goods for a Detroit shoe house. He will be remembered as a member of the famous Moross Bros. tandem team, that rode in many contests in this city during the time that Charlotte was on the bicycle circuit.

Bay City Tribune: G. E. S. Williams has gone to Rochester, N. Y., to take a position as traveling representative for the Eastman Kodak Co. Saturday night Mr. Williams was tendered a surprise party at the home of Mrs. Sayers, Tenth and Adams streets, about fifteen of his Masonic friends being present and presenting Mr. Williams with a fine umbrella.

L. E. Phillips, for the past four years traveling representative for Geo. H. Reeder & Co., prior to which time he was on the road for the Amazon Hosiery Co., of Muskegon, has engaged to cover Western Michigan for the Western Shoe Co., of Toledo, starting out on his initial trip Feb. 18. He is in Toledo this week getting out his samples. He will continue to make Grand Rapids headquarters.

A Marquette correspondent writes: General Passenger Agent G. W. Hibbard, of the South Shore road, has just announced the details of an interchangeable mileage agreement by which one mileage book will be accepted by nearly all railroads in the Upper Peninsula. It will also be accepted on the Northern Pacific road between the terminals of Duluth and Stillwater intermediate stations, also St. Paul, Minneapolis and intermediate stations and on the Great Northern between Duluth and Minneapolis and intermediate stations. All St. Paul, Northwestern & Wisconsin Central mileage books will hereafter be accepted on the roads of the South Shore system. This agreement will be of great benefit to the people of Northern Michigan and particularly to commercial men, who have heretofore been compelled to carry mileage for all numerous roads. Its inauguration will be a very popular agreement. It becomes effective February 15.

The San Francisco correspondent of the New York Tribune says: The Coffee Club Association was incorporated here this week, its object being to establish places of refreshment and amusement where no intoxicating liquors or tobacco will be sold. The profits are to be reinvested in other houses, so as to spread this movement against liquor saloons. Counting corner groceries where beer is sold, San Francisco has over seven thousand saloons, and the number is constantly increasing. The directors of the new Association are all men of moderate means, who are eager to establish resorts that will appeal to sober young men.

Drugs--Chemicals

Michigan State Board of Pharmacy

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

List of Explosive Substances Peculiar to the Drug Trade.

Substances Which Explode When Triturated Singly.

Under this head are to be found only a very limited number, among which are:

- Potassium chlorate (commercial) under sharp contusion.
- Mercury fulminate explodes with green flame.
- Mercury oxynitrate.
- Copper nitrate, dry.
- Copper fulminate.
- Antimony fulminate.
- Gold fulminate.
- Silver fulminate.
- Nitroglycerin.
- Nitrogen iodide.

It may be well to state that substances which contain carbon, oxygen, and nitrogen, the latter in a more or less feeble state of combination with the whole or part of the oxygen, when the explosion takes place the N parts with its O, which combines with the C, forming CO₂ and CO with generation of heat, and N is set free.

If H be present in the explosion (H₂O) is formed, in the form of greatly expanded vapor. When Cl is present it takes the part of the N, as from potassium chlorate.

We find that nitro substitution for H forms very dangerous explosive compounds, as glonoin, a tri-nitro product, also xyloidin, a bi-nitro, and last, but not least, nitro mannite, a product from manna sugar, and containing six molecules of nitric peroxid (NO₂), associated with the carbon of the sugar.

Substances Which Explode When Mixed With Other Substances and Triturated.

- Potassium chlorate with tannic acid.
- Potassium chlorate with sulphur.
- Potassium chlorate with antimony sulphuret.
- Potassium chlorate with potassium nitrate and ammonium phosphate.
- Potassium chlorate with picrate of ammonium.
- Potassium chlorate with ammonia-sulphate copper, and sodium hyposulphite.
- Potassium chlorate with picrate of potassium produces purple flame.
- Potassium chlorate with picric acid, yellow flame.
- Potassium chlorate with oxalic acid detonates violently.
- Potassium chlorate with potassium permanganate detonates.
- Potassium chlorate with sulphur and iodine, violent detonation.
- Potassium chlorate with sulphur and fulminate of mercury (very sensitive).
- Potassium chlorate with potassium prussiate and sugar.

14. Potassium nitrate, dry carbonate of potassium, and sulphur.

15. Potassium permanganate and tannin deflagrates.

16. Potassium permanganate and picric acid, violent detonation.

17. Potassium permanganate, picric acid, and tannin, violent detonation, with yellow flame.

18. Potassium permanganate and potassium picrate (loud).

19. Potassium permanganate, potassium picrate, and tannin, very loud.

20. Potassium permanganate and potassium oxalate.

21. Potassium permanganate, potassium oxalate, and tannin, violent.

22. Chloride of lime and iodine resublimed (detonates).

23. Dry nitrate of copper and oxalate of potassium with tannic acid explodes.

24. Antimony sulphuret, picric acid, and potassium chlorate detonates with flash.

25. Amorphous phosphorus, tannic acid, picric acid, potassium chlorate, potassium permanganate (very sensitive, flashes without detonation).

26. Manganese black oxide, picric acid, permanganate of potassium, flash, no detonation unless confined.

27. Potassium bichromate, tannic and picric acids (orange red flash.)

28. Potassium bichromate, tannin, picric acid, and amorphous phosphorus, red flash.

29. Ammonium picrate, potassium nitrate, powdered charcoal, nitric acid. Of this combination 1 part, with ammonium picrate 2 parts and potassium nitrate 3 parts, forms what is known as picric powder.

The following are a few explosive mixtures brought into closer or more compact union by the solvent power of a suitable menstruum, certain component parts, however, remaining in suspension:

30. Indigo, tannic acid, potassium chlorate, and amorphous phosphorus, diluted alcohol q. s. to form paste, when dry is violently explosive, giving off a volume of white smoke.

31. Sodium chlorate with golden sulphuret of antimony, very sensitive, emits crackling sound.

32. Lampblack, amorphous phosphorus, strontium nitrate, tannic acid, oil of turpentine, to form paste, detonates with red flash and white smoke.

33. Substitute dry ammonia—sulphate of copper, or dry cupric oxide for strontia, a beautiful blue flash with loud report results.

34. Starch or dextrin, parts 10.
Potassium chlorate, parts 20.
Amorphous phosphorus, parts 5.
Water, parts 8.

Mix. When dry produces loud detonation, if confined, evolving copious white smoke.

35. Sulphuric acid, parts 75.
Nitric acid, parts 30.
Simple syrup, parts 20.

This mixture is known by the name of "vigorite."

36. Another composed of vigorite, nitrate of potassium and cellulose is known by the name of "nitroline."

These two compounds are dangerously explosive.

37. Lac sulphur, golden sulphuret of antimony, valerianate of zinc, chlorate of potassium. This combination has been prescribed and has exploded.

38. Iodine fulminates with oil of turpentine and most of the hydrocarbon volatile oils.

Any of the nitrates will form explo-

sive mixtures with combustible substances.

The chlorates, however, part with their oxygen more easily than the nitrates, and, in consequence of the strong affinity of chlorine for the metals, chlorine mixtures are very sensible to friction and percussion.

In explosive compounds the elements are all in chemical combination, presenting a definite explosive molecule (i. e., containing both combustible and supporter of combustion); hence we can readily understand how an explosive compound is more sudden and violent than that of the most intimate mechanical mixture.

Potassium chlorate and all other chlorates should never be prescribed in powder, mixed with organic or inorganic combustible or oxidizable bodies. They should, therefore, when combined, be prescribed only in solution.

The following prescriptions have been known to explode and are dangerous:

Potassium chlorate, sodium, or calcium hypophosphite, water. The two salts should be dissolved separately.

Potassium chlorate, tannic acid, glycerin, water. This should be prepared by making a solution of the tannin in the glycerin and potassium chlorate in the water.

Potassium chlorate, catechu (should not be dispensed), potassium chlorate, nut gall, or tannic acid.

Substances Which Undergo or Are Liable to Spontaneous Combustion.

Under this head we find that all compounds that contain oxygen and chlorine, feebly combined with carbon, are liable to undergo spontaneous combustion by the elimination of O, or O and Cl, causing the generation of sufficient heat to inflame the C.

The following comprise those which I have found by experiment and research to undergo this change:

- Silver oxide and creosote.
- Potassium permanganate and glycerin. (Spontaneous deflagrates.)
- Potassium permanganate and oxalic acid. (Fuses and deflagrates.)

The following prescriptions under this head are dangerous, all of which have exploded spontaneously; hence should not be handled by empirical manipulators:

4. Potassium permanganate, tincture ferric chloride, glycerin (if warm will explode.)

5. Potassium permanganate, alcohol, water. This may be dispensed by adding the potassium slowly to the alcohol and water previously mixed, and by dispensing in a loosely stoppered vial.

6. Oil of amber, nitric acid, explodes with odor resembling musk.

7. Oxide of silver, muriate of morphine, extract of gentian.

8. Oil of turpentine, sulphuric acid. Should be mixed gradually in an open vessel, as this has caused violent explosions and serious accidents.

9. Chromic acid, glycerin. May be combined by adding the acid by degrees, rubbing slowly.

10. Iodine, spirit of camphor, camphorated soap liniment. This generates nitrogen iodide.

11. Nitric acid, muriatic acid, tincture of nux vomica. Explodes in two hours.

12. Sodium borate, sodium bicarbonate, glycerin, water. Evolves CO₂, therefore explodes when corked too tightly.

In general, those mixtures that give off gas should not be corked until the evolution of gas is over. In evidence of the action of the rapid evolution of

O in contact with any combustible substance, especially any volatile or inflammable substance, the following affords a good example:

Take of sulphuric acid 1 fluidrachm, permanganate of potassium 15 grains. Mix in a small mortar. By dipping a glass rod in this solution and touching it to a small quantity of cotton, previously saturated with alcohol, the latter will immediately take fire.

Charles D. Lippincott.

The Drug Market.

Opium—Advices from primary markets are very strong. Cables received report recent cold destroyed all except the early sowing. Higher prices are looked for.

Morphine—Is steady at recent advance.

Quinine—Is in active demand. Reports from London indicated small stocks and advancing market there. Another advance is looked for.

Menthol—Is scarce and higher and has been advanced 25c per lb.

Cod Liver Oil—The market is easy and holders are anxious to dispose of their stocks. On this account prices are lower.

Haarlem Oil—Has been further advanced 5c per gross. This makes an advance of 12c in the last two weeks.

Hypophosphites—Lime, soda and potash have all declined.

Balsam Copaiba—Is in active demand and has advanced, on account of small stocks.

American Saffron—Is very scarce and has further advanced.

Display of Castile Soap.

George W. Hague tells of a castile soap window which he recently displayed with success. He used large bars of castile soap, piling them up in the shape of a log cabin, the white and green in one window and the red in the other. In the window containing the white castile soap he used a black background in the window containing the red a blue background was placed. It is well to use a background opposite in color to the goods to be displayed, as this makes the goods showy. He also used signs: "Pure White Castile Soap, 50c per lb.; also in 5c and 10c cakes." In the other window he placed a sign: "Red Castile Soap for horses, 35c per lb.; also 5c and 10 cakes."

Thymol Containing Borax.

A large firm was recently compelled to return to a prominent chemical house thirty pounds of supposedly pure thymol because it was found to contain a considerable proportion of borax. It seems that this impurity is quite frequently found in thymol, particularly that made in Germany.

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Your orders solicited.

WHOLESALE DRUG PRICE CURRENT

Advanced—Balsam Copaiba, Menthal, Saffron.
Declined—

Acidum	Aceticum \$ 60@ 8	Conium Mac. 50@ 60	Sellae Co. 50
	Benzoleum, German. 70@ 75	Copaiba 1 15@ 1 25	Tolutan 50
	Boracic 47	Cubebae 1 20@ 1 25	Prunus virg. 50
	Carbolicum 30@ 42	Exechthitos 1 00@ 1 10	
	Citricum 45@ 48	Erigeron 1 10@ 1 20	Tinctures
	Hydrochlor. 3@ 5	Gaultheria 1 85@ 1 90	Aconitum Napellis R 60
	Nitrosum 8@ 10	Geranium, ounce. 75	Aconitum Napellis F 60
	Oxalicum 12@ 14	Gossypii, Sem. gal. 50@ 65	Aloes 50
	Phosphorium, dil. 50@ 55	Hedeoma 1 40@ 1 50	Aloes and Myrrh 50
	Salicylicum 1 1/2@ 1 50	Junipera 1 50@ 2 00	Arnica 50
	Tannicum 1 10@ 1 20	Lavendula 90@ 2 00	Assafetida 50
	Tartaricum 38@ 40	Limonis 1 50@ 1 60	Atrope Belladonna. 50
		Mentha Piper 1 40@ 2 00	Aurant Cortex 50
		Mentha Verid 1 50@ 1 60	Benzoin Co. 50
		Morrhuae, gal 1 20@ 1 25	Barosma. 50
		Myrica 4 00@ 4 50	Cantharides 50
		Picis Liquida 75@ 3 00	Capsicum 50
		Picis Liquida, gal. 10@ 12	Cardamon 50
		Ricinia 1 00@ 1 08	Cardamon Co. 50
		Rosmarini 1 00	Castor 1 00
		Rose, ounce. 6 00@ 6 50	Catechu. 50
		Succini 40@ 45	Cinchona 50
		Sabina 90@ 1 00	Columba 50
		Santal 2 75@ 7 00	Cubebae 50
		Sassafras 50@ 55	Cassia Acutifol. 50
		Sinapis, ess., ounce. 1 50@ 1 60	Digitalis 50
		Thyme. 40@ 50	Ergot 50
		Thyme, opt. 1 60	Ferri Chloridum 35
		Theobromas 15@ 20	Gentian Co. 60
			Guaiac. 50
			Guaiac ammon. 60
			Hyoscyamus. 50
			Iodine 75
			Iodine, colorless. 50
			Kino 50
			Lobelia 50
			Myrrh 50
			Nux Vomica. 50
			Opil. comphorated. 50
			Opil. deodorized. 1 50
			Quassia 50
			Rhatany 50
			Rhel 50
			Sanguinaria 50
			Serpentaria 50
			Stromonium 60
			Tobtan 60
			Valerian 50
			Veratrum Veride. 50
			Zingiber 20
			Miscellaneous
			Ether, Spts. Nit. F 30@ 35
			Ether, Spts. Nit. F 34@ 38
			Alumen 2 1/2@ 3
			Alumen, gro'd., po. 7 3@ 4
			Alumen, po. 40@ 50
			Antimoni, po. 40@ 50
			Antimoni et Potass T 40@ 50
			Antipyrin 20
			Antifebrin 20
			Argenti Nitras, oz. 51
			Arsenicum 10@ 12
			Balm Gilead Buds 38@ 40
			Bismuth S. N. 1 90@ 2 00
			Calcium Chlor., is. 9
			Calcium Chlor., 1/4s. 10
			Calcium Chlor., 1/2s. 12
			Cantharides, Rus. po 80
			Capsiel Fructus, af. 15
			Capsiel Fructus, po. 15
			Capsiel Fructus B, po 12@ 14
			Carophyllus, po. 15 3 00
			Carmine, No. 40. 50@ 55
			Cera Alba. 40@ 42
			Cera Flava. 40@ 42
			Coccus 40
			Cassia Fructus. 35
			Centraria 10
			Cetaceum 45
			Chloroform 55@ 60
			Chloroform, squibbs 1 10
			Chloral Hyd Crst. 1 40@ 1 65
			Chondrus 20@ 25
			Cinchonidine, P. & W 38@ 48
			Cinchonidine, Germ. 38@ 48
			Cocaine 5 80@ 6 00
			Corks, list, dis. pr. et. 70
			Creosotum. 35
			Creta, po. bbl. 75 8
			Creta, po. 5
			Creta, precip. 9@ 11
			Creta, Rubra. 8
			Crocus 25@ 30
			Cudbear 24
			Cupri Sulph. 6 1/2@ 8
			Dextrine 7@ 10
			Ether Sulph. 75@ 90
			Emery, all numbes. 8
			Emery, po. 6
			Ergota. po. 90 85@ 90
			Flake White. 12@ 15
			Galla 23
			Gambler 8@ 9
			Gelatin, Cooper 60
			Gelatin, French 35@ 60
			Glassware, flint, box 75 & 70
			Less than box 11@ 13
			Glue, brown 15@ 25
			Glue, white 15@ 25
			Glycerina. 17 1/2@ 25
			Grana Paradisi. 25
			Humulus 25@ 55
			Hydrarg Chlor Mite 1 00
			Hydrarg Chlor Cor. 90
			Hydrarg Ox Rub'm. 1 10
			Hydrarg Ammoniat 1 20
			Hydrarg Unguentum 50@ 60
			Hydrargyrum. 85
			Ichthyobolla, Am. 65@ 70
			Indigo 75@ 1 00
			Iodine, Resubi. 3 85@ 4 00
			Iodoform 3 85@ 4 00
			Lupulin 50
			Lycopodium 80@ 85
			Maels 65@ 75
			Liquor Arsen et Hy 25
			drag. Iod. 10@ 12
			Liquor Potass Arsinat 2@ 3
			Magnesia, Sulph. 1 1/2
			Magnesia, Sulph, bbl 1 40
			Manna, S. F. 50@ 60

Menthol 50 00	Seidlitz Mixture. 20@ 22	Linseed, pure raw... 68 71
Morphia, S. F. & W. 2 35@ 2 60	Sinapis 18	Linseed, boiled... 69 72
Morphia, S. N. Y. Q. & C. Co. 2 25@ 2 50	Sinapis, opt. 30	Neatsfoot, winter str 54 60
Moschus Canton. 40	Snuff, Maccaboy, De Voes 41	Spirits Turpentine. 46 25
Myristica, No. 1. 65@ 80	Snuff, Scotch, De Vo's 41	
Nux Vomica... po. 15 35@ 37	Soda, Boras. 9@ 11	Paints BBL. LB.
Os Sepia. 35@ 10	Soda, Boras, po. 9@ 11	Red Venetian 1 1/2 2 @ 8
Pepsin Saac. H. & P. D Co. 1 00	Soda et Potass Tart. 22@ 25	Ochre, yellow Mars. 1 1/2 2 @ 4
Picis Liq. N.N. 1/2 gal. doz 2 00	Soda, Carb. 1 1/2@ 2	Ochre, yellow Ber. 1 1/2 2 @ 3
Picis Liq., quarts. 1 00	Soda, Bi-Carb. 3@ 5	Putty, commercial. 2 1/2 2 1/2 @ 3
Picis Liq., pints. 85	Soda, Ash. 3 1/2@ 4	Vermilion, Prime American 13@ 15
Pil Hydrarg. po. 80 50	Spts. Cologne. 2 60	Vermilion, English. 70@ 75
Piper Nigra. po. 22 18	Spts. Ether Co. 50@ 55	Green, Paris. 14@ 18
Piper Alba. po. 35 30	Spts. Vini Rect. bbl. 2 00	Green, Peninsular. 13@ 16
Plix Burgun. 10@ 12	Spts. Vini Rect. 1/2 bbl 2	Lead, red. 6 1/4@ 6 1/2
Plumbi Acet. 10@ 12	Spts. Vini Rect. 10gal 2	Lead, white. 6 1/4@ 6 1/2
Pulvis Ipecac et Opil 1 30@ 1 50	Spts. Vini Rect. 5 gal 1 05@ 1 25	Whiting, white Span 85
Pyrethrum, boxes H. & P. D. Co., doz. 75	Sulphur, Crystall. 1 05@ 1 25	Whiting, gliders. 90
Pyrethrum, pv. 25@ 30	Sulphur, Roll. 2 1/2@ 3 1/4	White, Paris, Amer. 1 25
Quassia. 8@ 10	Tamarinds 8@ 10	Whiting, Paris, Eng. cliff. 1 40
Quinia, S. P. & W. 32@ 42	Terebenth Venice. 28@ 30	Universal Prepared. 1 10@ 1 20
Quinia, S. German. 30@ 40	Theobroma. 60@ 65	
Quinia, N. Y. 30@ 40	Vanilla 9 00@ 16 00	Varnishes
Rubia Tinctorum. 12@ 14	Zinci Sulph. 7@ 8	No. 1 Turp Coach. 1 10@ 1 20
Saccharum Lactis pv 18@ 20		Extra Turp. 1 60@ 1 70
Salacin 4 50@ 4 75		Coach Body. 2 75@ 3 00
Sanguis Draconis. 70 70		No. 1 Turp Furr. 1 00@ 1 10
Sapo, W. 12@ 14		Extra Turk Damar. 1 55@ 1 60
Sapo M. 10@ 12		Jap. Dryer, No. 1 Turp 70@ 75
Sapo G. 15		

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Hazeltine & Perkins Drug Co.,

Grand Rapids, Michigan

GROCERY PRICE CURRENT

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

ADVANCED

Rolled Oats
Mess Mackerel
Sisal Rope
Pearl Barley

DECLINED

No. 2 Norway Mackerel
Whisk Brooms

Index to Markets
By Columns

Table with columns A, B, C, D, E, F, G, H, I, J, K, L, M, N, O, P, Q, R, S, T, U, V, W, X, Y. Lists various goods like Flour, Sugar, and other commodities.

ALABASTINE, AMMONIA, AXLE GREASE, BAKING POWDER, BEANS, BLUEBERRIES, BROOK TROUT, CLAMS, CLAM BOUILLON, CHERRIES, CORN, FRENCH PEAS, GOOSEBERRIES, HONEY, LOBSTER, MACKEREL, MUSHROOMS, OYSTERS, PEACHES, PEAS, PINEAPPLE, PUMPKIN, RASPBERRIES, RUSSIAN CAVIAR. Includes images of Mica Axle Grease and Jaxon Baking Powder.

BRUSHES, SHOE, STOVE, BUTTER COLOR, CANDLES, CANNED GOODS, CHEESE, CHICORY, CHOCOLATE, COCOA, COCOA SHELLS, COFFEE, CRACKERS, CUPON BOOKS, CUPON PASS BOOKS, CREDIT CHECKS, BUTTER, SODA, OYSTERS, SWEET GOODS-BOXES, ANIMALS, ASSORTED CAKE, BELLE ROSE, BENT'S WATER, CINNAMON BAR, COFFEE CAKE, ICE, COCONUT CAKE, COCONUT MACAROONS, COCONUT TAFFY, CRACKNELLS, CREAMS, ICE, CREAM CRISP, CUBANS, CURRANT FRUIT, FROSTED HONEY, FROSTED CREAM, GINGER GEMS, URGES OR SM'LL, GINGER SNAPS, N. B. C., GLADIATOR, GRANDMA CAKERS, GRAHAM CRACKERS, GRAHAM WAFERS, GRAND RAPIDS TEA, HONEY FINGERS, ICED HONEY CRUMPLETS, IMPERIALS, JUMBLES, HONEY, LADY FINGERS, LEMON SNAPS, LEMON WAFERS, MARSHMALLOW, MARSHMALLOW CREAMS, MARSHMALLOW WAFERS, MARY ANN, MIXED PINE, MCK BISCUIT.

Table 3: SALMON, SHRIMPS, SARDINES, STRAWBERRIES, SUCCOTASH, TOMATOES, CATSUP, CARBON OILS, BARRELS, PERFECTOR, W. W. MICHIGAN, DIAMOND WHITE, D. S. GASOLINE, DEODORIZED NAPHTHA., CYLINDER, ENGINE, BLACK, WINTER, CHEESE, AMBOY, ELSIE, GEM, GOLD MEDAL, IDEAL, JERSEY, RIVERSIDE, BRICK, EDAM, LEIDEN, LIMBURGER, PINEAPPLE, SAP SAGO, CHEWING GUM, BEEMAN'S PEPSIN, BLACK JACK, LARGEST GUM MADE, SEN SEN, SEN SEN BREATH PERFUME, SUGAR LOAF, YUCATAN, CHICORY, BULK, EAGLE, FRANK'S, SCHENER'S, CHOCOLATE, AMBROSIA, HOUSEHOLD SWEET, AMBROSIA, YANKEE PREMIUM, WALTER BAKER & CO.'S, GERMAN SWEET, PREMIUM, BREAKFAST COCOA, RUNKEL BROS., VIENNA SWEET, VANILLA, PREMIUM, CLOTHES LINES, COTTON, 40 FT. PER DOZ., COTTON, 50 FT. PER DOZ., COTTON, 70 FT. PER DOZ., COTTON, 80 FT. PER DOZ., JUTE, 60 FT. PER DOZ., JUTE, 72 FT. PER DOZ., COCOA, AMBROSIA, CLEVELAND, COLONIAL, EPPS, HUYLEY, VAN HOUTEN, VAN HOUTEN, VAN HOUTEN, WILBUR, WILBUR, COCOA SHELLS, COFFEE, ROASTED, AIC HIGH GRADE COFFEES, SPECIAL COMBINATION, FRENCH BREAKFAST, LENOX, MOCHA & JAVA, OLD GOV'T JAVA AND MOCHA, PRIVATE ESTATE, JAVA & MOC, SUPREME, JAVA AND MOCHA, RIO, COMMON, FAIR, CHOICE, FANCY.

Table 4: SANTOS, MARACAIBO, MEXICAN, GUATEMALA, JAVA, MOCHA, PACKAGE, NEW YORK BASIS, ARBUCKLE, DILLWORTH, JERSEY, LION, McLAUGHLIN'S XXXX, VALLEY CITY 1/2 GROSS, FELIX 1/2 GROSS, HUMMEL'S FOLL 1/2 GROSS, HUMMEL'S TIN 1/2 GROSS, SUBSTITUTES, CRUSHED CEREAL COFFEE CAKE, 12 PACKAGES, 1/2 CASE, 24 PACKAGES, 1 CASE, CONDENSED MILK, GALL BORDEN EAGLE, CROWN, DALSY, CHAMPION, MAGNOLIA, CHALLENGE, DIME, COUPON BOOKS, 50 BOOKS, ANY DENOM., 100 BOOKS, ANY DENOM., 500 BOOKS, ANY DENOM., 1,000 BOOKS, ANY DENOM., ABOVE QUOTATIONS ARE FOR EITHER TRADESMAN, SUPERIOR, ECONOMIC OR UNIVERSAL GRADES, WHERE 1,000 BOOKS ARE ORDERED AT A TIME CUSTOMER RECEIVES SPECIALLY PRINTED COVER WITHOUT EXTRA CHARGE, COUPON PASS BOOKS, CAN BE MADE TO REPRESENT ANY DENOMINATION FROM \$10 DOWN, 50 BOOKS, 100 BOOKS, 500 BOOKS, 1,000 BOOKS, CREDIT CHECKS, 500, ANY ONE DENOM., 1,000, ANY ONE DENOM., 2,000, ANY ONE DENOM., STEEL PUNCH, CRACKERS, THE NATIONAL BISCUIT CO. QUOTES AS FOLLOWS, BUTTER, SEYMOUR, NEW YORK, FAMILY, SALTED, WOLVERINE, SODA, SODA XXX, SODA, CITY, LONG ISLAND WAFERS, ZEPHYRETTE, OYSTER, FAUST, FARINA, EXTRA FARINA, SALTINE OYSTER, SWEET GOODS-BOXES, ANIMALS, ASSORTED CAKE, BELLE ROSE, BENT'S WATER, CINNAMON BAR, COFFEE CAKE, ICE, COCONUT CAKE, COCONUT MACAROONS, COCONUT TAFFY, CRACKNELLS, CREAMS, ICE, CREAM CRISP, CUBANS, CURRANT FRUIT, FROSTED HONEY, FROSTED CREAM, GINGER GEMS, URGES OR SM'LL, GINGER SNAPS, N. B. C., GLADIATOR, GRANDMA CAKERS, GRAHAM CRACKERS, GRAHAM WAFERS, GRAND RAPIDS TEA, HONEY FINGERS, ICED HONEY CRUMPLETS, IMPERIALS, JUMBLES, HONEY, LADY FINGERS, LEMON SNAPS, LEMON WAFERS, MARSHMALLOW, MARSHMALLOW CREAMS, MARSHMALLOW WAFERS, MARY ANN, MIXED PINE, MCK BISCUIT.

Table 5: MOLASSES CAKE, MOLASSES BAR, MOSS JELLY BAR, NEWTON, OATMEAL CRACKERS, OATMEAL WAFERS, ORANGE CRISP, ORANGE GEM, PENNY CAKE, PILOT BREAD, XXX, PREZETTES, HAND MADE, PREZELS, HAND MADE, SCOTCH COOKIES, SEARS' LUNCH, SUGAR CAKE, SUGAR CREAM, XXX, SUGAR SQUARES, SULTANAS, TUTTI FRUTTI, VANILLA WAFERS, VIENNA CRIMP, CREAM TARTAR, 5 AND 10 LB. WOODEN BOXES, BULK IN SACKS, DRIED FRUITS, Apples, SUNDRIED, EVAPORATED, 50 LB. BOXES, CALIFORNIA FRUITS, APRICOTS, BLACKBERRIES, NECTARINES, PEACHES, PEARS, PITTED CHERRIES, PRUNNELLES, RASPBERRIES, CALIFORNIA PRUNES, 100-120 25 LB. BOXES, 90-100 25 LB. BOXES, 80-90 25 LB. BOXES, 70-80 25 LB. BOXES, 60-70 25 LB. BOXES, 50-60 25 LB. BOXES, 40-50 25 LB. BOXES, 30-40 25 LB. BOXES, 1/4 CENT LESS IN 50 LB. CASES, CITRUS, LEGHORN, CORSICAN, CURRANTS, CALIFORNIA, 1 LB. PACKAGE, IMPORTED, 1 LB. PACKAGE, IMPORTED, BULK, PEEL, CITRUS AMERICAN 19 LB. BX., LEMON AMERICAN 10 LB. BX., ORANGE AMERICAN 10 LB. BX., RAISINS, LONDON LAYERS 2 CROWN, LONDON LAYERS 3 CROWN, CHUSTER 4 CROWN, LOOSE MUSCATELS 2 CROWN, LOOSE MUSCATELS 3 CROWN, LOOSE MUSCATELS 4 CROWN, L. M., SEEDED, 1 LB., L. M., SEEDED, 1/2 LB., SULTANAS, BULK, SULTANAS, PACKAGE, FARINACEOUS GOODS, BEANS, DRIED LIMA, MEDIUM HAND PICKED, BROWN HOLLAND, CEREALS, CREAM OF CEREAL, GRAIN-O, SMALL, GRAIN-O, LARGE, GRAPE NUTS, POSTUM CEREAL, SMALL, POSTUM CEREAL, LARGE, FERINA, 24 1 LB. PACKAGES, BULK, PER 100 LBS., HASKELL'S WHEAT FLAKES, 36 2 LB. PACKAGES, HOMINY, FLAKE, 50 LB. SACK, FLAKE, 200 LB. BBL., PEARL, 100 LB. SACK, MACCARONI AND VERMICELLI, DOMESTIC, 10 LB. BOX, IMPORTED, 25 LB. BOX, PEARL BARLEY, COMMON, CHESTER, EMPIRE, GRITS, WALSH-DEKOR CO.'S BRAND, WHEAT CRISPS, 24 2 LB. PACKAGES, 100 LB. KEGS, 200 LB. BARRELS, 100 LB. BAGS, PEAS, GREEN, WISCONSIN, BU., GREEN, SCOTCH, BU., SPLIT, BU., ROLLED OATS, ROLLED AVENA, BBL., STEEL CUT, 100 LB. SACKS, MONARCH, BBL., MONARCH, 1/2 BBL., MONARCH, 80 LB. SACKS, QUAKER, CASES, SAGO, EAST INDIA, GERMAN, SACKS, GERMAN, BROKEN PACKAGE.

Table with 2 columns: Item name and Price. Includes Tapioca (Flake, Pearl), Wheat (Cracked, bulk), and Flavoring Extracts (Vanilla, Lemon).

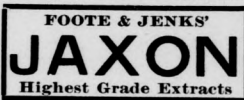


Table with 2 columns: Item name and Price. Includes Vanilla and Lemon extracts in various quantities.



Table with 2 columns: Item name and Price. Includes Vanilla and Lemon extracts in various quantities.

Table with 2 columns: Item name and Price. Includes Jennings' Arctic and Big Value extracts.



Table with 2 columns: Item name and Price. Includes Reg. 2 oz. D. C. Lemon and other extracts.

Table with 2 columns: Item name and Price. Includes Standard and Northrop Brand extracts.

Table with 2 columns: Item name and Price. Includes Perrigo's extracts.

Table with 2 columns: Item name and Price. Includes Fly Paper and Fresh Meats.

Table with 2 columns: Item name and Price. Includes Beef, Pork, and Mutton.

Table with 2 columns: Item name and Price. Includes Mutton and Veal.

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Table with 2 columns: Item name and Price. Includes Mutton and Veal.

Table with 2 columns: Item name and Price. Includes Lemon & Wheeler Co.'s Brand and Olney & Judson's Brand.



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

Table with 2 columns: Item name and Price. Includes Worden Grocer Co.'s Brand.

Table with 2 columns: Item name and Price. Includes Bolated and Granulated products.

Table with 2 columns: Item name and Price. Includes Feed and Millstuffs.

Table with 2 columns: Item name and Price. Includes St. Car Feed, screened.

Table with 2 columns: Item name and Price. Includes No. 1 Corn and Oats.

Table with 2 columns: Item name and Price. Includes Unbolted Corn Meal.

Table with 2 columns: Item name and Price. Includes Winter Wheat Bran.

Table with 2 columns: Item name and Price. Includes Winter Wheat Middlings.

Table with 2 columns: Item name and Price. Includes Screenings.

Table with 2 columns: Item name and Price. Includes Corn, car lots.

Table with 2 columns: Item name and Price. Includes Oats.

Table with 2 columns: Item name and Price. Includes Car lots, clipped.

Table with 2 columns: Item name and Price. Includes Less than car lots.

Table with 2 columns: Item name and Price. Includes Hay.

Table with 2 columns: Item name and Price. Includes No. 1 Timothy car lots.

Table with 2 columns: Item name and Price. Includes No. 1 Timothy ton lots.

PAPER BAGS

Continental Paper Bag Co. Ask your Jobber for them.

Table with 2 columns: Item name and Price. Includes Glory Satchel Bottom and Mayflower & Pacific Square.

Table with 2 columns: Item name and Price. Includes Sugar.

Table with 2 columns: Item name and Price. Includes Red and Gray.

Table with 2 columns: Item name and Price. Includes POTASH.

Table with 2 columns: Item name and Price. Includes Babbitt's and Penna Salt Co.'s.

Table with 2 columns: Item name and Price. Includes PROVISIONS.

Table with 2 columns: Item name and Price. Includes Barreled Pork.

Table with 2 columns: Item name and Price. Includes Mess, Back, and Clear back.

Table with 2 columns: Item name and Price. Includes Short cut and Pig.

Table with 2 columns: Item name and Price. Includes Bean and Family Mess.

Table with 2 columns: Item name and Price. Includes Dry Salt Meats.

Table with 2 columns: Item name and Price. Includes Bellies, Briskets, and Extra shorts.

Table with 2 columns: Item name and Price. Includes Smoked Meats.

Table with 2 columns: Item name and Price. Includes Hams, 12 lb. average.

Table with 2 columns: Item name and Price. Includes Hams, 14 lb. average.

Table with 2 columns: Item name and Price. Includes Hams, 16 lb. average.

Table with 2 columns: Item name and Price. Includes Hams, 20 lb. average.

Table with 2 columns: Item name and Price. Includes Hams dried beef.

Table with 2 columns: Item name and Price. Includes Shoulders (N. Y. cut).

SALT

Table with 2 columns: Item name and Price. Includes Buckeye.

Table with 2 columns: Item name and Price. Includes Diamond Crystal.

Table with 2 columns: Item name and Price. Includes Common Grades.

Table with 2 columns: Item name and Price. Includes Warsaw.

Table with 2 columns: Item name and Price. Includes Ashton.

Table with 2 columns: Item name and Price. Includes Higgins.

Table with 2 columns: Item name and Price. Includes Solar Rock.

Table with 2 columns: Item name and Price. Includes Common.

Table with 2 columns: Item name and Price. Includes SALT FISH.

Table with 2 columns: Item name and Price. Includes Cod.

Table with 2 columns: Item name and Price. Includes Georges cured.

Table with 2 columns: Item name and Price. Includes Georges genuine.

Table with 2 columns: Item name and Price. Includes Georges selected.

Table with 2 columns: Item name and Price. Includes Grand Bank.

Table with 2 columns: Item name and Price. Includes Strips or bricks.

Table with 2 columns: Item name and Price. Includes Pollock.

Table with 2 columns: Item name and Price. Includes Halibut.

Table with 2 columns: Item name and Price. Includes Herring.

Table with 2 columns: Item name and Price. Includes Holland white hoops.

Table with 2 columns: Item name and Price. Includes Holland white hoops.

Table with 2 columns: Item name and Price. Includes Holland white hoop mchs.

Table with 2 columns: Item name and Price. Includes Norwegian.

10

Table with 2 columns: Item name and Price. Includes Detroit Soap Co. brands.

Table with 2 columns: Item name and Price. Includes Queen Anne.

Table with 2 columns: Item name and Price. Includes Big Bargain.

Table with 2 columns: Item name and Price. Includes Empire.

Table with 2 columns: Item name and Price. Includes German Family.

Table with 2 columns: Item name and Price. Includes A. B. Wrisley brands.

Table with 2 columns: Item name and Price. Includes Good Cheer.

Table with 2 columns: Item name and Price. Includes Old Country.

Table with 2 columns: Item name and Price. Includes Johnson Soap Co. brands.

Table with 2 columns: Item name and Price. Includes Silver King.

Table with 2 columns: Item name and Price. Includes Calumet Family.

Table with 2 columns: Item name and Price. Includes Scotch Family.

Table with 2 columns: Item name and Price. Includes Cuba.

Table with 2 columns: Item name and Price. Includes Gowans & Sons brands.

Table with 2 columns: Item name and Price. Includes Oak Leaf.

Table with 2 columns: Item name and Price. Includes Beaver Soap Co. brands.

Table with 2 columns: Item name and Price. Includes Grandpa Wonder.

Table with 2 columns: Item name and Price. Includes Grandpa Wonder.

Table with 2 columns: Item name and Price. Includes Grandpa Wonder.

Table with 2 columns: Item name and Price. Includes Ricker's Magnetic.

Table with 2 columns: Item name and Price. Includes Dingman Soap Co. brand.

Table with 2 columns: Item name and Price. Includes Star.

11

Table with 2 columns: Item name and Price. Includes Coarse Granulated.

Table with 2 columns: Item name and Price. Includes Extra Fine Granulated.

Table with 2 columns: Item name and Price. Includes Conf. Granulated.

Table with 2 columns: Item name and Price. Includes 2 lb. bags Fine Gran.

Table with 2 columns: Item name and Price. Includes 5 lb. bags Fine Gran.

Table with 2 columns: Item name and Price. Includes Mould A.

Table with 2 columns: Item name and Price. Includes Diamond A.

Table with 2 columns: Item name and Price. Includes Confectioner's A.

Table with 2 columns: Item name and Price. Includes No. 1, Columbia A.

Table with 2 columns: Item name and Price. Includes No. 2, Windsor A.

Table with 2 columns: Item name and Price. Includes No. 3, Rldgewood A.

Table with 2 columns: Item name and Price. Includes No. 4, Phoenix A.

Table with 2 columns: Item name and Price. Includes No. 5, Empire A.

Table with 2 columns: Item name and Price. Includes No. 6.

Table with 2 columns: Item name and Price. Includes No. 7.

Table with 2 columns: Item name and Price. Includes No. 8.

Table with 2 columns: Item name and Price. Includes No. 9.

Table with 2 columns: Item name and Price. Includes No. 10.

Table with 2 columns: Item name and Price. Includes No. 11.

Table with 2 columns: Item name and Price. Includes No. 12.

Table with 2 columns: Item name and Price. Includes No. 13.

Table with 2 columns: Item name and Price. Includes No. 14.

Table with 2 columns: Item name and Price. Includes SYRUPS.

Table with 2 columns: Item name and Price. Includes TABLE SAUCES.

Table with 2 columns: Item name and Price. Includes LEA & PERRIN'S SAUCE.

Table with 2 columns: Item name and Price. Includes TEA.

Table with 2 columns: Item name and Price. Includes Gunpowder.

Table with 2 columns: Item name and Price. Includes Young Hyson.

Table with 2 columns: Item name and Price. Includes Oolong.

Table with 2 columns: Item name and Price. Includes English Breakfast.

Table with 2 columns: Item name and Price. Includes TOBACCO.

Table with 2 columns: Item name and Price. Includes Cigars.



Table with 2 columns: Item name and Price. Includes Kingsford's Corn.

Table with 2 columns: Item name and Price. Includes Kingsford's Silver Gloss.

Table with 2 columns: Item name and Price. Includes Common Corn.

Table with 2 columns: Item name and Price. Includes Common Gloss.

Table with 2 columns: Item name and Price. Includes STOVE POLISH.

JAXON

Single box, 5 box lots, 10 box lots.

Rub-No-More

Table with 2 columns: Item name and Price. Includes Bell & Bogart brands.

Table with 2 columns: Item name and Price. Includes Soap.



Table with 2 columns: Item name and Price. Includes Enameline.

Table with 2 columns: Item name and Price. Includes S. C. W.

Table with 2 columns: Item name and Price. Includes Cigar Clippings.



Table with 2 columns: Item name and Price. Includes S. C. W. products.

Table with 2 columns: Item name and Price. Includes Lubetsy Bros. Brands.

Table with 2 columns: Item name and Price. Includes various brands.

12

Table with 2 columns: Item Name and Price. Includes categories like San Telmo, Havana Cigar, C. Costello & Co., LaGora-Fee Co., S. I. Davis & Co., Hene & Co., Benedict & Co., Hemmeter Cigar Co., G. J. Johnson Cigar Co., Maurice Sanborn, Rock & Co., Manuel Garcia, Neuva Mundo, Henry Clay, La Carolina, Standard T. & C. Co., H. Van Tongeren's Brand, Star Green, Fine Cut, Uncle Daniel, Ojibwa, Forest Giant, Sweet Spray, Cadillac, Sweet Loma, Golden Top, Hiawatha, Telegram, Pay Car, Prairie Rose, Protection, Sweet Hurley, Sweet Loma, Tiger, Plug, Flat Iron, Creme de Menthe, Stronghold, Solo, Sweet Chunk, Forge, Red Cross, Palo, Kyo, Hiawatha, Battle Axe, American Eagle, Standard Navy, Spear Head, Nobby Twist, Jolly Tar, Old Honesty, Toddy, J. T., Piper Heldsick, Boot Jack, Jelly Cake, Plumb Bob, Smoking, Double Cross, Sweet Core, Flat Car, Great Navy, Warpath, Bamboo, Bamboe, I X L, Honey Dew, Gold Block, Flagman, Klips, Kilm Dried, Duke's Mixture, Duke's Cameo, Honey Dip Twist, Myrtle Navy, Yum Yum, Cream, Corn Cake, Plow Boy, Peelfless, Indicator, Cotton, Hemp, Flax, Wool, VINEGAR, Malt White Wine, Pure Cider, WASHING POWDER, Rub-No-More, Gold Dust, Pearlina, Scourine, WICKING, No. 1, No. 2, No. 3, WOODENWARE, Baskets, Market, Willow Clothes, Beaver, Wild Cat, Hone Cat, Red Fox, Grey Fox, Lynx, Muskrat, Humpty Dumpty, No. 1, No. 2, complete.

13

Table with 2 columns: Item Name and Price. Includes categories like Clothes Pins, Round head, Mop Sticks, Trojan spring, Eclipse patent spring, No 1 common, No. 2 patent brush holder, 12 lb. cotton mop heads, Pails, 2-hoop Standard, 3-hoop Standard, 2-wire, Cable, Cedar, all red, brass bound, Paper, Eureka, Fibre, Toothpicks, Hardwood, Softwood, Banquet, Ideal, Tub, 20-inch, Standard, No. 1, 18-inch, Standard, No. 2, 16-inch, Standard, No. 3, 18-inch, Cable, No. 1, 16-inch, Cable, No. 3, No. 1 Fibre, No. 2 Fibre, No. 3 Fibre, Wash Boards, Bronze Globe, Dewey, Double Acme, Single Acme, Double Peerless, Single Peerless, Northern Queen, Double Duplex, Good Luck, Universal, Wood Bowls, 11 in. Butter, 13 in. Butter, 15 in. Butter, 17 in. Butter, 19 in. Butter, Assorted 13-15-17, Assorted 15-17-19, WRAPPING PAPER, Common Straw, Colored Fiber, Manila, No. 1 Manila, Cream Manila, Butcher's Manila, Wax Butter, Wax Butter, rolls, YEAST CAKE, Magic, 3 doz., Sunlight, 3 doz., Sunlight, 1 1/2 doz., Yeast Cream, 3 doz., Yeast Foam, 3 doz., Yeast Foam, 1 1/2 doz., FISH AND OYSTERS, Fresh Fish, White fish, Trout, Black Bass, Halibut, Cliscos or Herring, Bluefish, Live Lobster, Boiled Lobster, Cod, Haddock, No. 1 Pickerel, Pike, Perch, Smoked White, Red Snapper, Col River Salmon, Mackerel, Oysters in Bulk, Counts, Ext. Selects, Selects, Standards, Anchors, Standards, Favorite, Shell Goods, Clams, per 100, Oysters, per 100, HIDES AND PELTS, The Cappon & Bertsch Leather Co., 100 Canal Street, quotes as follows: Hides, Green No. 1, Green No. 2, Cured No. 1, Cured No. 2, Calfskins, green No. 1, Calfskins, green No. 2, Calfskins, cured No. 1, Calfskins, cured No. 2, Pelts, each, Lamb, Tallow, No. 1, No. 2, Wool, Washed, fine, Washed, medium, Unwashed, fine, Unwashed, medium, Furs, Beaver, Wild Cat, Hone Cat, Red Fox, Grey Fox, Lynx, Muskrat, Skunk, No. 1, No. 2, complete.

14

Table with 2 columns: Item Name and Price. Includes categories like CANDIES, Stick Candy, Standard, Standard H. H., Standard Twist, Cut Leaf, Jumbo, 32 lb., English Rock, Kindergarten, Bon Ton Cream, French Cream, Dandy Pan, Hand Made Cream mixed, Crystal Cream mix., Fancy-In Bulk, San Blas Goodies, Lozenges, plain, Lozenges, printed, Choc. Drops, Eclipse Chocolates, Choc. Monuments, Victoria Chocolate, Gum Drops, Moss Drops, Lemon Sours, Imperials, Ital. Cream Opera, Ital. Cream Boubons, 20 lb. palls, Molasses Chews, 15 lb. palls, Pine Apple Ice, Maroons, Golden Waffles, Fancy-In 5 lb. Boxes, Lemon Sours, Peppermint Drops, Chocolate Drops, H. M. Choc. Drops, H. M. Choc. Lt. and Dk. No. 1, Gum Drops, Licorice Drops, Lozenges, plain, Lozenges, printed, Imperials, Mottoes, Cream Bar, Molasses Bar, Hand Made Creams, Cream Buttons, Pep. and Wint., String Rock, Wintergreen Berries, Caramels, No. 1 wrapped, 3 lb. boxes, Penny Goods, FRUITS, Oranges, Florida Russett, Florida Bright, Fancy Navels, Extra Choice, Late Valencia, Seedlings, Jamaicas, Rodi, Lemons, Messina, 300s, Messina, 360s, California 360s, California 300s, Bananas, Medium bunches, Large bunches, Foreign Dried Fruits, Figs, Californias, Fancy, Cal. pkg., 10 lb. boxes, Extra choice, 10 lb. boxes, Fancy, 12 lb. boxes, Pulled, 6 lb. boxes, Naturals, in bags, Dates, Fards in 10 lb. boxes, Fards in 60 lb. cases, Hillow, lb. cases, new, Sairs, 60 lb. cases, NUTS, Almonds, Tarragona, Almonds, Ivica, Almonds, California, soft shelled, Brazils, Filberts, Walnuts, Grenobles, Walnuts, soft shelled, California No. 1, Table Nuts, fancy, Table Nuts, choice, Pecans, Med., Pecans, Ex. Large, Pecans, Jumbos, Hickory Nuts per bu., Ohio, new, Cocoanuts, full sacks, Chestnuts, per bu., Peanuts, Fancy, H. P., Suns, Fancy, H. P., Flags, Roasted, Choice, H. P., Extras, Choice, H. P., Extras, Roasted, Span. Shld No. 1 n'w.

15

Table with 2 columns: Item Name and Price. Includes categories like AKRON STONWARE, Butters, 1/2 gal., per doz., 3 to 6 gal., per gal., 10 gal. each, 12 gal. each, 15 gal. meat-tubs, each, 20 gal. meat-tubs, each, 25 gal. meat-tubs, each, 30 gal. meat-tubs, each, Churns, 2 to 6 gal., per gal., Burn Dashers, per doz., Milkpans, 1/2 ga. flat or rd. bot., per doz., Fine Glazed Milkpans, 1/2 gal. flat or rd. bot., per doz., 1 gal. flat or rd. bot., per doz., Stewpans, 1/2 gal. fireproof, ball, per doz., 1 gal. fireproof, ball, per doz., Jugs, 1/2 gal. per doz., 1 gal. per doz., 1 to 5 gal., per gal., Sealing Wax, 5 lbs. in package, per lb., LAMP BURNERS, No. 0 Sun, No. 1 Sun, No. 2 Sun, No. 3 Sun, Tubular, Nutmeg, LAMP CHIMNEYS—Seconds, No. 0 Sun, No. 1 Sun, No. 2 Sun, First Quality, No. 0 Sun, crimp top, wrapped & lab., No. 1 Sun, crimp top, wrapped & lab., No. 2 Sun, crimp top, wrapped & lab., XXX Flint, No. 1 Sun, crimp top, wrapped & lab., No. 2 Sun, crimp top, wrapped & lab., No. 2 Sun, hinge, wrapped & lab., Pearl Top, No. 1 Sun, wrapped and labeled, No. 2 Sun, wrapped and labeled, No. 2 hinge, wrapped and labeled, No. 2 Sun, "Small Bulb," for Globe Lamps, La Bastie, No. 1 Sun, plain bulb, per doz., No. 2 Sun, plain bulb, per doz., No. 1 Crimp, per doz., No. 2 Crimp, per doz., Rochester, No. 1 Lime (65c doz), No. 2 Lime (70c doz), No. 2 Flint (80c doz), Electric, No. 2 Lime (70c doz), No. 2 Flint (80c doz), OIL CANS, 1 gal. tin cans with spout, per doz., 1 gal. galv. iron with spout, per doz., 2 gal. galv. iron with spout, per doz., 3 gal. galv. iron with spout, per doz., 5 gal. galv. iron with spout, per doz., 3 gal. galv. iron with faucet, per doz., 5 gal. galv. iron with faucet, per doz., 5 gal. Tilting cans, 5 gal. galv. iron Nacefas, Pump Cans, 5 gal. Rapid steady stream, 5 gal. Eureka, non-overflow, 3 gal. Home Rule, 5 gal. Home Rule, 5 gal. Pirate King, LANTERNS, No. 0 Tubular, side lift, No. 1 B Tubular, No. 15 Tubular, dash, No. 1 Tubular, glass fountain, No. 12 Tubular, side lamp, No. 3 Street lamp, each, LANTERN GLOBES, No. 0 Tub., cases 1 doz. each, box, 10c, No. 0 Tub., cases 2 doz. each, box, 15c, No. 0 Tub., bbls 5 doz. each, per bbl., No. 0 Tub., Bull's eye, cases 1 doz. each, Earthenware Meat Tubs, 15, 20, 25, 30 gal. All sizes in stock. We can ship promptly. Prices are right. Send us your order. W. S. & J. E. Graham, GRAND RAPIDS, MICH., GAS AND GASOLINE MANTLES, Glovers' Gems, Satisfaction, and Perfection are the best. GLOVER'S WHOLESALE MDSE. CO., Manufacturers, Importers, and Jobbers of Gas and Gasoline Sundries, GRAND RAPIDS, MICH.

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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. No smoke, no odor, no noise, absolutely safe. They are portable, hang or stand them anywhere. We also manufacture Table Lamps, Wall 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.

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Tradesman Company, Grand Rapids.

BREAKING DOWN.

The Symptoms and Effect of a Swelled Head.

There are any amount of men in business who feel that there is something the matter with them. They don't know just what it is and, like the fellow with "symptoms," they begin taking all the nostrums that are suggested by every quack in the country. The result is distraction, hypochondria and eventually decay and commercial disintegration. The trouble with these people is they think too much of their own symptoms and brood over the situation until the little energy they may possess dwindles away and the men sink hopelessly and inertly into the sea of their troubles, which are largely a creation of their own sickly imaginations.

Symptoms of decay in a business appear long before the disease itself has fastened upon its vitals. It is at this initial stage that the proper remedy can be administered effectually and the cure certainly effected. It is essential, therefore, that the symptoms, in a general way, be recognized early.

It would be utterly impossible to describe or classify all of these, but there are some which are always present and easily definable from which the presence of all concomitant symptoms may be inferred.

The first sign of a general breaking down is the lassitude of the help about the store. There are unmistakable indications of the presence of that "tired feeling" which almost immediately creates an atmosphere peculiar to itself. It is oppressive to every customer who comes through the door and it settles down over the stock like the pall of dust which surely follows it.

Instead of the bright welcome and pleasant deference which made customers glad to trade at this store, there is sleepy shambling about and yawning indifference. Customers are treated rather as intruders who have disturbed an afternoon nap or an exciting chapter in a novel, than as the most welcome things that can possibly float through a store door.

The arrangement and keeping of the stock becomes careless. The window trims are not kept up, and dust settles down on the articles which constitute the display. Dead flies, which fell with the first autumnal frosts, drift to the corners and are sepulchered there for the winter. The advertisements in the local papers partake of the same languid air that pervades the rest of the business. They are not changed for so long that the "make-up" in the front shop picks them up by one corner, and shuffles them about as if they were solid electrotypes instead of separate types and spaces.

There is no snap, no life about the whole business, and things drift from bad to worse until it becomes pretty generally understood in the community that Smith is a "dead one" and the trade inevitably goes down street a bit further to Jones who is alive.

Now all this comes about by Smith himself losing interest and enthusiasm in his own business. He possibly didn't analyze his own feelings at once and the first awakening may have been a rude shock at stock taking when he found the profits for the half or quarter year represented by a string of figures with a minus mark preceding them.

Now Smith's troubles have all come about through his own fault. The indifference of his clerks has been but the reflex of his own. His condition may

have come about through inertia, which attacks many men at certain critical periods in their career, or, and what is more likely, if he has ever been a really successful merchant, it started with an attack of swelled head.

Swelled head is about the worst thing that can happen to a man in business. It perverts his vision and totally disorganizes his judgment. He begins to think that he is conferring a distinct benefit on the community by living in it and that people trade with him, not because of his goods, prices and business methods, but because they are irresistibly attracted by his personality. In this attitude his business announcements are continued, not to attract trade, but merely to afford him the gratification of seeing his name in print. He doesn't really need the newspaper; he doesn't have to entice trade to his store by the ordinary methods as Jones does because he's Smith.

It is a dangerous error, fatal if persisted in, and what is worse it is insidious in its approach and development. Few men escape an attack at one time or another and only the strong or watchful survive it.

For that reason every man in business should frequently, daily, in fact, take stock of himself and watch narrowly for indications of his own attitude toward his business as reflected in the conduct of those about him and the condition of his affairs. It is a startling fact that 95 per cent. of the men who go into trade make a failure at one time or another, and if the truth were known a big per cent. of these failures might be attributed to that false notion about our personal importance which is vulgarly known as "swelled head."

Remember that the prime symptom of this disorder is the notion that you can't get it. Be honest with yourself—know yourself, and instead of jumping on those about you for what goes wrong look at once for the fault in yourself. You will generally find it there.—Shoe and Leather Gazette.

Staining Lumber in the Log.

A man in Chattanooga has secured a patent on an invention for staining lumber in the log, which promises to create a sensation in wood-working circles. The staining materials are forced through logs by hydraulic pressure, and the result is that the log comes out of the process evenly stained all the way through. The value of this is enhanced by the gradual decimation of fine timber, and the prevailing fashion of making "imitation" furniture.

Under this process a piece of maple can be converted into mahogany all the way through, and at very little expense. In one case, with 200 pounds of pressure, the inventor completely stained a ten-foot log, forcing the staining material into the grains of the wood, from which the sap had been forced by the same hydraulic pressure.

Might Have Been Worse.

"My ragged friend," said the elderly gentleman with nothing else to do, "I read a story in one of the daily papers about a man that dropped dead after drinking a glass of beer. Was not that horrible?"
"Might have been worse," said the object of charity.
"How?"
"He might have dropped dead before drinking it."

Special Notice to Michigan and Indiana Merchants.

Where do you live when you go to Chicago? At The Hotel Grace because it is the most convenient hotel for merchants in the city; convenient to everything and every place. The next time you go there try The Grace.

Bryan Show Cases

Always please. Write for handsome new catalogue.

Bryan Show Case Works,
Bryan, Ohio.



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Guaranteed Absolutely Pure.

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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.,
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NO MORE DUST!



WIENS SANITARY AND DUSTLESS FLOOR BRUSH.

PRACTICAL, ECONOMICAL, DURABLE.

WRITE FOR PRICES.

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MILWAUKEE, WIS.

William Reid

Importer and Jobber of Polished Plate, Window and Ornamental

Glass

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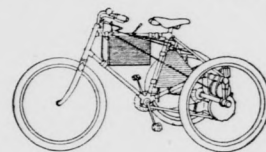
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Let us send you a sample of our BEAUTIFUL EASTER GREETING CANDY BOX.

KALAMAZOO PAPER BOX CO.,
KALAMAZOO, MICH.

Motor Tricycle



Last week we showed a Motor Bicycle at \$200. Here is a Motor Tricycle at \$350. It is fitted with a 3 horse power Thomas Gasoline Motor. It is a perfectly practical and reliable machine—built for business. We have other motor vehicles which we shall speak of from time to time.

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

Aluminum Money

Will Increase Your Business.



Cheap and Effective. Send for samples and prices.

C. H. HANSON,

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SIZE—8 1/2 x 14. THREE COLUMNS.

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- 4 Quires, 320 pages... 3 00
- 5 Quires, 400 pages... 3 50
- 6 Quires, 480 pages... 4 00

INVOICE RECORD OR BILL BOOK

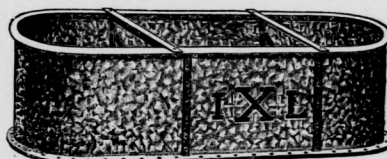
So double pages, registers 2,880 invoices. \$2 00

Tradesman Company
Grand Rapids, Mich.

No Long Story Here.

Write for Prices.

Steel Mills, Steel Towers, Steel Tanks, Wood Tanks, Galvanized Pipe and Tubular Well Supplies.



The Phelps & Bigelow

Wind Mill Co., KALAMAZOO, MICH.

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.

The Grain Market.

The wheat market is very slow to respond to either bull or bear news. The trade is in a waiting mood. The visible showed a good-sized decrease—1,273,000 bushels, against 558,000 bushels at the corresponding date last year, which leaves the visible at 58,494,000 bushels. The bears' strong point is the still large visible and that the mills in the Northwest are still running only half of their full capacity. Other news favored better prices, as the receipts are falling off daily. Unless all signs fail, our wheat will all be wanted before long at an advance from the present low figures. The price for May wheat is a trifle better than last report, or 75 1/4c for No. 1 Northern. Winter wheat is hard to get for the reason that stocks are about exhausted.

Corn had another fair increase of 1,250,000 bushels, which did not affect the prices, as there seems to be a demand for all of the offerings. To us it begins to look top-heavy. This increase can not go on without depressing prices. The only reason for its being held up is the small amount of contract corn coming on the market. If this cold weather continues, it will put corn in better shape to grade. The receipts of grade corn will be largely augmented and will depress prices to a lower level.

Oats remain very steady. The visible made a small decrease, but did not change the price any. The demand keeps pace with the receipts.

Rye is a trifle lower and we would not wonder to see prices still lower before long, as the export demand is very sluggish.

Winter wheat flours are up, owing to the scarcity of good milling wheat, and it would not be surprising to see flour sell at better prices.

Mill feed is in better demand. Prices have advanced \$1 per ton on bran and 50c per ton on middlings.

Receipts were as follows: wheat, 46 cars; corn, 16 cars; oats, none; rye, 4 cars; flour, 2 cars; beans, 5 cars; hay, 4 cars; potatoes, 6 cars.

Millers are paying 75c for wheat.
C. G. A. Voigt.

The Boys Behind the Counter.

Tekonsha—Daniel Dorsey, of Homer, formerly with Bosley & Son, of Marshall, has resigned his position to accept one the with H. N. Randall Hardware Co.

Charlotte—Randolph Frace, for some time past clerk at Selkirk & Norton's, has gone to Albion to take a position with C. E. Ashdown.

Saginaw—J. Lesperance, for the past four years manager of the carpet department for Gately & Donovan, has been given the management of their Alpena store, where for the last month he has been doing relief work.

Bellaire—George Albee has been transferred from Bellaire, where he has had charge of the mercantile interests of Medalie, and will enter his employ at Mancelona. The change was the result of the sale of an interest in the Bellaire store to Abraham Frank, a brother-in-law of Mr. Medalie, and who becomes a resident of this place.

Hides, Pelts, Furs, Tallow and Wool.

Hides have again declined and any stop in the demand would put them lower. Receipts have been ample for the trade, although the quality deteriorates. It looks like a steady market at present values, as tanners do not care to see prices slump, fearing its effect on the leather market.

Pelts have sold rather freely at the decline, while receipts have fallen off. The demand seems stronger on fine grades.

Furs remain firm and in good demand, with a small catch and no accumulations.

Tallow is weak, with large offerings of soapers' stocks. The foreign markets are well supplied with large shipments on the water for Australasia, thus cutting the demand from our ports.

Wool is low and is selling slowly at the decline, with a demand for all that is offering at the low prices. Consigned wools have been sold freely, although but little moves out of the States. Holders are firm in their views for higher prices, which do not as yet materialize. The foreign markets have lost a little of the advance gained at sales, but prices are not yet low enough to make importing profitable. Mills are busy on good orders and in getting supplies to keep running.
Wm. T. Hess.

Wyandotte—This city will soon be asked for a gas franchise by Supervisor Theo. Megges and his backers. The cheapness with which gas can be purchased from the Solvay Process Co., when its coke oven plant will be in operation after May 1, will make it possible for Megges to buy gas at a very low figure. Manager Green, of the Solvay, states that his plant of thirty ovens would make more gas, after they had started, than is now made daily by the Detroit Gas Co. It is probable that part of the output of the Solvay will be supplied to Detroit. It is said that the unrefined product can be sold by the Solvay company as low as 13 cents a thousand feet, and that it can be refined for 2 cents a thousand.

Graafschap—The Daisy Creamery Co. has declared a dividend of 20 per cent., payable from the profits of 1900. After paying the dividend, there is money enough left to purchase another separator, which will be done. The output during 1900 was 95,898 pounds, for which the Creamery Co. received \$19,512.96.

Port Huron—The Port Huron Automatic Carpet Sweeper Co. has been organized in this city. The company formerly did business at Marine City under a different name, but local capitalists have become interested in the enterprise and the manufacture of sweepers will be pushed.

Edward Frick and A. B. Klise have reached New Orleans on their way home from Cuba. They expect to reach Grand Rapids in about ten days.

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.

FINE DRUG STORE, INVOICING \$2,500, FOR \$2,000. Three stocks dry goods, cheap; all good towns. Clark's Business Exchange, Grand Rapids. 704

M. AND M. AND U. S. ARC LAMPS. ONE live agent wanted in every town. Sell goods with a record. It doesn't cost you as much. Two years' commercial service has proven that we manufacture the only practical gasoline lamp made. Ask the man who has them. Write for our new propositions. Martin & Morehead, 51 to 57 W. Washington St., Chicago. 705

TIMBER AND FARM LANDS—HEMLOCK. hardwood and cedar timber for sale in large or small tracts, cheap farm lands, hardwood and pine stump lands. Don't ask what I have, but tell me what you want. E. T. Merrill, Reed City. 695

FOR SALE—DRUG STOCK, INVOICING \$1,600; doing good business; expenses light; will pay to investigate; best of reasons for selling. Address No. 694, care Michigan Tradesman. 694

TRUSTEES! TRUSTEES! WE PAY CASH for stocks of merchandise. If you want an offer write The Romeyn-Parsons Co., Grand Ledge, Mich. 697

FOR SALE—BUSINESS PROPERTY IN PETOSKEY, half block from postoffice. Address Chas. Neff, Petoskey, Mich. 700

\$10,000 PIECE BUSINESS PROPERTY ON Division street for \$6,500. Clark's Real Estate Exchange, Grand Rapids 699

FOR SALE—MEDICAL PRACTICE; A GOOD chance for some enterprising doctor; \$5,000 to \$6,000 per year cash business; strictly office practice; \$1,200 cash will buy; best of reasons for selling. Lock box 54, Grand Rapids, Mich. 698

JEWELRY BUSINESS FOR SALE IN Southern Michigan town; small stock; good bench trade; good location; cheap rent. Address No. 696, care Michigan Tradesman. 696

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. 690

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

A BUSINESS CHANCE AND REAL ESTATE investment in the prosperous and growing city of Holland, Michigan. As administrator of the estate of Jeannette 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—DRUG FIXTURES AND ACETYLENE plant. Send for list. Safe wanted. H. P. French, Woodland, Mich. 687

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—STOCK OF GENERAL MER-chandise in good lumbering and farming country; stock invoices about \$5,000; will sell store, stock and fixtures about \$5,000; rent, \$500; 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

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

FOR SALE—A BARTHOLOMEW "NICHOL-mint" 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

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

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. Note used apply who does not conform to requirements, which are ironclad. Zenia, care Michigan Tradesman. 631

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—STOCK OF GROCERIES, DRY goods and shoes inventing 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; fortune here for a hustler; terms, one-half cash down, balance one and two years, well secured by real estate mortgage; also store building and fixtures for sale or exchange for good Grand Rapids residence property on East Side; must be free from debt and title perfect. Address No. 520, care Michigan Tradesman. 520

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—TRAVELING SALESMAN familiar with grocery or specialty line. One who has established trade tributary to Grand Rapids market preferred. Address No. 703, care Michigan Tradesman. 703

WANTED—BY STEADY SOBERMAN WHO has had experience in hardware store situation as tinner. Address Tinner, care Michigan Tradesman. 702

WANTED—POSITION AS APPRENTICE in drug business. Have had experience. Box 117, Saranac, Mich. 701

Abbott Bros RHEUMATIC CURE



Rheumatism, Neuralgia, Lame Back, Gout and all Kidney Disorders.

It has effected more CURES than any other known remedy. It has cured thousands of cases which defied the skill of our most eminent physicians. It acts QUICKLY, SAFELY and SURELY. Goes direct to the seat of the disease, cleansing and purifying the system, throwing off all blood impurities. Puts every organ of the body in their natural healthy condition. For constipation alone it is a God-given boon. A bottle of Abbott Bros' Rheumatic Cure kept in your home will save its cost one hundred times over.

Largest Bottles \$1.25; Six for \$6.00

A trial bottle will surely do you a world of good—may cure you. Sent postpaid to any address for only 35 cents.

Agents Wanted. Write for Terms.

Abbott Brothers Company,
134 E. Van Buren St. CHICAGO, ILL.

Headquarters for Merchants

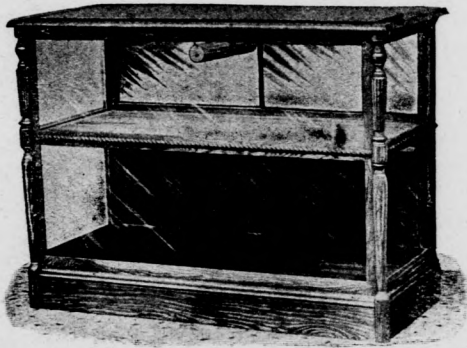
HOTEL GRACE

European. In the heart of the city. Location opposite Post Office and Board of Trade in exact center of business district. Two hundred rooms at \$1 per day and upward. Every room has hot and cold water and is heated by steam.

C. C. COLLINS, Proprietor,
Jackson Boulevard and Clark St.
CHICAGO.

BOUR'S COFFEES MAKE BUSINESS

GRAND RAPIDS FIXTURES CO.



Cigar
Case.
One
of
our
leaders.

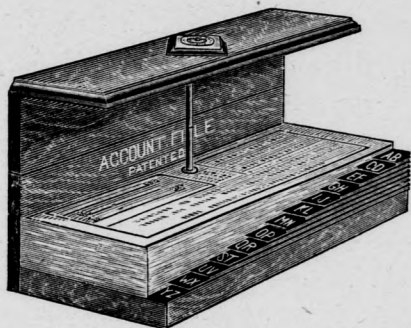
Shipped
knocked
down.
First
class
freight.

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.

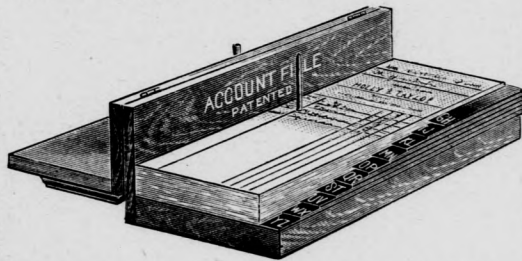
Simple Account File



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 KLAF; 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. HORN.

Traverse City Business Men's Association

President, THOS. T. BATES; Secretary, M. B. HOLLY; Treasurer, C. A. HAMMOND.

Owosso Business Men's Association

President, A. D. WHIPPLE; Secretary, G. T. CAMPBELL; Treasurer, W. E. COLLINS.

Pt. Huron Merchants' and Manufacturers' Association

President, CHAS. WELLMAN; Secretary, J. T. PERCIVAL.

Alpena Business Men's Association

President, F. W. GILCHRIST; Secretary, C. L. PARTRIDGE.

Calumet Business Men's Association

President, J. D. CUDDHY; 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.

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 30am
Ar. Mackinaw City.....	4 15pm	10 35pm	6 55am
Local train for Cadillac leaves Grand Rapids at 5:20 p m daily except Sunday.			
Pullman sleeping or parlor cars on all through trains.			
Trains arrive from the north at 6:00 a m., 10:45 a m., 5:15 p m and 10:15 p m daily except Sunday			
SOUTH			
Lv. G'd Rapids.....	7 10a	12 30p	1 50p 6 50p 11 30p
Ar. Kalamazoo.....	8 50a	1 45p	3 22p 8 35p 1 00a
Ar. Ft. Wayne.....	12 10p		6 50p 11 45a
Ar. Cincinnati.....	6 25p		7 15a
6:50pm train carries Pullman sleeping car to Cincinnati. 11:30pm train carries through coach and Pullman sleeping car to Chicago.			
Pullman parlor cars on other trains.			
Trains arrive from the south at 6:45 a m and 9:10am daily, 2:00pm, 9:45pm and 10:15pm except Sunday.			
MUSKEGON			
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		
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.		

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. Bracy, James McMillan, F. E. Driggs, Henry Hayden, Collins B. Hubbard, James D. Standish, Theodore D. Buhl, M. B. Mills, Alex. Chapton, 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.



Gold Belts and Buckles

This line is selling immensely and we find it difficult to keep up with orders. Try a sample dozen of the Newest Style Buckles

L'Aiglon and Maude Adams Styles

to retail at 25c, 35c, 50c, 75c and up. Write us to-day.

American Jewelry Co.,

Jewelry Jobbers, Grand Rapids, Mich.

PRESSED TABLE TUMBLERS

are largely used in every family and are therefore one of the leading staples in the glassware line. There is always a demand for them. For the next 30 days we offer

SHIPPED DIRECT FROM FACTORY

a very attractive assortment containing 21 dozen tumblers of three assorted styles, all with neat pressed bands and of good heavy crystal glass for the extremely low price of

15 CENTS PER DOZEN.

Don't miss the opportunity. We are preparing our complete catalogue showing a large number of the latest productions in glassware and crockery and our prices on these goods are wonderfully low—all figured on a commission basis.

H. LEONARD & SONS, GRAND RAPIDS, MICH.

Buckwheat Flour

Made by
J. H. Prout & Co.,
Howard City, Mich.

Has that genuine old-fashioned taste and is
ABSOLUTELY PURE
Write them for prices.

Daudt
Glass & Crockery Co.
WHOLESALE
Earthenware, China & Glassware
TOLEDO, OHIO

Crushed Cereal Coffee Cake.

Better than coffee.
Cheaper than coffee.
More healthful than coffee.
Costs the consumer less.
Affords the retailer larger profit.
Send for sample case.
See quotations in price current.

Crushed Cereal Coffee Cake Co.
Marshall, Mich.

Kinney & Levan

Importers and Jobbers of
Crockery, Glass, Lamps, House
Furnishing Goods
CLEVELAND, OHIO

The Grand Rapids Paper Box Co.

Manufacture

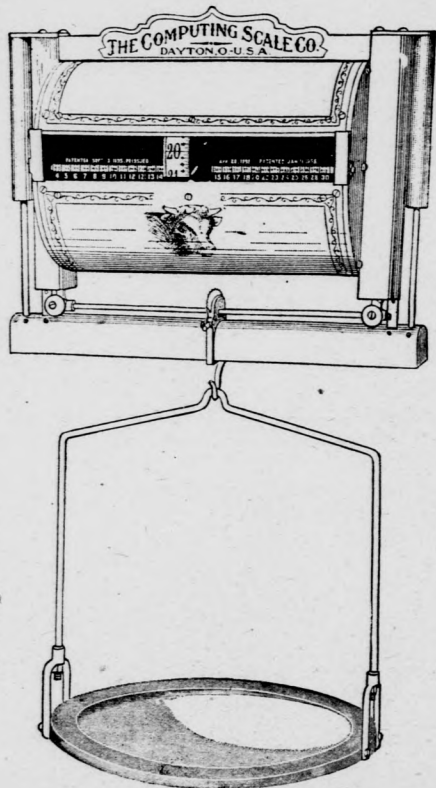
Solid Boxes for Shoes, Gloves, Shirts and Caps, Pigeon Hole Files for Desks, plain and fancy Candy Boxes, and Shelf Boxes of every description. We also make Folding Boxes for Patent Medicine, Cigar Clippings, Powders, etc., etc. Gold and Silver Leaf work and Special Die Cutting done to suit. Write for prices. Work guaranteed.

GRAND RAPIDS PAPER BOX CO., Grand Rapids, Mich.

RUB-NO-MORE

Handled by all Jobbers,
Sold by all Retailers,

SUMMIT CITY SOAP WORKS, Fort Wayne, Ind.



THE BIG BRIDGE OVER NIAGARA

Have you ever been at "Niagara" and noticed the provision the mechanical engineers have made in the construction of this great bridge to mechanically take up the slack in the span in the hot weather when the metals expand over four feet; and to provide for the opposite effect in cold weather when the metals contract? This is engineering.

There is another great piece of mechanical engineering embodied in something considerably smaller than the "Niagara" bridge. It is the Thermostat which takes up the slack and provides for the contraction of the Springs on "The Boston" Scales made by our company. This is of more importance than "Niagara" bridge because it automatically avoids loss to the butcher by its absolute accuracy in all seasons.

A Spring Balance Scale without the "Thermostat" is worthless.

THE COMPUTING SCALE CO.,
DAYTON, OHIO