

MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$1 PER YEAR

Eighteenth Year

GRAND RAPIDS, WEDNESDAY, FEBRUARY 20, 1901.

Number 909

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.



When You Think

You Will Use

Royal Tiger 10c, Tigerettes 5c

A Smoker's Smoke

PHELPS, BRACE & CO., Detroit, Mich.

The Largest Cigar Dealers in the Middle West.

Carolina Brights Cigarettes "Not Made by a Trust."

F. E. BUSHMAN, Manager Cigar Department.

OLD RELIABLE B.L. CIGAR
ALWAYS BEST.

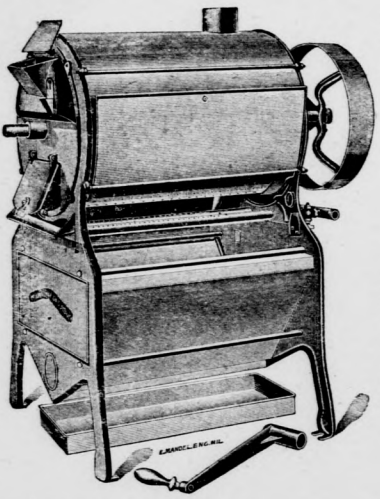
USE THE **CELEBRATED**

Sweet Loma

FINE CUT TOBACCO.

NEW SCOTTEN TOBACCO CO. (Against the Trust.)

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.

"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

BETTER THAN EVER



SOLD BY ALL JOBBERS

Start the New Century Right

by sending us an order.

Walsh-DeRoo Milling Co., Holland, Mich.

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.

EGG Baking Powder

I must not forget to order Egg Baking Powder The kind that contains no alum, that my best customers want.

Home Office, 30 West street, New York.
 Western Office, 523 Williamson Bldg. Cleveland.
 Branch Offices:
 Indianapolis Detroit
 Cincinnati Fort Wayne
 Grand Rapids Columbus

MICHIGAN TRADESMAN

Volume XVIII.

GRAND RAPIDS, WEDNESDAY, FEBRUARY 20, 1901.

Number 909

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.

Widdcomb 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, March 2 to 7, 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.

A. BOMERS, ..Commercial Broker..

And Dealer in

Cigars and Tobaccos,

157 E. Fulton St. GRAND RAPIDS, MICH.

Tradesman Coupons

IMPORTANT FEATURES.

- Page.
2. Getting the People.
 3. Two Kinds of Liars.
 4. Around the State.
 5. Grand Rapids Gossip.
 6. Village Improvement.
 7. Jobber and Retailer.
 8. Editorial.
 9. Taxation and Forestry.
 13. Detroit Butter and Cheese Market.
 14. Dry Goods.
 15. Clothing.
 16. Shoes and Rubbers.
 18. Hardware.
 19. Hardware Quotations.
 20. Woman's World.
 22. Butter and Eggs.
 23. The New York Market.
 24. Clerk's Corner.
 25. Commercial Travelers.
 26. Drugs and Chemicals.
 27. Drug Price Current.
 28. Grocery Price Current.
 29. Grocery Price Current.
 30. Grocery Price Current.
 31. Window Dressing.
 32. The Woman with the Hatchet.

A DREADFUL CONDITION.

It was found the other day by an old New Yorker that a single generation has been sufficient to turn the temporal affair of that metropolis completely upside down. Where are the names that were prominent in financial circles a generation ago? Now and then a familiar one appears, but for the most part the immense fortune belongs to a name at that time unknown, while in the social world for years 'the strangers' foot has been on the sill." Another matter which has not escaped attention is the difference in the amount that once was considered a fortune. Something and six ciphers was then enough to command attention, now the something must cover at least two places, to be considered noteworthy. One man last year had an income of \$48,000,000, and the question which is constantly coming up is, "What in the world is he going to do with it?"

The matter stands thus: With an income greater than most kings possess, our American private citizen, in the maintenance of his household, spends a sum so comparatively insignificant as to make the contemplation of the excess of income over expenditure simply demoralizing. Do his level best, the man can not get rid of his income. His house is an enormous enormity. It is furnished with the costliest whims of fadism; but even that has a limit and the income remains unspent. Suppose the man with the yearly forty-eight millions should undertake to spend a year's income on clothes, or on food? The mere idea is appalling. The undertaking would prove overwhelming—shelter and food and clothing are all that mankind can have. The house may cover an acre, the table be burdened with costly appointments and the finest foods, the man may sit down to it on a golden chair, be clothed in the purplish of purple and the finest of fine linen; but he can eat only so much. He has reached his limit, he has bought all there is to buy; and still the income continues to increase. What is he going to do with it?

It is a tremendous question, and is one which is not limited to the multi-

millionaire of New York. The condition is widespread. New York has her share of very rich men, but the United States has many more. It is submitted that there is now and then one in the Peninsular State, and if rumor can be at all relied upon, Grand Rapids, in the general summing up, will not be left out in the cold. With all that human nature can ask for, the enormous income continues to increase. Our dinners can not be made more magnificent. Our precious stones are too numerous to be longer desirable and luxury generally has long since reached the limit beyond which it becomes surfeited. What is a surfeited body to do?

The answer is not only an easy one, but implies a direction which will be sure to be followed: Keep right on accumulating. "To him that hath shall be given." To go to extremes in house building is as foolish as it is wasteful. To give one's self up to the pleasures of the table is to degenerate into the glutton and ensure an early engagement with the undertaker. To become an advertisement of the tailor is to be written down a fop and a fool; so that all that remains is to live frugally and prudently, turn the surplus into bonds and keep right on toiling and moiling until a ripe old age. Then death will "turn us down" exactly as he turns down the humblest man in our service, we shall be borne to our costly mausoleum in the costliest hearse that can be hired for the occasion—Victoria rode on a gun carriage!—and there our bodies will moulder into common, everyday, old-fashioned dirt until the angel tells us to depart for somewhere into something!

The New Yorker is right. It is a dreadful condition of things but, what is much to the purpose, the world, as a whole, finds it a very desirable condition of things. The general "wind-up" is, naturally, somewhat jarring to any who may be inclined to contemplation, but the man most interested "takes no stock" in it and keeps on in the even tenor of his way. That the way will have the common ending there is no possible doubt. The generation will pass and another will take its place. The second will gaze in wonder at the marble mausoleum, will conjecture as to what kind of man the sleeper was and, with all the irreverence to be expected from the descendants of the present one, will turn from the door of the sepulchre with a satisfied "That's all right" as the letters of stone are read: "He has gone from his work to his reward."

In soliciting a settlement with its creditors, the Wurzburg Department Store estimates its book accounts to be worth 20 cents on the dollar, which should be a warning to retail merchants generally to limit that portion of their business as much as possible, to the end that they may not be compelled to depreciate their assets to this extent in the event of their becoming embarrassed.

In giving credits, don't forget that the horse that neighs loudest for oats has not always the backbone to carry them.

DISAPPEARANCE OF HATRED.

The "Point of View" in Scribner's Magazine for February, in some observations on the "Decline of Hatred," remarks that, in modern fiction and the drama, hatred is no longer represented as the great and overmastering passion in contradistinction to love.

There are still in active operation those motives for hate, such as jealousy, envy and rivalry. These are still potent enough to drive men to murder and to all other crimes; but there is said to be an absence of the overpowering and all-consuming hate which, without being the demonstration of any special grudge, is the expression of an intense and immeasurable malice. Such hate is found in the ancient Greek drama; it appears in mediæval myths and is the sort of hate that Satan is supposed to cherish against God, and man, as the chiefest of God's creatures. It does not seem specially difficult to understand why primeval passions have lost in these latter times their intense ferocity and persistency. It is because men no longer hold to the doctrine of fate and have accepted hope in its place. A human being, under the decree of a ferocious and unrelenting fate, realizing that all happiness in this world and the next was denied to him, would naturally be filled with a hopeless but furious resentment not only towards those who were supposed to be the cause of his misfortunes, but even to the innocent persons whose happiness was a subject of envy.

Without doubt the hopeful views of the future born of the Christian religion have done everything to banish the demoniac hate and the black despair that appear so often in the antique delineations of character. In the theology of the primitive nations the gods had their favorites, upon whom all benefits were showered, while there were unfortunates upon whom were poured out unceasing floods of evil. Some such notion may be preserved in the grim and gloomy tenets of Calvin, but it is scarcely more than the shadow of a survival. To-day human beings live in hope of both present and future enlargement, and fate has no part in their calculations. The banishment of fate from our religion means the extinction of demoniac hate and despair.

Ever since F. W. Wurzburg merged his business into a department store he has been a disturbing element in trade—handling poor goods, selling at cut prices and doing all he could to demoralize the methods of those who conduct business along legitimate lines. Every creditor who consents to settle his claim in such a way as to enable the Wurzburg regime to be perpetuated contributes to a continuance of the demoralization in trade inaugurated and maintained by the present management.

Every creditor who accepts the compromise offered by the Wurzburg Department Store perpetrates an injustice on the merchants who pay 100 cents on the dollar.

Getting the People

Use and Abuse of Advertising Signs.

It is a generally accepted proposition that every means of getting one's name and business before the public is good advertising. I have had occasion to observe that the question of value is somewhat dependent upon the manner in which the mind is impressed with such knowledge. If the idea is conveyed in a manner which is repugnant to the knowledge of the business may be temporarily increased at the cost of driving away the custom, which more suitable methods would gain. Thus, some uncouth or undignified procession in the streets bearing signs will excite risibility and ridicule, but the experimenters in this direction are coming to understand that the advertising value of such performances is negative.

It is not the peregrinating sign, nor the display on the store building of the merchant that interests us so much as the advertising sign usually spread on any and every available space that is likely to meet observers. Promoters of this sort of advertising have no consideration for suitability and obtrude their disfigurements, regardless of esthetic sense or of the effect on the landscape.

The criterion of excellence in this sort of heralding is conspicuousness—to occupy as large a space on any object as can be found or constructed. As farmers are apt to draw the line at the decoration of their dwellings, the most available buildings are barns, sheds and stables. The farmer having a good barn is apt to except it from such use, so that the roughest and most uncouth of this class of edifices are devoted to the printer's art.

This may be good advertising, but to my mind there is an association of ideas between Sellem & Fitts' clothing and the tumbledown, filthy sheds which bear their signs which is not attractive. Even although the thought may not assume definite form in the mind there is an unpleasant impression, and this is not generally helped by the class of artistic skill employed. An uncouth glaring letter in white or some other light color stands forth on a ground of funereal black which covers the rest of the edifice, making an object having no proper place outside the dreams of a lunatic. It may be good advertising to intrude these visions on the sight of the wayfarer every half mile or so, but the effect on my mind is the engendering of an intense dislike for the names associated with such monstrosities.

Another phase of landscape decoration (?) which excites the conscious or unconscious wrath of the artistic temperament is the desecration of natural objects. When the vendor of Dr. Pill's Lightning Alternative covers the face of the distant rock with his legend he fondly hopes that the observer will carry an impression which will lead to a trial of his wares. It never occurs to him that his name and medicine have become objects of detestation on account of the defacement of an element in an artistic picture.

A similar defacement of scenery, although produced in a different manner, is the erection of gigantic signboards in the most conspicuous parts of the landscape. This does a violence to the artistic sense which goes far to neutralize any advertising value.

There are proper methods of advertising by signs, no doubt, having more or less merit. Thus in suitable, not too

The Busy Big Store of the People
IS THE GATEWAY OF
Low Prices and Square Dealing.

WE WANT YOUR TRADE.
AND
BUYING IN THE QUANTITIES WE DO
WE ARE ABLE TO
TO MAKE THE PRICE.

AS AN ILLUSTRATION WE QUOTE YOU
BEST GOLD MEDAL FLOUR
AT \$4.50 PER BARREL AND
BEST WATER WHITE OIL
AT 8 CTS. PER GALLON.

YOU MIGHT LOOK UNTIL YOUR EYES GROW DIM FOR PRICES
EQUAL TO THESE, BUT
WE'RE MAKING 'EM ALL ALONG THE LINE.
BOTH TELEPHONES.

The Antrim Iron Company
IS THE STANDARD WHICH OTHERS IMITATE.
We Make our Business Pay us by Making it Pay You.

The CORNER STORE'S Spring Announcement.

AT SOME DRY GOODS STORES

If you happen to get particularly good value for your money, it is largely a matter of chance. You may and you may not. At our establishment there is no such thing as chance. We know what we sell, and you will also know, because our clerks will tell you. It pays better, in the end, to do this. Taking that into consideration, and the fact that we buy all our Dry Goods in the Eastern markets from first hands, enables us to sell the Best Goods at the LOWEST PRICES. For this spring's trade we are offering the Sweetser, Pembroke & Co.'s Wash Goods, consisting of Jaconets, Dimities, Gingham and Zephyrs, at 7c, 10c, 12½c, 15c, 25c, and 50c. per yard. We handle these goods exclusively. Our stock of Dress Goods and Worsteds is large and will please you. We sell everything to eat and wear at the lowest living prices.

CHARLES P. LILLIE,

The Big Corner Store, Coopersville, Mich.

The Grange Store

Bought \$1,000 worth of

TABLE LINEN

under the hammer.

We are going to sell them to you at

65c on the dollar

while they last.

M. V. B. McALPINE, Manager.

Shelby Milling Co. Flour, Feed and Mill Stuffs. Cash for Grain.

WANTED IMMEDIATELY.

HANDLE LOGS

Maple, 5 ft. 2 in. long.
 5 ft. 8 in. long.
 Beech, 5 ft. 2 in. long.
 R. Elm 5 ft. 2 in. long.

We will pay a special price for
 Choice White Ash Logs.

Call at Office or Factory.
 CHAMPION TOOL & HANDLE WORKS

Fit for a King's Table.

No monarch can enjoy better
 than you can get if you buy of me.

There cannot be made any better
 bread than I sell.

I use the best flour,
 the best yeast,
 and great
 care.

Can't have any-
 thing more, CAN
 YOU?

Van's Bakery.

obtrusive, positions may appear artistically painted signs of moderate size to good advantage. On such signs should be used a plain artistic letter, no ornament, and it is just as well that many of these should be duplicates. In placing these care must be exercised to preserve suitability. If it is put on a building let the building be a decent one. If on a fence don't try to get the most conspicuous position possible, but put it where it will look best in its surroundings—appear well balanced and artistic.

* * *

It is not often that the printer is successful in attempts at pictorial effect in the use of brass rules, as in the column and panel work of the Antrim Iron Company. This effort is especially notable in the judiciousness with which the faces of rules are selected and the proportioning of the spaces and the completeness with which the idea is worked out. In the type work there is the same good judgment in not mixing faces. While two styles are used they are so separated and balanced that unity of effect is produced.

Charles P. Lillie has also fallen into the hands of a good printer. The body of the advertisement looks pretty solid, on account of its length, but it is written in an interesting, readable style, and will gain attention.

M. V. B. McAlpine is also fortunate in finding a compositor who is up with the times. While the subject of the advertisement savors a little too much of snap trading it is possible that it is adapted to the requirements of the particular business.

The wording of the advertisement for the Shelby Milling Co. is as good an example of conciseness and completeness as I have ever seen. The printer's work shows good judgment.

The advertisement of the Champion Too & Handle Works shows a good example of the old methods of display and, while the space is a little crowded, the effect is good.

Van's Bakery is the least fortunate in its effort of any in the list. The wording is too labored and the printer has tried too hard to do something. Less effort all around would have given a better result.

Love is like the grip. Everybody in the world has either just had it or is waiting to get it.

Aluminum Money

Will Increase Your Business.



Cheap and Effective.
 Send for samples and prices.

C. H. HANSON,
 44 S. Clark 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.

TWO KINDS OF LIARS.

Difference Between the Honest and Dishonest Classes.

I don't know why this subject occurred to me, but I grew to studying the other day over two Philadelphia salesmen with whom I am well acquainted, and whom I have known for years. They are well known men and both liars. One is a successful salesman; the other is a ragged-edge man. The biggest liar is the best salesman. He isn't successful because he's a liar, because everybody knows he is one. He succeeds in spite of that.

It got me to thinking about the different sorts of liars that you find among salesmen. There are honest, harmless liars, and there are dishonest, harmful ones. You size the first sort up right away, and you don't hold their failings against them. As a rule, a liar of this class is a genial, capable sort of fellow with the habit of lying his main fault. He doesn't mean to lie to your harm. He wouldn't hurt you for the world.

The dishonest liar may not tell anywhere near as many lies as the other fellow, but you don't want him around.

The man I mentioned a while back—the biggest liar and the best salesman—will stand up and look you in the face with the most honest baby blue eyes you ever saw. Nine times out of ten, if you are a buyer, he is filling you full. And still you are liable to buy of him, for somehow you like him.

For instance, quite a while ago this salesman went to a retail grocer with a sample of prunes. The grocer was a shrewd, experienced man. He knows the grocery business and he is a good judge of men. He knew the salesman was a liar, too.

It was just about when new prunes were coming in. The salesman offered a lot that he said were new prunes at about 3/4 cent under the market. He swore by the soul of his grandmother that they were new.

"All right," said the grocer, "if those are new prunes I'll take a hundred boxes. You leave the sample here."

The salesman left his sample and went away. As he went out, the retailer remarked:

"I'll bet a dollar Smith don't deliver me what I ordered."

"Why?" asked a bystander.

"Because he's such liar!" was the reply.

"Why in the name of Heaven do you buy of such a man?" was asked.

"Oh, I don't know," said the grocer; "I couldn't tell why I do. He hustles a good deal—that's one reason, I suppose.

Well, the prunes were delivered—the

whole hundred boxes on a dray. The retailer ripped open one box, and the result showed how well he had known his man. The whole lot was the most open sort of ice house stock. And, of course, back they went. An ordinary salesman would have been kicked out of that retailer's store the next time he went there. This particular salesman has never stopped selling him goods.

Another retailer I know of has been lied to repeatedly by the same salesman. He's ordered him out of his store probably ten times. Yet that doesn't prevent the salesman from going back there the very minute he wants to, and the retailer buys of him to-day and has no grudge against him.

This fellow is with one of the biggest houses in Philadelphia, and he's one of the biggest salesmen. Don't get the impression that his ability as a liar helps him, for it doesn't. The lies of a salesman, especially a traveling salesman, will come home to roost every time. This man would unquestionably do a far bigger business if he never told a lie. The fellow's personal magnetism enables him, even against the formidable competition of his lying tongue, to sell goods, and lots of them.

The other salesman is probably as well known as the one I've just got through talking about. He isn't as big a liar by a big sight, yet he probably sells a dollar's worth where the other man sells a hundred. He is a dishonest liar. You feel when you know him that he is trying to use his lies to get the best of you. He is trying to lie money out of your pocket. He really means you ill when he lies. This salesman has never been a success. To-day he is decidedly on the ragged edge. Judged by the number of lies he and the other salesman tell, the dishonest salesman deserves more success than the latter. The reason he doesn't get it is because his lies are mercenary and malicious, and because he lacks the personal magnetism to overcome them. The other fellow tells three lies to his one, but when you call him a liar to your friends you are apt to speak of it in the same tone as if you were accusing him of being a practical joker.

Moral, if you must be a liar, be a pleasing liar.—Stroller in Grocery World.

A Formidable Undertaking.

Sockson Buskin—I'm raising money to buy land to build a home on for poor actors.

Ben E. Volent—Well, if you're going to buy land for a home for poor actors, I guess you'll have to buy two or three states.

ELLIOT O. GROSVENOR

Late State Food Commissioner
Advisory Counsel to manufacturers and jobbers whose interests are affected by the Food Laws of any state. Correspondence invited.
1232 Majestic Building, Detroit, Mich.

You ought to sell

LILY WHITE

"The flour the best cooks use"

VALLEY CITY MILLING CO.,
GRAND RAPIDS, MICH.

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.

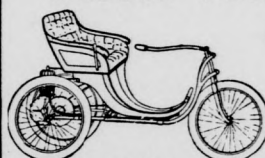


Motor Vehicle

Auto-Two

Price

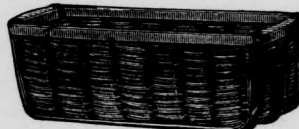
\$475.00



We have spoken briefly of our Motor Bicycle, (Auto-Bi at \$200) and our Tricycle (Auto-Tri at \$350. Here is our AUTO-TWO. It's a beauty. If interested write for catalogue.

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

Ballou Baskets Are Best



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

We make all kinds.

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

Send for catalogue.

BALLOU BASKET WORKS, Belding, Mich

Don't you need some

New Boxes

for your Laces, Ribbons and Notions? The place to get them is from the
Kalamazoo Paper Box Co.
Kalamazoo, Mich.

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.

GAS READING LAMPS



No wick, no oil, no trouble—always ready. A Gas Reading Lamp is the most satisfactory kind to use. A complete lamp including tubing and genuine Welsbach Mantles and Welsbach lamps as low as \$3. Suitable for offices and stores as well.

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

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.

SCOTTEN-DILLON COMPANY

TOBACCO MANUFACTURERS

INDEPENDENT FACTORY

DETROIT, MICHIGAN

OUR LEADING BRANDS. KEEP THEM IN MIND.

FINE CUT

UNCLE DANIEL.
OJIBWA.

FOREST GIANT.
SWEET SPRAY.

SMOKING

HAND PRESSED. Flake Cut.
DOUBLE CROSS. Long Cut.
SWEET CORE. Plug Cut.
FLAT CAR. Granulated.

PLUG

CREME DE MENTHE.
STRONG HOLD.
FLAT IRON.
SO-LO.

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

Around the State

Movements of Merchants.

Marquette—J. W. Jochim has retired from the Marquette Hardware Co.

Hillsdale—J. M. Cummins, meat dealer, has sold out to W. H. Croose.

Corunna—W. H. Wilson & Co. have established a lumber yard at this place.

Grass Lake—John Haren has purchased the Johnson & Co. grocery stock.

Tekonsha—L. M. Batt has sold his vehicle and implement stock to F. W. Main.

Hersey—H. A. Millard has purchased the grocery stock of Bisbee & McGee.

St. Louis—Stambaugh & Hildreth have purchased the grocery stock of A. S. Adam.

Broomfield—B. W. Hagerman succeeds Hoover & Hagerman in the grocery business.

Tower—Dominic Potvin has purchased the general merchandise stock of J. H. Miller.

Lansing—Willson & Dale succeed Willson & Dunning in the harness and vehicle business.

Warren—Smith & Wolf succeed Smith & Freudhauff in the hardware and implement business.

Marquette—W. G. Coles has purchased the meat market of A. F. Werle at 523 North Third street.

Detroit—The Michigan Wall Paper Co., Ltd., is succeeded by the Michigan Wall Paper Co.

Middleville—Mrs. Eva Talbott will open a millinery shop in the opera hall building about March 15.

Stanton—M. Cohn & Co., of Detroit, have purchased the general merchandise stock of J. N. Crusoe.

East Jordan—J. Zeif, dealer in dry goods, clothing and boots and shoes, has removed to Ludington.

Ashley—M. G. Bassett has purchased the interest of his partner in the drug firm of Bassett & Gladstone.

Onsted—J. F. Hallett has purchased the interest of Mr. Muck, in the hardware firm of Muck & Hallett.

Port Huron—E. C. Boice, dealer in dry goods and millinery, has added 30 feet to his new store building.

White Pigeon—W. H. Ostrander, of Waterville, Ohio, has purchased the general stock of John J. Davis.

Eureka—E. S. Koon has removed his stock of clothing and men's furnishing goods from Fowler to this place.

Crystal Valley—Alva Darling has engaged in the grocery business. Geo. Hume & Co. furnished the stock.

Crystal Valley—L. E. Beadle is erecting a store building and expects to engage in general trade about March 15.

Charlotte—Claud Pope has purchased the Turner grocery stock and will continue the business at the same location.

Charlotte—R. A. Garber and Z. M. C. Smith have purchased the agricultural implement stock of Wm. Boyles.

Sault Ste. Marie—The Hammond-Standish Co., wholesale meats, will build a storage warehouse and refrigerator here.

Ida—Weipert & Cousino is the style of the new firm which succeeds N. A. Weipert in the hardware and implement business.

Manton—W. M. Sterling has leased the old McFarlan store, which he will occupy with paints, wall paper and bazaar goods.

Luther—H. Goldman, dealer in dry goods, boots and shoes and women's and men's furnishing goods, has removed to Mesick.

Constantine—R. C. Wagenaar, of Grand Rapids, and A. DeVries, of Holland, have purchased the grocery stock of Barry & Bigelow.

Hillsdale—Kreiter & Steward, dealers in paints and oils, have dissolved partnership, Mr. Kreiter purchasing the interest of Mr. Steward.

West Bay City—The style of McLaughlin & Co., dealers in coal, wood and lime, has been changed to the McLaughlin Coal & Lime Co.

Charlotte—S. G. Newman, of Union City, has purchased the grocery stock of F. H. McGrath, and will continue the business at the old stand.

Hillsdale—C. E. Singer has retired from the shoe firm of D. McNaughton & Co. Mr. McNaughton will continue the business in his own name.

Hamilton—H. J. Fisher will soon move his drugs to Holland. Then Hamilton will have no drug store. This will be a fair opening for some one.

Belding—The firm of Lapham & DeWitt, furniture dealers, has been dissolved by mutual consent, Geo. DeWitt having purchased the interest of E. B. Lapham.

Dighton—Geo. A. Ball, general dealer at this place, died last week of pneumonia after a short illness. He was 58 years of age and had been engaged in business here since 1886.

Kalamazoo—Edmond Chase, formerly clerk for the Bryant Shoe Co., has purchased the interest of C. P. O'Brien in the shoe firm of Ware & O'Brien, proprietors of the City shoe store.

Menominee—Richard M. Smith will retire from the furniture firm of Smith & Peterson about March 1. Mr. Smith will go West for his health. Peter M. Peterson will continue the business.

St. Johns—The firm of Corbit & Valentine has been dissolved. J. H. Corbit will continue the hardware business and E. L. Valentine has taken the agricultural implement, vehicle and harness stock.

St. Johns—The National Telephone Co. will extend its lines to Elsie and Bannister as soon as the weather will permit, having purchased poles for the new extension. Exchanges will be installed at Ovid, Elsie and Bannister.

Houghton—L. A. Larsen has taken a position with Nelson Morris & Co., the Chicago meat firm, which will open up a branch house in this city. Mr. Larsen came to Houghton in 1899 and has had charge of the Hammond Packing Co.'s affairs in the copper country since that time.

Lansing—A. M. Donsereaux has obtained a settlement with his creditors on the basis of 25 cents on the dollar. It is reported that four-fifths of the amount necessary to effect the compromise was furnished by Donsereaux and that the remainder was contributed by T. O. Christian, of Owosso.

Detroit—A chattel mortgage has been given by Smith & Snedeker to Frank H. Jerome, trustee, for the benefit of creditors, for \$5,373.41, upon general stock of tobacco and cigars and fittings at 70 Woodward avenue. Principal creditors, Yocum Bros., Reading, Pa., for \$1,508.25; C. W. Smith, Nashville, Mich., \$500.

Port Huron—Silas Armstrong, the wholesale grocer, while leaving Elks' hall at a late hour last Friday night, in some manner lost his balance at the head of the stairs and fell headlong to the landing below. He was picked up unconscious and bleeding from a severe gash in his head. A short time ago he had suffered a slight stroke of paralysis,

and it is thought a second shock may have overtaken him and caused the fall. Late to-night there was no improvement in Mr. Armstrong's condition, and an operation was decided upon as the only hope of saving his life. Dr. Emerson, of Detroit, has been summoned for consultation in the case.

Three Rivers—Charles Starr has found it necessary to turn over his dry goods and millinery stock to L. M. Wing, President of the Coldwater National Bank, and R. R. Pealer, President of the First National Bank of this place, as trustees for all his creditors. The trustees have placed Charles W. Cox in immediate charge. The total liabilities amount to \$21,785.77. There are about fifty creditors. A compromise will probably be offered this week.

St. Joseph—W. K. Walker, the well-known prescriptionist, has been elected Secretary and Manager of the Howard & Pearl Drug Co., which is a sufficient guarantee that the business will be well managed hereafter. Mr. Walker was traveling representative for many years for Parke, Davis & Co. and has a large acquaintance among Michigan druggists, all of whom will join the Tradesman in congratulating him on the opportunity he now has for demonstrating his ability as an organizer, buyer and manager.

Manufacturing Matters.

Zeeland—The South Ottawa Cheese Co. has declared a dividend of 31 per cent. from the profits of 1900.

Alpena—The Richardson Lumber Co. has embarked in the lumber business, with a capital stock of \$30,000.

Coldwater—The Behse Manufacturing Co., manufacturer of bicycle guards, etc., has discontinued business.

Portland—The Goff Manufacturing Co. has been organized to engage in the manufacture of flour sifters, an invention of Frank Goff, Jr.

West Bay City—The United States Chicory Co., the largest manufacturing concern of its kind in the United States, is offering \$7 a ton for next season's crop of chicory.

Three Rivers—The Initial Toepad Co. will shortly erect a factory building, 50@140 feet in dimensions and four stories high, for the manufacture of carriage trimmings.

St. Ignace—The Jamieson Lumber Co.'s sawmill is now owned by Messrs. Salling, of Gaylord, and Thos. Woodfield, J. A. Jamieson having retired from the firm to devote his entire attention to his Neebish operations.

Port Huron—The Anchor Bay Salt Co. has filed articles of association. The capital stock is \$25,000, of which \$2,500 is paid in. C. J. Riley and C. M. Swift, of Detroit, each own 1,200 shares and Wm. J. Gray owns 100 shares.

Detroit—The Hydraulic Oil Distribution Co. has filed articles of association with the county clerk. The organization is capitalized at \$25,000, of which Luther C. Snell holds 2,498 shares. C. L. Coffin and F. A. Goodrich hold one share each.

Detroit—Articles of association of the Welded Steel Barrel Corporation have been filed with the county clerk. The capital stock is \$175,000, of which Charles L. Coffin holds 17,498 shares, and Henry W. Jessop and Orla B. Taylor one share each.

Port Huron—Articles of association have been filed for the organization of the Flint Pantaloon Co., in this city, which will absorb the Standard Novelty Co. The company will be capitalized

at \$30,000. The stockholders are Henry McMorran, C. F. Harrington, W. F. Davidson and David Traxler. The company will manufacture overalls, etc.

Kalamazoo—R. S. Wilson, of Richmond, has purchased an interest in the Spiral Manufacturing Co. and has been elected President of the company. The other officers of the company are A. W. Bowman, Secretary, and C. W. Thompson, General Manager. The business of the concern in its new quarters in the Allen block has been substantially increased.

Adrian—Articles of incorporation of the Perfection Manufacturing Co. have been filed. The company will have its office at Adrian and will be engaged in the manufacture and sale of woodenware and novelties. The stock is capitalized at \$30,000, all paid in, and the stockholders are Edward M. Lamb, Emmor Bales, Daniel S. Williams, J. Mills Lamb and W. W. Cooke.

Port Huron—John T. Staff, of Terre Haute, Ind., has made a proposition to establish a canning factory in this city, costing \$25,000, providing a suitable site can be obtained and other arrangements be effected. The industry, it is claimed, will give employment to 100 persons nine months of the year, and 300 for six months, while at the busiest season it is expected as high as 400 will be employed.

The Boys Behind the Counter.

Ionina—Fred C. Stevenson, who has been with G. F. Whitney & Son for the past eight years, has taken a similar position with the Allerton Mercantile Co., of St. Johns, and will leave to assume his new duties about March 15.

Caro—Ed. Langin, who for the past year has been employed in the hardware store of F. A. Turner, has severed his connection with that firm and started on the road for Root Bros., hardware dealers, of Plymouth, Ohio.

Woodland—H. P. French has retained J. P. Williams in the drug store lately occupied by A. Hill & Son, and will continue to do business at both places for an indefinite length of time.

Manistee—Frank Zielinski has taken a position as clerk in P. N. Cardozo's store. For the past year and a half he has been clerking in the Busy Big Store, at Ludington.

Comstock Crowd Up to Their Old Tricks. From the Marquette Mining Journal.

Ten or more Menominee business men anted up to the Comstock Collection Agency, of Oswego, N. Y. As in this county, summons were issued from a remote point and a bluff is being made in the hope that those who are standing out against the imposition will lose their nerve and pay up. The Agency's representative has apparently gotten clear of this county for good and all. The determined stand taken by the Marquette merchants discouraged him. Other victims of the fraudulent concern will do well to stand their ground and threaten to fight. The Comstock gang will not care to bring its Agency into the courts.

The third annual banquet of the Merchants and Manufacturers' Association of Port Huron will be held on Wednesday evening, Feb. 27. The Tradesman acknowledges, with thanks, a cordial invitation to be represented on that occasion.

It will pay you to enlist the services of the "Systematic Collector." Write the Commercial Credit Co., Widdicomb Bldg., Grand Rapids, or Hammond Bldg., Detroit, for particulars.

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

Grand Rapids Gossip

Humiliating Compromise Offered by the Wurzburgs.

The Wurzburg Department Store has issued a circular letter to its outside creditors offering 15 per cent. in full settlement of all claims against that estate, based on the following showing:

Merchandise, per invoice,	\$44,340.84
Book accounts,	3,653.31
Cash on hand,	3,748.34
Total,	\$51,742.52

Estimating the merchandise to be worth 40 cents on the dollar and the book accounts to be worth 20 cents on the dollar and the cash at par make a total of \$22,214, from which is to be deducted the expense of the trustee and the fees of his attorneys, which amount altogether to \$3,500, leaving a net amount of \$18,714 to pay \$121,000 worth of debts.

The letter is very nicely worded, having evidently been written with a great deal of care, and the hope is held out to the creditors that if they will settle on this basis they will be given the preference in future purchases. It is stated that local business men stand ready to furnish the necessary capital to enable the concern to re-establish itself in business, but the identity of the men is not disclosed. For reasons which are readily apparent, none of these circulars have been sent the local creditors, who will be approached later on and treated somewhat differently.

Of course this proposition is put out as a "feeler" for the purpose of ascertaining the sentiment of the creditors, with a view to ultimately obtaining a settlement on the basis of 25 per cent. or thereabouts; in fact, several local creditors have been given to understand that they will be treated handsomely if they will use their influence to obtain a satisfactory adjustment of certain outside accounts.

From present indications few, if any, creditors will injure themselves in their haste to take advantage of this offer, because it has been conceded from the start that the estate ought to pay 25 cents on the dollar and that the Wurzburgs must relinquish their expectation of continuing the business, because they have demonstrated to the satisfaction of all concerned that they are not equal to the occasion; that as merchants they are failures and must get off the track and make way for men who have the energy and integrity to do business along proper lines and pay 100 cents on the dollar.

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—Creamery has advanced to 22c, although receipts are liberal. Dairy grades range from 13@15c. The market is in excellent condition.

Cabbage—Home grown is scarce 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. A few lots of Cape Cods bring more, but the quantity of that grade is too insignificant to be any real factor in the situation. Jerseys are not plenty, but the bulk of the supply is moderately good and prices steady.

Eggs—Fresh are still selling at 18c, although the New York market has declined to 16½c and the Chicago market to 15c. Local dealers are holding the price up as long as possible, so as to

give their country shippers an opportunity to unload the purchases they have made at the present range of values. A slump to 15@16c will probably come before the end of the week.

Game—Common cottontail rabbits are in active demand at 70c for No. 2 and 90c for No. 1. Belgian hares command 8@10c per lb. for dressed.

Hickory Nuts—\$2@2.25 per bu.

Honey—Fancy white is practically out of market. Choice white is in large supply at 14@15c. Amber goes at 13@14c and dark buckwheat is slow sale at 10@12c.

Lemons—Messinas command \$3.50 for all sizes. Californias fetch \$3.50 for 300s and \$3.25 for 360s. The market is not at present overstocked with good Sicilies, and, as the supply of Californias is insufficient to cause any considerable change in the market, the outlook for Sicilies is encouraging. Higher prices are expected.

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—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 market is decidedly off, as frequently happens at this time of the year. The cause of the slump is thus described by Miller & Teasdale Co., of St. Louis: With light receipts in all of the larger markets—exceptionally so for this time of the year—prices have eased off, markets are dull, sluggish and weak; the supply, although light most everywhere, on account of cold weather and light loading, yet it is reported stock has been accumulating on track in many of the large cities. The country shipping trade, while taking some potatoes, still report trade light and we find difficulty in selling even at lower prices which are named. Early seed stock is dead dull everywhere; there seems an utter lack of demand. In the Southeast we hear on all sides that Maine is underselling us, even at the lower prices now ruling. We ought now to be having an active demand. On the contrary, it is very light. It is evident that they have supplied themselves with seed potatoes in many localities and do not need any more. Planting in the South will be light this year, as much heavier acreage will be used for cotton, as cotton was high last year and potatoes proved a failure. It is on this account that we look for light seed demand everywhere in the South, and another thing which must not be overlooked in calculating the situation on early seed potatoes, is that Maine, having large and fine crop and having special low freights to all Southeastern, Southern and Southwestern points on account of water rate, has sold large quantities of early seed potatoes right into our territory, and at prices with which we can not compete, nor can we even now with seed potatoes 14@18c per bushel lower than early in January. Maine still has large quantities sold for last half of February and through March delivery. It may develop that the South will not want much of our Northern seed potatoes, and it begins to look as if such was the case, since the demand for seed in the South should be good, and you know it never was so light as now.

Poultry—Local dealers pay as follows: Spring turkeys, 11@12c; old, 8@9c; spring chickens, 9@10c; fowls, 8@9c; spring ducks, 11@12c—old not wanted at any price; spring geese, 8@9c—old not wanted.

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

Squash—2c per lb. for Hubbard.

Turnips—\$1 per bbl.

The Grocery Market.

Sugar—The raw sugar market is practically unchanged. Refiners apparently were buyers on the basis of 4¼c for 96 deg. test centrifugals, but no decided anxiety was shown to purchase, as they have ample supplies on hand to meet present requirements. Holders having only limited supplies on hand, there was no pressure shown to market supplies. The refined market remains the same. Sales are of fair sized quantities at full prices. Most buyers have a sufficiently large stock to carry them until the middle of next month and, unless there should be some material change in the raw sugar market, business from now on will probably be of a hand-to-mouth character. Some look for an advance in prices of refined in the near future, but refiners do not encourage this belief and it is doubtful if any immediate change will be made.

Canned Goods—The developments in the canned goods market the past week do not show any changes in the general situation. Trading has been confined to small orders, mostly for tomatoes, peas and oysters, and future business is only of moderate proportions. The interest is centered almost entirely in the tomato market and there are those who still think a change must come shortly, and are encouraged in this belief by the activity of the market and the lightness of the stocks held by jobbers and packers. It is the belief that goes a long way toward sustaining the tomato market, and if the leading packers continue to feel in their present frame of mind for a while longer, the market will undoubtedly improve. The corn market continues quiet and there are no changes or items of interest to report on this line. There is practically no demand for corn of any description and the trade do not seem to be interested in either spot or futures. After a while there will be some change in the corn market and at the prevailing prices buyers can not lose anything by keeping their stocks in good shape. String beans are unchanged. Prices are low, but sales are few. Lima beans are nearly all cleaned up. Peas are unchanged, but are in fairly good demand. There are some sales of futures, but a number of the packers have not named prices on the new pack yet and buyers are holding off, waiting for prices on some favorite brands. Considerable interest is manifested in the pineapple pack. No prices have been made as yet, but same are expected early next month. The crop will mature earlier this year than it did last and packers expect to start their canning houses to work about April 25. The peach market is quiet and there are no changes to report in any grade this week. The buying consists of small lots, but they are of sufficient number to show that there will be a good trade for all grades in the spring. Columbia River salmon is dull and unchanged. Red Alaska is in good demand and medium red and the cheaper grades are quite closely cleaned up. Oysters are in good demand at the present low quotations. The general market is not as active as it usually is at this time of the year, but all indications point to an active spring trade.

Dried Fruits—There is little change of any kind to record in the dried fruit market. Trade shows slightly more activity, but, outside of prunes, there is no buying of special interest. There is quite a fair demand for prunes at the present low prices. No large lots are purchased, but the numerous small or-

ders aggregate a fair amount; 60-70s and 90-100s are going out quite freely. California loose muscatel raisins are firmly held, but the demand is light. There is, however, a very good demand for seeded, which seem to be constantly growing in favor with the consumer. In apricots the feeling is better, with a good enquiry for fancy and strictly choice grades at full prices. Peaches are in fairly good demand at previous prices. Figs are unchanged, but with a little better demand. Stocks are moderate, but probably sufficient to take care of the usual spring trade. Dates are steady but quiet. Currants are firm and are selling more freely. Holders report that the trade is buying in larger lots than has been the case for some time past. There is some demand for evaporated apples, but stocks are almost exhausted, what little there is left in the hands of evaporators being held at high prices.

Rice—The rice market is steady, with good demand. Dealers remain strong in their views on prices, owing to small supplies and the continued firmness of primary markets. Advices from abroad note strong market conditions and higher prices for some grades.

Tea—Although there prevails a general good feeling, the demand is slow and conditions remain rather dull. Importers remain confident and the general belief is that very shortly a general renewed demand will set in and a probable advance in price will be experienced.

Molasses and Syrups—The molasses market is very firm, with good demand. Owing to small supplies, offerings are limited and prices for all grades are fully maintained. In the event of any increased demand, it is reported that supplies available would be absorbed in a very short time. The corn syrup market is very strong, with good demand, especially for the goods in cans.

Nuts—The demand for nuts is only fair and prices on most varieties have a lower tendency. French walnuts are in good supply and those of good quality are bringing full prices. Naples are in very light supply. Tarragona almonds and filberts are slightly lower.

Rolled Oats—The rolled oats market is firm and prices show an advance of 10c per barrel and 5c per case.

No one who has been in business a lifetime and is able to pay only 15 cents on the dollar has any right to expect his friends or his creditors to bolster him up and get him on his feet again. He has demonstrated that he is not intended for a merchant—that his proper province is driving a dray or following the plow or showing a jack plane or pursuing some other occupation in which he will not have the handling of other people's goods and other people's money.

About three months ago the Tradesman exposed as fraudulent the Vanderzalm Gardening Co. and the Bloomingdale Celery & Grocery Co., of Kalamazoo. The matter was in this way brought to the attention of the officers of the United States Court and, as a result, Vanderzalm was arrested at Kalamazoo one day last week for fraudulent use of the mails and bound over to the next grand jury of the United States Court.

There are men who will laugh at a woman for buying a nickel package of chewing gum, then proceed to blow in a quarter for an imported cigar.

Village Improvement

Good Place to Concentrate the Village Improvement Energy.

Written for the Tradesman.

Circumstance has brought back a mental picture of an old New England schoolhouse. It stands by the country roadside without fence, the end with its single door facing the road, a broken gristmill stone for a doorstep and the once blood-red coat of paint washed and faded by the storms and sunshine of half a century. Its interior corresponds with the unattractive outside. There are two rows of double seats in the center, with a wide aisle between them where is placed a rusty box-stove with a broken door and a demoralized stovepipe that zig-zags its way to the chimney high up over the entrance. A row of single seats cut by the knives of several generations lines the side walls; but the crowning glory of this schoolhouse was its windows. There were two on three sides of the room and they were so high that the pupils had to stand on the desks to look out, the idea being not to have the attention of the pupil distracted by anything going on outdoors. The walls were bare and dusty, the windows were dirty and the ceiling overhead was enriched by the spittle stalactites of the ages. The humanity that were brought up on the benches that their fathers and grandfathers occupied went out into the world taking with them, practically learned and thoroughly believed in, the delusion that one must shut himself off from the allurements of the world, if he is ever to be a success in the world's struggles.

That same idea is abroad to-day. It is visible in the country school in the East. The Middle West puts up a box anywhere and calls it a schoolhouse. Still farther westward where the country is new the same primitive simplicity exists. The Rockies cast their western and eastern shadows on the same unpretending roofs and the valleys of the Pacific States repeat the enormity. "Keep your eyes on your book," drilled in, becomes "Keep your eyes on your work" years afterwards, and the hardest task the Improvement Society has is to make these bare-benched and can't-look-out-of-the-window, brought-up graduates of the country schoolhouse believe that better students and better workmen and better men and women can be reared with low windows, framing beautiful outside pictures, and interiors made attractive by objects that are pleasing to look upon.

The feminine instinct to surround itself with beauty has done what it can with modern home life. There are carpets on the floor. There are pictures on the walls. The furniture has caught something of grace and loveliness from the daintiness of her touch and even the kitchen, from which anything pretty was once hopelessly banished, has been made attractive by an occasional bit of paint and textile coloring. "Why do you care for such things in your kitchen?" was asked of a trim, thrifty housekeeper who insisted on doing her own work. "For the same reason that I have them in the rest of the house; because I can work longer and better and enjoy it more by having something pleasant to look at while I am at it."

That is the thought of the whole matter and that is the reason why the schoolhouse should receive the attention of the Society. It should have low, wide

windows and those sashes, opened or closed, should be frames to the brightest pictures that Nature with the aid of the landscape gardener can paint. No child, if he is what he ought to be, studies all day. There are times when the mind grows weary and the lesson is stupid. The head, almost of necessity, leans upon the supporting hand and the eyes wander away through the sunshine and the shade to some beauty spot they delight to look at. There is no use in describing it. It is only a patch of meadow with a tree the wind likes to play with and the sun to shine upon, then more of meadow with the glint of a river away to the west and the blue sky dotted with white clouds bending over it all; but the eyes rest upon it with delight and the mind behind them, after a little, never once thinking that it has been studying a picture that will gladden it all its days, turns rested and refreshed to its book and the day's task is soon done.

To meet these same conditions when the landscape fails to interest, the Society, with the whole village behind it, should see that the walls of the school room have not been neglected. We hear too much of shutting famous pictures up in picture galleries and museums and much too little of adorning the country school houses with prints of them. The few are benefited with these works of transcendent genius; but infinitely more would be blessed if the Improvement Society could bring often together these fresh impressionable minds and the works of these great art masters. Let the country boy and girl go home with day after day passed under the silent influence of these pictures and there would be less longing after the city and its excitements. There would be less talk and less truth of the advantages of the town. The liking for the woods and fields and streams and the pleasures dependent upon them would be stronger. The going away from home would be oftener indefinitely put off and more of the brain would remain with the brawn to till intelligently the farms and the ranches to the advantage alike of tiller and tilled.

The influence of this society work does not end with the rested brain of the child when he turns again to his book. The lesson is learned and much of it forgotten, but after the threshold of the school is passed for the last time, the man with his work in the workshop, overcome by the same weariness, pauses as he did in the schoolroom to rest brain and hand by looking at something pleasing before him. The man at his desk, the artisan at his bench, the woman at her washtub and her sewing do the same and take up the burden again with a lighter heart if the eye falls in the meantime upon something beautiful.

The church is usually cared for. Devotion is sure to do its best to make the sanctuary attractive, but the school belongs to everybody and on that account nobody cares for it. "The schoolhouse by the country road, a ragged beggar sunning," is liable to remain so, unless somebody takes it in hand. Considered from every point of view it will produce the most promising results and that Improvement Society which can make the country schoolhouse a center of this radiating usefulness will receive the lasting gratitude of mankind.

Most men take comfort in the thought the world will never know how mean they really were until after they are dead.

Detroit Rubber Stamp Co.
99 Griswold St., Detroit, Mich.

Specialties We Manufacture

STENCILS TO ORDER

Changeable Brass Letters and Figures, all sizes.
Stepell Inks and Brushes.

STEEL AND BRASS STAMPS

Baggage Checks and Straps, Door Plates, Burning Brands, Carriage Plates, Check Protectors, etc., etc.

BADGES

Metal and Ribbon.

PRICE MARKERS

Inks and Pads.

RUBBER HAND STAMPS

Self-Inking and Dating Stamps, Ribbon Daters, Printing Wheels, Dates (all sizes), Metal Bodied and Solid Rubber Type, Inks, Pads, Ribbons, etc.
All the Latest Novelties.

SEALS

Corporation, Notary and Wax.

William Reid

Importer and Jobber of Polished Plate, Window and Ornamental

Glass

Paint, Oil, White Lead, Varnishes and Brushes

GRAND RAPIDS, MICH.

W. FRENCH,
Resident Manager.

"Latest and Greatest"

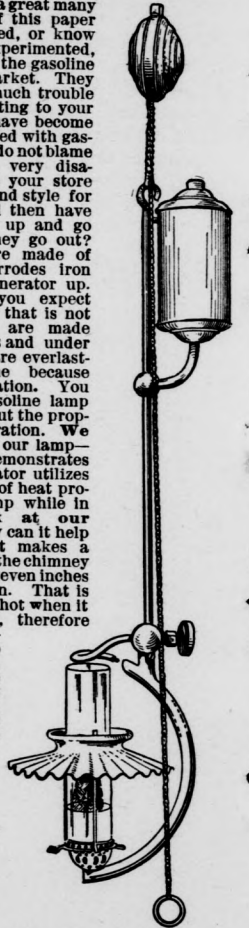
Without doubt a great many of the readers of this paper have experimented, or know some who have experimented, with a number of the gasoline lamps on the market. They have caused so much trouble and been so irritating to your nerves that you have become somewhat disgusted with gasoline lamps. We do not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

PENTONE GAS LAMP CO.

240 South Front Street

Grand Rapids, Mich.
Near Fulton Street Bridge.

Bell phone W. 596. Price Complete \$5.00.



Quaker Flour

Buy a Seller!

Sell a Winner!

Win a Buyer!

It rests with yourself whether or not you are going to be in the front ranks in flour selling—depends on the brand you offer. You will have a sweeping advantage if you handle QUAKER FLOUR because it is always in demand. If you do not handle this brand join the procession and get in line without further delay. Profit by the experience of the best merchants and handle only lines of recognized merit.

Laurel Flour, the leading Spring Wheat Flour.
Quaker Flour, the leading Winter Wheat Flour.

Worden Grocer Co.

Grand Rapids, Mich.

JOBBER AND RETAILER.

Mutual Relations Which Exist Between the Two.

In looking over this subject I find the relation suggesting itself as the basis of all other relations is that of buyer and seller. This is the relation. All others grow out of it and are subordinate to it. It is the most important to both parties, and the one which can not be set aside if any relations are to exist between them at all. On this relation rests the whole fabric of trade. It is fundamental in its nature, being the foundation of all business relations between one merchant and another. It has its beginning either in mutual confidence and respect or in the urgent necessity of the buyer. We all know the warm friendship which springs up between two men who have made a mutually satisfactory trade. It envelops them like a fine ether and for them in that condition life is worth living. From the nature of his business the retailer is dependent on the jobber, and this is so because of the element of economy which must be reckoned with. Frequent recurring wants for small parcels of goods make up the great portion of the retailer's business, and to procure these quickly and cheaply requires that the nearest merchant having the goods in stock and the prices be called upon to supply the wants. These frequent needs for small lots of goods necessitate the existence of an adequate stock within reach of the small trader, and whosoever can supply his needs quickly and cheaply will be to him a jobber. I, therefore, maintain that the jobber is and will continue to be a necessity as long as men trade together.

The poor we have with us always. The small trader must not be lost sight of in

the reckoning. I have no faith in the prophecies so often uttered that a few years hence there will be no small traders. I believe the small trader will continue to exist and do business while time lasts, because he is a necessity to the people. We may, therefore, conclude that the jobber is the natural source from which the retailer should get his goods, because the jobber has facilities for gathering commodities from everywhere at a much less cost than the retailer himself can do it.

It is a very nice-sounding phrase when we say to people that we buy direct from the manufacturer, but the experience of the small trade is against such practice, except in a few specialties, because we can not get everything we want from any one manufacturer, and then, too, we are compelled to buy in too great quantities. We overstock ourselves and find it hard to pay the bills. If we confine ourselves to our natural source of supply, we need not get into deep water, or, rather, into deep debt.

This is the relation of buyer and seller, which, I said, is the principal relation between the two classes.

There is another relation—important, inevitable, logical, sure as death and taxes. It is a narrow, bald relation—uncanny if anything. It is a nightmare, a snare, a pitfall, a bright light hovering over a dismal swamp. It is eternal cold, made more hideous by chattering, gnashing teeth. It is needless that I tell you, it is the relation of debtor and creditor.

How the affable, perfumed, well-fed, well-groomed drummer, with an insinuating word and a graceful wave of his hand, brushes aside the mention of pay-

ment and broadly intimates that the cashier is a myth! But keep your eyes peeled! When we trifle with the cashier we are up against a problem of no small proportions.

When we fall into debt there is only one procedure, and that is to climb out. Do it at once, if you can, but do it. Make it the business of your life. Keep it before you all the time.

The borrower is servant to the lender. When we are so unfortunate as to fall into debt, it is absolutely necessary for us to be transparently honest about our financial condition if our creditor asks a statement of it, as any evasion excites distrust—a very unfortunate thing for a debtor. An honest effort to get out of debt will, in most cases, meet with help from the jobber, who will then be our best friend. There are scores of good men among the jobbers.

Many of us are sensitive when we are urged to pay our debts, but I regard it as a wholesome tonic when we take it in the right spirit, which is to get up and get some money to apply on that—perhaps overdue—account.

James A. Massa.

Discharge for Onion-Eating Conductors.

Conductors of the Chicago City Railway may be barred from eating onions before going on duty. An order to this effect it is said will be issued by General Manager McCulloch. The proposed restriction is due to a report said to have been filed with the General Manager by a passenger who recently rode on a Wentworth avenue car. Mr. McCulloch said:

"Haven't heard a word about the complaint yet, but if it does come in and gives the name of the offender I shall have him taken off his car. I would take him off as soon for this offense as for drinking."

Tremendous Attack on the Cigarette.

Evil days are ahead for the cigarette. Agitation looking to its suppression, in whole or in part, has spread over the land. An investigation just completed shows that the legislatures in at least thirteen states are considering the adoption of more or less drastic measures, that eleven states already have laws on their statute books prohibiting the sale of the paper-wrapped weed, and that the W. C. T. U. and other organizations are urging the adoption of stringent legislation in half a dozen other commonwealths.

The States under the first head are: Illinois, Minnesota, California, Indiana, Montana, West Virginia, Missouri, Nebraska, Kansas, Delaware, Massachusetts, North Carolina, Michigan.

Under the second head are: Rhode Island, Vermont, Iowa, Pennsylvania, New Hampshire, Ohio, Mississippi, Connecticut, Arizona, Georgia, Texas.

Among the States where the women and school teachers are seeking to arouse their legislators to action are: Tennessee, Oregon, Maine, Washington, Utah, Wisconsin.

So far as known, but two States in the entire forty-five are paying no particular attention to the subject—Wyoming and Louisiana.

Going By the Eye.

Unless one has some other sort of knowledge to contradict it, it is natural to accept the evidence of the eye. Therefore the answer which a teacher recently received from her class of small children was not altogether surprising.

"Which is the farther away," she asked, "England or the moon?" "England!" the children answered quickly.

"England?" she questioned. "What makes you think that?"

"'Cause we can see the moon, and we can't see England," answered one of the brightest of the class.



**Triton
Wrappers**

**Best Made
Best Fitting
Best Demand**



**Triton
Waists**

**Best Styles
Best Material
Best Business**



**Triton
Dresses**

Are you carrying Wrappers, Dresses and Waists made by

The Triton Manufacturing Co.,

If not may we have your order for sample dozens, which we will send on memorandum for comparison? Remember we make no cheap goods, but "high class goods" at moderate prices.

TRITON MANUFACTURING CO., Detroit, Mich.

STRONG, LEE & CO., Selling Agents.



Devoted to the Best Interests of Business Men

Published at the New Blodgett Building,
Grand Rapids, by the

TRADESMAN COMPANY

One Dollar a Year, Payable in Advance.

Advertising Rates on Application.

Communications invited from practical business men. Correspondents must give their full names and addresses, not necessarily for publication, but as a guarantee of good faith. Subscribers may have the mailing address of their papers changed as often as desired. No paper discontinued, except at the option of the proprietor, until all arrearages are paid. Sample copies sent free to any address.

Entered at the Grand Rapids Post Office as
Second Class mail matter.

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - FEBRUARY 20, 1901.

STATE OF MICHIGAN } ss.
County of Kent

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

I am pressman in the office of the Tradesman Company and have charge of the presses and folding machine in that establishment. I printed and folded 7,000 copies of the issue of Feb. 13, 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 sixteenth day of February, 1901.

Henry B. Fairchild,

Notary Public in and for Kent County,
Mich.

THE TRUE GENTLEMAN.

Probably no word in the language is more widely misused than the word gentleman. On broad grounds, it would seem that every American claims to be a gentleman. This claim may not be recognized, but he thinks it well to put it forward, with or without occasion, lest he may be suspected of having doubt on the subject himself; and for him to doubt is to surrender hope of reaching what he appears to aspire to. We are all said to be sovereigns here; but we care far less about our sovereignty than about our gentlemanship. The almost universal desire to be considered a gentleman in this country is as remarkable as it is comical often. Many Americans who talk very glibly of being gentlemen have little, if any, idea of what a gentleman is. Nor do they care to know, provided they are called such. It is the name, not the thing, that they esteem, and having the name, they are frequently willing to do what is wholly inconsistent with, even condemnatory of, their assumptions. This being a land devoid of titles, we cleave, perhaps, all the more to aught like social distinction. Almost everybody, we think, in this land of democracy, may be a gentleman; and not to be one—or, rather not to be ranked as one—seems to be a severe reflection upon us, if not a kind of dishonor. One hears the word gentleman more frequently in the republic, we venture to affirm, than one hears the terms corresponding to it in all the rest of the world. Foreigners notice it, and are amused by it, particularly when some person applies it to himself without the slightest justification or shadow of propriety. It would be diverting to get the definitions, were it possible, of the different classes and the innumerable individuals who habitually style themselves gentlemen. They would present as many and

as diverse meanings as the most opposite words in the dictionary. The small boy's notion of a gentleman, it will be remembered, was a man who wears a standing collar and swears. The late David Crockett held him to be a gentleman who looked away when his companion poured out his liquor. Gamblers think that the character is established by payment of so-called debts of honor. In the South, he was formerly accounted a gentleman who punctiliously observed all the principles of the code. Some Philadelphians assign the honor to those whose great-grandfathers were "respectable." In a certain quarter of Boston one must have ancestors who came over in the Mayflower and have received a degree at Harvard to be recognized as a gentleman beyond question. In New York, according to some of the country journals, no man is reckoned a gentleman unless he be worth a million, and to render his claim indisputable he must buy a judge or steal a railway. It would be difficult for any one man, even the cleverest American, to fulfill all these conditions. Hence there is danger that, in some sections of the country, some of us, despite our pretensions, may not be rated as we rate ourselves. If we had a standard by which to measure the gentleman, if we were more concerned about being and less about seeming, perhaps, we should not be so sensitive or so ambitious on this point. One of the denotements of the true gentleman is to be sure of himself, to be so conscious of integrity and deserving as not to be disturbed by criticism, slights or misunderstandings. It is a bad sign to be angered because somebody else expresses a different opinion of us from that which we assume to hold of ourselves. It indicates that we do not hold our opinion firmly and that dissent from it in another half agrees with our secret conviction. He who flies into a passion because he was told he is not a gentleman incurs the suspicion that the teller is endowed with insight. Moreover, he places the other man's word above his own judgment. Who is to decide so important a question? A casual acquaintance, blinded, in all likelihood, by temper, or the gentleman who has been intimate with himself from the dawn of consciousness? Notwithstanding the prejudices of Americans in their own favor, the gentleman is by no means common, even among the better classes. The character belongs to individuals, not to grades, orders or professions. It does not depend on circumstances, training, or fortune, not necessarily on education, for education makes not, it merely develops, the man. Men who are ignorant, who have had no advantages whatever, are sometimes the superiors of those of nice culture, good birth and favorable surroundings. The gentleman comes from within, not from without; he is such by reason of his convictions, sympathies and aspirations. He demands something of himself incessantly and sees that the demand is met without diminution or shrinking. He walks by the light of ideals; he endeavors, so far as in him lies, to make the world better rather than worse; he respects himself too much to be capable of meanness; he reverences the feelings of others; he will not wittingly do wrong; in a word, he is thoroughly human and strictly honorable.

You don't get any discount on the wages of sin by paying them within thirty days.

THE PREVALENCE OF THE SAVAGE.

Eternal vigilance is no more the price of liberty than it is of civilization. The civilian and the savage carry on a continual warfare. For thousands of years the struggle has been going on, with every prospect that the end is no nearer than when the contest began. The church, the legislature and the school have been doing their best to subdue the inborn wildness; science has toiled to lighten the hardship of life; art, in season and out of season, has bent every energy to soften the rough and remove the ugly and so brighten with beauty the surroundings of everyday life; the hours of work have been shortened that "the toiling millions" might avail themselves of the refining influences of modern civilization and yet the old savage, still unsubdued, is continually asserting itself. The fist, in spite of the well-trained brain, is winning the world's applause and the cap and gown of the university are objects of envy only in proportion as they hide the muscle that has fought its way into prominence on the gridiron, at the oar and on the diamond. It is the old story of brain and brawn, with pretty fair prospects that in public estimation the brawn is forcing itself rapidly to the first place.

There is little consolation in the fact that this condition of things has always been so. Scholarship still contends that as a mind trainer the Greek literature has no equal and Homer is universally acknowledged as the world's great masterpiece. Admit it; but what would be left to retain the world's admiration if the muscular heroes and their bloody fights should be expunged from the Homeric page? Virgil's famous poem is a transfer of Grecian prowess to Roman fists and Puritan Milton's Paradise Lost owes its charm to that tremendous war in Heaven where Celestial brawn, on a fair field and on favor, with Celestial arms hurled into hell the rebellious angels. It is fight all the way through and the modern student is found lingering long over those bloody contests and bemoaning the fate that has prevented him from living in those stirring times when life was not quite all molly-coddle. In spite of his culture he is "warming for a fight."

This explains fairly enough why the savage broke loose some years ago at the Princeton football game at Thanksgiving. The spirit of the savage permeating the epic poems of the ages was asserting itself, that was all. That it was as unexpected as it was disreputable is little to the purpose, the redeeming feature about it being the unquestioned fact that American culture had not softened the Anglo-Saxon fist nor materially subdued the genuine savage behind it. The temporary mischief has been in leading the brainless muscle of the country to believe that mental training was getting out of date and that the Golden Age of the Bruiser had again returned. That idea has widely and rapidly spread, favored as it undoubtedly was by the common ground of the fist where college man and prize-fighter met as equals, and it was not until the courts had taken the matter in hand that both parties learned that the fist fight is not an element of refinement and that they who indulge in it must suffer the penalty of the law. One state after another has decided that fighting is intolerable and the recent failure of the announced fisticuffs in Ohio strengthens the conviction that the day has gone by when hoodlumism and what pertains

thereto have anything in common with intellectual physical training. The brutal features have been extensively eliminated from football, and when the offensive element of gate money has been removed from the contests of muscle the savage will have ample opportunity to display himself, although robbed of much of the old-time barbarity. There is drawn the inevitable line and, once its establishment is recognized, the human beast will be rarely seen outside of his boundaries and the cultured savage, compelled occasionally to give way to the animal within him, will still keep himself aloof from the grosser forms of savage life that will continue to exist as long as humanity shall last.

The same fact is apparent in commercial lines. Little is said about the commercial savage, but search is not needed to find him. There is hardly a warehouse in the realm of traffic that does not reveal him. With little to recommend him beyond the ability to expose goods and make change, he lives out his day for the sake of fostering the savage within him between supper and bedtime, when he literally goes about seeking whom and what he may devour. What the brute hunts he hunts and, whether it is in Colorado or Ohio, he is the one who, with his brothers in trade of some kind, crowds to suffocation the hall of the sparring match and the prize fight.

It is the general wish that this last decision of the courts will put an end to the public display of the savage. With all that is objectionable in the popular games removed, both in brutality and gate money, there is little danger that harm will follow even if the savage occasionally comes to the surface. With the growing tendency of the times for the college diploma to be presented at the business office instead of at the professional school, there will a strong uplifting in trade circles and the element which has done too much to bring out the savage will soon be found struggling as strongly against it. It—the savage—will never be annihilated; but if it can be bound as we bind fire and water and lightning, so that it shall be always the slave and never the master, the savage may be as common as these elements are and, like them, be made the blessing it was intended to be. When civilization accomplishes this it will have reached its culmination; but a careful reading of the signs does not indicate that this is close at hand.

In the name of decent business and all that is fair and honorable in trade, the Tradesman trusts that the creditors of the Wurzburg Department Store will refuse to accept the paltry 15 per cent. compromise. The establishment has been conducted in such a haphazard, slipshod manner that the failure of the house has been predicted by the editor of the Tradesman for several years. Every creditor who consents to the proposed compromise practically places a premium on the loose methods and unbusinesslike practices which have been a distinguishing characteristic of the house.

How many merchants would like to effect a compromise with their creditors on the basis of 15 cents on the dollar? Not many. Men of energy and integrity would rather work their finger nails off than submit to such a humiliation and smirch their names for all time by such a proceeding, leaving their children a legacy of dishonor.

TAXATION AND FORESTRY.

Mutual Relations which Exist Between Them.*

Forestry in Michigan is a many-sided problem, and from whichever side we view it there seems to be something the matter with it. A collection of writings upon the subject reads like a book of Lamentations, and this present con-

is still greater. A forty that is not worth over 50 cents per acre will cut over one million feet of logs, so a lot worth \$20 carries upon its surface \$8,000 worth of stumpage value.

In the original disposition of the public lands, this stumpage value does not seem to have been considered. If it was thought that there were coal, iron, copper

lumber ring interests and the fortunes made by speculators in the rise of stumpage values, except to say that most of these lands have passed through several hands and that the lumbermen of the present day have usually paid high prices and made large investments in the raw material for the lumbering business. As long as timber remains stand-

part at the mill in the form of logs and lumber, but a large part has the faculty of disappearing entirely from the tax rolls, especially after the first year.

For the purpose of further investigation, let us take a sample township located in the northern part of the Southern Peninsula of Michigan of average quality of land for agricultural purposes, originally covered with a good growth of timber, consisting largely of hardwoods.

Settlers have entered the township to the number of fifty families, more or less, who own approximately one-half of the lands, the other half being owned by non-residents, speculators and lumbermen. In the early spring the two or more political parties will hold their caucuses for the purpose of placing in nomination candidates for the various township offices, among which is the office of supervisor, who is also the assessor. At the township meeting, which is held on the first Monday in April, we shall get our first glimpse of the attitude of the resident settlers towards the timber holdings in the township. A good big road tax will be voted, because they want to get the roads opened up while they have the non-residents' timber available for taxation; also Road District No. 6 wants a new iron bridge across Bear River, which will cost \$1,000, more or less. If someone reminds the meeting that there are only two or three families living across the river and that the travel upon that road will probably not average more than one team a day and that a cheap wooden bridge would answer all purposes for some years to come, he is quickly told that they do not want a cheap wooden bridge, because it would rot down before the town got ready to use it. They want a permanent iron bridge, and want to build it now while the timber can be taxed for its construction, and one that will last a long time after the tim-



Land worth \$200 per acre before timber was removed.

tribution, no doubt, will sound like another chapter of woes.

The subject selected is the Relation of Taxation to Forestry.

What is there about forestry that is subject to assessment and taxation? It is the stumpage value of the timber. Stumpage value we understand to be the value of the trees as they stand in the forests for lumbering purposes. This stumpage value is determined by deducting the cost of cutting the timber, transporting to mill and sawing into lumber, from the market price of the green lumber log run at mill; that is, if it costs \$8 per thousand feet b. m. to cut, transport and saw white pine and the lumber sells for \$16 per thousand, then the white pine stumpage is worth \$8 per thousand, and this is about the value of pine stumpage in Michigan at the present time. In the same manner we determine that the stumpage value of elm and basswood is about \$5, of cedar \$3 and of maple and hemlock \$2 per thousand.

Lumbermen classify their timber holdings as blocks or groups, which are made up of a collection of forty acre lots. Forty acres being the smallest subdivision of land made by the Government or State, it is used as a unit of measure for timbered lands. A good hardwood forty, with a mixture of elm, maple and basswood and a sprinkling of hemlock, will cut approximately 400,000 feet of logs, and at an average price for stumpage of \$3 per thousand, the timber is worth \$1,200. The land itself is probably not worth to exceed \$2.50 per acre for agricultural purposes. Thus we have a \$100 lot with \$1,200 worth of timber upon it.

In the case of pine timber the contrast

or other valuables concealed beneath the surface and not essential to the use of the lands for agricultural purposes, then there were reservations made and special conditions imposed, but this vast wealth, that was not concealed and which is used exclusively in connection

ing its value accrues to the land and is assessed as real estate, but as soon as trees are cut they become personal property. If the logs are found skidded up upon the lands they may be assessed by the local assessor, but if in the river or on cars they are in transit and must be



Same land worth 50 cents per acre after timber was removed. All timber left standing dead.

with the lumbering business, was overlooked and thrown in with the land sold for agricultural purposes at a nominal price.

I shall not attempt to review the discovery and the purchase of these timbered lands, the development of the

assessed at point of destination, if within the limits of the State. You can readily see what a transition from real to personal property takes place in the lumbering business. After timber has been converted into personal property, a small portion may be taxed locally, a

ber is all gone. It will also be found that the same idea prevailed at the school meetings held in August, at which time the newly organized School District No. 7 voted to build a \$1,000 school house, notwithstanding the fact that there were only four or five children

*Paper read at annual convention Michigan Engineering Society by J. J. Hubbell and published at the request of the State Forestry Commission, which furnishes the illustrations.

in the district. They wanted to build a good house, while it could be erected principally from the taxation upon non-resident timbered lands.

The spring election past, someone is elected supervisor and, having taken the oath of office, procures blank assessment and tax rolls from the county clerk. He inherited sundry old assessment rolls and a more or less antiquated

cleared land should go down at about the same as "A.'s," but the unimproved ought not to be put at over \$5 per acre; that would make the whole place at \$1,200. "Yes! that is just what it was last year, I see."

This is all the land in Section 1 owned by residents and he goes on to Sections 2, 3, etc. Having completed the resident roll he turns over several

pages, so as to leave room for additions or corrections, and proceeds with the non-resident roll.

First. The se $\frac{1}{4}$ of Sec. 1. This is a good piece of timber and belongs to C. & D. Lumber Co., of Lake Port. This timber will estimate to cut 400,000 feet to the forty; 1,600,000 feet at the low stumpage price of \$2 per thousand would make \$3,200; that looks like a pretty good price, and to be fair with the company he will put it down at \$15 per acre or \$2,400 for the 160 acres.

Then the sw $\frac{1}{4}$. "Ah! there is the rub." This also belongs to a lumber company, but two or three years ago they cut it and it is now nothing but a piece of stump land growing up to brush. If he puts a high value on it the lumber company will simply fail to pay the taxes and in time it will be sold to the State. He aims to put as high a value on it as possible and still be able to collect the taxes. It finally goes down on the roll at \$2.50 per acre or \$400 for the quarter section, and he proceeds to the next section, etc. Having completed his non-resident roll he rests from his labors until the meeting of the Board of Review.

Now, the meeting of the Board of Review is the time for the lumbermen to have this discrimination corrected. They will send a man up to attend this meeting, who, after looking over the roll, will call attention to the fact that farmer "A." is assessed at only \$10 per acre, amounting to \$1,600, while his farm is undoubtedly worth \$5,000, and that their timbered lands are assessed at \$15 per acre. The supervisor will claim that there is no proof of the value of "A.'s" farm, but that they know, from the amount of timber upon the company's land, that it is worth much more than \$2,400 and that the company ought to be thankful to be let off at such a low valuation. The agent will also call attention to the low valuation put upon farmer "B.'s" timber. About this time one of the other members of the Board will consider it his duty to explain. He will give the agent to understand that they are in duty bound to look out for the interests of the township; that "A.'s" farm is a permanent asset for future assessment and taxation regularly every year, but that the company's

timber, which grew up in that township and the value of which ought of right to remain in the township, is liable to be removed at any time and the town left with only a piece of stump land to assess; also that farmer "B.," when he cuts his timber, will most likely sell his logs to some lumber company, but that the money received for them will be invested in improvements upon his farm and so continue as a property for assessment and revenue to the township. By this time the company's man will realize that he is up against three of a kind and will return and report that he could accomplish nothing. He will also explain the prospects of high bridge and road taxes, also that they have organized another school district and are going to build another \$1,000 school house. If the lumberman is a profane man he will probably swear; at least he will declare that those mossbacks could give pointers to Old Gerry himself as to how to gerrymander a township in the matter of road and school districts so as to bring the burden of taxes upon the timber interests; that he has put a large amount of money into stumpage values in that township, and that the interest on the investments and taxes will eat up all the profits of the timber if allowed to stand much longer. "Yes, put in camps, cut the timber, send the logs down to the mill and we will cut them into lumber, sell the same and take our chances with the tax commissioners."

Now, not to be too quick to condemn these men, I believe that if we were residents of that township we would feel and act very much as they feel and act, and that if we were the lumbermen we would do very much as they do. At the same time, I think we can all see that between these two contending elements forestry has a hard time of it. It is between the upper and nether millstones of greed, and no particular progress can be made until these conditions are changed and some remedy for this evil devised.

Now, before I attempt to suggest a remedy, I wish to say a few words about taxation in general to prepare the way for what is to follow. We all realize the necessity of raising considerable sums of money for expenses incident to the administration of public affairs. The



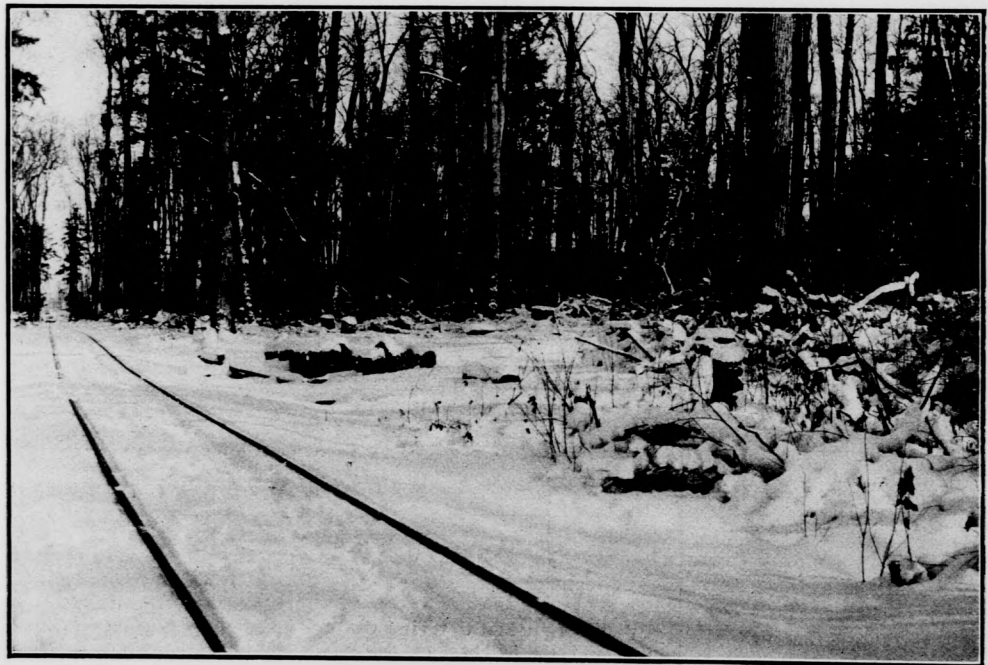
White Pine that will cut 1,000,000 to the forty. Section 1, Town 22 North, Range 14 West.

copy of the laws from his predecessor and is ready to proceed to make up the assessment roll of the township. The roll is divided into resident owners and non-resident owners and, beginning with the residents and taking the sections of land in their numerical order, he proceeds:

The ne $\frac{1}{4}$ of Sec. 1. This place belongs to farmer "A." Now farmer "A." is an old settler. He has made a pretty good farm, mostly by his own hard labor; has his 160 acres nearly all cleared. The small patch of timber left is included in pasture lands. He has good barns and house, a well with wind mill, orchard, good fences, etc.

"Let me see, last year this was put at \$10 per acre, and in the Board of Review column it is carried out the same. It must be that is about right. I do not see any good reason why I should raise it." So here it goes down at \$1,600 for the quarter section."

Next, the nw $\frac{1}{4}$ of Sec. 1. This belongs to farmer "B." He has not been on his place as long as "A.," has only about 80 acres cleared, the remainder unimproved, that is, in timber; buildings about the same as "A.," considering the amount of land cleared. The



Hardwood that will cut 400,000 to the forty. Section 25, Town 23 North, Range 14 West.

United States Government seems to have devised a happy method of accomplishing this result. Aside from the stamp act, which is considered a war measure, and the whisky and tobacco tax, which is in a measure a penalty tax, the Government raises the larger part of its monies from a tariff on imported articles. This contribution to the public funds has been adjusted in an arbitrary and specific manner and without any

Michigan is at present in the midst of tax reform agitation, all based upon the principle of bringing all property upon the assessment rolls at its true cash value and applying the same flat ad valorem rate. There is no doubt that much property in Michigan has escaped just taxation in the past and that to include all at a full cash value will materially reduce the rate per cent. of the levy, but I contend that it is not right

more efficient means of protecting the public from abuses or of encouraging, controlling or suppressing these forms of property than the right of specific taxation, and when we adopted the late amendment to our constitution or take any measure to curtail this power we are taking a long step backwards in the art of taxation for the combined purpose of benefiting the public and at the same time raising the necessary monies for public use.

have cost approximately the same sum they find that one is earning a handsome dividend, the other one not enough to pay running expenses and taxes, and I understand we have one of our most eminent professors at work upon the problem of intangible values to be added to the physical values in order to even up this very principle—that profitable properties can and ought to pay more taxes than unprofitable ones.

Forestry fortunately complies with all three of the above conditions, for the following reasons:

1. It is a public benefit. If we preserve the fertility and productiveness of our State; if we continue as the resort grounds for our congested cities and Southern friends; if we would exemplify our State motto, "If thou seekest a beautiful peninsula, behold it here," then we must preserve proper forest areas.

2. It is desirable that the State should secure and exercise more and more a controlling interest in our forests, and

3. Forests are not a source of revenue to their owners until they are cut

In regard to the third class of properties, it is not so clear as to what should be done, that is, property that does not produce any revenue for its owner, but which is not detrimental to the public welfare, and yet I think you all will agree with me that the man who has his means tied up in a business or property that is not paying can not afford to pay the same tax as the one whose business is yielding handsome returns. Up in our part of the State, if a man wants to transport pine logs by rail for fifty miles, we charge him at the rate of \$2.50 per thousand. If the man wants to transport hemlock logs the same distance we carry them for \$1.50 per thousand. Why? Because the man who has



A few good pine trees. Section 1, Town 25 North, Range 14 West.

attempt to make the same ad valorem flat rate upon all imports. If articles imported are considered as luxuries and purchased largely by the wealthy, then the rate is made high; if articles are of necessity and used by the common and poor people, then the rate is low; or if wool is admitted free and a high rate placed upon woolen clothes and clothing, it is to favor home industries. If hides are imported free, it is in order that they may be converted into leather in the United States, and if you will visit the tannery at Manistee you can see large consignments of hides from Mexico, South America, and even Africa and Australia, all brought to Northern Michigan to be tanned with Michigan bark, but if you should suggest the importation of shoes free, even our late reform Governor would enter a vigorous protest. I need not continue on this line, because you are all familiar with it and know that so beneficent has this form of specifically raising public funds proven that a large part of the people are ready stoutly to maintain that we are not taxed at all and that our revenue system, instead of being a burden, is a blessing in a very thin disguise. On the other hand, the State of

that all properties should be assessed and taxed upon their cash value and at the same rate. There are properties that should be taxed specially and specifically and also those that should not be taxed at all, as follows:

1. Properties which are maintained exclusively for the public good and are not a source of revenue to their owners.

2. Properties that it is desirable the State or municipal authorities should regulate and in a measure control.

3. Those that are not injuries to the public, but produce no revenue to their owners.

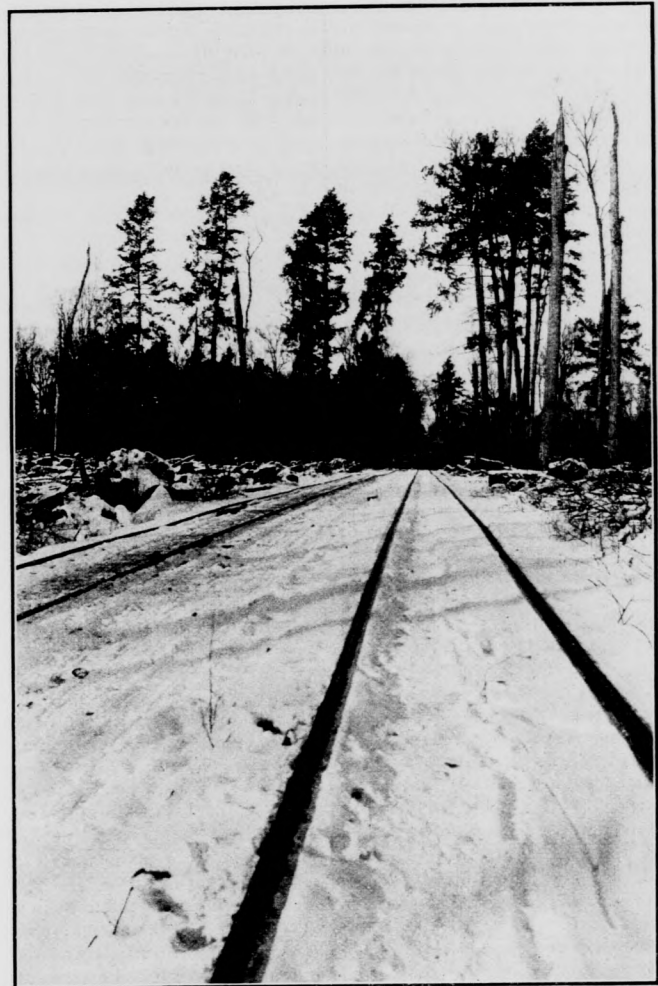
We have an example of the first in our churches, hospitals and other religious and charitable institutions. People voluntarily tax themselves for the support of these properties and it is generally conceded that as long as they are lawfully used for the benefit of the public alone they ought to be exempt from all further taxation.

The second class of properties may be said to include our railroad systems, street car lines, telegraph, telephone and express companies, and we may also add water works and electric lighting plants when operated by private companies. The State can devise no

the pine can afford to pay that rate and the man who has the hemlock can not afford to pay the pine rate. It is simply a good business arrangement whereby the man with hemlock is enabled to ship his logs by rail and the railroad makes some money out of his shipments, although not as much as out of pine. I think our Tax Commission has a problem to solve of this kind; after having ascertained that two different roads may

and converted into lumber and other products.

For these reasons I claim that our forests should be subject to special forms of taxation. I would advocate a separation of stumpage values from the value of the lands upon which they stand. This has often been done by the lumbermen taking timber deeds only, but as the law does not recognize such a division the value of the timber is al-



In transition from real to personal property; also in transit from woods to mill. Hemlock being left to peel next summer.

ways included with the land in assessments and taxes. By such a division the land itself could be assessed and taxed, the title might be retained by the timber holder or not, or the land might revert to the State through failure of taxes being paid or by deeds from the lumbermen. The timber itself I would have exempt from all taxation as long as it is left standing. I would give every forest tree in Michigan—from the smallest shoot to the venerable pine of three centuries—the right to stand and live and grow free of all taxes in return for the benefits it would confer. If any controversy should arise between the land owners and timber owners, then I would give the timber the preference and the right of occupancy and the land should be dedicated to forestry temporarily or permanently—temporarily, if the land was owned by private individuals, of good agricultural quality and wanted for cultivation after the timber was cut; permanently, if the title was in the State and the land was adapted to forestry rather than agriculture or was required to make up a proper proportion of forest areas.

As to the final tax upon timber, I would place the entire amount upon it at the time of cutting, and which for further convenience I will call "the cutting tax." I do not feel competent to say what this cutting tax should be, but it ought to be based upon a fixed pro-rate of the stumpage value of the timber cut, and for the purpose of illustration I will place it at 10 per cent. as a maximum rate. It would be a manifest injustice to impose this maximum tax immediately after such a law was enacted, as timber that had paid its tax as real estate this year ought not to be taxed the highest rate until the usual rate of taxation had accumulated to approximately that amount. We will say 2 per cent. the first year, 4 per cent. the second, etc., until the highest rate was reached, after which no further increase should be made. What would 10 per cent. of the stumpage value amount to? If a hardwood forty cut 400,000 feet and the stumpage value would be \$120. If a pine forty was cut with a million feet, the tax would be \$800, and if we cut yearly in the State of Michigan two billion feet, with an average stumpage value of \$4 per thousand, then the entire tax in the State would amount to \$800,000.

I would suggest the distribution of this cutting tax money between the townships where the timber was cut, the counties and State, and would also appropriate a portion to the use of the Forestry Commission, or whatever system of forestry the State might adopt. Suppose we give the township 4 per cent., the county, State and forestry 2 per cent. each. Then, when a hardwood forty was cut, the township would get \$48, the county \$24, the State \$24, and \$24 would be devoted to the interests of forestry. Taking the whole State we would distribute to townships \$320,000, to counties, State and forestry \$160,000 each annually. This would, in a measure, compensate the townships, counties and State for the withdrawal of stumpage values from the tax rolls, and would place in the hands of our Forestry Commission a handsome sum to be used in the interests of forestry. It would prevent the practice of discrimination against non-resident timber owners and would take from the lumbermen the excuse or the necessity of cutting on account of alleged excessive taxation from

year to year, and no doubt the period of existence of our present mature forests would be materially extended and the work of reforestation greatly encouraged and benefited; and best of all, our Forestry Commission would be provided with a working capital without being dependent upon an uncertain appropriation by the Legislature from year to year, and certainly 2 per cent. of the stumpage value of the timber cut is none too much to expend for the restoration, protection, preservation and continuance of forestry in Michigan.

J. J. Hubbell.

Manistee, Mich.

Glimpse at a Model Grocery Store in Nebraska.

Written for the Tradesman.

Chance and circumstance recently brought me to the capital of Nebraska and I took the opportunity to look around a little. The Legislature is in session and the members are indulging in the luxury of a deadlock. It does not take long to get all one wants of state lawmakers. They are, if anything, a little worse than the National gathering at Washington and, to the average looker on, a little goes a great ways. Two sets of men of the same mental caliber get together, each set firmly believing they are best serving their country when they succeed in thwarting the purposes of the other. It was not interesting and, leaving each bulldog with his grip to the comfort of his convictions I slipped into a grocery on Eleventh street for a needed and much-welcomed change.

The front store is not a mammoth room. It is, on the contrary, of medium size, but neat in its appointments and arrangements. A bay-window is turned to practical account through the presiding genius of the place, both for window display from the outside and a color study from within, advantage being taken in the display of goods to make the most of the bright and often beautiful labels which fine groceries are sure to have. A large square table occupies a place in the middle of the store and here are artistically arranged the samples of the best goods the establishment deals in. Above this large table is suspended a stupendous Chinese umbrella, gorgeous with the richest coloring, and that and the sample table under it give the whole establishment a character decidedly its own. A glance into the back store, a room that often tells disagreeable stories of the proprietor, showed that order even there was the law, that cleanliness, if not next to godliness, was near enough to the goods stored there to make allowance for a multitude of commercial sins and leave the grocer with a commendable margin to fall back on in an emergency. The lumber room was found to be in keeping with the rest of the store. It was lumber, but it was orderly and such odds and ends as had found their appropriate places there were so placed that no time will be lost in hunting for them when they are wanted.

It has taken a longer time to write this than it took to look through the store. When the tour of the rooms was completed a good-looking, earnest man halfway through the thirties came forward with the heartiest of greetings and when he found that his visitor was only a bird of passage from the Wolverine State, with never a chance to sell even a cigar, there was no change in tone or manner, and, with the earnest request that the store would be found a convenient and agreeable stopping place, be

the sojourn short or lengthy, he turned to a customer who was evidently determined to trade only with him. A brief consideration of the man and his methods soon answered the question why. To all intents and purposes the fate of that store depended wholly upon the sale of that dozen of oranges to that particular customer. They had been temptingly arranged to start with. They had been placed side by side with fruit of an inferior quality and, although the price was on a par with the fruit in each case, no first-class customer under the influence of those dark brown eyes and that persuasive tongue would think of ordering anything but those 50-cent oranges.

The order and the transfer of the half dollar to the storekeeper ought to have closed the transaction but it didn't. There seemed to be a natural tendency on the part of both to saunter to the sample table, where the goods were given ample opportunity to speak for themselves. They improved it and the order was materially lengthened as a result. Finally with reluctance the customer left, but the storekeeper parted with her at the door with the hope that she would come again; it was such a pleasure to wait upon her and to trade with her—a statement written with reluctance because it suggests, with the kindest reading, a little of the flatterer, which the storekeeper was not in the slightest degree. It is a rare instance of a man who says and does what he thinks and feels. Whether he has only that class of customer one would be hardly willing to believe or affirm; but true it is that an hour of faithful watching saw only that sort of customer and that kind of treatment.

It is not difficult to foretell the future

of that Lincoln grocer. He is going to be a financial and a social success. He is already looked upon as a most worthy citizen and twenty-five years from now he will be in the full enjoyment of all that money and the well-merited esteem of his fellow citizens can give him. He is, indeed, a rare groceryman and he has been thus carefully written down that the readers of the Tradesman who need a model may find it here and be benefited, if they care to copy it.

R. M. Streeter.

NO MORE DUST!



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

WIENS BRUSH CO.,

MILWAUKEE.

WIS.

Ambrosia

CHOCOLATE AND COCOA

Guaranteed Absolutely Pure.

Direct from Manufacturer to Retailers.

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

AMBROSIA CHOCOLATE CO.,
Milwaukee, Wis.



Good Light Draws Trade

You can have the very best gas light anywhere, equal to or better than 5 electric bulbs or 10 or 12 coal oil lamps at **20 cents a month.** Get the Self-Making

Brilliant Gas Lamp

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

Brilliant Gas Lamp Co.

Geo. Bohner, Agent.

42 State St., Chicago

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.

What the Detroit Butter and Cheese Market Demands.*

The Detroit butter and cheese market has changed a great deal during the last fifteen years. Fifteen years ago we used to have calls for New York cheese, but to-day we never hear of New York cheese. The quality that Detroit wants is a good color. A "good color" means a good cream color, not too high colored, nor too light colored. We have had cheese sent to Detroit and have written the parties that it was too white. They say that New York cheese is light in color. That may be, but while New York requires light colored cheese and light colored butter, we in Michigan want a good cream color; I might say a good yellow color, although care should be taken not to have it too high colored.

Do not make your cheese too large. The making of cheese that are too tall is to be avoided. If they are too tall they do not come out of the boxes and show up to the grocers as they should. Cheese from six and one-half to seven inches is what they want. If you want to put more cheese in a box I would advise you to make twin cheese. What a grocer wants is a small cheese. Sometimes the cheese has to be cut in halves and one-half sold to one grocer and the other to another grocer—if a buyer can be found. It is always hard to find a buyer for the second half of a cheese cut in this way. I will repeat what I said, that it is better to make twin cheese than to make cheese too large. The large dealers will not cut the cheese in this way, but some of the small ones will.

Now, in regard to the boxes and packages in which the cheese is shipped. Have good boxes—boxes that will not break down—and have them of uniform size. The ordinary cheese boxes in grocery stores are about one foot and six inches wide. Therefore, if you make your cheese too wide, they will not go into the boxes of the grocer.

We have heard considerable about porous cheese. Some have said that Michigan trade demands a porous cheese and that it could not be made too porous. I think that is a mistake. While some want it porous, others do not. We have bought a great deal of porous cheese and some grocers call for porous cheese. Not long ago a man who was an exporter said that some cheese we had were too porous for the market. I do not know, however, what kind of a market he was figuring on; but, as I said before, do not make your cheese too large. They should weigh from thirty-eight to forty-three pounds and never be over six inches high, and, if you have large boxes, make twin cheese. You will always be able to sell them in Detroit and find a good demand for them.

As to creamery butter. You all know good butter when you see it. There is just one thing I want to touch on: Let me say to all buttermakers, whatever you do, fill your tubs full. This is where many buttermakers make a mistake. They do not fill the tubs. When a wholesaler opens a tub of butter and shows it to a grocer he wants to be able to show him a full tub of butter. If a tub is sold to a grocer and he does not find it full he has a feeling that everything is not exactly as it should be and consequently is dissatisfied. Very often the creamery man will send in a line of butter and in one tub of the lot he will put what he has had left, making it about three-quarters full. I would never do that; I would keep it, if I had not enough to fill a tub, until the next batch. Maybe that tub would be the very first one shown to a customer. Of course, the wholesaler would know that butter was all right, but in some way or other the customer has a feeling that there is something second-class about it.

I might say that bricks in creamery butter seem to be coming in more and more. Brick creamery is getting more and more into favor with the people. In the summer time it is very difficult to handle bricks, as it will, in spite of all that can be done, get soft in a very

few moments after taking out of the refrigerator. It must be kept in a refrigerator all the year around.

If I am treading on any one's toes in my remarks, I beg their pardon most sincerely, but I want to say one thing, and that is that if the Groat bill does not pass it is going to be a hard blow to the dairy business. The butterine business is running wide open. The dealers are paying their licenses and paying their fines also—sometimes. A great many people are in opposition to the Groat bill. I am sorry to say there is a paper, "Trade," in Detroit that upholds the sale of oleomargarine. Now, I will leave out entirely the fact that if the Groat bill does pass it will be a good thing for the dairymen of the country. Of course, if the Groat bill is passed it will be a good thing commercially for the buttermakers and cheesemakers of the State and the United States. However, leaving all that out, I say that the butterine business is a dirty, lowdown, despicable business. It deceives the people and the makers of it do not pretend to keep within the law. Of course, people will buy it now, sometimes even when they know they are getting butterine, but if the Groat bill is passed, which prevents them coloring it in imitation of butter, or rather the tax on coloring it is 10 cents a pound and they can not make anything at it, they will not be able to manufacture and sell it. A short time ago I thought I would look the matter up and I went into a grocery store and, being slightly acquainted with the proprietor, I asked him how much butterine he would sell if he told the people that that was what they were getting. He said he didn't think he would sell very much. He said: "The people want butterine, but they do not want us to let them know it is butterine they are getting." Another grocer had a clerk stamping papers with "Butterine," and every little while he would throw away a paper. I asked him why he threw away those papers, and he said they were stamped too plainly. Then he showed me some of the papers he had stamped. It was stamped "Butterine" all right, but you could not detect it with the naked eye. Another way they have of avoiding it is to have the delivery boy, when he takes in the butter, say to the lady, "Where will you have this roll of butter put?" The lady, in all probability, says, "Put it right in the refrigerator," and the boy very dexterously slips the paper off the butter and takes it away with him. The grocer thought that was all right. He says there is a grocer on Michigan avenue with whom he is acquainted—and I know him very well also—who does it differently. He works it this way: He has three packages lying along together—two of butter and one of butterine. A lady comes in and wants some butter. He has her taste of the butter in the first package, which is poor dairy butter. She says, "I don't like that." Then she tastes of the butter in the second package and doesn't like that, as it is also poor butter. Finally, she tastes of the butterine and, as that tastes so much better than the poor butter, she takes that. I said to him, "Do you know that there are thousands of Sunday schools in this country and thousands of Sunday school teachers who are trying to teach young men to be honest and straightforward? They go to work and get a job in some of your grocery stores and the very first thing you teach them is to be dirty, lowdown liars." I say that it is the height of dishonesty to do these things, but it is a great deal worse to teach the boys who work for them to do the same thing.

I see by the papers that in Lansing they are going to make a law to license all of the cows. Maybe that would be a good thing and maybe it wouldn't. I believe, however, we should spend our time and money in enforcing the laws we now have. I hope that when the oleo bill is made a law it will be enforced and that the people will stick to it.

It was positively proven some months ago that in one of the garbage works out West they were selling oil to a butterine factory. Think of it: Oil from a garbage works being sold to a butterine

factory! If there are disease germs in that oil they are spread broadcast through the country. There is a medicine factory in Detroit who buy barrels from us. They always want the largest barrels they can get. They take these barrels down to their place and fill them with pills and ship them to different parts of the country where they are re-labeled and sold from retail drug stores. This factory sends out two or three carloads of these pills a day and each car will hold 400 barrels. Now, these butterine people are selling their goods and sending this poisonous stuff all over the country and the medicine factory is selling its goods to counteract the harm the butterine does.

We hear a great deal about adulterated milk. I don't believe there is half as much adulterated milk in this country as some people would have us think. I can not see how a milkman can adulterate his milk and sell it. If we are getting poor milk we are very apt to change milkmen. Just to illustrate how that works: Here is a family living in the city. They are happy and seemingly prosperous. They have a little boy, a fine little fellow who runs to meet his father when he returns to his home in the evening, and everything is happy and fine. The first thing we know the little boy is sick. He is dull for two or three days. The doctor is called, shakes his head and looks wise and, finally, the little boy dies and the parents are heartbroken. Two or three, and perhaps more, people say right away, "Tuberculosis caused it—tuberculosis caused it." No, that is not the cause of the little boy's death. His mother was buying good creamery butter at the

store for 17 cents a pound when Elgin butter was 24 cents. They were feeding him on butterine. It does seem ridiculous that some people will buy butterine and think they are getting butter. If they would just stop and consider that when Elgin butter is 24 cents a pound they can not buy creamery butter for 17 cents. I do not believe that God made people to be sick and miserable in the cities as they are. Moses lived to be 120 years old and I don't believe he ever saw any butterine. He lived on goat's milk and whole wheat bread, and I believe that when we have plenty of good cows and can get good butter this sale of butterine should be stopped in some way. It is an abominable substitute for butter the best you can say about it. You have a law to prevent the making of spurious money and it is enforced. Let us have a law to prevent the manufacture of spurious butter and have it enforced. I hope the Groat bill will pass and, if it does pass, let us try and enforce it. The great charge against it is that if it does pass some of the poor people will have to eat lard. Let them eat lard. Good, pure, wholesome lard would be much better for them than butterine made from oil from a garbage works. If they eat lard they will know what they are eating and will not be in danger of being poisoned. Some have an idea that butter will go up to 40 or 50 cents a pound if this law is passed. I do not think that will be the case. In Michigan the manufacture of creamery butter has been retarded because of the fact that the manufacturers had to compete with the butterine man, as I explained in regard to the Michigan avenue groceryman.

L. J. SMITH & CO.

MANUFACTURERS OF

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

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

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



Highest Market Prices Paid. Regular Shipments Solicited.

98 South Division Street,

Grand Rapids, Mich.

Geo. N. Huff & Co.,

WHOLESALE DEALERS IN

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

COOLERS AND COLD STORAGE ATTACHED.

Consignments Solicited.

74 East Congress St., Detroit, Mich.

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.

*Paper read at annual convention Michigan Dairymen's Association by E. A. Bridge, manager dairy department of Phelps, Brace & Co.

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—The staple cotton goods market is in a rather monotonous condition just at present. There is a moderate volume of business moving, and nothing occurs to vary it. There have been some small sales of brown sheetings from stock, but prices are not quoted because considerable concessions are given, and the same is true of several lots of drills from stock. The lowest price quoted on these goods, however, is said to be not lower than has been quoted for six or eight weeks past. Bleached cottons show quite a fair improvement over last week. These purchases have been chiefly from the manufacturers and somewhat less from the jobbers. For the most part prices are maintained well, although there is talk of some irregularities in unticketed goods. Denims have been rather quiet, although there have been reports of two or three exceptionally good purchases in blues. Coarse colored cottons otherwise show an irregular demand that is rather light in the aggregate.

Prints and Ginghams—Fancy calicoes are in a better condition, and staples and some specialties have done an excellent business. Staples and dress style gingham continue quiet, although at steady prices, and fancy cotton dress goods are very dull.

Dress Goods—The business done at first hands during the past has been small. Some few orders for staples and skirting fabrics, together with occasional small duplicates on suitings, have been received. Jobbers report having done a fair business on sheer wool fabrics. The evident preference shown by buyers for wash fabrics has militated greatly against a properly volumed distribution of wool and worsted dress goods. The cloaking business shows no further development, orders being confined principally to colored kerseys.

Underwear—Spring business, while very different from that of a year ago, is much better than the fall business. This is natural, on account of the slow movement of winter goods. Of course, the traveling men who went out for fall business took a pretty complete assortment of lightweight goods along, but the results have not been very encouraging. It is an interesting thing to note the great variety of fancies that are included among the samples. More lines have been added, for it has become evident that the medium and cheap grades are going to be wanted in pretty good quantities before the season ends. There is every indication that the spring and also the fall season will be long drawn out. Both jobbers and retailers will await developments, buying but a little at a time. They think that the chances are more than even that they will find prices lower by and by, while the agents are just as sure they will not.

Hosiery—Fancies show no change in either foreign or domestic lines. The demand continues steady, and withal there are numerous complaints in regard to deliveries, which in many cases are way behind. Many new designs are coming to the front, and whenever they are of a neat pattern they are wanted. Staple hosiery moves along in a steady, even way, but there is little of interest to report.

Carpets—The wholesale trade in carpets is rather quiet at present. The manufacturers have practically filled

their initial orders and will soon be ready to commence work on duplicates. It is thought that the greater part of the spring goods have been delivered. The new fall season will open up some time during the latter part of May. Three-quarter goods have been advanced by many mills since the first of the year 1 @5c per yard. This line has met with very gratifying success thus far this season, and the outlook continues to be favorable for good business during the remainder of the season. Manufacturers quite generally have advanced the price of their ingrain 2½ cents per yard. One manufacturer who makes a special line claims that he has already obtained orders at the advanced price.

Evolution of the Lead Pencil.

The lead pencil, the most common of all writing implements, is somewhat over two hundred years old. The term, "lead pencil," however, is a misnomer, as in a mineralogical sense there is not a particle of lead in its composition.

The lead pencil originated with the discovery of the graphite mines in England, in 1664, during the reign of Queen Elizabeth. As graphite so greatly resembled galena, the German name for which was bleiglanz, it was given the name of blei, or lead.

In the early days of lead pencil making the graphite was sawed into thin sheets and cut into strips smaller and smaller until they were of a size to be covered with light wooden slips, and thus serve as pencils. The first pencils created much excitement.

The graphite mines of England were considered of inestimable value, and were protected by law. But there was great waste—first, in digging, for many of the pieces were too small for cutting, and again in the manner of cutting the graphite, which was so crude that half the material was lost. So a binding substance had to be invented. Glue, gum, isinglass, and other substances were tried, but the graphite was only rendered hard and brittle and of uneven hardness. Its marks were faint and indistinct, and in those days if the point broke it was quite an undertaking to sharpen it again. First, the wood had to be cut away, and the graphite heated over a light to soften it, after which it was drawn to a point with the fingers.

In 1795, Conte, a Frenchman, came on the idea of using pulverized graphite and binding clay. This discovery resulted in pencils of varying hardness, according to the amount of binding clay added, and each pencil was of exactly the same hardness throughout its length.

Soon after this discovery improvements followed in mixing, rolling, and shaping the graphite composition, which was cut into lengths, placed in a warm oven to harden, and finally encased in wood, as seen to-day.

Attractiveness of Colored Vestings.

Said a salesman who sells women's low cut footwear: "I find that my samples are made very attractive by covering the tops of the wooden forms with colored vestings. This involves considerable labor and time, but results are very satisfactory. You see, the form which holds the shoe in shape comes slightly above the top of the slipper. By covering this with a vesting of red or some other contrasting shade to the color of the leather I obtain something of the fancy stocking effect. This attracts attention from the buyer. In fact, one of my customers last season was so well pleased with this scheme that he used a lot of my samples at a season's opening at his store, and stuck a handsome rose in each shoe. The effect was very striking and attracted a great deal of attention."

Both Places Will Be Covered.

"You believe, then, after all, that Shakespeare wrote the plays himself?"

She—Yes. But to make sure, the first time I come across him in heaven I'll ask him.

"But s'pose he isn't there?"

"Then you can ask him."

Spikes or Ribbon Ends

Are the latest novelty and the popular fad.

Cuts Actual Size.

Reduced Prices.



- No. 1—Gold, neat design, \$2.50 gross, 15c doz. No. 2—Gold, very pretty, \$2.25 gross, 10c doz.
No. 3—Gold, extra finish, \$4.00 gross, 40c doz. No. 4—Gold, spiral wire, \$4.50 gross, 40c doz.
No. 5—Gold or silver fillgree, \$9.00 gross, 85c doz. No. 6—Gold, fancy style, attractive, \$7.00 gross, 65c doz. No. 7—Gold, silver or gray, very handsome open work, \$15.00 gross, \$1.50 doz. No. 8—Similar to No. 7, fancy, not open work, \$6.00 gross. Several styles at \$3.00 and \$4.00 gross. Write for samples.

Write us to send you a dozen each to retail at 2, 5, 7, 10c and up. They are quick sellers. Other styles in stock with or without jewels. Strictly wholesale only. Try us.

AMERICAN JEWELRY CO.

Jewelry and Novelty Jobbers,

Tower Block

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.

CORSETS



CORSETS

We have the best corset in the market to retail for 50c. It is a perfect fitting corset and is made to wear. We also carry a large line of \$1 corsets, such as *Armor Side, Kabo, Caroline, Model Form, R. & G.*, etc. Have our agents show you their samples.

P. STEKETEE & SONS,

WHOLESALE DRY GOODS,

GRAND RAPIDS, MICH.

Clothing

Favored Fashions at the Windy City of the West.

At the present writing the fashion student finds himself "betwixt and between" seasons—too far along for new ideas and old ones not sufficiently worn to give birth to tendencies for the succeeding season.

Men's attire has reached a stage of development which seems to admit of so little improvement that changes are confined to slightly altered or introduced detail, and radicalisms are rare, none having appeared on the fashion horizon this season.

The merchant or haberdasher who counsels his restless, discontented customers to adhere closely to the conservative standard of dress will not make a mistake, but let him suggest or introduce extremes or departures and he will make his customer a conspicuous mark and bring down condemnation on his own head.

The social season is now at its height and men whose purses are sufficiently substantial and deep enough to withstand the constant demand may indulge to their hearts' content—balls, banquets, receptions, club dinners, card parties, musicals, evening gaieties. The man with social inclinations finds his time well taken up, yet at the present time has fewer annoyances and troubles in a sartorial way than he had at the opening of the season, before the fashion leaders decreed what was to be right and proper, and the accessions that go to make up a perfect wardrobe were secured.

For men who mingle in society and who frequent functions requiring evening dress there is little to worry over. The evening suit is important, yet is easiest to perfect, and when brought up to the requirements of fashion at the opening of the social season it requires no further attention. The evening suit has changed so little in many years that only the most carefully posted dresser can pick out a last year's, or the year before, or the suit of the year before that.

Evening suits that are now being ordered have coats which are slightly built up on the shoulders and are not quite so square as those in the prevailing business sack suit. The side seams are well curved to the contour of the body. The skirts branch out from the hip-bone, making a clean front to the coat. The tails taper gradually to a five inch width at the bottom—slightly rounded outer corners.

The trousers are being cut moderately full above the knees. Side seams are welted.

The waistcoat most affected is the white linen duck or fine Barathea, pearl buttons.

The evening or full dress shirt most in favor is the severely plain bosom with square-end cuffs. Two studs, gold or pearl.

The shoes of plain patent leather, cloth tops, and you have the evening suit complete.

* * *

Recently an innovation was noticed at the Auditorium in which a leader of fashion made an attempt to introduce color into the evening costume and relieve its somberness. This fellow was seen to have a silk handkerchief of scarlet hue in the bosom of his waistcoat, afterward to carry it tucked in his left coat sleeve with a very small bit of color protruding. The effect was attrac-

tive in that it was noticed by everyone and commented upon. The taste of the wearer was severely criticised for two fashionable reasons: First: Silk handkerchiefs, even in the white, are not good form for either gentlemen or ladies. Again, the contrast was too glaring—it was offensive. It might have been tolerated and the conventional rules for full dress relaxed had he tempered his innovation by using a lavender, green or blue tint instead of a pronounced glaring color. The effect was jarring to the supersensitive dresser and not sanctioned by the extremist who will take up almost anything novel.

* * *

If the buyers are wholly governed by the wants of the smart set the following predictions may be valuable: I cornered a thoroughly fashionable Board of Trade man and got the following reply to the question as to what would be the style tendency for spring and summer:

"You may say," said he, "that we do not want any oddities or extreme novelties. We may patronize slight modifications of well-established forms in the way of a digression in color tone or design.

"Negligee shirts will be more quiet in tone—so also will the stiff bosom shirts. The tones for the best dressers will be very light or pure white. The latter will be more popular and in greater demand than last year, when the wave struck the dressy boys late in the summer.

"Belts are going to be plain, narrow harness effects, and will be more generally worn for business dress than for several seasons.

"Ties are running to the narrow and small bows and will undoubtedly reach the limit the coming season. I don't see how they can stand many more cuttings down."

The foregoing is a prediction from one who is as well posted on the inclinations of the dressy fellows as anyone in Chicago and I consider that it closely voices the tendencies of the smart set.

* * *

The newest things in batwings and butterflies are the ties now being shown by Burns & Grassie, haberdashers. These ties are literally miniatures of the real thing. They measure, when tied, not over 2 1/4 to 2 1/2 inches. Being of 1 1/8 and 1 inch widths the effect is decidedly clever on a narrow-spaced, high-band turndown collar. The idea is original with J. H. Burns and is creditable to his taste. Only the smallest, daintiest figured silks can be used in the dark color combinations or solid shades. The man who wears one can be at once put down as a skilled manipulator of ties, or one who has the time to fuss until he has it properly adjusted to bring the ends and loops to a uniform measurement.

* * *

The latest, swellest glove for wear with a surtout in the afternoons or the gown Raglan at night—during severe cold weather, mind you—is the white knitted worsted glove.

They are knitted in a fancy stitch and have long wrists. As protectors or hand warmers they can not be surpassed by anything but the old-fashioned mitten.

These white worsted gloves when worn on the street with the surtout overcoat look decidedly stylish. They are most conspicuous, but are not offensive, as the prevailing surtout is an oxford, rough-finished cloth and harmonizes with black or white. The black knit glove, however, would look ridiculous,

so also would the fancy variegated Scotch glove. White seems to be just right.

For evening dress, while going to or from the theater, or to and from social functions, the white worsted glove is worn over the white or pearl kids and is slipped off just before the wearer enters the house. In this way the gentlemen are spared the discomfiture of entering the presence of ladies with stinging cold hands and wrists. Over and above this feature these white gloves protect the evening gloves from smudges and streaks and save their price many times in this way.—Apparel Gazette.

You can never judge a woman by what the other women say about her, as well as you can by what she says about the other women.



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

Chas. A. Coye,

11 Pearl St., Grand Rapids, Mich.

Send for prices.

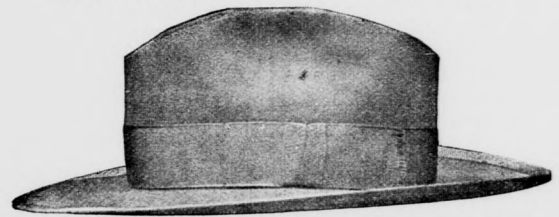
This cut represents spring shape of our Extremely Popular Agency Hat. Write for prices to the trade.

G. H. GATES & CO., 143 Jefferson Ave., Detroit, Mich.

WALTER BUHL & CO.,

DETROIT, MICH.

ARE HEADQUARTERS FOR NOVELTIES.



THE 1901 WINNER IN ALL NEW SHADES

Prompt attention to all mail orders.

TRADESMAN COUPON BOOKS

Shoes and Rubbers

Glimpses of Life in a Shoe Store.

Cincinnati is a great town. I took a little skate around and called on several shoe men. Some mighty fine stores. Better than Lasterville and almost as good as New York. It seems funny to go a lot of hundred miles and then step into a shoe store and see the same old names on the shoes—New York, Lynn, Rochester, Brockport, Boston, and all the rest of the Eastern towns. But the Eastern men want to bear in mind that the local factories are not idle and they are building up a good big trade. Pittsburg and Harrisburg are getting to be almost centers of shoe industry, and some as nice shoes as I ever held in my hands are made right here in Cincinnati.

I talked with the representative of one of the manufacturing firms and he said that they were finding a steady market in the river towns, many of which are not reached by railroads at all, and the general store men on the river do wonderfully good businesses. I'll go to see some of them when I get fairly started.

Then there is Louisville. If we hadn't stopped there on Sunday I could tell you a whole lot more about it. Louisville is quite Northeastern in the way it allows business to stagnate on Sunday, but we stopped there three hours and walked around, and looked into the show windows and rode around on the street cars, and I asked people about the shoe trade. In a retail way it is strictly up-to-date, but in manufacturing and jobbing the town is somewhat in its infancy, on account of the assistance which St. Louis and Cincinnati are giving to the Eastern hustlers to keep it so. But then, what's the use of dabbling in shoes of different sizes and styles when there are so few styles of leaf tobacco and so much more money in buying it low of the producer and selling it at a stiff advance to the manufacturer.

There's one thing that I've noticed both here and in Cincinnati, and that is, what a lot of nickel fixtures they use in their show windows. A great many more than I ever see in our home cities. I used to wonder where a sale was found for all of the expensive window fittings advertised in the shoe journals. Now I know. It's in the South and West.

Our steamer stopped at Evansville three hours—from 9 to 12 p. m.—and if Evansville is anything like twice as lively in the daytime as it is at night the town is certainly a hummer.

For a town of its size there are the nicest lot of show windows in Evansville that I ever saw, and I got a show window idea there which is the greatest ever. I might just as well have thought of it myself, but I didn't. I never saw it anywhere else and as it more than doubles the capacity of any show window and makes startling effects comparatively easy I want to describe it for the benefit of the retailers who read "Boots and Shoes" Weekly.

It is simply this: The front part of a cellar or basement in most stores is of little use. Well, what the Evansville people have done is simply to cut away the floors of their show windows about ten or twelve inches back, allowing the passerby to look right down into the front part of the cellar, where there is another window trim, or in some instances an "effect."

For instance, one shoe dealer had a tank, with rubbers floating around in it, some of them with sails rigged, water-

proofed boots and shoes standing in the water and "green grass growing all around" (apparently). It was a very novel thing, and even at 10 o'clock at night there were always people stopping to look in. Another dealer had all of his heavy goods, boots of all sorts, displayed down there, with his fine goods displayed on the floor proper of the window.

One dealer, who evidently used his basement as a department of the store, simply had the center shelf counters run up under the show windows with special trims at the end in front. This served the double purpose of extra light in the daytime and a special window display at all times. At night a few incandescent lights concealed along the front of the cellar gave fine light.

Those stores which had slightly elevated floors in the windows, sloping sharply down to the glass in front, got slightly better effects, because the sloping part could be cut entirely away and the opening from the glass to the edge of the floor did not need to be so wide. All of the windows had close fitting slides or floors to fit into the openings in case it was desirable to shut off the downstairs display for any reason.

I talked with several people about the idea, and the only thing that has not as yet been overcome is the bad effects which are sometimes caused by the reflecting of highly polished plate glass interfering with the downstairs view. This happens, of course, only in the daytime, when the light is very strong outside, and may be overcome in some way. In the night the scheme is very effective.

I should think that at holiday time or other special occasions all sorts of novel trims could be made. One beautiful thing about it would be that no matter how elaborate the design, the whole window would not need to be shut up, but the upper show window could be doing business while the lower one was being prepared.

I thought of a whole lot of things in connection with this scheme. The floor of the window might be raised up a foot or so, breast high as it were, and the upper trim well displayed, with the entire lower part all in view at once. Another scheme I thought of was not to have any floor in the window at all. Have nickel display frames fastened to the sides and back all of the way up. It would make an enormous thing. In this and most other schemes the front of the cellar should be boxed in the same size as the window or slightly larger. It would be a snap for a furniture man, wouldn't it? But then we're thinking about shoes, and the first man who does it in a town will have a novelty that will be talked about.

I'm going to try it as soon as I get home and maybe when I have dabbled with the thing a little more I can give you some more ideas on the subject.—I. Fitem in Boots and Shoes Weekly.

The New Shoes.

You'd know by the way she goes creaking about,
Peering down from all possible views
At the two little feet thrust complacently out,
That Polly has on her new shoes.

They are neat, they are gay, they are buttoned
up high,
And they're lined in a brilliant blue tint;
They are bright as the stars twinkling up in the
sky,
Or a penny just out of the mint.

But it isn't for that she's so happy and proud
That she's almost unable to speak;
It's because they give out such a charmingly
loud—
Such a perfectly beautiful squeak!

Blind credits pay for the bees, but
seldom get the honey.

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.

Before Placing Orders for Combinations

Write for our Special Offers in this line. The best knit boot that can possibly be made with the best Goodyear Glove Duck Role Sole Perfection will figure you at \$27.00 per case.

The same Perfection with a first-class felt boot at \$24.00 per case. Duck Hurons and Socks in proportion.

Hirth Krause & Co., Grand Rapids, Mich.

Big Cut in Rubbers

Get in Line

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

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

GEO. H. REEDER & CO.,

28-30 SOUTH IONIA ST.,

GRAND RAPIDS, MICH.

Mail Orders

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

Bradley & Metcalf Co., Milwaukee, Wis.

Tribute to the Cobbler.

Written for the Tradesman.

Tap, tap, tap, tap, the busy hammer goes,
Tipping here and tapping there, the tiny pegs in
double rows.

Busily the fingers fly,
Following the glance of eye;
Turning seam and riveting,
Smoothing clean and beveling;
Honest, careful, noble, true,
His wrinkled fingers work away
Like busy elfins, all the day,
And do whatever they find to do.

Tap, tap, tap, tap, the busy hammer goes;
Happy is the cobbler there, he does not brood
Over ranking woes

How I love to watch him work!
Not a toe nor heel he'd shirk;
True as steel, with heart of gold,
As full of love as it will hold;
His leather apron tight is furled
Like ropes around the capstan's bar:
He pleads for peace, he loves not war
And is at rest with all the world.

Tap, tap, tap, tap, the busy hammer goes;
How the children crowd around, as they hear
the thudding blows.

They love to see the nimble stroke,
They love that ancient hat and cloak,
And round his littered bench they stand,
An eager, youthful, happy band,
One chubby child climbs on his knee
With confident and sunny smile,
And then he tells them stories while
They listen in their childish glee.

Tap, tap, tap, tap, the busy hammer goes;
His furrowed forehead and wrinkled cheek with
worthy labor glows.

A quiet man the cobbler is;
A lowly life, yet noble, his;
Working there and laboring,
Each task an honest close to bring,
His rough exterior, lowly mien,
In dingy shop and littered floor,
Like diamond-clay with glittering core,
Has hidden deep a soul within.

Tap, tap, tap, tap, the busy hammer goes,
While from the trembling, aged lips the song of
boyhood flows.

He forward looks to future grace
And hopes to see Him face to face;
At night he hears the angels sing,
Lists to the rustling of their wing,
Like zephyrs soft from Italy's shore;
The harp-songs make his heart rejoice—
He thrills to hear one soul-filled voice
And fain would hearken evermore.

Tap, tap, tap, tap, his busy hammer goes,
The frosts of winter on his face and in his hair
the snows.

He sees again that dreary day
His second-soul did pass away;
And following slowly, one by one,
His loving children all have gone,
Like wilting flowers in the blast,
Yet cheerful does he ply his trade,
While memory-faces rise and fade
Like phantoms from a happy past.

Tap, tap, tap, tap, the busy heartbeats go,
Tapping off the hours of man, be he high or low;
Thank thee, thank thee, aged man!

His face is sear, thine eyes are wan,
But through thy gentle life thou'st wove
Patience, calmness, hope and love,
And thus should we, both old and young,
Perform our duties hopefully
And nobly toil from day to day
Contented, honest, yet unsung.

Frederic Zeigen.

Ypsilanti, Mich.

Brief Glance at Some Current Phases of Trade.

The foundation has been laid for what promises to be an excellent trade for spring and summer. Manufacturers have a goodly number of orders on hand, which they are working upon at present. There is a greater demand than ever for shoes of high qualities. The people are prosperous and are able to pay good prices for what they want.

Dealers at present are anxious to push out their winter stock and make ready for spring goods. They prefer to sell out their old shoes at cost, if necessary, rather than to lock up their capital in goods which they must carry over, and which will depreciate with every passing month; hence the bargain sale. And what a good institution it is, if conducted as it should be. Shoe dealers in general are beginning to realize that it is not good policy to give their customers poor values, but, on the contrary, by the very bargains they offer they should bind the buyers to them with hoops of steel.

Speaking of turning stock quickly, we are reminded of some of the troubles of retail dealers in the outskirts of large cities. They mourn over their loss of trade, but what must they think when they go over their stock?

A dealer failed in Brooklyn a few weeks ago who was fairly overrun with

old stock. Less than a year ago he had a sale of pointed toe shoes. There must have been hundreds and even thousands of pairs. They were shown up all over the store on tables, and in the windows, in all stages of decrepitude. How can a dealer prosper who allows his stock to accumulate thus? The stock of each season must be pretty thoroughly cleaned out to make way for new goods. If this policy is not followed, the public are quick to catch on, and instead of going to the regular shoe dealers, they are lured to the dry goods stores by their large and well-arranged advertisements.

The stream must be kept running or the water will become stagnant. If a dealer keeps his stock moving, shovels out goods at the end of one season, and puts in a fine stylish lot of goods at the beginning of next, the public will soon know it. He will in self-defense be obliged to advertise the fact. The life of his store will give ample evidence that what he says is true. The consumers in the neighborhood will see that there is something going on at his place, that it is not simply a case of selling "any old pair of shoes," but that the shoes they buy of him are stylish, attractive and up-to-date, and that he is headquarters for shoes, that he knows all about them, and is a shoe man from the top of his head to the sole of his foot.

The bargain sales are on. They are not so much sales of job lots bought to sell as bargains as they are of goods which will soon be unsalable and which have been weeded out of dealers' stocks to make way for spring and summer shoes.

The styles for spring and summer are sensible. Of course the shiny patent kid and calf are to take the place largely of tan goods, and everybody knows how difficult it is for manufacturers of patent kid to fill their orders. To illustrate this, we have just been informed that a large Eastern shoe manufacturer is so greatly in need of patent kid, and unable to get it, that he has offered a leading manufacturer of this material 5 cents per foot more than the regular selling price, provided he can get a certain quantity each week. The seller of the kid declined the order because he was not able to fill it in justice to his other customers.

Once in a great while we find a manufacturer who uses a few skins a week and is able, being a small consumer of patent kid, to have his wants supplied, but the whole trade is fairly crying for this material, and sellers of it are making every effort to supply it. As we said last week, retailers should be conservative in pushing the sale of patent-kid shoes, that they may thus be able to avoid trouble for themselves later on. Still, in self-defense, every progressive dealer needs to have a certain quantity of these shoes in stock.

In many instances shoe manufacturers, by consent of their retail customers, are substituting patent calf in place of patent kid. Leading manufacturers of patent calf, anticipating a great demand for this product months ago, made arrangements for importations which would supply a fair demand for it. The demand is fully up to their expectations, but they are using every endeavor to cope with the business, and no doubt shoe dealers can secure within a reasonable time all the shoes they need which are made of patent calf. There are three or four kinds of this stock imported into this country from France and Germany in large quantities.

American kid has superseded the French article and patent kid is the last shoe material which now remains for Europe to furnish us. Progress is being made in improving the quality of the domestic article, and it may not be long before our finishers of patent calf will be able to furnish an article which will meet with a much more extended sale than at present.

The jobbers are now in Boston in large numbers. There are perhaps at this time nearly a hundred of them preparing to order shoes for next fall and winter. They are in much better position than they were last year, for their stocks are in good shape and they are not carrying heavy burdens, and are in

position to place orders that will keep manufacturers busy for some time to come.

Leather is firm in price, although strange to say hides are declining in value somewhat. Dealers have been curtailing their production for some time, and the demand for nearly all kinds of leather is now pretty nearly abreast of the supply. In some kinds, notably kid, the demand exceeds the supply. The entire trade from tannery to shoe store is in a healthy condition, and we anticipate an excellent trade for shoe dealers during the next season.—Boots and Shoes Weekly.

If you want to make an enemy, lend a dollar and ask for it.



IF YOU WANT RUBBER BOOTS AND SHOES QUICK, ORDER FROM
A. H. KRUM & CO.,
DETROIT, MICH.

We are Western agents for seven brands of Rubber Footwear, as follows:
AMERICANS, CANDEES, COLONIALS, WOONSOCKETS, FEDERALS, RHODE ISLANDS, PARAS.

All orders filled Promptly with New, Fresh and Up-to-date goods.



Will Stand the Racket

OUR OWN MAKE
CHILDREN'S BOX CALF SHOES

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

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

We 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.

Hardware

Suggestions on Advertising a Retail Hardware Store.

I'll not say that this subject is a stale one, for the subject of advertising can never become stale to a live business man any more than eating to a growing boy; but it is a subject which has been thoroughly digested heretofore, which has already been viewed from nearly every standpoint, has been argued from every sort of premise, which has had so many sorts of supporters—from the man who has made a study of it and conquered it, to the man who thinks he knows all about it without having mastered the rudiments—that I hesitate to speak on so precarious a subject lest I make a fool of myself in my efforts to demonstrate that I belong to the former class, or fall down in my efforts to convince you that I do not belong to the latter class.

I lay no claims to being an expert advertiser, but was born with, in fact, inherited, a desire to get my money's worth; and this desire has always prompted me to see that the advertising money was spent with that object in view.

Advertising is a business proposition pure and simple. It is a science only so far as any investment is a science. It is an investment the same as a purchase of a car of stoves is an investment; both are moneys expended with an idea of return in profit—both should be purchased judiciously and with an idea of the requirements of the trade, both as to quality and quantity.

One article may pay big returns on an advertising investment in a high grade magazine, while another would fall flat on such an investment and pay big returns in a country weekly.

The advertising agent, or specialist, if he is successful, studies and knows both the patrons' needs and possibilities in the advertising line, the same as you study the market on nails; he also knows just where those needs can best be met—which magazine or paper. The country dealer who can not afford—probably does not need—the advertising specialist should make a study of these features if he wishes to get the most value for his money.

For instance—there's not much return for the investment to be had in advertising calf weaners or hog rings in a local daily paper; neither would it display good judgment to advertise coal stoves extensively in a country weekly which circulated largely in a wooded section. There's a great deal in "tact" in advertising as well as in selling goods. "Tact," in fact, counts for a great deal more in this world than we give it credit for. The dear old woman who went out of her way to hand a tract on "The evils of dancing" to a one-legged man was very much lacking in this qualification; while the King's fool, who was sentenced to death for some misdemeanor, yet was allowed to select his own method of shuffling off this mortal coil, exercised "tact" when he decided if it lay with him he would prefer to die of old age, and saved his head thereby.

We must know who the people are whom we wish to get at; and then we must "locate their vitals," as they say of a whale. In some communities a slangy worded advertisement might drive home a point—although to tell the truth, I believe they are very, very few; while in others, the smoothly written,

concise, polished advertisement would be more readily digested; and right here allow me to state a vital necessity in successful advertising—that is, somewhere in the advertisement drive home and clinch a point which will bring you dollars and cents; somewhere state a truth which, either by previous statement or insinuation, shall convince the reader that what you are talking about is either better or cheaper or more desirable than he will probably be able to find elsewhere. Let each advertisement be written as though you expected the reader is about to purchase, somewhere, the article you are advertising and it is necessary for you to convince him that yours is the place to buy it.

If you are advertising an article which possesses neither the feature of quality or price, you'd better publish the weather report. It will do you just as much good and your readers more. I take no stock whatever in this style of advertising which says simply, "Our Hog Rings are the Best," or which says, "We carry a full line of hardware, tinware, stoves, etc." Why, if the reader had never seen your advertisement he could guess that every hardware dealer in the town would vouch for as much; but supposing you put in an advertisement like this—"If (and have the "if" in italics), "If our hog rings are better than others, there's a reason for it. Step in and we'll tell you what it is." Then you have made a point. The customer thinks, without knowing he thinks it, that "those hog rings have some point of merit which is worth something, else he wouldn't ask me in to expatiate on their merits." You have his curiosity aroused and at the same time you have created the impression that you have a superior article.

That enterprise which permits an advertisement to stay in the paper from Christmas time until it is time to advertise firecrackers, and from firecracker time until Santa Claus time again, has received enough general condemnation to need no further mention here. You'll find that the dealer who has no more regard for his advertisement than to thus neglect it is the sort who is waving his hands high in the air and proclaiming to his fellow men that "this advertising business is all a hold-up;" when the facts in the case are that if this same man would change his advertisement as often as he does the shirt on his back, his community would be so surprised at the frequency of the former and the infrequency of the latter that they'd actually visit his place of business out of curiosity. They would probably find him as busy as the man whom the editors tell about who wouldn't advertise: an editor went into his place of business and actually found him busy—he had the itch and a Waterbury watch, and when he wasn't busy scratching himself, he was winding the watch.

Put an advertisement in the newspaper just as you would sow wheat—not with an idea of watching each and every kernel and judging the whole thereby, but rather to judge by the granary at the end of the season; remembering this—use good seed and have the soil well cultivated; for no matter how good the seed, or how well put the advertisement, if the ground be not well cultivated, if you haven't the confidence of the readers of the advertisement, both seed and advertisement fall on barren ground.

Be sure to always keep faith with your customers; don't advertise an article as of superior merit unless it has it; don't advertise it as cheap in price

unless it is cheap. One of the most successful advertising agents in the United States will not write an advertisement unless he has first ascertained to his complete satisfaction that the article advertised is all that the proprietor claims for it.

Now I am speaking only of newspaper advertising in this paper, for I believe that newspaper advertising is the only steady kind of advertising that pays. (I am also only speaking from the retailer's standpoint). Dodgers, fence-board advertisements and theater programs may be all right for an occasional "flyer," but the advertising that pays is the clean-cut, fresh, pointed and pithy advertisement that is stuck constantly under the nose of the man who is intelligent enough to read and to want to read his daily or weekly newspaper. The man who can't read and who has no one to read to him is the kind whom you must "catch-as-catch-can."

The way to catch the ignorant man's trade is to attend his barn raising, or the wedding of his daughter (whom he's been raising) and the chances are he'll swear by you.

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.

"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.

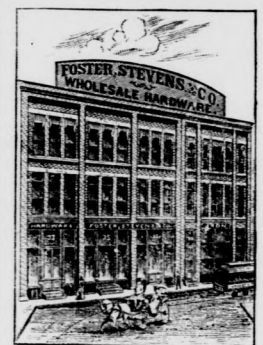
The Detroit Vapor Stove Co.,

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.

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.

I once heard of a "country jay" whose ideas of wealth were very limited, and who probably considered fifty dollars a fortune, who, in response to an advertisement of engines, wrote for a price on one of a certain capacity; when the response came back saying that an engine as described would cost \$1,000. Our friend promptly sat down and wrote the manufacturers as follows: "You durn fool, you; if I had a thousand dollars what would I want of an engine?"

As to the amount of space required to properly display an advertisement, this also requires judgment, as it will vary with the article advertised and with the season of the year. Cuts are necessary to liven up an advertisement, but sometimes the cut of a fly will be more effective in advertising a screen door than a cut of a door. Because you can, in a small space, advertise very advantageously a penknife, is no reason why you need a much larger space to advertise a range; it might be that the reverse would prove true.

As the old story goes—"Because a man born in Ireland is called Irish is no reason why kittens born in an oven should be called biscuit."

Don't use a set amount of space, but have plenty and vary it. It carries the impression that you are advertising for business and not from force of habit.

Now as to the amount to be invested in advertising, this point has been very ably and thoroughly gone over in a paper at a previous time. I will simply say this, that I believe it is very generally conceded to be a good policy to lay aside a given amount annually for this purpose and work to that amount. If you are doing a twenty thousand dollar business and believe that with judicious advertising you can increase your business 10 per cent., or two thousand dollars, and suppose you estimate that you will make 10 per cent. on that two thousand dollars, you will be justified in investing in the neighborhood of \$100 in additional advertising. I am allowing that this is the minimum.

Too many merchants advertise for a month, or until the printer's bill comes in and then, because they have to count out the cold cash and no customer comes in and purchases enough goods in response to the advertisement, so that the profits on the same will meet the printer's bill, they stop the advertisement—or put in a little card advertisement which reads very much as will the epitaph on their tombstone.

Terry says: "A business man may be known to some extent by the style of his advertisement. If he merely re-vamps old and stereotyped ideas and adopts other men's ideas, phrases and expressions, the probabilities are that he does the same in his business. Every man should endeavor in form or method, to improve upon what he sees about him.

The time was, years and years ago, when a man could put a standing advertisement in the newspaper and have it worth something; but that time has gone by—it belongs to the days of the canal boat.

I believe that the merchant of to-day who does not advertise is missing an advantage; and the merchant who does advertise with an advertisement that stands from week to week is missing an advantage and paying for the privilege.

If advertising is worth anything—it has a mission—it is to inform people;

and you can't give the public any information by telling them something which they knew before. If you have the best store in town, don't tell people of it—take it for granted that everybody knows it, or ought to know it; but tell them why it is the best store and carry the impression that you suppose of course they know it is. In my opinion it is a good plan to leave the reader something to think out. "Is thirty-five years' experience worth anything?" is better stated than if it read "thirty-five years' experience is worth something." "Peck makes his own tinware" is better put than "Peck's own make of tinware is better than the machine made," because the former conveys the same idea, but allows the reader to draw the conclusion himself. Either way of putting it wouldn't prevent Peck from buying his tinware from the jobber, if his tinshop was overworked, and labeling it his own make.

There may be those here who differ with me, but I believe that only that merchant who conducts a "cheap store" should advertise prices to any extent. It is certainly of no avail to advertise prices unless the prices are low; and in order to advertise low prices, the dealer must carry cheap goods—goods that correspond with the prices. I admit, of course, that there are times when the cheap competition must be met, but the dealer should get goods for the occasion and advertise prices which are out of reach, but I believe that a business which is built up on quality is built on the rock, while that which is built on prices is short-lived and built on the sand.

Here's another idea—keep your eye on the printer. Many printers take a pride in their art and know how to properly display and insert an advertisement; but a large percentage seem to think that large, bold-faced type is all that is necessary to give an advertiser his money's worth. Pick up any standard magazine of the day and see if you do not find that many of the advertisements which create the best impression and most forcibly present the merits of the article advertised are the most modest in their typography. We have followed the plan for several years in our business of having a special type, of which we purchase a font, and change the type yearly. We own the type and own it exclusively. It sets the advertisement out away from the other advertisements.

It is better for the dealer to print out his advertisement as he wants it, showing display matter, etc., so that the printer can make no mistake; for the advertiser knows better than the compositor what point he wishes to emphasize and where he wishes to make an impression. Some printers have better taste and judgment in these matters than the advertiser; of course, under those circumstances, it would be better to leave the whole matter with the printer, simply giving him the correct ideas. See that your advertisement is put in right—given enough ink and not too much; that it is displayed as it should be—in fact, see that it is what you have paid for, the same as the goods you buy. Some printers take pride in their advertising columns, others simply throw them together.

In my opinion a dealer can not advertise everything he has in his store in one five-inch double-column advertisement. In fact, I do not think he can advertise any more than one article in such a size advertisement and have it amount to anything—two articles at the outside.

Now advertising is like courtship—you had better not undertake it unless you mean business. To carry the simile a little farther, it's like courtship in the ice cream season, in that if you go into it half-heartedly it is money thrown away.

Fred Peck.

Hardware Price Current

Ammunition			
Caps			
G. D., full count, per m.			40
Hicks' Waterproof, per m.			50
Musket, per m.			75
Ely's Waterproof, per m.			60
Cartridges			
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
Primers			
No. 2 U. M. C., boxes 250, per m.			1 20
No. 2 Winchester, boxes 250, per m.			1 20
Gun Wads			
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
Loaded Shells			
New Rival—For Shotguns			
No.	Drs. of Powder	oz. of Shot	Size Gauge Per 100
120	4	1 1/2	10 10 \$2 90
129	4	1 3/8	9 10 2 90
128	4	1 3/8	8 10 2 90
125	4	1 3/8	6 10 2 90
135	4 1/2	1 3/8	5 10 2 95
154	4 1/2	1 3/8	4 10 3 00
200	3	1	10 12 2 50
208	3	1	8 12 2 50
236	3 3/4	1 3/8	6 12 2 65
265	3 3/4	1 3/8	5 12 2 70
264	3 3/4	1 3/8	4 12 2 70
Discount 40 per cent.			
Paper Shells—Not Loaded			
No. 10, pasteboard boxes 100, per 100.			72
No. 12, pasteboard boxes 100, per 100.			64
Gunpowder			
Kegs, 25 lbs., per keg.			4 00
1/2 kegs, 12 1/2 lbs., per 1/2 keg.			2 25
1/4 kegs, 6 1/4 lbs., per 1/4 keg.			1 25
Shot			
In sacks containing 25 lbs.			
Drop, all sizes smaller than B.			1 40
Augurs and Bits			
Snell's.			60
Jennings genuine.			25
Jennings' imitation.			50
Axes			
First Quality, S. B. Bronze.			7 00
First Quality, D. B. Bronze.			11 50
First Quality, S. B. S. Steel.			7 75
First Quality, D. B. Steel.			13 00
Barrows			
Railroad.			15 00
Garden.			30 00
Bolts			
Stove.			60
Carriage, new list.			65 & 10
Plow.			50
Buckets			
Well, plain.			\$4 00
Butts, Cast			
Cast Loose Pin, figured.			65
Wrought Narrow.			60
Chain			
1/2 in. 5-16 in. 3/4 in. 7/8 in.			
Com.	7 c.	6 c.	5 c. 4 3/4 c.
BB.	8 1/2	7 1/2	6 1/2 6
BBB.	8 3/4	7 3/4	6 3/4 6 1/4
Crowbars			
Cast Steel, per lb.			6
Chisels			
Socket Firmer.			65
Socket Framing.			65
Socket Corner.			65
Socket Sticks.			65
Elbows			
Com. 4 piece, 6 in., per doz.			net 65
Corrugated, per doz.			1 25
Adjustable.			40 & 10
Expansive Bits			
Clark's small, \$18; large, \$26.			40
Ives' 1, \$18; 2, \$24; 3, \$30.			25
Files—New List			
New American.			70 & 10
Nicholson's.			70
Heller's Horse Rasps.			70
Galvanized Iron			
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28, 29.			28
List 12 13 14 15 16.			17
Discount, 70			
Gauges			
Stanley Rule and Level Co.'s.			60 & 10
Glass			
Single Strength, by box.			85 & 6
Double Strength, by box.			85 & 6
By the Light.			80 & 20
Hammers			
Maydole & Co.'s, new list.			33 1/2
Yerkes & Plumb's.			40 & 10
Mason's Solid Cast Steel.			30c list 70
Hinges			
Gate, Clark's 1, 2, 3.			60 & 10
Hollow Ware			
Pots.			50 & 10
Kettles.			50 & 10
Spiders.			50 & 10
Horse Nails			
Au Sable.			40 & 10
House Furnishing Goods			
Stamped Tinware, new list.			70
Japanned Tinware.			20 & 10
Iron			
Bar Iron.			2 25 c rates
Light Band.			3 c rates
Knobs—New List			
Door, mineral, jap. trimmings.			75
Door, porcelain, jap. trimmings.			85
Lanterns			
Regular 0 Tubular, Doz.			5 00
Warren, Galvanized Fount.			6 00

Levels	
Stanley Rule and Level Co.'s.	dis 70
Mattocks	
Adze Eye.	\$17 00. dis 70-10
Metals—Zinc	
600 pound casks.	7 1/2
Per pound.	8
Miscellaneous	
Bird Cages.	40
Pumps, Cistern.	75
Screws, New List.	80
Casters, Bed and Plate.	50 & 10 & 10
Dampers, American.	50
Molasses Gates	
Stebbins' Pattern.	60 & 10
Enterprise, self-measuring.	30
Pans	
Fry, Acme.	60 & 10 & 10
Common, polished.	70 & 5
Patent Planished Iron	
"A" Wood's patent planished, Nos. 24 to 27.	10 75
"B" Wood's patent planished, Nos. 25 to 27.	9 75
Broken packages 1/2 per pound extra.	
Planes	
Ohlo Tool Co.'s, fancy.	50
Sciota Bench.	60
Sandusky Tool Co.'s, fancy.	50
Bench, first quality.	60
Nails	
Advance over base, on both Steel and Wire.	
Steel nails, base.	2 65
Wire nails, base.	2 65
20 to 60 advance.	Base
10 to 16 advance.	5
8 advance.	10
6 advance.	20
4 advance.	30
3 advance.	45
2 advance.	70
Fine 3 advance.	15
Casing 10 advance.	50
Casing 8 advance.	35
Casing 6 advance.	25
Finish 10 advance.	25
Finish 8 advance.	35
Finish 6 advance.	45
Barrel 1/2 advance.	85
Rivets	
Iron and Tinned.	50
Copper Rivets and Burs.	45
Roofing Plates	
14x20 IC, Charcoal, Dean.	6 50
14x20 IX, Charcoal, Dean.	7 50
20x28 IC, Charcoal, Dean.	13 00
14x20 IC, Charcoal, Allaway Grade.	5 50
14x20 IX, Charcoal, Allaway Grade.	6 50
20x28 IC, Charcoal, Allaway Grade.	11 00
20x28 IX, Charcoal, Allaway Grade.	13 00
Ropes	
Sisal, 1/2 inch and larger.	8
Manilla.	12
Sand Paper	
List acct. 19, '86.	dis 50
Sash Weights	
Solid Eyes, per ton.	25 00
Sheet Iron	
Nos. 10 to 14 com. smooth. com.	
Nos. 15 to 17.	\$3 20
Nos. 18 to 21.	3 20
Nos. 22 to 24.	3 40
Nos. 25 to 26.	3 70
No. 27.	3 80
All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
Shovels and Spades	
First Grade, Doz.	8 00
Second Grade, Doz.	7 50
Solder	
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.	
Squares	
Steel and Iron.	65
Tin—Melyn Grade	
10x14 IC, Charcoal.	\$ 8 50
14x20 IC, Charcoal.	8 50
20x14 IC, Charcoal.	9 75
Each additional X on this grade, \$1.25.	
Tin—Allaway Grade	
10x14 IC, Charcoal.	7 00
14x20 IC, Charcoal.	7 00
10x14 IX, Charcoal.	8 50
14x20 IX, Charcoal.	8 50
Each additional X on this grade, \$1.50	
Boiler Size Tin Plate	
14x56 IX, for No. 8 Boilers, } per pound..	10
14x56 IX, for No. 9 Boilers.	
Traps	
Steel, Game.	75
Oneida Community, Newhouse's.	40 & 10
Oneida Community, Hawley & Norton's.	65
Mouse, choker per doz.	15
Mouse, delusion, per doz.	1 25
Wire	
Bright Market.	60
Annealed Market.	60
Coppered Market.	50 & 10
Tinned Market.	50 & 10
Coppered Spring Steel.	40
Barbed Fence, Galvanized.	3 30
Barbed Fence, Painted.	3 00
Wire Goods	
Bright.	80
Screw Eyes.	80
Hooks.	80
Gate Hooks and Eyes.	80
Wrenches	
Baxter's Adjustable, Nickeled.	30
Coe's Genuine.	30
Coe's Patent Agricultural, Wrought.	70 & 10

Woman's World

Passing of the Valentine a Lamentable Mistake for Women.

One of the pretty customs of the past that seems falling into disuse is the sending of valentines. No more does Angelina slip into the post the tiny white-winged messenger of love—the first white fluttering signal that the garri-son is ready to capitulate—that sends her heart into her mouth when she thinks that Adolphus Gustavus may guess the sender, and makes it drop into her boots for fear he won't. No more does Adolphus Gustavus wrestle with the muses and indite original verses to his lady love in which "dart" rhymes with "heart," and the strength of the sentiment makes up for the rickety-ness of the meter. The day has been given over to children, who take the name of St. Valentine in vain, not knowing what they do, and to social hoodlums who send comic valentines to wound those whom they are too cowardly to attack in the open.

It is the greatest pity. It was a beautiful idea to set apart one day out of the busy, prosaic year in which heart might speak to heart under a masquerade that was as gay or grave as one chose; when illusive, unknown, intangible whisperings of love filled the air, and one might almost feel the swift wings of the little blind god as he brushed one's cheeks. We are not so rich in romance that we could spare one of her tenderest bits; and speaking personally one of the sweetest memories of my childhood clusters about an old valentine that belonged to a gentle old maid. It was a quaint little affair, all filigree-paper, and when I knew it, it was yellow with age and blistered with tears and stained on one corner with a dull, brown-red blur. Miss Maria always kept it in a little old sandalwood box, in which was a bit of torn blue cloth, and a brass button, and a withered rose crumbling into dust, and about it centered all the romance of her life.

Long and long before, in the days before the war, she had been a famous belle and beauty, and half the county paid court to her. Among the rest, so the story went, was a young man, not her social equal, who scarcely dared lift his eyes to his queen, and assuredly had never summoned courage to ask her to be his wife. Everyone thought that Miss Maria would make a brilliant match, but so strange is the mystery of a woman's heart she turned from all her rich suitors, and all the love of her nature went out to this one who was the least among them. Already the shadows of war were darkening around them, and the young men marching and drilling in camps and donning with laughter and light hearts that blue they were to wear through such weary years of toil and trouble and sorrow. Miss Maria's lover was among them, and one day the news swept through the village that the company had been ordered to the front.

With a woman's intuition, Miss Maria had guessed his secret, and she felt she could not let him go without some token. The message that he would not speak she must speak. It happened that it was Valentine's day, and she slipped down to the village store and bought a valentine, and, with shaking fingers, wrote his name upon it and sent it by a trusty messenger. It is the wonder of love that it needs no explanation, and justifies itself, and so that night she waited for him, without fear or doubt,

under the old willow that shadowed the gate. It was just for an hour, and then he was gone, and the next day he marched away with fluttering flags and braying bands and cheering crowds, and Miss Maria, watching him, had looked her last on love. He was shot at Shiloh. They found next to his heart the little valentine, and they sent it back to her stained with his life blood. It wasn't much for a lifetime—the memory of a kiss in the dark and a withered rose and a yellow old valentine falling to pieces with age, but it had kept the years sweet and beautiful for her, and you couldn't have purchased it with all the wealth of Golconda.

Sentiment aside, though, looking at the matter from the standpoint of a woman, the abolition of the custom of sending valentines is a distinct loss to our sex, robbing us of one of our time-honored privileges, of not exactly speaking out in meeting, but at least giving some sign that we were alive, and still in the matrimonial market. Nobody will deny that women are at a distinct disadvantage in all affairs of sentiment. Custom allots us a heart, but denies us a tongue. We may love, but we may not mention it. We may feel that we would make such and such a man an ideal wife, but we are not permitted to call his attention to the good thing he is missing.

The most we can do is to sit around and look willing, which might be sufficient if the majority of men were not as blind as stocks and stones about love and did not have to be fairly knocked down with every new one before they beheld it. "Barkis may be willing" enough to fall in love, but he generally has to have somebody to call his attention to it and point out the girl. The valentine gave a woman the opportunity of suggesting herself as a likely candidate, and if the hint was not taken she could still retire from the field, routed and defeated, it is true, but still enveloped in a haze of romance and discreetly anonymous.

Of course, we all cling to the old, sentimental theory that man sends all the valentines and does all the wooing and that a girl is always overwhelmed with surprise when she finds out that she has inspired an ardent affection in his breast. This is merely a polite subterfuge and we all know it for what it is. No woman with a grain of sense but knows well enough when a man begins to think seriously of her and first separates her in his thoughts from the great army of other petticoats. She can put her finger on the precise spot where he crossed over the rubicon that divides liking from love, and, God help her, in spite of all the lies she tells her own heart, she knows when love is dead upon her hearthstone and that what sits there and bears its outward likeness is merely the galvanized corpse of a passion from which spirit and warmth have fled.

As long as a woman is a good deal more married to a man than he is to her, it seems the height of folly, anyway, that custom should prevent her from having a hand in picking him out. As it is, she has to content herself with accepting or declining what is offered her, instead of going out and picking out something that suits and the thing that she really wants. It is like sitting at a banquet where the waiter asks you if you will have cod-fish or apple pie, while all the time your appetite calls for quail on toast and champagne, that you could have just as well as not if only etiquette permitted

you to get up and help yourself from the viands on the table.

If ever the time comes when the ban is removed, and women are allowed to pop the question on equal terms with men, there is going to be a tremendous boom in domestic felicity. You are going to see more contented women, because there are going to be more women with the kind of a husband they fancy, instead of the kind that fate handed out to them, like a druggist who says, "This isn't the genuine elixir of happiness, of course, but it's just as good." Moreover, you are not going to see, as you do now, the woods full of good, capable women, just cut out for wives and mothers, but whom men have overlooked. They will take matters in their own hands and qualify for the job of making a good home for many a man, who will be made happy in spite of himself.

Naturally, the very idea of a woman taking the initiative in lovemaking is shocking to us. It is too new to us yet; but in reality it is only doing bluntly what every woman does more or less adroitly, according to the subtlety with which the good Lord has gifted her. What is it that makes little Miss Flighty spend hours before her mirror primping and curling and powdering and dressing herself but to make herself attractive in the eyes of some man? What is it that makes a clever woman listen with an expression of absorbed attention while some masculine bore meanders along on his favorite topic? Is it because she cares a rap about what he said to somebody and what somebody else said to him about the horse he backed, and that would have won, if it hadn't got beaten? Nay, verily, it is because he is a man and eligible, and

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

Retail Grocery Stores

in the Union have been
designed and fitted by

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

**Borden &
Selleck Co.,**

Chicago, Ill.

Correspondence for partial or complete outfits solicited.



The Guarantee of Purity and Quality
in Baked Goods. Found on every pack-
age of our goods.

Good goods create a demand for them-
selves. 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.

she is doing her level best to charm him. A man comes right out and says, "I love you." A woman rolls her eyes at a man and tells him how wise and great he is, but she means the same thing.

There are those who contend that it is impossible for a woman to win a man's love, and if it isn't offered to her as a gracious gift, on a silver salver, she never gets it. That's another fallacy. That's the attitude of the successful general after the battle. She doesn't tell how the fight was won and the tactics she employed to win. Thackeray declared that any woman not a hunchback could marry any man she chose, and observation seems to bear it out. Men have been fed into matrimony; they have been flattered into it. They have married because they loved a woman and they have been married by women who were in love with them. To know that he is adored is a subtle compliment to his self love that few men have the courage to withstand. As a delicate means of carrying this assurance the valentine has no superior, and it is precisely this that makes its passing so lamentable a mistake for women. We've thrown away a trump card and we need them all if we are to win in the game of hearts. Dorothy Dix.

Carpets Out of Fashion.

To what extent the rug business has cut into the strictly carpet business can not be told, but that it is appreciably felt by the latter goes without saying, and that it is making constant inroads upon it is also admitted by all.

The growth and the expansion of the rug industry have been wonderful in the last five years, and it may be said that within a twelvemonth it has taken a start forward, gaining a momentum which promises much for the future. It is not difficult to ascribe the cause for this movement, or at least for a considerable portion of it, but it may be difficult to say whether or not this movement carries with it that permanency and stability which goes with most industries. Yet one can not ignore the fact that there is associated with this business the idea of adaptability and of suitability which seems to argue in favor of its permanence.

The rug, as it is known to-day is different from the rug of two decades or even a decade ago; it has a different place in the question of household economy, and it is this very question of economy which has made the place for it. Crowded cities mean small apartments, shifting population and expeditious. The rug is a utility carpet, one that will fill emergencies, that is well adapted as an expedient. This unquestionably has done much to encourage the sale. The ingenuity of the manufacturer in devising the ways and means to meet the wants of the people along these lines has done much toward increasing the market.

Judging from what has been done the last few years it might be said that the rug business to-day is in an initial movement, one that is likely to reach great proportions with recurring years, and that there are even those who believe it will to a large extent supersede and displace the regular carpets; that it is an advance in household economy. In any event, the rug of to-day promises well for the future, and the struggling ingrain manufacturers, as well as those who are fighting formidable competition in other branches of carpet manufacturing, may look to this one branch of the industry as offering them an escape from the heaviness and depression of their trade. The one who realizes at the start the evolutions in trade, getting in the movement early, is the one who succeeds best.

Never allow your enthusiasm to get the better of your judgment, for when enthusiasm cools off the violated judgment will return to mock you.

One of the Penalties of Greatness.

In all the accounts of the pomp and splendor of the funeral of the great woman who was Queen of England and Empress of India, there was one note that must have struck every thoughtful person as infinitely pathetic. That was that there was no moment of privacy in which those who mourned not only a dead queen, but a loving mother, could indulge their sacred grief unseemly of prying eyes that took note of every tear and account of every sob. The fierce light that beats about the throne beats also about the bier, and the humblest man and woman left alone with their dead have a privilege that royalty could not claim.

In the case of Victoria, who was always more woman than queen, this seems doubly hard. Love and death are the touches of nature that make the whole world kin and level all rank. Underneath the jeweled orders of the king and the homespun of the day laborer beats the same heart, to be torn with the same anguish of parting from those it loves and to endure the same anguish of desolation and loss, but in the inevitable hour when the last farewell must be spoken the humbler man has the happier lot. He can at least withdraw for a while to indulge his sorrow before taking up the burden of life again, while not even for a dead potentate can the affairs of state stop. The world sweeps forward and the king must take his part in it. His very greatness debars him from the luxury of grief.

It is a far cry from the throne of England to the dressing-room of a theater, but one time the writer of this sat on a trunk in one, watching a little comedienne making up her face before the mirror. Suddenly the hand that was painting artificial roses on the pale cheeks stopped and the head went down on the dressing table among the rouge saucers and grease pots and the gayly-dressed little figure shook with a tempest of sobs. "My little sister is dying with diphtheria in Philadelphia," she said, pointing to a yellow envelope that lay among the spangles and tinsel, "and I can't even go to her." The voice of the call boy, hurrying by the dressing-rooms, broke across her sobs. She dabbed a little powder on her tear-stained cheeks and in a moment more was laughing and rollicking before the audience, apparently the gayest of the gay—one of the unknown and unsung heroines of life.

Those of us who tread the quiet paths of existence do not appreciate the privilege of privacy and of being able to indulge our emotions. We see the power and the glory and the splendid trappings of royalty, and we forget that it must pay a cruel price in the suppression of all those feelings which make the real happiness of human beings. Not for them the blessed relief of unshed tears, nor the joy of careless laughter, nor innocent love where the hand may go where the heart goes. They must smile with breaking hearts, love by rule and marry for reasons of state.

No women are so envied by other women as successful actresses, yet every one has paid her debt to fate in doing without the things dearest to a woman's soul. She must be separated from those she loves; laugh and dance and make merry, no matter what anxieties are torturing her, and often and often turn from the grave of the one she loved best to jest again for a laughter-loving public. Little as she may think it, the

woman who may be all in all to her family, who may nurse them when sick and who is privileged to hold her child in her arms while it goes down into the dark valley of the shadow, has a comfort denied to many a famous woman who pays the penalty of her greatness in being the world's slave.

Cora Stowell.

Too Eccentric for Any Use.

"Of course you quite understand that I shall call upon Mrs. Whiffler for your character," remarked Mrs. Taggetly to the girl she had just engaged.

"Certainly, m'm," replied the girl, "although I would rather you didn't, for Mrs. Whiffler is so eccentric that she is not always to be relied upon."

"In what way is she eccentric?" "She insists that her husband is quite a model father and husband and that her children have never caused a moment's anxiety."

"H'm, not so much in that." "Then she says she is perfectly contented with one new dress and one new hat each season."

"H'm, she is eccentric, then!" "And, finally, she has never attended a bargain sale, and says that the only things sold at them are the women who buy!"

"Oh, the woman's mad! I sha'n't trouble her for your character; you can come in when you like!"

A Question of Spirit.

In "The Monks of Malabar," Francis Wilson's comic opera offering of the season, the comedian has a wife who is a perfect vixen. In the first act Wilson is telling his woes to a friend and dwelling on his wife's temper.

"Oh, don't mind it," soothingly remarks the friend; "she's only a bit high-spirited."

"High-spirited!" exclaims the comedian. "She's pure alcohol, three hundred and sixty degrees above proof!"

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

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

Plasticon

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

N. P. Brand of Stucco

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

Bug Finish

The effective Potato Bug Exterminator.

Land Plaster

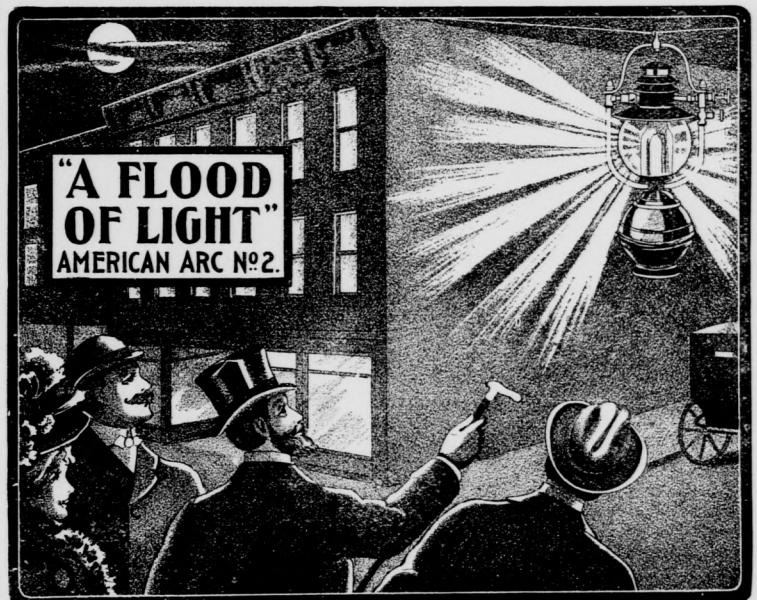
Finely ground and of superior quality.

For lowest prices address

Alabastine Company,
Plaster Sales Department
Grand Rapids, Mich.

A MODERN WONDER

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



The finest artificial light in the world. Hang or stand them anywhere. One lamp lights ordinary store; two ample for room 25x100 feet. No smoke, no odor; very simple to operate. Burns ordinary gasoline. Absolutely non-explosive. Eight hundred candle-power light at a cost of 5 cents for 10 hours.

Brass Manufacturing & Supply Co.

192-194 Michigan Street, Chicago, Ill.

Ask for Catalogue.

Butter and Eggs

Observations by a Gotham Egg Man.

I notice a very considerable number of poor egg cases around the market and think it would be well for shippers to be a little more fastidious in their purchases. Some of them are made of rough looking lumber—often very poorly matched and unsightly—and while these, if strong and well packed, will of course carry the eggs safely they lack the attractive appearance that is so great an aid to prompt selling. Again many of them have sides and tops of such thin, flimsy stuff that they are not at all substantial; these frequently get broken and it is not at all uncommon to receive them, after a long rail journey and several handlings, with a third or half of the side gone and the contents exposed to damage from every trifling accident. When eggs are selling at mark the condition of the stock in respect to breakage is doubly important and buyers will turn down many a lot that they might take when the terms of sale are loss off.

* * *

It is well worth considering that any defect in quality or condition that detracts from the prompt selling of eggs is especially damaging when values are fluctuating frequently as is now the case. Such defects have most effect in retarding sales just at the time and under the market conditions when prompt sale is most essential. In strong, active and advancing markets buyers will overlook defects, but when offerings are large, trade quiet and the tendency downward they have more to choose from and become very fastidious, often passing stock by for comparatively slight faults. Of course it is at just such times that a quick sale means much in dollars and cents and is a good advantage to a shipper if his eggs are so good and packed so attractively as to meet the preference of buyers whenever the offerings are beyond the demand and the unsalable surplus has to be carried down to a lower level of prices.

* * *

There is another point in packing that many shippers overlook and which is of considerable importance I refer to the use of "flats" on the top and bottom of the case, between the eggs and the packing. These are quite important—so much so that some time ago the New York Mercantile Exchange egg rules were made to compel their use in all eggs to be passed as firsts. The advantages of the flats are that they tend to prevent breakage and make a much more attractive appearance of the goods when opened to show buyers. When no flats are used, the excelsior or other packing sifts down around the eggs in the first layer, and this often loosens the packing enough to permit shifting of the contents, causing breakage; then when the case is opened the excelsior has to be removed inconveniently and the appearance of the top layer is injured. With the flats the pressure of the cover on the excelsior packing is constant and the eggs carry better; then when the eggs are shown the flat is lifted, removing all the packing and leaving the top layer of eggs clean and free from all foreign material. In selecting material for the flats it is best to use the regular cardboard; the expense is trifling and this material is the most serviceable. Very heavy paper—double thick—may answer the purpose fairly well, but newspaper or other flimsy paper is of no use.

Two weeks ago I ventured to express the hope that we might soon see the last of "loss off" egg selling in this market and to suggest that this first year of the new century would be an appropriate time to relegate the old method to the shelf where are preserved the obsolete antiquities of the egg trade—such as returnable cases, barrels and oat packing. Last week I received a letter from Goodwin & Jean, egg shippers, commending my remarks and urging me to "keep at it," also saying they were "with us" in every argument.

It is rather a singular fact that ten out of ten egg shippers say they want their eggs sold case count and about eight out of ten receivers here also think that is the best way to sell eggs at all seasons, and yet the trade rules are not made to enforce or encourage the reform. It seems to me a good deal like a case of every one waiting for the other fellow to make a move. However, rules or no rules, case count selling is steadily gaining ground and some of the more progressive egg receivers here have already adopted the method at all seasons, with excellent satisfaction to themselves, their customers and their consignees. It is a little early yet, but sometime this spring I hope to be able to report the views of a large number of local receivers on this question of selling eggs at mark at all times; I expect to be able to show that a very large number favor it. In the meantime I should be glad to receive letters from shippers on the subject and keep the discussion alive.

* * *

Speaking of old customs of the egg trade reminds me of an old egg shipper out in Ohio who still packs his goods in barrels. And, by the way, he offers an example of constancy in business relations that might well be copied by many a more vacillating contemporary. This man made his first shipment of eggs to the predecessor of the house now handling his goods about thirty-five years ago; it was the first shipment of eggs received by that house, and he has been shipping to the same place ever since without as much as a single break. Such permanence of business relations is a rare thing in these days of competition and change, and it would be well if there were more of the same kind. I don't know why the man sticks to barrels; I can commend him for sticking to a first-class and well-tried commission house, but it would be better if he would cut his conservatism down a little below the line of barrels. He knows how to pack them all right—learned this lesson years ago when everybody used barrels, and has never forgotten it—but the package is out-of-date and out of favor now and makes his goods hard to sell when there are many of them—too many for the small outlet in which they can be placed to advantage.—N. Y. Produce Review.

A Beefless Beef Animal.

Feeders are asking each other interesting questions since it has been learned the Big Hooker, the grade Hereford and Shorthorn which was given the first prize when shown alive in the fat class for grades at the Chicago show, and certainly had the appearance of being as fine a butchers' bullock as one would ever care to run across, was completely outclassed in the slaughter test. In fact, Big Hooker was pronounced the worst specimen of "fatty degeneration" that the judges had ever seen. The "rib," at the point where it was severed from the hindquarter, was seven

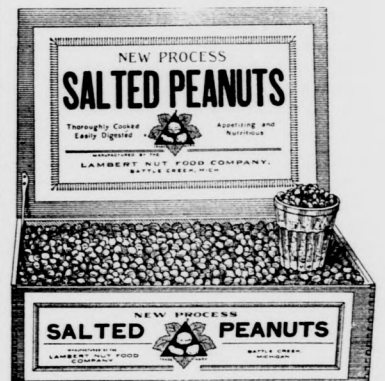
inches thick, and there was only a slight "suggestion" of lean meat mixed with that mass of tallow. The entire interior of the carcass was lined with tallow, and all of the organs of the body were encased in huge globules of fat. What little lean meat there was had a bright red color, with none of the marbling with faint streaks of fat, a quality which is so highly prized by all good judges of dressed beef.

Since the results of the "slaughter test" have been made public, many beginners in live stock feeding have been asking how the mistake made by the feeder of "Big Hooker" can be shunned by other feeders who desire to produce an ideal butchers' bullock. Was it the feed or the breed or the methods adopted by the feeder? These questions have not been satisfactorily answered, and it is hardly probable that they ever will be, but there are certain lessons and foundation facts, bearing upon cattle feeding, which were forcibly demonstrated at the Chicago live stock show that need not be overlooked by the most inexperienced.

In the first place the old idea that cattle should be kept lean until nearly two years old, and then rushed to maturity as rapidly as possible, by heavy stall feeding of corn and other oleaginous foods, is becoming obsolete. Feeders have learned that the best beef is made by beginning the fattening process when the animal is a calf, and continuing until it is ripe for market. The result of feeding cattle in the old way, namely, by overfeeding for a short period just before marketing, is the bringing about of a fevered condition of the system and the piling up of the fatty tissues at the expense of the lean meat until the latter literally fades away. On the contrary, when the animal is fed well for the entire period of its existence, the delicate fatty tissue is mixed throughout the lean meat, improving its quality, instead of being deposited in huge globules of tallow in the cavities of the body and around the vital organs.—H. H. Mack in Butchers' Advocate.

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.

Alfred J. Brown Seed Co.

Seed Growers and Merchants

We are always in the market to buy or sell Clover, Timothy, Alsike, Beans, Popcorn, Buckwheat, Etc.

GARDEN SEEDS IN BULK

Our stocks are complete and we are prepared to quote prices as low as Good Seeds can be afforded.

ALFRED J. BROWN SEED CO., Grand Rapids, Michigan

BEANS===BEANS

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

MOSELEY BROS.

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

Grand Rapids, Michigan

If you want to secure more than

\$25 REWARD

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

FLEISCHMANN & CO.'S
YELLOW LABEL
COMPRESSED YEAST

will secure that result.

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

The New York Market

Special Features of the Grocery and Produce Trades.

Special Correspondence.

New York, Feb. 16—The general situation is probably about as satisfactory as might be expected at this season. There is no great activity and yet the volume of business is a steady one and dealers generally are likely to give favorable replies to questions as to the state of trade. The situation in coffee seems a trifle more favorable than last week, owing to higher quotations cabled from abroad, but actual business shows not much improvement. Buyers are not showing any anxiety to make purchases, and Rio. No. 7 closes at 7@7½c. In store and afloat the amount aggregates 985,207 bags, against 1,326,249 at the same time last year. Mild sorts have been slow and neither jobbers nor roasters show any interest in the situation. Good Cutaca closes at 8¾@9c. East India sorts are seldom called for, but quotations are firmly adhered to.

The volume of sugar business has been slight, most of the transactions consisting of withdrawals on outstanding transactions. Prices for hards are seemingly well sustained, some softs, however, being shaded about 5 points. Stocks of raw sugars are pretty full, as a general thing, and prices are rather unsteady.

There is a steady trade in tea and the volume of actual business is quite satisfactory. Prices, while not perceptibly higher, are very firmly held and, as time passes, sellers feel encouraged. One thing is not quite to their liking, and that is the very slow progress that is being made in advancing the use of tea in this country; in fact, we use less and less and, unless something is done, are likely to become a nation of tea-totalers. Lots of money has been spent in booming the Ceylon and India grades, but the returns have not justified the outlay.

The rice business continues of moderate proportions and sellers might be doing more without overexertion. Still prices are quite well sustained and, as the season advances, a better tone is observed all around.

Spices are about the duller article on the list. Orders coming to hand are for the smallest assortments and the outlook is not especially encouraging. There is consolation in the thought that it might be worse. Prices are practically without change.

The colder weather has had a slightly stimulating effect on the molasses market and the week has been fairly satisfactory, so far as sales of New Orleans are concerned. Good to prime goods are quotable at 17@26c. Foreign sorts are quiet and unchanged.

The syrup market is firm. Offerings are rather light and are taken up with expedition. Good to prime, 18@22c.

The canned goods market is quiet. There is very little interest as yet shown in futures and indeed one would think that neither buyer nor seller ever gave a thought to the future. On corn and tomatoes there is some pressure to sell. New York and Maryland corn appear to be on the same level, each selling at 52½c. Tomatoes are worth 72½c for No. 3 New Jersey standards.

There is a better trade in prunes and, while quotations are no higher, there is a feeling that an advance may occur at any time. Raisins are a little firmer. Currants are dull and unchanged.

Lemons are in better request and the situation all around shows improvement. Quotations are slightly advanced and dealers seem encouraged by the outlook.

The situation in the interior of the State is one of blockade and the butter market is advancing. This is likely to last for a short time only and it will not

be safe to count on more than about 22 @23c for best creamery. There is a good average demand and the market is pretty closely sold up. Western imitation creamery is worth 15@18c, the latter for fancy stock.

There is a steadily increasing firmness in cheese and quotations are firmly maintained. Stocks are becoming rapidly reduced and new goods will find bare shelves when the season begins. Large size, full cream is worth easily 12c.

Eggs are firm. The snows have delayed transportation and the market has taken a turn upward. Best Western are worth 20@21c. The chances are against high prices if moderate weather ensues, but as far as can be seen the market all of next week will rule strong.

Wherein the Hen Shows Her Wisdom.

A fresh egg has the yolk perfectly balanced in the middle of the white. Unless it remains thus balanced the chances are decidedly against its hatching. Brooding hens understand that. When filling the nest a hen turns over all the eggs in it before she quits it after laying a new one.

She knows, too, that in hot weather the sun will addle her eggs, so she chooses a shady nest-spot. But in winter a nest is often made where the fullest sunshine streams into it.

Brooding is throughout full of quaint surprises. Eggs will hatch if kept at blood heat—98 degrees. But they hatch more certainly and turn out stronger chicks if the temperature is a degree or so higher. Just how it is done nobody knows, but mother hens some way contrive to raise the normal heat of their bodies to the requisite pitch. Further, they strip the whole breast of feathers, so the eggs may have the benefit of full heat. Twice a day they turn over every egg in the nest, cuddling them separately up underneath their beaks, making little soft half fretful chuckling noises the while.

Hens are most uncalculating egg stealers. All eggs in sight will be drawn into the nest, although the stolen eggs may crowd out those legitimately there. Still, in a way, hens take stock of what they brood. With few eggs they sit prim, with trimly folded wings. With too many they sprawl all over the nest, wings loose enough to let light between the feathers and frequently turn themselves about reaching for uncovered eggs, and drawing them underneath the breast.

A hen of average size can not profitably cover more than fifteen eggs. In cold weather thirteen is a better limit, although in midsummer the same hen might brood and hatch twenty. Left to themselves the unchecked instinct of egg-stealing with hens is apt to result in a nest full of spoiled eggs, with maybe one or two feeble chicks.

Twenty-four hours of brooding makes hardly a perceptible change in an egg. Sometimes in warm weather, there is the least reddish tinge beside the whitish clot, in which the germ lies. After thirty-six hours the clot shows a well defined drop of very red blood. In two days the blood-drop has spread to veins and arteries. At the end of ten days the head is fairly well formed although the trunk is still ragged. In two weeks the chick is recognizable as a chick, and if the shell envelope is broken will quiver all through, and feebly move the head. It has, however, no vestiges of the fine downy coat it will wear a little later. The coat forms rather rapidly.

The period of incubation for a chicken is twenty-one days, and for two days before leaving the shell the young fowl is practically perfect. Yet it would not live were the shell forcibly removed. It spends the last two days gathering vital force to make its own way out into the world. It lies snug

within the shell, the head bent upon the breast in such a position as brings the beak full against the shell.

The beak is armed with a tiny detachable piece of horn, flint-hard, and set upon the very tip of the upper mandible. At full hatching time the chick presses this triangle against the brittle shell, and breaks a triangular hole in it, possibly a quarter inch across. An hour later the chick, having turned itself slightly, presses the beak against a new spot and makes a fresh break. As more air comes in the little creature grows stronger. It writhes still more strongly in its prison, turning always from left to right. In two hours or ten it breaks the shell in two, and slips out into the nest, a wet and weary sprawler.

Egg production varies enormously. A hen's capacity is about four hundred eggs, divided pretty equally through the first three years of her existence.

The rolling stone reaches the foot of the hill in due time.

Wise is he who has a cage ready for the bird in hand.

French Wine Crop Enormous.

The French production of wine in the year 1900 was something enormous. It reached the total of 1,721,000,000 gallons, a yield that has only been exceeded three times in the past century, and never in any preceding century. The promise of a large yield was so great in August that sales were made at less than 1 cent a quart. There were quotations of \$1 a barrel, the purchaser furnishing the barrel. From \$1.51 to \$3.06 per barrel of 110 quarts of very fine wine have been the ruling quotations for the year. The high brands are unusually rich, and prices are low, ranging from \$50 to \$150 per barrel, of about 240 quarts. Wine is now produced more cheaply in California than in France. Efforts to introduce French wine in Japan have all been ineffectual on account of California competition, the Japanese declaring that they can buy wine cheaper and of as good a quality in San Francisco as in France.

If a man could only make his wife sweet the way he can his pipe, by holding her in milk, the world would be a lot happier.

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.

WORLD'S BEST

S.C.W.

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

H. M. Reynolds & Son

Grand Rapids and Detroit, Michigan

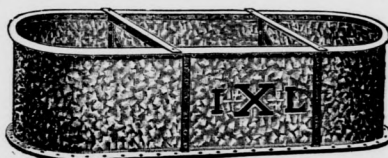
Manufacturers of

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.

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.

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

L. O. SNEDECOR Egg Receiver

36 Harrison Street, New York

REFERENCE—NEW YORK NATIONAL EXCHANGE BANK, NEW YORK

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

Clerks' Corner.

"Too Many Cooks Spoil the Broth."
Written for the Tradesman.

The longer Carl Hustleton stayed in the Springborough store the more its customers were drawn to him. He had long been put down as "a likely looking feller" and the comeliest girls in the big circle of which Springborough was the trading center always looked their prettiest, for some reason or other, whenever they came to the store. It was noticeable, too, that when the daughter, and the clerk became interested in the goods under discussion the mother would be busy with Old Man Means on the grocery side of the establishment. Another point which the storekeeper began to notice with little less than fiendish glee as the forerunner of considerable future fun was the fact that the mother of the largest number of daughters always left the store with an earnest hope that the clerk would find time "to come over some evening."

This feature did not stop with "the women folks." The old men began to find something attractive in the young and by no mean ugly face and even the crabbedest of them took pleasure in unbending a little when they came in contact with the kindhearted, obliging and quickwitted Carl. For a while after it was known that "that Hustleton boy" was in the store there was a general "Well, well!" followed by some profound guesses that the storekeeper wouldn't be bothered a great while with "that rubbish" and, with the patience common to rural communities, they bided their time for the inevitable "I told you so," one old he-mischiefmaker going so far as to corral the storekeeper in the corner by the desk to put him on his guard. The outcome was worth seeing. It happened after the storekeeper had made up his mind that the boy was one after his own heart and when old Fitch, whom the storekeeper heartily hated anyway, came "meech-in" behind the counter—a familiarity the proprietor rarely excused—and bringing with him a strong reminder of the stable, Old Man Means, with a fire in his black eyes that for once in his life was a credit to him, turned from the books he was posting and without a word looked straight into the slanderer's watery old eyes. Having delivered himself of his warning, he looked into the storekeeper's face to notice the effect of his words. One glance was enough and, like a kicked cur, he turned and wasted no time in getting on his own side of the counter.

"I thought it no more'n right to put ye on y'r guard." He coughed, but the storekeeper responded never a word and he was never troubled again with meddling of that sort from that quarter.

The rest of the community fathers, after it was easy to see that the boy was "his motner all over," took to giving young Carl advice. Each had his pet idea about getting on in the world and each took the opportunity to drive home that idea every time he came to the store. Of course, no two ideas were alike and, of course, each believed his the only one worth anything and insisted with all the zeal of the recommender of a pet medicine that his was the only idea worth the following.

Midwinter had come and for a week the abundant snow had been packed on the remotest country road into as smooth sleighing as the most exacting could ask for. As a result everybody was taking

advantage of it and the store was the center of attraction for "all the country 'round." That Wednesday had started in clear and cold and by nine o'clock the streets of Springborough began to be merry with "the tintinnabulation of the bells." The people came from all points of the compass and the store became the general clearing house for all the news and the gossip that had been gathering for this general exchange within a radius of from ten to twenty miles. Proprietor and clerk were busy, but Carl, anticipating the rush, had got ready for it by putting up in packages such groceries in such weights as he knew would be called for, so that the two kept abreast of the customers and were at no time unequal to the demands made upon them.

Busy as he was, it was a delight to Old Man Means to see how Carl had improved in his handling of customers. Once while hands and feet were busy he found nothing to say to the customers as he served them and they might have been so many dummies so far as he was concerned; but now his tongue was as nimble as his fingers and he knew what to say to each as he approached and served them. Here a matron greeted him with hearty handshake and she went away rested and strengthened because he had "listened to her tale of woe" and sent with a word of cheer some trifle for the child at home. Now he was cracking the liveliest of jokes with another, who left him affirming that "if anybody got ahead of him they'd hev ter git up airly 'n the maw'n-in'." Here a country belle would linger patiently until her turn came to be waited on and then there were lively times when the two were the center of a circle of spectacled and unspectacled eyes, all frowning if the rural beauty undertook to "make a fool of herself over that Carl Hustleton," or, what was far worse, "dawdled" and took up time which belonged to them. These, however, had little to complain of. Carl had no favorites in business hours and more than one pretty country girl "got her dinner trod on" when she undertook to monopolize the clerk's time and attention. It was "just his way," but it was no uncommon thing for him to turn from the "airy, fairy Lilian" to plain, overworked Mrs. Brown and with all the interest of a devoted son become at once as absorbed in her wants as if the prosperity of the establishment depended upon her being satisfied.

All this was natural enough. The comely Carl was pleasant to look at and his kind heart had to show itself from the handsome face. Women, old and young, are attracted by these things; men, if we are to believe them, never. For all that, not a farmer left the Springborough store without having a word with the boy, and always a cheery one. Carl's daily tilt with Old Man Means made him an adept at repartee and, young as he was, he had found out it was policy to let this conceited old man and that one get the better of him occasionally. It had resulted in making him a favorite with them all and they all made it a point in some way to leave with him a token of good will whenever they came to the store. That Wednesday, as if it had been a preconcerted plan, they left him with considerable condensed wisdom in the form of advice. Even old Fitch managed to carom at that point of the counter where Carl was waiting on Mahala Gray and mumble an old saw that had neither point, meaning nor application, so that by

sundown, after the departure of the last customer, the boy sat down in the arm chair by the stove and forthwith freed his mind.

"Am I a fool or what, Old Man?"

"M—er—you don't think you'd better change your 'or' to 'and,' do you?"

"Because," he continued, not noticing, "every old hayseed that has been here to-day has been shoveling a bushel of advice into me. I'm chockful and the first thing I see in this blamed morning paper is what that multi-millionaire says is the mainspring of success—what's his name that died a week or two ago. I don't know that you have noticed it, but every old duffer who has made his pile during the past quarter of a century is rushing into print with his 'mainspring of success.' One would think, to hear 'em talk, that that particular 'mainspring' never had been thought of before. This one pins his faith to 'industry,' that one to 'perseverance' and another to 'keeping up to date.' They are all wrong, every blamed one of 'em. Out of a dozen 'mainsprings' I've had given me to day that will lead to success just as sure as you're—what are you grinning at?"

"I was wondering whether Deacon White's mainspring is trying to cheat in measure or selling bad eggs."

"You're way off. 'No man,' he says, 'will ever make a go of it unless he likes to pick stones.' Willetts says, 'A boy that likes to turn a grindstone is the only chap that amounts to anything,' and Daddy Gray—Mahala's father—pins his faith to the boy who 'kin pick up taters all day and dance all night an' home with the gals in the mornin'! You pays your money and you takes your choice. What rot it all

is. They mean well enough and one doesn't know that the rest have been telling me how to succeed in life; as it is, I've been getting altogether too much of a good thing."

"Well, it gives you a chance to take your pick."

"No, it doesn't. I ain't Deacon White, nor Old Man Willetts, nor a millionaire. If I'm to be a success I've got to be it in just my own way. I won't pick stones, and I won't turn a grindstone; and I've about made up my mind that if I try for a thing and don't get it, all I've got to do is to work twice or three times as hard as I have been working and to keep at it until I do get it. This 'ought' business makes me tired and these 'mainsprings' 'll be the death o' me. A feller's got to fight his own battle his own way and the minute he tries to down the commercial Goliath in Saul's armor he'll find out his mistake. David had wit enough to hang onto his sling, and I've wit enough to cling to mine. Guess it's 'bout time to go to supper."

Richard Malcolm Strong.

The Trinity of the Grocery Trade.
From the American Grocer.

Debt, Disorder and Dirt form the Trinity which thousands of grocers believe in as the power to lead them to success. They may deceive themselves, but not the public.

Debt disarms the dealer; robs him of opportunity; discourages; drives away his debtors.

Dirt destroys the stock; disgusts patrons; disfigures the store; demoralizes the force.

Disorder is a sin against patrons; a fertile source of expense; fatal to the establishment of confidence; causes a loss of time; makes trouble; drags the storekeeper into a whirlpool of perplexities.



Victoria Victoria

The Putnam
Candy Co.

Grand Rapids, Mich.

Manufacturers of

Fine Candies and Chocolates
Originators of Italian Cream
Bon Bons, Kolanuts, etc.

A. A. Victoria Chocolates

Second to none.

Call and inspect our line and establishment when in the city.

B. W. PUTNAM, President

R. R. BEAN, Secretary

Commercial Travelers

Michigan Knights of the Grip

President, GEO. F. OWEN, Grand Rapids; Secretary, A. W. SMITT, 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.

The Gripsack vs. the Pencil.

Written for the Tradesman.

There is war in the air and blood on the moon. The man with the gun has come down from the mountains in Meeker with a dozen of mountain lion pelts as proof of his prowess and the man with the gripsack, with the reporter's list in his hand of slaughtered lions and panthers and wildcats slain by hundreds, is looking sternly into the reporter's face and as sternly calls him of the lead pencil to account for the discrepancy between the actual fact and the shameless fancy. Not that free scope should not be given in telling a stirring tale, not that the vice-president elect should not be the vaunted hero, not that furbelows and frills are not to be indulged in "to point a moral and adorn a tale," but that he of the lead pencil should dare to rush into the realm of the gripsack "where angels fear to tread" is not for a moment to be tolerated.

For years it has been tacitly understood that the traveling man's "territory" and the "land of yarns" are synonymous terms with limits clearly defined. Other professions, other callings, have so far assented to this that, until now, not even the yarnland has been trespassed upon. Acknowledging that the whole ground is taken up, and well taken up, that the gripsack has honeycombed its domain and labeled every corner of it, and that not the remotest district fails to report promptly the latest novelty from the land of lies, the world at large has turned to other fields where there is at least some promise of success; and now, with a shock that jars the continent, the sneaking reporter stands abashed at the bar of public opinion and sheepishly gnaws his ignominious lead pencil for its unprofessional labor.

There is not a traveling man in the country that has not felt the outrage and protested, the only fact furnishing the least consolation being the clumsiness of the pencil that from the first has exposed the imposter. It is a conceded fact that lying is a consummate art. There are lies and lies and in yarnland that is only a worthy lie whose foundation is as shadowy as the brain-fabric which rests upon it. When, then, the man with the gun was made the basis of the closely-following brain work, it became second-class fabrication from the start and so contemptible, and every 1,200 and 1,500 pound mountain monster that helped to heap up the huge pile of vice-president-elect-shot game only affirmed the work of the amateur in a field with which he is wholly unacquainted.

The workman in this field of narrative who is obliged to cut his garment

according to his cloth is a bungler. The master workman cuts only from the whole piece, even the piece being wholly of home manufacture. The whole is his. He made even the seed, which, planted in luxuriant soil, sprouted, flourished, bloomed and matured into fiber which by the lightning processes of his brain was as quickly spun, woven, fashioned into pleasing garments and nonchalantly tossed to an eager and admiring world. When, then, the novice announced that the ex-governor of the Empire State had gone to the mountains with his gun what followed from his pencil conformed exactly to what had been anticipated, even to the falling considerably short of what the reading public had a perfect right to expect. It is a failure from every point of view and it remains for the man with the gripsack to decide whether the man with the lead pencil shall be allowed to invade with impunity a territory whose possibilities he has failed so thoroughly to appreciate and to make the most of.

From present appearances it looks much as if there is to be a strenuous turndown. Incompetency in any line of life is disastrous and it is not to be expected that in a business of this nature, where only the most skillful expert is allowed to operate, the average will for a moment be tolerated. Had the pencil-driver shown himself equal to the mastication of the huge piece that he had bitten off, he might have received consideration and encouragement from the acknowledged owners of the grounds upon which he was poaching, but with his botchy workmanship to testify against him there is little doubt as to the result. The utter ignorance of the very principles of his coveted art is against him and the verdict in this trial of the gripsack vs. the pencil will without doubt be in favor of the plaintiff.

Fed Them on Sawdust.

As a general rule in walking into supper at a certain hotel in Allegan county, the first thing the waiter will ask is, "How will you have your eggs?" It is a noted fact that many of the traveling fraternity after going up against this particular hotel a year or two, will feel a delicacy in looking a chicken in the face. The sequel is simply this and nothing more. Chickens are cheap in the country around about, corn is everlastingly dear, 40 cents a bushel, and this particular hotel proprietor has an eye to business and studied up a new scheme.

He purchased a few bushels of corn for his chicks, but they devoured so much he imagined he saw his finish. He therefore bought a barrel of sawdust and each and every morning and night mixed with the corn a small supply of his pine board sawdust. The scheme worked and noticing that the "chicks" failed to catch on, increased the dose. To supply the demand he started to raising chickens on a cheap scale, and having an old setting hen among the other old stagers, put twelve eggs under her. In the course of three weeks the little chickens came out, and, lo, and behold! eleven of them had wooden legs and the other was a woodpecker.

Geo. W. Stowitts, until recently with the Tower clothing house, has engaged to cover this State for Charles N. Stevenson & Co., manufacturers of suspenders at Indianapolis. He expects to visit his trade every 60 days.

The larger a man's salary is the larger the increase he thinks he is entitled to.

The Grain Market.

Wheat held its own during the week. Exports from the United States were of the usual amount—over 4,000,000 bushels. Our exports on this crop year were 124,000,000 bushels, against 127,000,000 bushels at the corresponding time last year. The visible showed a decrease of 612,000 bushels, or about the same as last year, leaving the visible at 57,682,000 bushels. There was considerable wheat offered, but all was taken without depressing prices. Ordinarily, the news from outside might be construed as bearish, while receipts at Western initial points were of a bullish nature. Receipts at Duluth were only six cars, where they usually are 200 cars at this time of the year. In Minneapolis receipts are falling off. The wheat comes in from country elevators, as receipts from farmers are the smallest they have been in years. When seeding time comes for spring wheat considerable wheat will have to be shipped into the interior. Winter wheat, owing to the good roads, is being offered a little more freely, but nowhere near as freely as in years past. Receipts will be greatly curtailed when the roads break up. We still claim that the invisible amount is smaller than any year since 1876.

May corn is still booming. The visible made another increase of about 1,000,000 bushels, which had the effect to depress May corn from 41 $\frac{3}{4}$ c to 40 $\frac{3}{4}$ c in Chicago. Still more contract corn will have to come out to reduce present quotations.

Oats did not change any in the visible and a strong feeling prevailed. No. 1 white gained $\frac{1}{2}$ c, while No. 2 remained the same as last week. There seems to be plenty of oats, but farmers are holding and selling only sparingly, which accounts for the present top prices.

In rye, there is not much doing. It looks as if this cereal would go still lower, as the demand is very small, while it is held by dealers for higher prices.

Flour is holding its own. Local trade is fair, so is domestic. Foreign bids are still below value, so they can not be accepted.

Mill feed is in good demand. Prices are 50c per ton higher on bran and middlings are the same as last week.

Receipts for the week were: wheat, 59 cars; corn, 34 cars; oats, 7 cars; flour, 4 cars; rye, 3 cars; hay, 2 cars; straw, 2 cars; potatoes, 5 cars.

C. G. A. Voigt.

Turned Down an Advertising Scheme.

Port Huron, Feb. 19.—At the last meeting of the Merchants and Manufacturers' Association, a communication was received from Dr. H. R. Mills, setting forth that he was about to begin the publication of a health journal. He asked permission to canvass for advertising among merchants of the city.

Phil. Eichhorn moved that the communication be laid on the table.

W. D. Brown championed the cause of the health journal. He wanted to see Editor Mills meet with a hearty support. Mr. Brown did not consider it program advertising and believed it would be a good thing for Port Huron. Chairman Post spoke a good word for Editor Mills and his journal. He considered it a long felt want.

Phil. Eichhorn said there wasn't a day but what some scheme was presented to the business men. If Dr. Mills' health journal was maintained the business men would have to pay the freight.

W. D. Brown still wanted the Association to endorse Mr. Mills' project.

Lew McArthur thought the health officer might better take care of other

matters which really needed his attention, rather than publishing a magazine.

W. D. Smith said the Association had been buncoed on a former occasion. He said Dr. Mills received \$1,000 a year from the city. If he wanted to publish a magazine let him pay the bills.

L. B. Rice said the Merchants and Manufacturers' Association was made up of 300 members. Some of them were unable to say no. He suggested that they have some of their clerks answer for them. He finally concluded by saying that W. D. Smith had publicly stated before the Association that when a woman entered his store with butter for sale he was unable to say no.

Mr. Smith denied the statement, and said he allowed no man to misrepresent him.

At this point W. D. Brown announced that he was the man who made the remark.

Mr. Rice apologized. Dr. Mills' proposition was turned down, it receiving only one vote.

The plan of the Hygiene Milling Co. in distributing its goods was approved. W. D. Brown said in ten days fifty people had visited his store to sell tickets for entertainments. He considered the ticket selling business a nuisance.

Geo. Parker said it cost him more for tickets than it ever did for advertising. W. D. Brown wanted to discuss "ticket selling" at the next meeting. He advised the Association to go on record as opposing the purchase of tickets from Tom, Dick and Harry.

No action was taken on Mr. Brown's suggestion.

L. B. Rice wanted a railroad to Bay City, to see the beaches developed, and a railroad on River street.

The meeting then adjourned.

Hides, Pelts, Furs, Tallow and Wool.

The hide market has taken a turn for the better. Prices fell off below normal conditions, with an uncertainty as to where they would stop. The demand was equal to the supply, which has kept the market well cleaned up. Future delivery order sales have been filled and old prices are refused, while bids are $\frac{1}{4}$ c higher, with light offerings at even higher prices.

Pelts are quiet, with holders firm at prices above what the market warrants. A few transactions are made at a compromised price, but this gives no kick to the trade.

Furs are in good demand, but few are offered. The catch is light and some kinds are poor in quality. No change is looked for.

Tallow is quiet, with offerings fully up to the demand. Prices tend lower.

Wools do not change. There is more selling at Eastern points, but in small quantities. Prices appear to be at bottom, which is much below previous cost to present holders. The new clip is near at hand, with fat sheep wool being clipped. There is nothing to indicate higher values for the future. Manufacturers have but little in their lofts, while buyers are carrying stock. Purchases are made for immediate wants to fill orders on hand. The trade for the past year has been a disappointment all around and the future is uncertain.

Wm. T. Hess.

Patterson
Home
Sanitarium

Morphine & Liquor Habits

A Specialty. **Morphine** habit cured without sickness or suffering. **Liquor** habit cured with only one week detention from business; mild cases none. Booklet free, giving particulars. Citizens Phone 1291. C. E. PATTERSON, M. D., Mgr., Grand Rapids, Mich.

Drugs--Chemicals

Michigan State Board of Pharmacy

L. E. BREYNOLDS, St. Joseph	Term expires	Dec. 31, 1901
HENRY HELM, Saginaw		Dec. 31, 1902
WERT 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 HELM, Saginaw.
Treasurer, W. P. DOTY, Detroit.

Examination Sessions.

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

Mich. State Pharmaceutical Association.

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

Gold and Alkaloid Mixtures.

The combination of gold and sodium chloride with strychnine, atropine or other alkaloid is one which is familiar to all. In aqueous or weak alcoholic mixture the alkaloid is precipitated in combination with the gold. If the mixture contains as much as 50 per cent. alcohol there will be but little precipitation. However, the addition of that much alcohol is not always allowable. By dissolving the gold and sodium chloride in water and adding a weight of sodium thiosulphate equal to twice that of the gold and sodium chloride a compound is formed that does not precipitate for some time when added to a solution of the alkaloidal salt. The length of time before precipitation occurs depends largely on the strength of the solution and per cent. of alcohol that may be present. One-fourth of a grain of strychnine sulphate with one-fourth of a grain of gold and sodium chloride and four drachms of water does not precipitate within a week, but using one-half that amount of water a precipitate begins to form within a day. Sodium thiosulphate may precipitate the alkaloid if mixed with an ordinary solution of quinine sulphate.

Syrup of Hypophosphites with Tincture of Iron.—Physicians sometimes write prescriptions calling for syrup of hypophosphites or some other form of hypophosphites with tincture chloride of iron, and the result is that ferric hypophosphite is precipitated. If there is enough of phosphoric acid present to convert the iron into the phosphate precipitation may not take place. There are cases, however, where phosphoric acid is not directed and the use of the National Formulary tincture of citrochloride of iron may be used in place of the official tincture of iron, and thereby prevent precipitation. The N. F. tincture contains sodium citrate and an aqueous solution of an alkali citrate is a solvent for ferric hypophosphite.

Cocaine Muriate and Silver Nitrate Incompatible.—When solutions of cocaine hydrochloride and silver nitrate are mixed silver chloride is precipitated. If cocaine nitrate is used no trouble results. Many pharmacists do not keep cocaine nitrate, only the hydrochloride. The nitrate can be readily made from the hydrochloride by dissolving the required cocaine hydrochloride in water and adding one-half as much silver nitrate as cocaine salt used. The silver chloride thus formed is to be filtered out, and the required amount of silver nitrate is then added to the solution of cocaine nitrate.

Resinous Tinctures in Aqueous Solutions.—It is not uncommon to get a prescription calling for tincture of myrrh, potassium chlorate, glycerin and water. In mixing these, the resin of the myrrh is precipitated and generally forms

masses that stick to the bottle or that can not be evenly divided. By adding the tincture in small portions and with much shaking to the other ingredients the trouble is remedied to some extent. Where it is admissible the use of honey in place of glycerin makes a much better mixture. The resin is precipitated, but in much finer form, and can be readily disseminated through the liquid by agitating.

An Interesting Iodine Mixture.—A prescription calling for corrosive sublimate, oil of turpentine, iodine and alcohol was of some interest on account of the color of the iodine being destroyed. On mixing the solution of mercury in turpentine with the solution of iodine in alcohol a turbid, nearly colorless mixture was formed, which separated into two layers, the upper being about one-third the value of the lower one. The upper consisted chiefly of oil of turpentine with some mercury salt perhaps, the lower one was alcohol with some turpentine and mercuric iodide. Leaving out either the turpentine or the corrosive sublimate, the iodine was not all reduced. The turpentine is the chief factor in reducing the iodine. The mercuric chloride perhaps acts as a carrier or acts by breaking up the compound which iodine forms with the oil, thereby allowing the oil to take up more iodine.

Dispensing Hygroscopic Salts in Capsules.—Capsules containing sodium bromide, camphor, caffeine citrate, antipyrin and tincture of aconite were dispensed. The next day the patient brought back the box, in which the capsules had liquefied.

The chief trouble here was due to the sodium bromide being hygroscopic. It had absorbed enough water to liquefy or make a mass with the other ingredients and the capsules. The prescription was later dispensed by using considerable drying powder and sending the capsules in a bottle.

The Reaction between Spirit Ether Nit. and Uva Ursi.—In the diuretic prescription containing spirit of nitrous ether, fluid extract of buchu, fluid extract of uva ursi, potassium acetate and water there is the well known effervescence. This has been ascribed to the decomposition which results when spirit of nitrous ether and tannin in some form, as in the fluid extracts, are mixed. The effervescence is not due entirely to this. Spirit of nitrous ether and an aqueous solution of potassium acetate produce the evolution of considerable gas. One writer says that nitrous acid with acetic acid forms carbon dioxide, carbon monoxide, and other gases. In the dilute solution of spirit of nitrous ether and aqueous solution of potassium acetate this reaction is hardly likely. It has been suggested that the potassium acetate acts mechanically, throwing the ethyl nitrite out of solution, and that the volatilization of the ethyl nitrite is the cause of the effervescence. This theory has some plausibility, since a solution of potassium nitrate, sodium chloride or Rochelle salt has about the same effect. Edsel A. Ruddiman.

Tobacco as Insecticide.

For plant parasites, including lice, the French Journal Official recommends, as translated substantially, to one part of water a hundredth each of rich tobacco juice and of wood spirit. To the quart add 2 grammes of sodium carbonate, and 10 of "black soap,"—the latter to make the application adhere. The alcohol aids the effect on certain parasites.

Pertinent Hints Relative to Laboratory Practice.

"This is of no use," said the apprentice as he was stopped in the act of throwing a half gallon glass percolator into the dirt box.

The neck of this percolator was broken off within an inch of the body of the vessel, and with such a ragged fracture that it would be impossible to insert a cork stopper into the neck, but the thought that it might still be of some use set me to contriving. I decided to make a "bottle filling apparatus" from it, but in order to do this needed a perfect opening for a perforated cork.

This is how I did it: I filled a small tin can with cotton seed oil, heated the top of a retort stand—this being the only iron rod I possessed—to a red heat; then placing the broken neck of the percolator down into the oil just to the place where I wished it to be cut off, I plunged the hot rod down inside the percolator and into the oil and cut or cracked off the broken neck as smoothly and quickly as can be imagined. Afterwards I filed off the sharp edges, and in this new and perfect opening fitted a perforated cork, containing a glass tube to which was attached a suitable piece of rubber tubing. To stop the flow of the liquid when needed, I put on a pinch-cock, borrowed from a fountain syringe. Thus I got out of an old and otherwise worthless percolator a most convenient and rapid bottle-filling apparatus.

As this process of cutting off bottles, etc., may be new to some reader, I will say that should you wish to cut off the top of a bottle, the neck of a funnel, or any other glass utensil, it can be done quickly and neatly by this process. Pour into the bottle, tumbler or flask that you wish cut off, enough cotton seed oil or any other fixed oil, so that it will reach the exact place where the fracture is desired, then heat an iron rod to red heat and plunge it into the oil, when the temperature is raised so suddenly that the cold glass at the point of contact can not stand this sudden expansion, and so with a snap, cracks off clean and smooth and better than it could be cut with a file and much quicker.

Glass tubes may be cut off this way by immersing the tube the desired depth in the oil, and then plunging the hot iron down inside the tube, if it is large enough to admit the rod, otherwise, directly into the oil, when the fracture will occur.

I had been using a good-sized Soxhlet one day, when seeing the store bicycle pump handy, it occurred to me that here was a means of obtaining pressure for forcing out the balance of the menstruum. I connected the tube of the pump with another rubber tube, and then slipped the end over the condenser and, by careful pumping, quickly forced out the menstruum by the air pressure. From this idea, I made tightly fitting covers for a percolator with a valve in the center, to which is screwed the nipple of the pump, and now when I am percolating and the pressure is not sufficient, I pump in a little air, thus increasing the pressure and the process proceeds nicely. This is especially convenient when nearing the end of percolating a drug, where the pressure is not great enough to force out the menstruum, and it saves the extra amount usually employed in making up the volume.

One day I used this same pump for quickly and perfectly drying out a bottle

that I was in a hurry to use. I first rinsed it out with alcohol, then put the pump tube into the bottle, when I pumped in fresh and dry air which, of course, forced out the moist air and in a few seconds I had a perfectly dry bottle. Since then I have used this scheme several times and it works well. Of course, this is not a practical way of drying bottles on a large scale with one pump, but when a dry bottle is wanted this process does the work quicker than any other that I know of, and even recently washed bottles without alcohol rinsing can be very quickly dried.

F. N. Strickland.

The Drug Market.

Opium—Is quiet and easy at unchanged prices.

Morphine—Is in good demand at the late advance.

Quinine—Is steady in price and in active demand.

Citric Acid—Is in a very firm position, on account of higher prices for crude material abroad. An advance is looked for.

Caffeine—Stocks are small and the price firm.

Haarlem Oil—Stocks are concentrated and prices very firm. Higher prices will probably rule.

Hypophosphites—Are weak at the decline.

Menthol—Has advanced 25c per pound, owing to the scarcity. There is little coming forward and higher prices will rule for some time.

Strychnine—Owing to competition among manufacturers, it has been reduced 25c per ounce.

Balsam Copaiba—Is very firm at the last advance and is tending higher.

Balsam Tolu—Continues to advance.

Oil Sassafras—Has declined, on account of small demand and increase in stocks.

Oils Lemon and Bergamot—Rule strong and are advancing.

American Saffron—There is very little to be had and prices have advanced. Some holders ask double what others do.

Buchu Leaves—Have declined, on account of small demand.

Ipecac Root—Stocks are small and prices have again advanced.

Cut Marshmallow Root—Shipments of new crop have arrived and prices are lower.

Cumin Seed—Stocks are small, both here and abroad, and prices are very firm.

Time is money, which accounts for the fact that we kill time by the simple process of burning money.

Special Sized Window Shades

Send us your orders—We're headquarters. Do you carry our samples? If not, write and we will send.

Heystek & Canfield Co., Grand Rapids, Mich.

KASKOLA THE BEST DYSPEPSIA CURE

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

FISHING TACKLE

We carry a very complete stock and make the right prices. Wait for travelers or write

FRED BRUNDAGE, MUSKEGON, MICH.
 Wholesale Drugs and Stationery

WHOLESALE DRUG PRICE CURRENT

Advanced—Balsam Tolu, Optum, Menthal, Saffron.
Declined—Buchu Leaves, Oil Sassafras, Silychnia.

Acetum Benzoleum, German. Citræum. Carbolicum. Hydrochlor. Nitrosum. Oxalicum. Phosphorium, dil. Sulphuricum. Tannicum. Tartaricum.	Acidum Aqua, 16 deg. Aqua, 20 deg. Carbonas. Chloridum. Aniline Black. Brown. Red. Yellow. Baccae Cubebæ. Juniperus. Xanthoxylium.	Balsamum Copaiba. Peru. Terabin, Canada. Tolutan. Cortex Abies, Canadian. Cassia. Cinchona Flava. Eunymus atropur. Myrica Cerifera, po. Prunus Virgin. Quillaja, gr'd. Sassafras, po. 20 Ulmus, po. 15, gr'd.	Conium Mac. Copaiba. Cubebæ. Erechtithos. Erigeron. Gaultheria. Geranium, ounce. Gossippi, Sem. gal. Hedeoma. Juniperæ. Lavendula. Linonis. Mentha Piper. Mentha Verid. Morrhua, gal. Myrica.	Conium Mac. Copaiba. Cubebæ. Erechtithos. Erigeron. Gaultheria. Geranium, ounce. Gossippi, Sem. gal. Hedeoma. Juniperæ. Lavendula. Linonis. Mentha Piper. Mentha Verid. Morrhua, gal. Myrica.	Scilla Co. Tolutan. Prunus virg. Tinctorum Aconitum Napellis R Aconitum Napellis F Aloes and Myrrh. Arnica. Assafetida. Atrope Belladonna. Aurant Cortex. Benzoin. Benzoin Co. Barosma. Cantharides. Capsicum. Cardamon. Cardamon Co. Castor. Catechu. Cinchona. Cinchona Co. Columba. Cubebæ. Cassia Acutifol. Cassia cutifol Co. Digitalis. Ergot. Ferri Chloridum. Gentian. Gentian Co. Gulaca. Gulaca ammon. Hyoscyamus. Iodine. Iodine, colorless. Kino. Lobelia. Myrrh. Nux Vomica. Opil. Opil, comphorated. Opil, deodorized. Quassia. Rhatany. Rhel. Sanguinaria. Serpentaria. Stromonium. Tolutan. Valerian. Veratrum Veride. Zingiber.	Potassium Bi-Carb. Bichromate. Bromide. Carb. Chlorate, po. 17@19 Cyanide. Iodide. Potassa, Bitart, pure. Potassa, Bitart, com. Potass Nitras, opt. Potass Nitras. Prussiate. Sulphate po. 15@	Radix Aconitum. Althæ. Anchusa. Arum po. Calamus. Gentiana, po. 15 Glycyrrhiza, pv. 15 Hydrastis Canadian. Hydrastis Can., po. Hellebore, Alba, po. Inula, po. Ipecac, po. Iris plox, po. 35@38 Jalapa, pr. Maranta, ½s. Podophyllum, po. Rhel, cut. Rhel, pv. Spigelia. Sanguinaria, po. 15 Serpentaria. Senega. Smilax, officinalis H. Smilax, M. Scilla, po. 35 Syplocarpus, Foetidus, po. Valeriana, Eng, po. 30 Valeriana, German. Zingiber a. Zingiber j.	Semen Anisum, po. 15 Apium (graveleons). Bird, is. Carul, po. 18 Cardamon. Coriandrum. Cannabis Sativa. Cydonium. Chenopodium. Dyterix Odorate. Feniculum. Foenugreek, po. Lini. Lini, grd, bbl. 4 Lobelia. Pharlaris Canarian. Rapa. Sinapis Alba. Sinapis Nigra.	Spiritus Fruementi, W. D. Co. Fruementi, D. F. R. Fruementi. Juniperis Co. O. T. Juniperis Co. Saacharum N, E. Spl. Vini Gall. Vini Oporto. Vini Alba.	Sponges Florida sheeps' wool carriage. Nassau sheeps' wool carriage. Velvet extra sheeps' wool, carriage. Extra yellow sheeps' wool, carriage. Grass sheeps' wool, carriage. Hard, for slate use. Yellow Reef, for slate use.	Syrups Acacia. Aurant Cortex. Zingiber. Ipecac. Ferri Iod. Rhel Arom. Smilax Officinalis. Senega. Sollæ.
--	--	--	---	---	---	--	--	--	--	---	--

Menthol. Morpha, S. P. & W. Morpha, S. N. Y. Q. & C. Co. Moschus Canton. Myristica, No. 1. Nux Vomica, po. 15 Os Sepia. Pepsin Saac, H. & P. D Co. Piets Liq. N. N. ½ gal. doz. Piets Liq., quarts. Piets Liq., pints. Pli Hydrarg. Piper Nigra, po. 22 Piper Alba, po. 35 Plix Burmi. Pungul Acet. Pulvis Ipecac et Opil Pyrethrum, boxes H. & P. D. Co., doz. Pyrethrum, pv. Quassia. Quinia, S. P. & W. Quinia, S. German. Quinia, N. Y. Rubia Tinctorum. Saceharum Lactis pv Salacn. Sangus Draconis. Sapo, W. Sapo M. Sapo G.	20@ 22 2 35@ 2 60 @ 18 2 25@ 2 50 60@ 80 @ 10 35@ 37 @ 1 00 @ 2 00 @ 1 00 @ 85 @ 50 @ 18 @ 30 @ 7 10@ 12 30@ 1 50 @ 75 25@ 30 @ 80 32@ 42 30@ 40 12@ 14 18@ 20 4 50@ 4 75 40@ 50 12@ 14 10@ 12 @ 15 @ 12	Seldlitz Mixture. Sinapis. Sinapis, opt. Snuff, Maccaboy, De Voës. Soda, Boras. Soda, Boras, po. Soda et Potass Tart. Soda, Carb. Soda, Bi-Carb. Soda, Ash. Soda, Sulphas. Spts. Cologne. Spts. Ether Co. Spts. Myrcia Dom. Spts. Vini Rect. bbl. Spts. Vini Rect. ½ bbl Spts. Vini Rect. 10gal Spts. Vini Rect. 5 gal Strychnia, Crystall. Sulphur, Subl. Sulphur, Roll. Tamarinds. Terebinth Venice. Theobromæ. Vanilla. Zinci Sulph. Oils Whale, winter. Lard, extra. Lard, No. 1.	20@ 22 @ 18 @ 30 @ 41 @ 41 9@ 11 9@ 11 23@ 25 1 ¼@ 2 3@ 5 3 ¼@ 4 @ 2 @ 2 60 50@ 55 @ 2 00 @ 30 @ 7 @ 7 @ 7 80@ 1 05 2 ¼@ 2 2 ¼@ 3 ¼ 8@ 10 28@ 30 60@ 65 9 00@ 16 00 7@ 8 BBL. GAL. 70 70 60 70 45 50	Linseed, pure raw... 68 71 Linseed, boiled... 69 72 Neatsfoot, winter str 54 60 Spirits Turpentine.. 46 25 Paints BBL. LB. Red Venetian..... 1 ¼ 2 @ 3 Ochre, yellow Mars. 1 ¼ 2 @ 4 Ochre, yellow Ber... 1 ¼ 2 @ 3 Putty, commercial.. 2 ¼ 2 ¼ @ 3 Putty, strictly pure. 2 ¼ 2 ¼ @ 3 Vermilion, Prime American..... 13@ 15 Vermilion, English.. 70@ 75 Green, Paris..... 14@ 18 Green, Peninsular... 13@ 16 Lead, red..... 6 ¼ @ 6 ¼ Lead, white..... 6 ¼ @ 6 ¼ Whiting, white Span @ 85 Whiting, gilders'.... @ 90 White, Paris, Amer. @ 1 25 Whiting, Paris, Eng. cliff..... @ 1 40 Universal Prepared. 1 10@ 1 20 Varnishes No. 1 Turp Coach... 1 10@ 1 20 Extra Turp..... 1 60@ 1 70 Coach Body..... 2 75@ 3 00 No. 1 Turp Furn... 1 00@ 1 10 Extra Turk Damar.. 1 55@ 1 60 Jap. Dryer, No. 1 Turp 70@ 78
---	---	---	--	---

Drugs

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

We are dealers in Paints, Oils and
Varnishes.

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

We are the sole proprietors of Weath-
erly's Michigan Catarrh Remedy.

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

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

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

Hazeltine & Perkins Drug Co., Grand Rapids, Michigan

GROCERY PRICE CURRENT

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

ADVANCED

- Whole Cloves.
China Cassia
Rolled Oats

DECLINED

- Amoskeag Grain Bags
Round Herring
Whole Allspice
Hardwood Toothpicks

Index to Markets
By Columns

Table listing various market categories (A, B, C, D, F, G, H, I, J, L, M, N, O, P, R, S, T, V, W, Y) and their corresponding prices.

ALABASTINE, AMMONIA, AXLE GREASE, BAKING POWDER. Includes an image of a Mica Axle Grease tin.

JAXON. Includes an image of a Jaxon Queen Flake tin.

ROYAL. Includes an image of a Royal tin.

BATH BRICK, BLUING, CONDENSED PEARL BLUING. Includes an image of a Pearl Bluing tin.

Table with columns 1, 2, 3, 4 listing various goods like brushes, shoes, stoves, candles, canned goods, etc.

Table with columns 3, 4 listing goods like salmon, sardines, strawberries, succotash, tomatoes, catsup, carbon oils, cheese, chewing gum, chicory, chocolate, cocoa, cocoa shells, coffee, etc.

Table with columns 4, 5 listing goods like santos, maracalbo, mexican, guatemala, java, mocha, package, new york basis, etc.

Table with columns 5 listing goods like molasses cake, molasses bar, moss jelly bar, newton, oatmeal crackers, etc.



24 2 lb. packages... 2 00
100 lb. kegs... 3 00
200 lb. barrels... 5 70
100 lb. bags... 2 90

6 Tapioca, Pearl, 130 lb. sacks, 4 1/4; Pearl, 24 1 lb. packages, 6; Wheat, Cracked, bulk, 3 1/4; 24 2 lb. packages, 2 50; FLAVORING EXTRACTS; FOOTE & JENKS' JAXON Highest Grade Extracts; Vanilla, Lemon, 1 oz full m. 1 20, 1 oz full m. 80; 2 oz full m. 2 10, 2 oz full m. 1 25; No. 3 fan'y. 3 15, No. 3 fan'y. 1 75; COLEMAN'S HIGH FOOTE & JENKS CLASS EXTRACTS; Vanilla, Lemon, 2 oz panel. 1 20, 2 oz panel. 75; 3 oz taper. 2 00, 4 oz taper. 1 50; Jennings' Arctic, 2 oz. full meas. pure Lemon. 75; 2 oz. full meas. pure Vanilla. 1 20; Big Value, 2 oz. oval Vanilla Tonka, 75; 2 oz. oval Pure Lemon, 75; JENNINGS' DOUBLE CONCENTRATED FLAVORING EXTRACTS; Reg. 2 oz. D. C. Lemon, 75; No. 4 Taper D. C. Lemon, 1 52; Reg. 2 oz. D. C. Vanilla, 1 24; No. 3 Taper D. C. Vanilla, 2 08; Standard, 2 oz. Vanilla Tonka, 70; 2 oz. flat Pure Lemon, 70; Northrop Brand Lem. Van., 2 oz. Taper Panel, 75; 1 20; 2 oz. Oval, 75; 1 20; 3 oz. Taper Panel, 1 35; 2 00; 4 oz. Taper Panel, 1 60; 2 25; Ferrigo's Van. Lem. doz. doz., XXX, 2 oz. obert, 1 25; 75; XXX, 4 oz. taper, 2 25; 1 25; No. 2, 2 oz. obert, 1 00; No. 2, 2 oz. obert, 75; XXX D D ptchr, 6 oz, 2 25; XXX D D ptchr, 4 oz, 1 75; K. P. pitehr, 6 oz., 2 25; FLY PAPER, Tanglefoot, per doz., 35; Tanglefoot, per case, 3 20; FRESH MEATS, Beef, Carcass, 6 @ 8; 5 1/2 @ 6; Forequarters, 7 @ 9; Hindquarters, 9 @ 14; Loin No. 3, 9 @ 12; Ribs, 9 @ 12; Round, 6 1/2 @ 7; Chucks, 5 1/2 @ 6; Plates, 4 @ 5; Pork, Dressed, @ 8 1/2; Loin, @ 8 1/2; Boston Butts, @ 7 1/2; Shoulders, @ 7 1/2; Leaf Lard, @ 8; Mutton, Carcass, 7 @ 7 1/2; Spring Lambs, 8 1/2 @ 9; Veal, Carcass, 8 @ 9; GRAINS AND FLOUR, Wheat, 75; Winter Wheat Flour, Local Brands, Patents, 4 50; Second Patent, 3 85; Straight, 3 65; Clear, 3 25; Graham, 3 30; Buckwheat, 4 50; Rye, 3 25; Subject to usual cash discount; Flour in bbls., 25c per bbl. additional; Ball-Barnhart-Putman's Brand, Diamond 1/2s., 3 75; Diamond 1/4s., 3 75; Diamond 1/8s., 3 75; Worden Grocer Co.'s Brand, Quaker 1/2s., 3 90; Quaker 1/4s., 3 90; Quaker 1/8s., 3 90; Spring Wheat Flour, Clark-Jewell-Wells Co.'s Brand, Pillsbury's Best 1/2s., 4 60; Pillsbury's Best 1/4s., 4 50; Pillsbury's Best 1/8s., 4 40; Pillsbury's Best 1/2 paper, 4 40; Pillsbury's Best 1/4 paper, 4 40; Pillsbury's Best 1/8 paper, 4 40; Ball-Barnhart-Putman's Brand, Duluth Imperial 1/2s., 4 40; Duluth Imperial 1/4s., 4 30; Duluth Imperial 1/8s., 4 20

7 Lemon & Wheeler Co.'s Brand, Wingold 1/4s., 4 50; Wingold 1/8s., 4 40; Wingold 1/2s., 4 30; Olney & Judson's Brand, Ceresota 1/4s., 4 65; Ceresota 1/2s., 4 55; Ceresota 1/8s., 4 45; Washburn-Crosby Co.'s Brand, WINGOLD GOLD MEDAL; Prices always right. Write or wire Musselman Grocer Co. for special quotations. Worden Grocer Co.'s Brand, Laurel 1/4s., 4 40; Laurel 1/2s., 4 30; Laurel 1/8s., 4 20; Laurel 1/4s and 1/8s paper, 4 20; Meal, Bolted, 2 00; Granulated, 2 10; Feed and Millstuffs, St. Car Feed, screened, 16 50; No. 1 Corn and Oats, 16 00; Unbolted Corn Meal, 15 50; Winter Wheat Bran, 15 00; Winter Wheat Middlings, 16 00; Screenings, 15 00; Corn, Corn, car lots, 41 1/2; Oats, Car lots, 30; Car lots, clipped, 32 1/2; Less than car lots. Hay, No. 1 Timothy car lots, 11 00; No. 1 Timothy ton lots, 12 00; HERBS, Sage, 15; Hops, 15; Laurel Leaves, 15; Senna Leaves, 25; INDIGO, Madras, 5 lb. boxes, 55; S. F., 2, 3 and 5 lb. boxes, 50; JELLY, 5 lb. palls, per doz., 1 85; 15 lb. palls, 35; 30 lb. palls, 62; LICORICE, Pure, 30; Calabria, 23; Sicily, 24; Roof, 10; LYE, Condensed, 2 doz., 1 20; Condensed, 4 doz., 2 25; MATCHES, Diamond Match Co.'s brands, No. 9 sulphur, 1 65; Anchor Parlor, 1 50; No. 2 Home, 1 30; Export Parlor, 4 00; Wolfvint, 1 50; MEAT EXTRACTS, Armour & Co.'s, 4 oz., 45; Liebig's, 2 oz., 75; MOLASSES, New Orleans, Fancy Open Kettle, 40; Choice, 35; Fair, 26; Good, 22; Half-barrels 2c extra; MUSTARD, Horse Radish, 1 doz., 1 75; Horse Radish, 2 doz., 3 50; Bayle's Celery, 1 doz., 1 75; OLIVES, Bulk, 1 gal. kegs, 1 25; Bulk, 3 gal. kegs, 1 10; Bulk, 5 gal. kegs, 1 00; Manzanilla, 7 oz., 80; Queen, pints, 2 35; Queen, 19 oz., 4 50; Queen, 28 oz., 7 00; Stuffed, 5 oz., 90; Stuffed, 8 oz., 1 45; Stuffed, 10 oz., 2 30; OYSTER PAILS, Victor, pints, 10 00; Victor, quarts, 15 00; Victor, 2 quarts, 20 00; PARIS GREEN, Bulk, 14; Packages, 1/2 lb., each, 18; Packages, 1/4 lb., each, 17; Packages, 1 lb., each, 16; PICKLES, Barrels, 1,200 count, 4 50; Half bbls, 600 count, 2 75; Small, Barrels, 2,400 count, 5 50; Half bbls, 1,200 count, 3 30; PIPES, Clay, No. 216, 1 70; Clay, T. D., full count, 65; Cob, No. 3, 85



8 PAPER BAGS Continental Paper Bag Co. Ask your Jobber for them. Glory Mayflower Satchel & Pacific Bottom Square, 1/2, 28, 50; 1, 34, 60; 1 1/2, 44, 80; 2, 54, 100; 3, 66, 1 25; 4, 76, 1 45; 5, 90, 1 70; 6, 1 06, 2 00; 8, 1 28, 2 40; 10, 1 38, 2 60; 12, 1 60, 3 15; 14, 2 24, 4 15; 16, 2 34, 4 50; 20, 2 52, 5 00; 25, 5 50; Sugar, Red, 4 1/4; Gray, 4 1/4; POTASH, 48 cans in case, Abbot's, 4 00; Penna Salt Co.'s, 3 00; PROVISIONS, Barreled Pork, Mess., @ 14 50; Back, @ 14 75; Clear back, @ 14 25; Short cut, @ 15 75; Fig, @ 17 25; Family Mess, @ 14 50; Dry Salt Meats, Bellies, 8 1/2; Briskets, 8 1/4; Extra shorts, 7 3/4; Smoked Meats, Hams, 12 lb. average, @ 10 1/2; Hams, 14 lb. average, @ 10 1/4; Hams, 16 lb. average, @ 10 1/4; Hams, 20 lb. average, @ 9 7/8; Ham dried beef, @ 11 1/2; Shoulders (N. Y. cut), @ 11 1/4; Bacon, clear, 10 @ 11 1/4; California hams, @ 7 1/2; Boneless hams, @ 11; Boiled Hams, @ 15; Picnic Boiled Hams, @ 10 1/2; Berlin Hams, @ 8 1/2; Mince Hams, @ 9; Lards-In Tierces, Compound, 5 1/2; Kettle, 8 1/2; Vegetable, 6; 60 lb. Tubs, advance, 1 1/2; 80 lb. Tubs, advance, 1 1/2; 50 lb. Tins, advance, 1 1/2; 10 lb. Palls, advance, 1 1/2; 10 lb. Palls, advance, 1 1/2; 5 lb. Palls, advance, 1; 3 lb. Palls, advance, 1; Sausages, Bologna, 5 1/2; Liver, 6; Frankfort, 7; Pork, 7 1/2; Blood, 6 1/4; Tongue, 9; Headcheese, 8; Beef, Extra Mess., 10 75; Boneless, 11 00; Rump, 11 75; Pigs' Feet, 1/4 bbls., 40 lbs, 1 60; 1/4 bbls., 80 lbs, 3 75; Tripe, Kits, 15 lbs., 7 20; 1/4 bbls., 40 lbs., 1 75; 1/4 bbls., 80 lbs., 2 25; Casings, Pork, 21; Beef rounds, 3; Beef middles, 3; Sheep, 60; Butterine, Solid, dairy, 11 @ 13; Rolls, dairy, 11 1/2 @ 13 1/2; Rolls, creamery, 14 1/2; Solid, creamery, 14; Canned Meats, Corned beef, 2 lb., 2 75; Corned beef, 14 lb., 17 50; Roast beef, 2 lb., 2 75; Potted ham, 1/4s., 50; Potted ham, 1/2s., 50; Deviled ham, 1/4s., 50; Deviled ham, 1/2s., 50; Potted tongue, 1/4s., 50; Potted tongue, 1/2s., 50; RICE, Domestic, Carolina head, 7; Carolina No. 1, 5 1/2; Carolina No. 2, 4 1/2; Broken, 4 1/2; Imported, Japan, No. 1, 5 1/2 @ 6; Japan, No. 2, 4 1/2 @ 5; Java, fancy head, 5 @ 5 1/2; Java, No. 1, 5 @ 5 1/2; Table, @; SALERATUS, Packed 60 lbs. in box, Church's Arm and Hammer, 3 15; Deland's, 3 00; Dwight's Cow, 3 15; Emblem, 2 10; E. M., 3 00; Sodio, 3 00; Wyandotte, 100 1/2s., 3 00; SAL SODA, Granulated, bbls., 80; Granulated, 100 lb. cases, 90; Lump, bbls., 75; Lump, 145 lb. Kegs., 80

9 SALT Buckeye, 100 3 lb. bags, 3 00; 50 6 lb. bags, 3 00; 22 12 lb. bags, 2 75; In 5 bbl. lots 5 per cent. discount and one case 24 3 lb. boxes free; Diamond Crystal, Table, cases, 24 3 lb. boxes, 1 40; Table, barrels, 100 3 lb. bags, 3 00; Table, barrels, 40 7 lb. bags, 2 75; Butter, barrels, 280 lb. bulk, 2 65; Butter, barrels, 20 14 lb. bags, 2 85; Butter, sacks, 28 lbs, 27; Butter, sacks, 56 lbs, 67; Common Grades, 100 3 lb. sacks, 2 25; 60 5 lb. sacks, 2 15; 28 10 lb. sacks, 2 05; 15 lb. sacks, 2 00; 56 lb. sacks, 22; Warsaw, 56 lb. dairy in drill bags, 30; 28 lb. dairy in drill bags, 15; Ashton, 56 lb. dairy in linen sacks, 60; Higgins, 56 lb. dairy in linen sacks, 60; Solar Rock, 56 lb. sacks, 30; Common, Granulated Fine, 1 20; Medium Fine, 1 25; SALT FISH, Cod, Georges cured, @ 6; Georges genuine, @ 6 1/2; Georges selected, @ 7; Grand Bank, @ 5; Strips or bricks, 6 @ 9; Pollock, @ 3 1/2; Halibut, Strips, @ 10; Chunks, @ 12; Herring, Holland white hoops, bbl, 11 00; Holland white hoops, bbl, 6 00; Holland white hoop, keg, 80; Holland white hoop mchs., 85; Norwegian, Round 100 lbs., 3 00; Round 40 lbs., 1 50; Sealed, 16; Bloater, 1 60; Mackerel, Mess 100 lbs., 12 25; Mess 40 lbs., 5 70; Mess 10 lbs., 1 34; Mess 8 lbs., 1 13; No. 1 100 lbs., 10 60; No. 1 40 lbs., 4 50; No. 1 10 lbs., 1 00; No. 1 8 lbs., 1 20; No. 2 100 lbs., 8 25; No. 2 40 lbs., 3 60; No. 2 10 lbs., 98; No. 2 8 lbs., 81; Trout, No. 1 100 lbs., 5 50; No. 1 40 lbs., 2 50; No. 1 10 lbs., 70; No. 1 8 lbs., 60; Whitefish, No. 1 No. 2 Fam, 100 lbs., 7 25; 7 00; 2 75; 40 lbs., 3 20; 3 10; 1 40; 10 lbs., 88; 85; 43; 8 lbs., 78; 73; 37; SAUERKRAUT, Barrels, 4 50; Half barrels, 2 75; SEEDS, Anise, 9; Canary, Smyrna, 4; Caraway, 8; Cardamon, Malabar, 60; Celery, 12; Hemp, Russian, 4 1/2; Mixed Bird, 4 1/2; Mustard, white, 9; Poppy, 10; Rape, 4 1/2; Cattle Bone, 15; SHOE BLACKING, Handy Box, large, 2 50; Handy Box, small, 1 25; Dixey's Royal Polish, 85; Miller's Crown Polish, 1 50; SNUFF, Scotch, in bladders, 37; Maccaboy, in jars, 35; French Kappee, in jars, 43; SOAP, JAXON, Single box, 3 00; 5 box lots, delivered, 2 95; 10 box lots, delivered, 2 90; Bell & Bogart brands, Coal Oil Johnny, 3 90; Peekin, 4 00; Lantz Bros. brands, Big Acme, 4 00; Acme 5c, 3 25; Marselles, 4 00; Master, 3 70; Proctor & Gamble brands, Lenox, 3 00; Ivory, 6 oz., 4 00; Ivory, 10 oz., 6 75; N. K. Fairbanks brands, Santa Claus, 3 20; Brown, 2 40; Fairy, 3 95

10 Detroit Soap Co. brands— Queen Anne, 3 15; Big Bargain, 1 75; Empire, 2 15; German Family, 2 45; A. B. Whiskey brands— Good Whisker, 3 80; Old Country, 3 20; Johnson Soap Co. brands— Silver King, 3 20; Calumet Family, 2 70; Scotch Family, 2 50; Cuba, 2 40; Gowans & Sons brands— Oak Leaf, 3 25; Oak Leaf, big 5, 4 00; Beaver Soap Co. brands— Grandpa Wonder, large, 3 25; Grandpa Wonder, small, 3 85; Grandpa Wonder, small, 50 cakes, 1 95; Rieker's Magnetic, 3 90; Dingman Soap Co. brand— Dingman, 3 85; Schultz & Co. brand— Star, 3 00; B. T. Rabbit brand— Rabbit's Best, 4 00; Fels brand— Naptha, 4 00; Scouring, Sapollo, kitchen, 3 doz., 2 40; Sapollo, hand, 3 doz., 2 40; Boxes, SODA, 5 1/2; Kegs, English, 4 1/2; SPICES, Whole Spices, Allspice, 12; Cassia, China in mats, 12; Cassia, Batavia, in bund., 28; Cassia, Saigon, broken, 38; Cassia, Saigon, in rolls, 55; Cloves, Amboy, 17; Cloves, Zanzibar, 14; Mace, 55; Nutmegs, 75-80, 50; Nutmegs, 105-110, 40; Nutmegs, 115-20, 35; Pepper, Singapore, black, 18; Pepper, Singapore, white, 20; Pepper, shot, 20; Pure Ground in Bulk, Allspice, 16; Cassia, Batavia, 28; Cassia, Saigon, 48; Cassia, Saigon, 17; Ginger, African, 15; Ginger, Cochin, 18; Ginger, Jamaica, 25; Mace, 65; Regular, choice, 30; Mustard, 18; Regular, fancy, 30; Pepper, Singapore, black, 20; Basket-fired, medium, 28; Pepper, Singapore, white, 28; Basket-fired, choice, 35; Pepper, Cayenne, 20; Basket-fired, fancy, 40; Nibs, 20; Siftings, 19 @ 21; Fannings, 20 @ 22; Gunpowder, Moyune, medium, 26; Moyune, choice, 35; Moyune, fancy, 50; Pingsuey, medium, 25; Pingsuey, choice, 30; Pingsuey, fancy, 40; Young Hyson, Choice, 30; Fancy, 36; Oolong, Formosa, fancy, 42; Amoy, medium, 25; Amoy, choice, 32; English Breakfast, Medium, 27; Fancy, 34; Choice, 42; India, Ceylon, choice, 32; Fancy, 42; TOBACCO, Cigars, A. Bomers' brand, 35 00; Plaindealer, 35 00; H. & P. Drug Co.'s brands, Fortuna Teller, 35 00; Our Manager, 35 00; Quintette, 35 00; G. J. Johnson Cigar Co.'s brand, S. C. W., 35 00; Cigar Clippings, per lb., 26; Lubetsky Bros.' Brands, B. L., \$33 00; Gold Star, 35 00; Phelps, Brace & Co.'s Brands, Royal Tigers, 55 @ 80 00; Royal Tigerettes, 35 00; Book Filled Tigerettes, 35 00; Female Tigerettes, 35 00; Night Hawk, concha, 35 00; Night Hawk, navel, 35 00; Vincente Portuondo, 35 @ 70 00; Ruhe Bros. Co., 25 @ 70 00; Hillson Co., 35 @ 110 00; T. J. Dunn & Co., 35 @ 70 00; McCoy & Co., 35 @ 70 00; The Collins Cigar Co., 10 @ 35 00; Brown Bros., 15 @ 70 00; Bernard Stahl Co., 35 @ 90 00; Banner Cigar Co., 10 @ 35 00; Seidenberg & Co., 55 @ 125 00; Fulton Cigar Co., 10 @ 35 00; E. M. Ballard & Co., 35 @ 175 00; A. M. Schwarz & Co., 35 @ 110 00

11 Coarse Granulated, 5 60; Extra Fine Granulated, 5 60; Conf. Granulated, 5 75; 2 lb. bags Fine Gran., 5 65; 5 lb. bags Fine Gran., 5 65; Mould A, 5 85; Diamond A, 5 50; Confectioner's A, 5 30; No. 1, Columbia A, 5 15; No. 2, Windsor A, 5 10; No. 3, Ridgewood A, 5 10; No. 4, Phenix A, 5 05; No. 5, Empire A, 5 00; No. 6, 4 95; No. 7, 4 85; No. 8, 4 75; No. 9, 4 70; No. 10, 4 65; No. 11, 4 60; No. 12, 4 55; No. 13, 4 55; No. 14, 4 50; No. 15, 4 50; No. 16, 4 50; SYRUPS, Corn, Barrels, 18; Half bbls., 20; 1 doz. 1/2 gallon cans, 3 00; 1 doz. 1/4 gallon cans, 1 70; 2 doz. 1/4 gallon cans, 90; Pure Cane, Fair, 16; Good, 20; Choice, 25; TABLE SAUCES, LEA & PERRIN'S SAUCE, The Original and Genuine Worcestershire, Lea & Perrin's, large, 3 75; Lea & Perrin's, small, 2 50; Halford, large, 3 75; Halford, small, 2 25; Salad Dressing, large, 4 55; Salad Dressing, small, 2 75; TEA, Japan, Sundried, medium, 28; Sundried, choice, 30; Sundried, fancy, 40; Regular, medium, 28; Regular, choice, 30; Regular, fancy, 40; Basket-fired, medium, 28; Basket-fired, choice, 35; Basket-fired, fancy, 40; Nibs, 20; Siftings, 19 @ 21; Fannings, 20 @ 22; Gunpowder, Moyune, medium, 26; Moyune, choice, 35; Moyune, fancy, 50; Pingsuey, medium, 25; Pingsuey, choice, 30; Pingsuey, fancy, 40; Young Hyson, Choice, 30; Fancy, 36; Oolong, Formosa, fancy, 42; Amoy, medium, 25; Amoy, choice, 32; English Breakfast, Medium, 27; Fancy, 34; Choice, 42; India, Ceylon, choice, 32; Fancy, 42; TOBACCO, Cigars, A. Bomers' brand, 35 00; Plaindealer, 35 00; H. & P. Drug Co.'s brands, Fortuna Teller, 35 00; Our Manager, 35 00; Quintette, 35 00; G. J. Johnson Cigar Co.'s brand, S. C. W., 35 00; Cigar Clippings, per lb., 26; Lubetsky Bros.' Brands, B. L., \$33 00; Gold Star, 35 00; Phelps, Brace & Co.'s Brands, Royal Tigers, 55 @ 80 00; Royal Tigerettes, 35 00; Book Filled Tigerettes, 35 00; Female Tigerettes, 35 00; Night Hawk, concha, 35 00; Night Hawk, navel, 35 00; Vincente Portuondo, 35 @ 70 00; Ruhe Bros. Co., 25 @ 70 00; Hillson Co., 35 @ 110 00; T. J. Dunn & Co., 35 @ 70 00; McCoy & Co., 35 @ 70 00; The Collins Cigar Co., 10 @ 35 00; Brown Bros., 15 @ 70 00; Bernard Stahl Co., 35 @ 90 00; Banner Cigar Co., 10 @ 35 00; Seidenberg & Co., 55 @ 125 00; Fulton Cigar Co., 10 @ 35 00; E. M. Ballard & Co., 35 @ 175 00; A. M. Schwarz & Co., 35 @ 110 00

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

Worden Grocer Co.'s Brand, Laurel 1/4s., 4 40; Laurel 1/2s., 4 30; Laurel 1/8s., 4 20; Laurel 1/4s and 1/8s paper, 4 20

Meal, Bolted, 2 00; Granulated, 2 10; Feed and Millstuffs, St. Car Feed, screened, 16 50; No. 1 Corn and Oats, 16 00; Unbolted Corn Meal, 15 50; Winter Wheat Bran, 15 00; Winter Wheat Middlings, 16 00; Screenings, 15 00; Corn, Corn, car lots, 41 1/2; Oats, Car lots, 30; Car lots, clipped, 32 1/2; Less than car lots. Hay, No. 1 Timothy car lots, 11 00; No. 1 Timothy ton lots, 12 00; HERBS, Sage, 15; Hops, 15; Laurel Leaves, 15; Senna Leaves, 25; INDIGO, Madras, 5 lb. boxes, 55; S. F., 2, 3 and 5 lb. boxes, 50; JELLY, 5 lb. palls, per doz., 1 85; 15 lb. palls, 35; 30 lb. palls, 62; LICORICE, Pure, 30; Calabria, 23; Sicily, 24; Roof, 10; LYE, Condensed, 2 doz., 1 20; Condensed, 4 doz., 2 25; MATCHES, Diamond Match Co.'s brands, No. 9 sulphur, 1 65; Anchor Parlor, 1 50; No. 2 Home, 1 30; Export Parlor, 4 00; Wolfvint, 1 50; MEAT EXTRACTS, Armour & Co.'s, 4 oz., 45; Liebig's, 2 oz., 75; MOLASSES, New Orleans, Fancy Open Kettle, 40; Choice, 35; Fair, 26; Good, 22; Half-barrels 2c extra; MUSTARD, Horse Radish, 1 doz., 1 75; Horse Radish, 2 doz., 3 50; Bayle's Celery, 1 doz., 1 75; OLIVES, Bulk, 1 gal. kegs, 1 25; Bulk, 3 gal. kegs, 1 10; Bulk, 5 gal. kegs, 1 00; Manzanilla, 7 oz., 80; Queen, pints, 2 35; Queen, 19 oz., 4 50; Queen, 28 oz., 7 00; Stuffed, 5 oz., 90; Stuffed, 8 oz., 1 45; Stuffed, 10 oz., 2 30; OYSTER PAILS, Victor, pints, 10 00; Victor, quarts, 15 00; Victor, 2 quarts, 20 00; PARIS GREEN, Bulk, 14; Packages, 1/2 lb., each, 18; Packages, 1/4 lb., each, 17; Packages, 1 lb., each, 16; PICKLES, Barrels, 1,200 count, 4 50; Half bbls, 600 count, 2 75; Small, Barrels, 2,400 count, 5 50; Half bbls, 1,200 count, 3 30; PIPES, Clay, No. 216, 1 70; Clay, T. D., full count, 65; Cob, No. 3, 85

Sage, 15; Hops, 15; Laurel Leaves, 15; Senna Leaves, 25; INDIGO, Madras, 5 lb. boxes, 55; S. F., 2, 3 and 5 lb. boxes, 50; JELLY, 5 lb. palls, per doz., 1 85; 15 lb. palls, 35; 30 lb. palls, 62; LICORICE, Pure, 30; Calabria, 23; Sicily, 24; Roof, 10; LYE, Condensed, 2 doz., 1 20; Condensed, 4 doz., 2 25; MATCHES, Diamond Match Co.'s brands, No. 9 sulphur, 1 65; Anchor Parlor, 1 50; No. 2 Home, 1 30; Export Parlor, 4 00; Wolfvint, 1 50; MEAT EXTRACTS, Armour & Co.'s, 4 oz., 45; Liebig's, 2 oz., 75; MOLASSES, New Orleans, Fancy Open Kettle, 40; Choice, 35; Fair, 26; Good, 22; Half-barrels 2c extra; MUSTARD, Horse Radish, 1 doz., 1 75; Horse Radish, 2 doz., 3 50; Bayle's Celery, 1 doz., 1 75; OLIVES, Bulk, 1 gal. kegs, 1 25; Bulk, 3 gal. kegs, 1 10; Bulk, 5 gal. kegs, 1 00; Manzanilla, 7 oz., 80; Queen, pints, 2 35; Queen, 19 oz., 4 50; Queen, 28 oz., 7 00; Stuffed, 5 oz., 90; Stuffed, 8 oz., 1 45; Stuffed, 10 oz., 2 30; OYSTER PAILS, Victor, pints, 10 00; Victor, quarts, 15 00; Victor, 2 quarts, 20 00; PARIS GREEN, Bulk, 14; Packages, 1/2 lb., each, 18; Packages, 1/4 lb., each, 17; Packages, 1 lb., each, 16; PICKLES, Barrels, 1,200 count, 4 50; Half bbls, 600 count, 2 75; Small, Barrels, 2,400 count, 5 50; Half bbls, 1,200 count, 3 30; PIPES, Clay, No. 216, 1 70; Clay, T. D., full count, 65; Cob, No. 3, 85

Carcass, 6 @ 8; Forequarters, 5 1/2 @ 6; Hindquarters, 7 @ 9; Loin No. 3, 9 @ 14; Ribs, 9 @ 12; Round, 6 1/2 @ 7; Chucks, 5 1/2 @ 6; Plates, 4 @ 5; Pork, Dressed, @ 8 1/2; Loin, @ 8 1/2; Boston Butts, @ 7 1/2; Shoulders, @ 7 1/2; Leaf Lard, @ 8; Mutton, Carcass, 7 @ 7 1/2; Spring Lambs, 8 1/2 @ 9; Veal, Carcass, 8 @ 9; GRAINS AND FLOUR, Wheat, 75; Winter Wheat Flour, Local Brands, Patents, 4 50; Second Patent, 3 85; Straight, 3 65; Clear, 3 25; Graham, 3 30; Buckwheat, 4 50; Rye, 3 25; Subject to usual cash discount; Flour in bbls., 25c per bbl. additional; Ball-Barnhart-Putman's Brand, Diamond 1/2s., 3 75; Diamond 1/4s., 3 75; Diamond 1/8s., 3 75; Worden Grocer Co.'s Brand, Quaker 1/2s., 3 90; Quaker 1/4s., 3 90; Quaker 1/8s., 3 90; Spring Wheat Flour, Clark-Jewell-Wells Co.'s Brand, Pillsbury's Best 1/2s., 4 60; Pillsbury's Best 1/4s., 4 50; Pillsbury's Best 1/8s., 4 40; Pillsbury's Best 1/2 paper, 4 40; Pillsbury's Best 1/4 paper, 4 40; Pillsbury's Best 1/8 paper, 4 40; Ball-Barnhart-Putman's Brand, Duluth Imperial 1/2s., 4 40; Duluth Imperial 1/4s., 4 30; Duluth Imperial 1/8s., 4 20

Carcass, 6 @ 8; Forequarters, 5 1/2 @ 6; Hindquarters, 7 @ 9; Loin No. 3, 9 @ 14; Ribs, 9 @ 12; Round, 6 1/2 @ 7; Chucks, 5 1/2 @ 6; Plates, 4 @ 5; Pork, Dressed, @ 8 1/2; Loin, @ 8 1/2; Boston Butts, @ 7 1/2; Shoulders, @ 7 1/2; Leaf Lard, @ 8; Mutton, Carcass, 7 @ 7 1/2; Spring Lambs, 8 1/2 @ 9; Veal, Carcass, 8 @ 9; GRAINS AND FLOUR, Wheat, 75; Winter Wheat Flour, Local Brands, Patents, 4 50; Second Patent, 3 85; Straight, 3 65; Clear, 3 25; Graham, 3 30; Buckwheat, 4 50; Rye, 3 25; Subject to usual cash discount; Flour in bbls., 25c per bbl. additional; Ball-Barnhart-Putman's Brand, Diamond 1/2s., 3 75; Diamond 1/4s., 3 75; Diamond 1/8s., 3 75; Worden Grocer Co.'s Brand, Quaker 1/2s., 3 90; Quaker 1/4s., 3 90; Quaker 1/8s., 3 90; Spring Wheat Flour, Clark-Jewell-Wells Co.'s Brand, Pillsbury's Best 1/2s., 4 60; Pillsbury's Best 1/4s., 4 50; Pillsbury's Best 1/8s., 4 40; Pillsbury's Best 1/2 paper, 4 40; Pillsbury's Best 1/4 paper, 4 40; Pillsbury's Best 1/8 paper, 4 40; Ball-Barnhart-Putman's Brand, Duluth Imperial 1/2s., 4 40; Duluth Imperial 1/4s., 4 30; Duluth Imperial 1/8s., 4 20

Carcass, 6 @ 8; Forequarters, 5 1/2 @ 6; Hindquarters, 7 @ 9; Loin No. 3, 9 @ 14; Ribs, 9 @ 12; Round, 6 1/2 @ 7; Chucks, 5 1/2 @ 6; Plates, 4 @ 5; Pork, Dressed, @ 8 1/2; Loin, @ 8 1/2; Boston Butts, @ 7 1/2; Shoulders, @ 7 1/2; Leaf Lard, @ 8; Mutton, Carcass, 7 @ 7 1/2; Spring Lambs, 8 1/2 @ 9; Veal, Carcass, 8 @ 9; GRAINS AND FLOUR, Wheat, 75; Winter Wheat Flour, Local Brands, Patents, 4 50; Second Patent, 3 85; Straight, 3 65; Clear, 3 25; Graham, 3 30; Buckwheat, 4 50; Rye, 3 25; Subject to usual cash discount; Flour in bbls., 25c per bbl. additional; Ball-Barnhart-Putman's Brand, Diamond 1/2s., 3 75; Diamond 1/4s., 3 75; Diamond 1/8s., 3 75; Worden Grocer Co.'s Brand, Quaker 1/2s., 3 90; Quaker 1/4s., 3 90; Quaker 1/8s., 3 90; Spring Wheat Flour, Clark-Jewell-Wells Co.'s Brand, Pillsbury's Best 1/2s., 4 60; Pillsbury's Best 1/4s., 4 50; Pillsbury's Best 1/8s., 4 40; Pillsbury's Best 1/2 paper, 4 40; Pillsbury's Best 1/4 paper, 4 40; Pillsbury's Best 1/8 paper, 4 40; Ball-Barnhart-Putman's Brand, Duluth Imperial 1/2s., 4 40; Duluth Imperial 1/4s., 4 30; Duluth Imperial 1/8s., 4 20

Carcass, 6 @ 8; Forequarters, 5 1/2 @ 6; Hindquarters, 7 @ 9; Loin No. 3, 9 @ 14; Ribs, 9 @ 12; Round, 6 1/2 @ 7; Chucks, 5 1/2 @ 6; Plates, 4 @ 5; Pork, Dressed, @ 8 1/2; Loin, @ 8 1/2; Boston Butts, @ 7 1/2; Shoulders, @ 7 1/2; Leaf Lard, @ 8; Mutton, Carcass, 7 @ 7 1/2; Spring Lambs, 8 1/2 @ 9; Veal, Carcass, 8 @ 9; GRAINS AND FLOUR, Wheat, 75; Winter Wheat Flour, Local Brands, Patents, 4 50; Second Patent, 3 85; Straight, 3 65; Clear, 3 25; Graham, 3 30; Buckwheat, 4 50; Rye, 3 25; Subject to usual cash discount; Flour in bbls., 25c per bbl. additional; Ball-Barnhart-Putman's Brand, Diamond 1/2s., 3 75; Diamond 1/4s., 3 75; Diamond 1/8s., 3 75; Worden Grocer Co.'s Brand, Quaker 1/2s., 3 90; Quaker 1/4s., 3 90; Quaker 1/8s., 3 90; Spring Wheat Flour, Clark-Jewell-Wells Co.'s Brand, Pillsbury's Best 1/2s., 4 60; Pillsbury's Best 1/4s., 4 50; Pillsbury's Best 1/8s., 4 40; Pillsbury's Best 1/2 paper, 4 40; Pillsbury's Best 1/4 paper, 4 40; Pillsbury's Best 1/8 paper, 4 40; Ball-Barnhart-Putman's Brand, Duluth Imperial 1/2s., 4 40; Duluth Imperial 1/4s., 4 30; Duluth Imperial 1/8s., 4 20

Carcass, 6 @ 8; Forequarters, 5 1/2 @ 6; Hindquarters, 7 @ 9; Loin No. 3, 9 @ 14; Ribs, 9 @ 12; Round, 6 1/2 @ 7; Chucks, 5 1/2 @ 6; Plates, 4 @ 5; Pork, Dressed, @ 8 1/2; Loin, @ 8 1/2; Boston Butts, @ 7 1/2; Shoulders, @ 7 1/2; Leaf Lard, @ 8; Mutton, Carcass, 7 @ 7 1/2; Spring Lambs, 8 1/2 @ 9; Veal, Carcass, 8 @ 9; GRAINS AND FLOUR, Wheat, 75; Winter Wheat Flour, Local Brands, Patents, 4 50; Second Patent, 3 85; Straight, 3 65; Clear, 3 25; Graham, 3 30; Buckwheat, 4 50; Rye, 3 25; Subject to usual cash discount; Flour in bbls., 25c per bbl. additional; Ball-Barnhart-Putman's Brand, Diamond 1/2s., 3 75; Diamond 1/4s., 3 75; Diamond 1/8s., 3 75; Worden Grocer Co.'s Brand, Quaker 1/2s., 3 90; Quaker 1/4s., 3 90; Quaker 1/8s., 3 90; Spring Wheat Flour, Clark-Jewell-Wells Co

Window Dressing

Trims Appropriate for the Month of February.

February rejoices in being the birthday of the man who was "first in war, first in peace, and first in the hearts of his countrymen," as the phrase runs, and therefore it is seemly to honor the event in one's window trimming. A Washington's birthday trim may be made by simply using the national colors in connection with a regular trim or by an elaborate special trim. The floor of the window puffed with red, white and blue bunting and with the national colors displayed in the form of a draping at the back is simple, easy and effective. As the famous hatchet and cherry tree incident is known to all good and bad Americans, another idea would be to introduce small hatchets into a trim in some such way as follows: Billets of cherry wood in the rough, about one or two feet long, are placed about the window at regular or irregular intervals and a small hatchet is driven into each one at its tip. There should also be card in the window containing that famous quotation: "Father, I can not tell a lie. I did it with my little hatchet." Another idea would be to introduce an effect which would be a burlesque on this charming little fib (for the story is a fib, as has lately been proved by historians): A good sized cherry tree is introduced into the window with its stump beside it, the bottom of the stump being concealed by moss and other natural objects. The tree is sawed cleanly from the stump. In the top of the stump is stuck a toy hatchet and near by is the quotation given above, prominently displayed on a card. Still another idea is to drape the back and sides of the window in red, white and blue bunting in plain folds or box pleats. Over the top of the background are draped two national flags bound about by red, white and blue ribbon. In front of the background on a pedestal covered with the national colors is placed a bust of Washington. Directly in front of the bust, and suspended from the ceiling, is placed a hollow circle of wood which is covered with red, white and blue bunting, having its edges puffed in the same colors. At regular intervals on its front bunches of artificial or natural cherry leaves and fruit are attached, and interspersed with these are little hatchets stuck into the circle at their tips. Price cards made of little hatchets, cut from cardboard and colored with water colors or oils, can be used on the garments displayed. If a stuffed eagle can be had it might be placed in the middle background of a window beneath the bust or picture of Washington attached to the background. Sloping from it to the front is placed a large shield in the national colors draped about with flags. Washington's birthday also gives an opportunity for the introduction of relics of colonial or revolutionary times into the window. If one of our readers thinks of making up a trim of revolutionary weapons, clothing or so on he will do well to avoid the mistake that was made by an enterprising dealer, who once put in his window a very large bell crowned white silk hat of antique shape, with a card saying that it was a hat that Washington once wore. As the hat was of the vintage of about 1850 or thereabouts, it did not excite as much reverence and awe as the enterprising dealer expected it would. On the contrary he lost caste,

because he was such an unskilled liar. Plaster casts are now made so cheaply and their value as accessories in window trims for national holidays is so great that they are a profitable purchase. The casts of our country's great men, such as Washington, Lincoln and Grant, come in handy on a multitude of occasions and can be used with advantage many times over.

* * *

We give herewith a list of some two or three color combinations, which may be of some assistance to trimmers who are doubtful about the use of colors. This list is taken from a scientific treatise on color by an eminent authority on the use of color in the textile arts. It is only a partial list, but it may be of use to some trimmer who desires to produce something novel in the way of backgrounds. In each case the color meant is the pure color known by that name and derived by the scientist from the spectrum. Two colors used together—red and blue, red and green, scarlet and turquoise, scarlet and blue, orange-red and blue, orange-red and violet, orange-red and turquoise, orange and violet, orange and blue, orange-yellow and violet, orange-yellow and purple, greenish yellow with violet or purple, bluish green with violet. Three colors used together—red, yellow and blue; orange, green and violet; amber, cream and blue; red, gold and blue; leaf-green, puce and rose-gray; leaf green, violet and salmon; terra cotta, maroon and sage green; yellow, violet and yellowish green; green, orange and turquoise; amber, pale blue and crimson; maroon, bronze yellow and dark olive green; apricot, crimson and pale gold brown.

* * *

Now is the time of year when the merchant should consider the matter of fixtures. He should overhaul his stock of window fixtures, making a note of what he will need for the coming spring trade. Care should be taken to invest in simple, solid fixtures that can be used in the greatest variety of ways without the investment of large sums of money. An elaborate, fanciful, ornate window fixture of metal is not a good investment in a store where it must constantly be used in the window. Simpler and plainer fixtures that do not attract so much attention to themselves are better in the long run. Some of our readers in small places have made use of our suggestions for home made fixtures and perhaps they may feel that these are good enough for their business. Such should not be the case. Window trimming is a form of advertising and nothing is so true of advertising as the fact that to be successful it should be done on the most thorough and elaborate scale possible. Try to economize in some other direction in order to get some good window fixtures of metal. Send for the catalogue of some good fixture house and with your letter send a statement of your general needs, so that you may get expert advice as to how to invest in fixtures that are the best adapted for your purpose. Nothing can take the place of fine, well made, well finished metal fixtures in a modern up-to-date window. Therefore do not be content to make some home made article do the work, but introduce a little freshness and spruceness into your window by the addition of some simple, substantial articles of metal.

* * *

We have spoken before in this department about the advantage to the

trimmer of keeping a careful memorandum of the trims that he places in his windows. By keeping such a record he has, as we have pointed out, a record of the devices that he has utilized in the past and that, in emergencies, he can turn to for profitable methods of displaying goods. A further advantage of such a record is that it tends to correct any tendency that the trimmer may have to always exhibit the same articles. We do not mean identically the same articles, but articles of the same particular line. There are lines of goods in stock in every store that rarely get into the windows. This is due in part to the exigencies of the business, but it should not be forgotten that the merchant should never be satisfied to let any line of goods that he carries stay out of the windows permanently. Make the best use of your windows by showing what you have in stock. Show even the commonest things. It is well to remind people that you have such things as overalls, for example. They may be only a sideline for a clothing store, but put them in the window. Make up a trim that shows them to the best advantage. The space is not wasted, for it shows that you are prepared to cater to all lines of trade in clothing. A trim of such goods will be attractive because of its very novelty. Don't think that the very nicest goods are always to go into the window. As a rule they should, of course, but sometimes put in a trim of the humbler articles. If people need them they should be advertised and advertised in a way that will make them trade bringers, even although they may not be very profitable or desirable in themselves.—Apparel Gazette.

Empty compliments and senseless abuse are on an equal footing.

Abbott Bros' RHEUMATIC CURE



A Slave To Opium Cured

32 YEARS OF PAIN BANISHED.

This grand specific for all **KIDNEY DISORDERS** has a record of fourteen years of cures like the following:

"During the war I enlisted in Co. I of the 7th New York Infantry. Through exposure and sleeping on the ground I was taken down with rheumatism. If my body had been filled with millions of needles I could not have suffered more. Opium deadened the pains but it could not cure me. I could get no relief from any other source and I became a slave to the drug. After thirty-two years of constant suffering I learned of Abbott Bros' Rheumatic Cure and tried it. Five bottles cured me. Any medicine that will cure a man at my age of the opium habit and rheumatism, crippled as I was for thirty-two years, is nothing less than magical and God-like in its power."

CONRAD LANGSHULTZ,
338 Ninth Avenue, New York City."

Money cannot buy a more speedy or safer

CURE FOR Rheumatism and Neuralgia.

The world is challenged to produce its equal. One or two bottles will cure anybody of the morphine or opium habit.

Large Bottles \$1.25; Six for \$6.00

A trial bottle will do you a world of good—has cured hundreds of the most obstinate cases. Sent postpaid to any address for only 35 cents.

Agents Wanted. Write for Terms.

Abbott Brothers Company,
134 E. Van Buren St. CHICAGO, ILL.

Michigan Bark & Lumber Co.,



527 and 528
Widdicomb Building,
Grand Rapids, Mich.

C. U. CLARK,
President.
W. D. WADE,
Vice-President.
F. N. CLARK,
Sec'y and Treas.

Highest Cash prices paid
and bark measured promptly
by experienced men. Call
on or write us.

Big Bargain in Tumblers and Tin Top Jellies

until March 1. We offer above at 13 cents per doz. 4 kinds banded, (one kind in each barrel), 22 doz. in barrel, shipped from factory. Mail your orders at once before they are gone, to

DeYoung & Schaafsma

Importers and Manufacturers' Agents

Office and Salesrooms over 112 Monroe Street, Grand Rapids

The Woman With the Hatchet.

Written for the Tradesman.

Whether the Illinois Legislature will or will not resolve to invite Mrs. Nation, "the Kansas joint smasher," to address them, the indisputable fact remains that this woman's method for putting down one of the worst evils that curse society is meeting with general approval, and the fact that the Legislature of a sister State has entertained, even in fun, the idea of inviting "the woman with the hatchet" to address them shows that an undercurrent in the right direction has set in and is already making itself felt the country over.

It is simply the recital of an old story with the old outcome. Pain, suffering, agony, the turning of the worm when patience has long ceased to be a virtue—all end in the inevitable smash-up. So feudalism came to an end; so the English yeomanry exacted Charles Stuart's head; so the manhood of the French peasantry asserted itself in the French Revolution, and so Mrs. Nation, with her unwomanly weapon of warfare, is determined to bruise, if she can not cut off, the head of this modern serpent that since the expulsion from Eden has bruised woman's heel.

The silent approval which everywhere greets Mrs. Nation's unquestioned lawlessness is convincing proof of the sympathy she is receiving from all sorts and conditions of men, and strongly suggests that, if society will have it so, this crusade to pulverize the rum power may not have the common fate of the usual fad and vagary. To avoid this "the woman with the hatchet" must not stand and smash alone. There is a power behind the saloon mirror that will not be shivered with the woman's most powerful blow, and unless the manhood of the country shall add his strength to the Eve-lifted hatchet it is doubtful if much comes from this vigorous and promising beginning.

One fact which must be constantly kept in mind is that the home and the woman at the head of it must take and keep an uncompromising stand against this unquestioned death-dealer. In all the struggles with it and against it the home has been a constant shirk. It has delegated its duty to the pulpit, and that part of the church furniture has done its best to but little purpose. That part of the community given up to drink is not, as a general thing, found in the church congregation. The legislatures were appealed to and laws were passed putting the solving of the temperance question upon the introduction of a text book into the public schools—a proceeding as efficient as the attempt to put out the great Chicago fire with a squirtgun! The home, in the meantime, has kept back out of sight. Society has continued to drink wine, and has not always confined itself to wine; and the children brought up to "look upon the wine when it is red" have not been taught by the home life and the home training, "by precept and example," that the stuff is a dilution of ratsbane, with every bottle marked with poison's seal of a skull and crossbones. That has ever been, and is, the duty of the home, and it is submitted that duty has not been done. "Alcohol is a poison," declares the minister. "It is a fire and will certainly burn to death the stomach that receives it," says the wise schoolmaster; and the boy at recess tells his schoolmates that what the teacher says is "all rot, for the folks knocked out a whole case at the dinner

last night and there ain't a single burnt stomach among 'em!" Mrs. Nation has the best intentions in the world. She may go on with her joint smashing until not a joint is left and she may then learn, what the rest of the world knows now, that smashing the barometer does not bring about any change in the weather, that she has been destroying a lot of alcohol barometers that simply indicated the condition of the temperance weather and that all she has accomplished is a confirmation of the oft-repeated fact, that destroying the effect does not necessarily destroy or disturb the cause.

It is to be hoped that something permanent and beneficial may be the outcome, and in order that this may be the result it is equally to be hoped that the home will come bravely to the front and strenuously grapple with the greatest evil that has always determinedly assailed it. The pulpit has fought and failed. Legislatures have proved themselves powerless. The school teacher and the text book have both shown themselves silly and weak, and it now remains for the home to assert itself and settle, as it only can, what has shown itself to be the question of the ages. If "the woman with the hatchet" can bring this about the barometer will indicate a more commendable condition of things and posterity, recognizing the good she has done, "will rise up and call her blessed." R. M. Streeter.

California Moving in the Matter of Food Laws.

San Francisco, Feb. 12—This Association is on the point of taking action to effect legislation at Sacramento the coming session and one of the matters under advancement is a pure food bill.

We have at present pure foods laws to some extent, but the authority for carrying out their provisions is lacking and we are, consequently, not as fully informed as to the best move to make in line of past experience in other states as we might be.

I am writing you therefore to say that such a general letter of information as you may be able to furnish me will be appreciated by this office and our members and reciprocated whenever possible.

If it is possible for you to send me a copy of your law as it now stands, I shall be glad if you will do so.

I will not go into general matters in this letter, but might say that we organized on Nov. 15, after the greatest effort in that direction being made for some years by Mr. Powers of the Retail Grocers' Advocate, and that the work of organizing local associations throughout the State by myself has been cordially received in the smaller towns.

From a starting basis of some 350 members in the San Francisco local organization, we now number in the neighborhood of 800 and, before winter is over, the prospect seems fair that we shall have an association in nearly every town in the State of sufficient size to hold one. Where a town is not of sufficient size to effect a local organization we are taking members singly.

Howard K. James,
Sec'y Cali. Retail Grocers' Association.

The food laws in this State and the creation of a dairy and food department are due to the continued agitation of the retail grocers' associations, the Michigan Dairymen's Association, the State grange and such other organizations of merchants and farmers as were vitally interested in bringing about a better condition of things generally. The laws were enacted from time to time, but amounted to very little until their enforcement was placed in the hands of an officer known as Dairy and Food Commissioner, who now has an annual appropriation of \$18,000, which enables

him to employ a deputy and a chemist and keep several inspectors continuously in the field. Our first Food Commissioner was a nobody, but for the past four years the position has been filled by a very competent man, as the result of which the quality of the food products offered for sale in this State has been revolutionized by the shutting out of impure and injurious goods and also by the prohibition of goods on which the label is not true to the contents. Our experience in Michigan is that laws are of little value unless there is an ample appropriation and the proper machinery to enforce them and—quite as important—a man in the office of Food Commissioner who is incorruptible and courageous and who possesses the necessary backbone to do his duty without fear or favor.

An Apt Illustration.

"I see so much in the newspapers about subsidies. What does a subsidy mean, John?"

"A subsidy, Mary, is where I give you \$20 for going to see your mother instead of having her come to see you."

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.

PARTIES HAVING STOCKS OF GOODS of any kind, farm or city property or manufacturing plants that they wish to sell or exchange correspond with the Derby & Choate Real Estate Co., Flint, Mich. 709

FOR SALE—A PAYING CONFECTIONERY and baking business in Toledo, Ohio; fine chance for a baker with a little money. Address No. 708, care Michigan Tradesman. 708

A 7x14, 12 FEET HIGH STEVENS REFRIG- erator, double box, 12 feet marble top counter, 4 meat blocks. Must be sold at once. Make us an offer. The Milnes Supply Co., Coldwater, Mich. 707

FOR SALE—FIRST-CLASS HARDWARE DO- ing a good business. Can be bought for 90 cents on the dollar if taken at once. Good chance for a hustler; stock, \$4,000; town 1,200; must go South for health. Address No. 713, care Michigan Tradesman. 713

CANNING FACTORY FOR SALE. Address Grand Ledge Canning Co., Grand Ledge, Mich. 716

FOR SALE—ONE BLACKSMITH SHOP AND tools in good location; nine room dwelling; good well and outbuildings. G. W. Black, Anderson, Mich. 715

FOR SALE—STOCK OF GENERAL MER- chandise, involving about \$3,000, at a fine trading point; one of the best managed stores in Northern Indiana. Reason for selling, sickness. Address No. 714, care Michigan Tradesman. 714

FOR SALE—BAZAAR STOCK IN MANU- facturing town of 2,000 in Southwestern Michigan; good location; good reasons for selling. Address No. 712, care Michigan Tradesman. 712

FOR SALE—HARDWARE STOCK, INVOIC- ing \$2,800; terms, part cash, balance time; will sell or rent buildings. Owner is going out of business. Address S. J. Doty, Harrietta, Mich. 711

FOR SALE—I WILL SELL MY BRANCH store at Sault Ste. Marie; good, clean stock. Will sell for cash only. Reason for selling, pressure of business elsewhere. Hugh McKenzie, Manistee, Mich. 710

DRUG STOCK FOR SALE IN A GOOD LIVE Western Michigan town, involving between \$3,000 and \$4,000. Address Hazeltine and Perkins Drug Co., Grand Rapids, Mich. 717

DRUG STOCK FOR SALE. A GOOD CLEAN stock, involving about \$2,400, located in a thriving county seat town in Central Michigan. Trade and stand established for over twenty-five years. Sales average about \$20 per day. Expenses light. No cutting of prices. A rare opportunity to secure a good, profitable business. Address No. 719, care Michigan Tradesman. 719

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

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

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 PE- toskey, 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

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. Acord Brass Works, 20 South Jefferson St., Chicago. 659

FOR SALE—DRUG FIXTURES AND ACET- ylene plant. Send for list. Safe wanted. H. P. French, Woodland, Mich. 687

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

LOCATION WANTED FOR SAWMILL; I will saw on contract or will buy timber. Address George Engel, Mendon, Mich. 673

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 a business personal attention. None need 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, involving about \$7,000; stock in A1 shape; selling about \$25,000 a year, with good profits; trade established over twenty years; a fortune here for a hustler; terms, one-half cash down, balance one and two years; well secured by real estate mortgage; also store building and fixtures for sale or exchange for good Grand Rapids residence property on East Side; must be free from debt and title perfect. Address No. 520, care Michigan Tradesman. 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 288, Decatur, Mich. 588

MISCELLANEOUS

WANTED—RELIABLE, UP-TO-DATE SHOE salesman; shoe man preferred; must be competent to handle and look after large fine stock in country town of 2,500. State experience, salary expected and give reference. Address No. 706, care Michigan Tradesman. 706

WANTED—A GOOD EXPERIENCED clerk for general store. Must be well recommended and a good worker. Address C. B. Bailey, Mantion, Michigan. 718

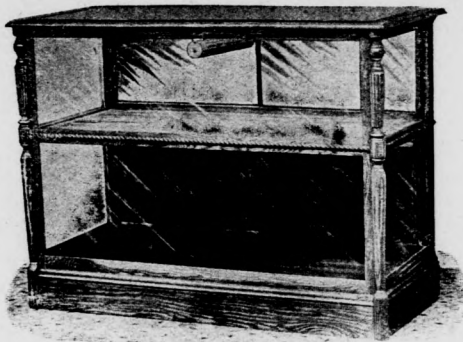
WANTED—BY STEADY SOBER MAN WHO has had experience in hardware store situation as tinner. Address Tinner, care Michigan Tradesman. 702

WANTED—POSITION AS APPRENTICE in drug business. Have had experience. Box 147, Saranac, Mich. 701

\$2.75 sent with order will buy one of these sharp 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

GRAND RAPIDS FIXTURES CO.

Cigar
Case.
One
of
our
leaders.



Shipped
knocked
down.
First
class
freight.

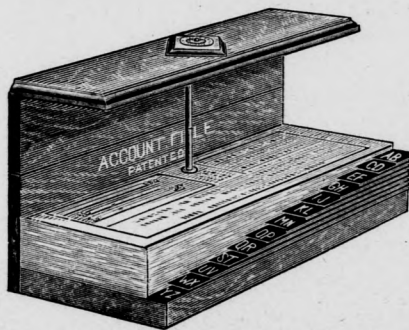
No. 52.

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.

BOUR'S COFFEES MAKE BUSINESS

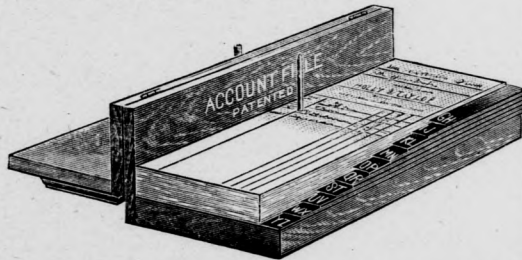
Simple Account File



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

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

Charge goods, when purchased, directly on file, then your customer's bill is always ready for him, and can be found quickly, on account of the special index. This saves you looking over several leaves of a day book if not posted, when a customer comes in to pay an account and you are busy waiting on a prospective buyer.



TRADESMAN COMPANY, Grand Rapids

MERCANTILE ASSOCIATIONS

Michigan Retail Grocers' Association
President, C. E. WALKER, Bay City; Vice-President, J. H. HOPKINS, Ypsilanti; Secretary, E. A. STOWE, Grand Rapids; Treasurer, J. F. TATMAN, Clare.

Grand Rapids Retail Grocers' Association
President, FRANK J. DYK; Secretary, HOMER KLAP; Treasurer, J. GEORGE LEHMAN

Detroit Retail Grocers' Protective Association
President, E. MARKS; Secretaries, N. L. KOENIG and F. H. COZZENS; Treasurer, C. H. FRINK.

Kalamazoo Retail Grocers' Association
President, E. L. HARRIS; Secretary, CHAS. HYMAN.

Bay Cities Retail Grocers' Association
President, C. E. WALKER; Secretary, E. C. LITTLE.

Muskegon Retail Grocers' Association
President, H. B. SMITH; Secretary, D. A. BOELKINS; Treasurer, J. W. CASKADON.

Jackson Retail Grocers' Association
President, J. FRANK HELMER; Secretary, W. H. PORTER; Treasurer, L. PELTON.

Adrian Retail Grocers' Association
President, A. C. CLARK; Secretary, E. F. CLEVELAND; Treasurer, WM. C. KOEHN

Saginaw Retail Merchants' Association
President, M. W. TANNER; Secretary, E. H. McPHERSON; Treasurer, R. A. HERR.

Traverse City Business Men's Association
President, THOS. T. BATES; Secretary, M. B. HOLLY; Treasurer, C. A. HAMMOND.

Owosso Business Men's Association
President, A. D. WHIPPLE; Secretary, G. T. CAMPBELL; Treasurer, W. E. COLLINS.

Pt. Huron Merchants' and Manufacturers' Association
President, CHAS. WELLMAN; Secretary, J. T. PERCIVAL.

Alpena Business Men's Association
President, F. W. GILCHRIST; Secretary, C. L. PARTRIDGE.

Calumet Business Men's Association
President, J. D. CUDDIHY; Secretary W. H. HOSKING.

St. Johns Business Men's Association
President, THOS. BROMLEY; Secretary, FRANK A. PERCY; Treasurer, CLARK A. PUTT.

Perry Business Men's Association
President, H. W. WALLACE; Secretary, T. E. HEDDLE.

Grand Haven Retail Merchants' Association
President, F. D. VOS; Secretary, J. W. VERHOKKS.

Yale Business Men's Association
President, CHAS. ROUNDS; Secretary, FRANK PUTNEY.

Grand Rapids Retail Meat Dealers' Association
President, JOHN G. EBLE; Secretary, L. J. KATZ; Treasurer, S. J. HUFFORD.

Write for Samples and Prices on
**Street Car and Fine
Feed Stuffs**

DARRAH BROS. CO., Big Rapids, Mich.

Michigan Fire and Marine Insurance Co.

Organized 1881.
Detroit, Michigan.

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

D. WHITNEY, JR., Pres.
D. M. FERRY, Vice Pres.
F. H. WHITNEY, Secretary.
M. W. O'BRIEN, Treas.
E. J. BOOTH, Asst. Sec'y.

DIRECTORS.

D. Whitney, Jr., D. M. Ferry, F. J. Hecker, M. W. O'Brien, Hoyt Post, Christian Mack, Allan Sheldon, Simon J. Murphy, Wm. L. Smith, A. H. Wilkinson, James Edgar, H. Kirke White, H. P. Baldwin, Hugo Scherer, F. A. Schulte, Wm. V. Brace, James McMillan, F. E. Driggs, Henry Hayden, Collins B. Hubbard, James D. Standish, Theodore D. Buhl, M. B. Mills, Alex. Chapoton, Jr., Geo. H. Barbour, S. G. Gaskey, Chas. Stinchfield, Francis F. Palms, Wm. C. Yawkey, David C. Whitney, Dr. J. B. Book, Eugene Harbeck, Chas. F. Feltier, Richard P. Joy, Chas. C. Jenks.

Travelers' Time Tables.

PERE MARQUETTE

Railroad and Steamship Lines.

Fast trains are operated from Grand Rapids to Chicago, Detroit, Toledo, Saginaw, Bay City, Petoskey, Ludington, Manistee, Muskegon, Traverse City, Alma, Lansing, Belding, Benton Harbor, St. Joseph, and intermediate points, making close connections at Chicago with trains for the south and west, at Detroit and Toledo with trains east and southbound. Try the "Mid-Day Flyers," leaving Grand Rapids 12:05 noon, each week day, arriving at Detroit 4:05 p. m. and Chicago 5:00 p. m.

H. F. MOELLER, G. P. A.,
W. E. WOLFENDEN, D. P. A.

GRAND Rapids & Indiana Railway

Dec. 2, 1900.

	Except Sunday	Except Sunday	Except Sunday
NORTH			
Lv. Grand Rapids.....	7 45am	2 10pm	10 45pm
Ar. Cadillac.....	11 20am	5 40pm	2 10am
Ar. Traverse City.....	1 30pm	7 50pm	
Ar. Petoskey.....	2 50pm	9 15pm	5 35am
Ar. Mackinaw City.....	4 15pm	10 35pm	6 55am
Local train for Cadillac leaves Grand Rapids at 5:20 p. m. daily except Sunday.			
Pullman sleeping or parlor cars on all through trains.			
Trains arrive from the north at 6:00 a. m., 10:45 a. m., 5:15 p. m. and 10:15 p. m. daily except Sunday.			
SOUTH			
Lv. G'd Rapids.....	7 10a	12 30p	1 50p 6 50p 11 30p
Ar. Kalamazoo.....	8 50a	1 45p	3 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.			

	Except Sunday	Except Sunday	Except Sunday
MUSKEGON			
Lv. Grand Rapids.....	7 35am	2 05pm	5 40pm
Ar. Muskegon.....	9 00am	3 20pm	7 00pm
Sunday train leave Grand Rapids at 9:15am. Trains arrive from Muskegon at 9:30am, 1:30pm and 5:20pm except Sunday and 6:50pm Sunday only.			

CHICAGO TRAINS

G. R. & I and Michigan Central.

	Except Sunday	Daily
TO CHICAGO		
Lv. G'd Rapids (Union depot)	12 30pm	11 30pm
Ar. Chicago (12th St. Station)	5 25pm	6 55am
12:30pm train runs solid to Chicago with Pullman buffet parlor car attached.		
11:30pm train has through coach and Pullman sleeping car.		
FROM CHICAGO	Except Sunday	Daily
Lv. Chicago (12th St. Station)	5 15pm	11 30pm
Ar. G'd Rapids (Union depot)	10 15pm	6 45am
5:15pm train runs solid to Grand Rapids with Pullman buffet parlor car attached.		
11:30pm train has through coach and sleeping car. Phone 606 for information.		

We make a specialty of

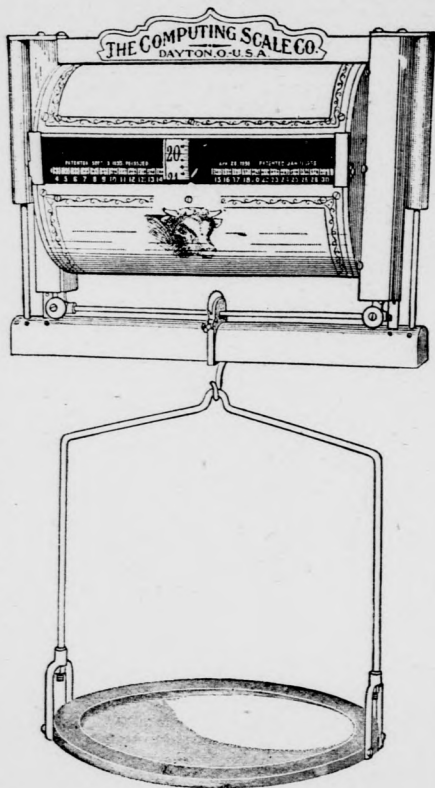
Pure Rye Flour

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

Olsen & Youngquist, Whitehall, Mich.

**Cold Facts
Served Hot**
with
**Dignified
Design
or
Catchy
Conceit
make
Advertising
Profitable**

Tradesman Company
ENGRAVERS
GRAND RAPIDS, MICH.



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



"OUR BEAUTY"

ASSORTMENT GLASSWARE CONTAINS



½ dozen 10 inch flared Nappies.....	\$1 90	\$0 95
½ dozen 8 inch round Bowls.....	1 90	95
6 only 7 piece Berry Sets.....	33	1 98
¼ dozen 8 inch flared footed Bowls.....	1 75	44
¼ dozen 9½ inch footed Fruit Bowls.....	1 75	44

No charge for barrel. Total for package \$4 76



The glass is a high grade, brilliant crystal, highly polished and finished and a sure seller. Order a package at once for sample.

H. LEONARD & SONS,
GRAND RAPIDS, MICH.

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 styles—\$3.50 to \$6 per dozen.

L'AIGLON AND MAUDE ADAMS BUCKLES

to retail at 25c, 35c, 50c, 75c and up. Full line of Spikes or Ribbon Ends.
(See advertisement on Dry Goods Page.)

AMERICAN JEWELRY CO., Jewelry Jobbers,
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.

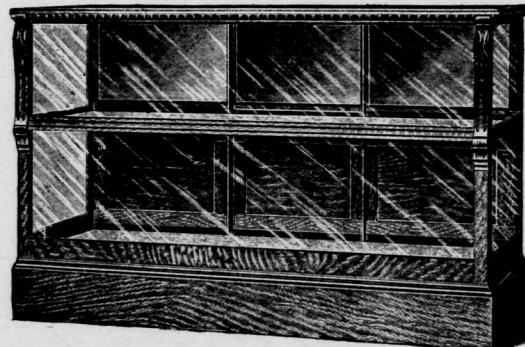
Crushed Cereal Coffee Cake.

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.

Daudt
Glass & Crockery Co.
WHOLESALE
Earthenware, China & Glassware
TOLEDO, OHIO

Kinney & Levan
Importers and Jobbers of
Crockery, Glass, Lamps, House
Furnishing Goods
CLEVELAND, OHIO



OUR FANCY CIGAR CASE NO. 244

This case is much lower priced than you would imagine from its handsome appearance. Standard size 42 inches high, 26 inches wide end made in any length. We manufacture a complete line of fine up-to-date show cases. Send for our 48-page catalogue containing description and prices of the goods we manufacture.

THE BRYAN SHOW CASE WORKS, BRYAN, O.