



BEACON FALLS RUBBER SHOE CO.

Don't Hold a Quarter So Close to Your Eye

that you can't see a dollar behind it. "Consider the end" and don't buy "cheap" rubbers. It's cheaper to pay for good ones. You can't tell much about them by looks, but if they are branded with our trade mark you've got the best.

We can give you better value for your money because we **make only Rubber Boots and Shoes** and sell direct to the trade.

WE ARE NOT OWNED BY ANY TRUST.

The Beacon Falls Rubber Shoe Co.,

207 and 209 Monroe Street,
Chicago, Illinois

Have you seen our LEATHER TOP? It's not like others. Samples sent prepaid.



Just to Introduce

Our new cigar "A CIGAR" we will, for two weeks only, commencing Monday, February 25, sell 300 "A CIGAR" and 100 CUBAN DAINITIES (worth \$11.75), for \$10.50. Terms 60 days, or 2 per cent. off in 10 days.

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.

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.

BETTER THAN EVER



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

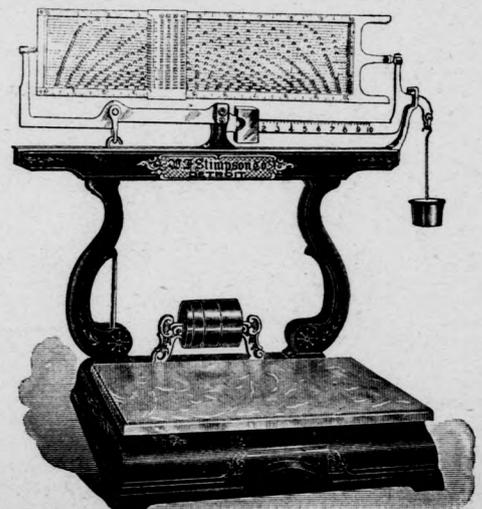
Capital and Brains

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

Stimpson Computing Grocers' Scale

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

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



MICHIGAN TRADESMAN

Volume XVIII.

GRAND RAPIDS, WEDNESDAY, FEBRUARY 27, 1901.

Number 910

Perfection Time Book and Pay Roll

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

Barlow Bros.
Grand Rapids, Mich.

ASSOCIATE OFFICES IN ALL PRINCIPAL CITIES



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

THE MERCANTILE AGENCY

Established 1841.

R. G. DUN & CO.

Widdicomb Bld'g, Grand Rapids, Mich.

Books arranged with trade classification of names. Collections made everywhere. Write for particulars.

L. P. WITZLEBEN, Manager.

THE Grand Rapids FIRE INS. CO.

Prompt, Conservative, Safe.
J. W. CHAMPLIN, Pres. W. FRED MCBAIN, Sec.

Wholesale Ready Made Clothing

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

WILLIAM CONNOR

who will be at Sweet's Hotel, Grand Rapids, Feb 27 to Mar. 9, 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.

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.

Tradesman Coupons

IMPORTANT FEATURES.

- Page.
2. Getting the People.
 3. The Meat Market.
 4. Around the State.
 5. Grand Rapids Gossip.
 6. Hardware.
 7. Hardware Quotations.
 8. Editorial.
 9. Bearing the Burden.
 12. Oilettes in Court.
 13. Duty to My Neighbor.
 14. Dry Goods.
 15. Clothing.
 16. Shoes and Rubbers.
 18. Clerk's Corner.
 19. Pernicious Credits.
 20. Woman's World.
 22. Produce.
 23. The New York Market.
 24. Village Improvement.
 25. Commercial Travelers.
 26. Drugs and Chemicals.
 27. Drug Price Current.
 28. Grocery Price Current.
 29. Grocery Price Current.
 30. Grocery Price Current.
 31. Men of Mark.
 32. Flimsy Fraud.

THE OTHER SIX.

The daily press reports that a young man 26 years of age, with a weekly salary of \$14, has been arrested for forging a check of \$5,950, giving as his reason that he "needed the money because he could not get along on \$14 a week."

This young man is not, unfortunately, an exception. There is a large family of him scattered all over the country. He belongs to that class who firmly believe that the world not only owes them a living, but just that kind of living which suits them best. Fourteen dollars a week is good so far as it goes, but to those who have high ideals of what real living is it is not enough; hence the forging; hence the stealing; hence any way to piece out the necessary expenses which the \$14 does not cover. So long as the amount of weekly wage honestly earned is made to meet the weekly demands, how the money is spent is not a matter of public concern; but when the excess leads to crime it is of public interest and the public have a right to ask what becomes of the remaining \$8 after the first \$6 has been spent for the needs of life.

Of course a weekly income of \$14 is not princely; but, other things being equal, the young man who at 26 works for that sum is probably getting all he is worth and it is incumbent upon him to cut his garment according to his cloth and live within his income rather than beyond it at the expense of crime. If he can not there is some reason for it and he is met at the outset with the direct Why?

Let us take the average young man with the average training and the average ability and the weekly income of \$14. What can be done with it in furnishing a respectable living? How far can it be made to go here in Grand Rapids—for it is the home question which interests most? Consider these facts: A good, well-furnished room in a respectable quarter of the city can be rented for \$1.50 a week, in a house where there is good housekeeping and where it is well warmed and a well equipped bathroom is available. Board good enough for a 26 year old young

man with limited means and a desire to live prudently and honestly can be obtained for \$3 a week. His washing need not exceed 50 cents a week; so that \$5 will cover the necessary weekly expense. Add to this a dollar a week for incidentals and there will be left \$8. What becomes of the eight? It is a plain, simple, direct question, which the public who have to support the forger during his imprisonment have a perfect right to ask: What has become of the other eight dollars a week?

"A young man must have something to wear." True. Let him be well clothed. In the end it is cheapest. Thirty-five dollars is what a good tailor charges for a well-made suit. A good hat costs \$5; first-class shoes cost \$6; the haberdasher's bill may be liberal, but not extravagant, and at these prices the young man in question can spend \$100 for clothing, and have at the end of the year \$316 left, the clothing amounting to not quite \$2 a week. What becomes of the remaining \$6?

"Great Scott! isn't a fellow to have any fun?" Yes; he can go to the theater at 50 cents once a week, which is often enough, and if he have a church-going tendency he can put 10c into the collection every Sunday morning and still have 40 cents left. That is what the extra dollar a week is for; and the question still stands unanswered: Where is the other \$6? It is not a large amount, but it is large enough to prevent the need of forging a \$5,950 check on the plea that \$14 a week is not enough to live on.

"Haven't you ever heard of such things as cigars and beer?" Yes, but nevertheless the question is submitted that the young man 26 years old who smokes and drinks and pays for both bad habits by forging checks, knowing when he does both that he must forge to pay for them, is a rascal who knows that he is a liar when he says that he can not get along on \$14 a week. In this and in numerous other cases the trouble lies not with the small wages—were they doubled the result would be the same—but in the scoundrel who is not worth the small wages he gets. He is at heart a thief and a liar, conditions having nothing whatever to do with incomes, great or small.

This 26 year old criminal will go the way of all forgers. He will live at the expense of the State for a certain number of years and then be at liberty to renew his practices. Society at large is content, in the meantime, to pay his board bill; but at the same time society at large would like to know whatever became of that other \$6 a week!

Two of the big items in army maintenance are the food and tailoring bills, the estimate for next year being \$13,000,000. The pay item is about \$24,000,000.

Helen Gould has recently given \$100,000 in one lump to a public charity. Miss Helen's career shines in brilliant contrast to that of the poor little bankrupt Countess of Castellane.

FEEDING THE WORLD.

In every age it has been the rule, when countries became so over-populated that the food supply became insufficient, that the people would emigrate to regions where the necessities of life were more easily to be had.

History relates that, in the primitive ages, entire tribes, abandoning the localities where it had become difficult to sustain themselves, emigrated in vast hordes, invading and overrunning countries where the means of subsistence were more abundant. Within later periods the failure of the food crops, through drought or other causes, has been followed by extensive emigration from the stricken region.

It was the contemplation of the spectacle of vast hordes of people moving from an exhausted country to others where the means of securing food were more available that set Thomas Malthus, in the last century, to philosophizing on the possibilities of a time in the future when the fruitfulness of the earth should fail, and the entire population perish of starvation.

Malthus did not then realize the immense results obtained in agriculture by fertilizing, and the inexhaustible resources of chemistry in providing fertilizers, so that lands which were once supposed to have been exhausted of all their fruitfulness can be rendered productive for unlimited periods. Nor did he have any definite knowledge of the vast regions of the temperate zones of North and South America, and of Australia, so rich in their ability to produce the chief bread plants of the world.

It is true, nevertheless, that occasional droughts must be expected to occur, by which the food crops in particular localities which are usually fruitful fail, causing great distress among the people. It is to relieve such periodical and temporary famines that modern transportation is brought into play, so that not only by means of railways have the people of famine districts in our own country been promptly supplied with food, but by means of swift steamships, in co-operation with the rails, abundant food has been sent to the starving peoples over seas.

By means of railways and steamships the surplus cereals of North America, South America and Australia have been sent to feed the populations of the overcrowded countries of Europe and Asia, something that would have been absolutely impossible until within the nineteenth century. Before that era it was the rule, when failures of crops occurred over extensive areas of the Old World, for millions on millions of people to starve. Within a century, railroads have been constructed in every important country, connecting the interior regions with the sea, while the enormous multiplication of ocean tonnage has brought the peoples of the interior of all countries into intimate commercial relations. Thus it is that the universal famines predicted by Malthus may be declared within all human view not only improbable, but practically impossible.

Getting the People

Adaptation of Matter to Capacity and Taste.

It is interesting to watch the work of many of the old and successful advertisers to see the extent of simplicity attained. That this simplicity is effective is proved by the persistence in its use by the most experienced.

Just how far simplicity of expression may be carried without degenerating into silliness is a problem. When it becomes silliness it is of no use in trade getting. When the effusions of the advertiser strike the reader as silly it is at the expense of respect for the dealer and his business.

That simplicity of expression is effective is shown by watching the work of the soap and other cleaning compound advertisers, both in illustration and text. Many of these are attaining a degree of simplicity which would be dangerously near the ridiculous for the general dealer. For instance take the illustrations of Spotless Town with their punning jingles for Sapolio. These are several removes toward silliness as compared with the astronomical nonsense of last year, showing that success for Sapolio lies in this direction.

I would not be understood as asserting that this sort of work is for the purpose of reaching a low grade of intelligence. I apprehend that the reasons for its use, if analyzed, would be found very complex. For instance, the genus homo is a lazy animal. Offer him something that requires mental effort and he instinctively passes it by. He likes to be idly amused and the silly puns and jingles of the soap people serve to gain an attention, and make an impression on the mind, that would be missed by something heavier.

The lesson to be learned is that lumbering phrases and long statements are worse than useless. Not that such modes of expression are too high for the intelligence of the people so much as that there is given no inducement for the mental effort required. The logical way is not to require more than is necessary; let the matter be expressed in the simplest manner possible. Then as an inducement to read let there be something of interest, a description of that the customer is likely to want or an attractive price, or both.

It may be possible occasionally to give the advertising a humorous quality for a change, but when this is attempted it must be with the most careful judgment, and it must not be at the expense of dignity and common sense.

* * *

Merritt B. Holley, who has been writing the advertising for the Hannah & Lay Mercantile Co. for several months past, sends me a collection of nine advertisements which have lately appeared in the two daily papers of Traverse City, one of which I reproduce this week. The spaces used are liberal, ranging from 9 to 12 inches in length and three columns in width, which gives the advertiser ample opportunity to demonstrate his ability to attract attention to the varied lines of goods handled in a large general store. I believe the attention this house has given to the preparation of its advertising during the past year has paid and that the management is satisfied that it is essential for an establishment of that size to employ a man to give special attention to the advertising department. I believe, also, that the advertising done

The Hannah & Lay Mercantile Company.

The Way To a Man's Heart

Is through his stomach, is an old saying. There'll be a good many hearts reached if you order some of these good things with your groceries.

Tomatoes for Frying

"Meaty" is the word to use in expressing the quality. It's the whole tomato with just the heart cut out. They come in large cans, ready for frying or for making sauce. Those that have used them say they are the finest eating—just like picking them off the vines. Sell at 18c the can. Other grades at 10, 12 and 15 cents.

Nicer Than Fresh Fruit

It looks like a singular statement, but it's the truth. These pineapples were absolutely ripe and perfect when canned, and they sell at 25c a can. Then we have plums, pears, peaches, gooseberries, raspberries, apples, apricots, cherries, strawberries, etc. Prices from 10 to 35c the can. 35c may seem a little high, but after you have tasted them, you will wonder how so good a quality could even be sold at that price.

"Just Like Mother Made"

Is always the verdict, after one has eaten pies made from our Nonesuch Mince meat or New England Prepared Pumpkin. Nothing like it ever sold, and the price is only 10c a package for either kind. If you've never tried it don't miss this chance.

Peas That Please

Seems as though your wife had been in your summer garden—that's the "Early June" that sell at 18c. The small sifted peas are as sweet as any French and sell for 20c. We have thirteen different kinds of peas, so we can please any taste. Order some with your next groceries.

We Must Repeat

No breakfast is complete without buckwheat cakes and good maple syrup. The New England Buckwheat in 10c packages—Hannah & Lay Co.'s Celebrated Buckwheat in 25c sacks. Adirondack Sap Maple Syrup, absolutely pure and in air tight cans—quarts sell for 30c, two quarts for 55c, and gallons for \$1.00. The celebrated Canada Maple Syrup sells at 25c for quarts, 50c for two quarts and 90c the gallon.

Nothing Like Good Coffee

And our Old Government Mocha and Java is good. We know it, and our customers tell us. That settles it. This sells for 40c. Have a Revere Mocha and Java at 35c, and the banner at 30c. Then there's Santos at 18c—five kinds at 16c, and a good Rio at 15c.

NAILS

Sash, Glass,
Doors, Paint, Oils, Etc. have
during the last 30 days stealthily advanced in

PRICES

but I had a limited quantity of these bought
and am naming the old prices while
they last. We sold 5 bills last
week but can do good to a
few more—

GLASGOW

You Find The Girl Mr. Man

and we'll find the ring. That's our business, ring finding. We can't begin to tell you what the cost will be until we have some idea of how expensive your tastes are. We have plain gold rings to 18 K, 14 K, and 10 K, oval, square and raised band rings. Should you decide to choose from our stock, you can feel assured in advance that the quality will be represented exactly as it is, and the price will insure the largest value for your money.

Bring your jewelry in and let us clean it. Free.

R. N. FISHER & CO.,
Cor. River and Division St.

Coffee

all kinds and prices
reduced

Robin Mocha and Java,
25c coffee for 20c

Java-Ocha,
30c coffee for 18c.

President's Cabinet,
35c coffee for 33c.

Bulk Coffee,
at 12 1/2c, 15c, 20c, and 25c.

NELSON & JOHNSON,
226 Front Street.

**3 PER CENT.
ON DEPOSITS.**

THE HASTINGS NATIONAL BANK, having introduced a Savings Department, will pay 3 per cent interest on all savings deposits. Deposits of any amount received and savings pass books issued. Interest compounded semi-annually. Deposits payable on demand without notice. Only National Bank in Barry county. Established 30 years. Capital and surplus, \$100,000.

OFFICERS	
J. T. Lombard, Pres.	
J. F. Goodyear, V. Pres.	
W. D. Hayes, Cashier	
H. G. Hayes, Asst. Cash.	
DIRECTORS	
J. T. Lombard	
John F. Goodyear	
F. D. Pratt	
W. D. Hayes	
Clement Smith	
R. K. Grant	
W. H. Chase	

by this store could be improved in appearance and increased in drawing power by greater uniformity—by the use of one distinctive style of border, instead of numerous different patterns, and by the use of a specially designed and engraved heading of "The Hannah & Lay Mercantile Company," omitting the superfluous "The" and shortening the "Company" to "Co.," which would enable the engraver to reproduce the corporate name in a strong and distinctive manner. Whether used as a heading or signature, the line would soon come to be regarded as a trademark of the house, the same as the headings used by Rogers, Peet & Co., Marshall Field & Co., Foster, Stevens & Co. and other large houses which have reduced their advertising operations to a science.

While I do not always admire the taste of C. L. Glasgow, of Nashville, I heartily commend the originality of his advertisements and the persistence with which he makes frequent changes. In the face of these virtues I am ready to forgive him for an occasional crudity, because candor compels me to admit that his advertising is head and shoulders above nine-tenths—yes, ninety-nine per cent.—of the announcements which appear in the country newspapers. The example presented this week is simple and effective. The large quantity of white employed makes it sufficiently conspicuous. I can not say that I like the phrasing—"we can do good" is not a good trade expression—but the advertisement will gain trade, for the matter of prices is a sufficient attraction.

The Hastings National Bank offers a very complete advertisement of its savings department. I think there would have been more value had the name of the bank been made heavier. Then the display would be more effective with more white inside the borders. This could have been done by using smaller faces of type and less leading.

R. N. Fisher makes a better use of white space and is fortunate in getting a simple and effective display. The subject introduced is one calculated to gain attention, but I think I have seen it before in a similar connection. The advertisement is good for a change, but next week there should be something else.

Nelson & Johnson show a neat announcement of coffee prices and the printer has done his part well. In an advertisement of this sort the temptation is always strong to mix the type faces. The only suggestion that I would offer in the display is that I would omit the commas in all the display lines.

You ought to sell

LILY WHITE

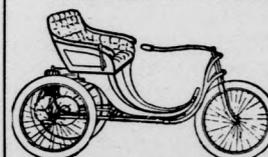
"The flour the best cooks use"

VALLEY CITY MILLING CO.,
GRAND RAPIDS, MICH.

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.

The Meat Market

How to Conduct a Market Profitably.

I have been asked to give my ideas as to how a meat market should be managed so that it will prove profitable. It is of the greatest importance, I think, that the proprietor shall do his own buying. No matter how good a man you may get to do that part of the work for you, and no matter how thoroughly he may understand the business in all its details, you will not find one who will do it as good as yourself. It does not make any difference whether the man is brighter and smarter in every respect than you are yourself, you will not be altogether pleased with his ability and work. You will think you could have saved money had you done the buying yourself; and, further, you know better what the trade demands than any one else does, and if you had done the buying yourself you would only buy—if you were careful—what you could readily dispose of. Therefore, you would avoid the trimming and waste which must necessarily come if you buy too much and have no outlet for it. This is what would surely happen if you had a buyer. Another thing: He wouldn't use the same amount of judgment as yourself, because he reasons: "Oh, well, I must buy to make a bluff, or I'll lose my position—and I have nothing to lose otherwise." So he would let it go at that.

If you have a foreman in your employ, treat him right, or you will be the loser. In addition to the foreman you perhaps have in your employ five to ten men that receive from \$14 to \$16 per week. Don't give your foreman the same wages as you pay the others, and promise you will give him more when business gets better. Give it to him from the start; otherwise he will not take sufficient interest in your business or welfare. If you pay him more he will see that your customers are treated right. He will see that your shop is kept clean; that the men look neat; he will not allow the chewing of tobacco, swearing, skylarking or coming late in the morning. Then you will have no difficulty in doing business at a profit.

Don't "bulldoze" your men; never let them see you angry. Give your orders to your foreman—he will attend to the rest. In the event of your having no help whatever, then the management of the market becomes entirely different. You consequently do all the work yourself. In all cases keep the best meats and poultry you can get; give honest weight; be polite and kind to all; don't tell your customers lies; do not talk too much, and avoid the discussion of politics in the market. No doubt your trade will be mostly with women. You will find some women better looking than others. Well, the good looking ones please avoid—flirting with; the ugly ones there is no need to caution you of. The good lookers will put a hole in your pocket. Treat all alike, and don't trust, above all things. Wine, women, games and deceit make the wealth small and the wants great. Be honest, persevering, and attentive, and your market will be successful.—J. W. Anderson in *Bntchers' Advocate*.

Don't Wash Eggs.

The shell of an egg is porous and nature hermetically seals the pores, which excludes the air and arrests decay. Eggs that are washed or that are wiped will not keep long, owing to the action of the atmosphere. This is in a great

many instances the sole cause of the very heavy loss reported on some lots of eggs coming out of storage, the shipper or packer having washed or wiped dirty or stained eggs to improve their appearance, robbing them of nature's preservative. This same egg, however, if put down in brine, which in a great measure is made up of lime, will keep very satisfactorily, as the pores are sealed with the fine particles of lime—so much so that the shell becomes absolutely air tight, as evidenced by the fact that when you boil a limed egg, where the shell has not been pricked, the heat will expand the air within and explode the shell. Dirty or stained eggs should all be put down in lime rather than be washed or wiped and placed in storage.

An Honest Race.

"Well, gentlemen," said the commercial traveler, "I never hunted bear myself, but I heard a story the other day of some fellow who found one up in Montana.

"They were prospecting right up in the big bear country, but they let the bear alone, and the bear let them alone. One night they camped in a deep canyon, and while one was cooking supper the other started out with his shot gun to get some birds. Lots of birds up there. So tame that you can almost kill them with a stick.

"Pretty soon the man with the shot gun ran up against a grizzly, and Mr. Grizzly was mad about something, and started for him. The man hit the trail hard for camp, the bear right after him. When the fellow who was cooking the supper heard the landslide coming down the mountain, he saw what was up and grabbed his gun to shoot. But he was afraid to shoot for fear of shooting his partner, so he couldn't do anything but yell.

"Run, r-u-n!" he howled, dancing around to get a shot.

"Run!" panted the other fellow. "Run? You fool, do you think I'm throwin' this race?"

The Modern Method

of Producing Artificial Illumination.

The Pentone Gas Lamp Co., of Grand Rapids, Mich., have perfected an artificial Gas Lamp that stands second to none. This lamp is finished in nickel and is strong and substantial. There is nothing about it to give out, requires little care or attention, and is absolutely portable. It is constructed entirely of heavy brass. A money saver and light producer unexcelled. The quality of light produced is far superior to gas or electricity on account of the whiteness and steadiness, which resembles daylight more closely than any other artificial light. This lamp has seven inches of perfect generation from the point of supply to the point of vapor discharge, thus insuring perfect generation in any temperature and in all conditions of weather. We will give the purchaser of every lamp the automatic spring extension herewith illustrated. The lamp is strong and substantial and there is no limit to its durability. Buy the Pentone and you make no mistake. It is the highest development of the art to date. Each lamp guaranteed for one year from date of purchase.

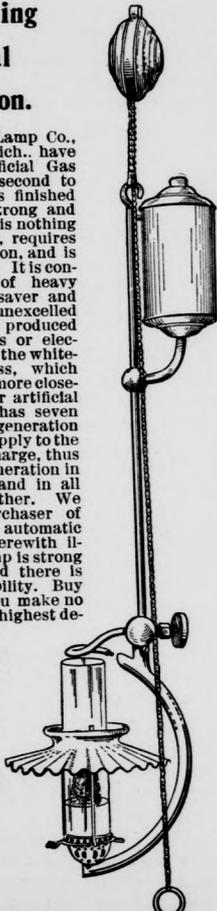
PENTONE GAS LAMP CO.

240 South Front Street

Grand Rapids, Mich.

Near Fulton Street Bridge.

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



William Reid

Importer and Jobber of Polished Plate, Window and Ornamental

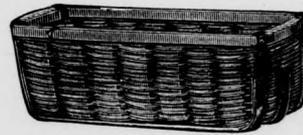
Glass

Paint, Oil, White Lead, Varnishes and Brushes

GRAND RAPIDS, MICH.

W. FRENCH, Resident Manager.

Balloo Baskets Are Best



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

We make all kinds.

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

Send for catalogue.

BALLOU BASKET WORKS, Belding, Mich

NO MORE DUST!



No more wet sawdust or sprinkling. Clean, Quick, Easy Sweeping.

WIENS SANITARY AND DUSTLESS FLOOR BRUSH.

WIENS BRUSH CO., MILWAUKEE, WIS.

GOLD MEDAL, PARIS, 1900

Walter Baker & Co. Ltd.

PURE, HIGH-GRADE

COCOAS AND CHOCOLATES

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

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



TRADE-MARK.

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

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

WALTER BAKER & CO. Limited, DORCHESTER, MASS.

Established 1780.

"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

Buckeye Paint & Varnish Co.

Paint, Color and Varnish Makers.

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

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TRADESMAN COMPANY, Grand Rapids, Mich.

Around the State

Movements of Merchants.

Kingston—W. L. Baker, druggist, has sold out to Milo A. Smith.

Greenville—Alex. Massie has sold his grocery stock to F. E. Burleigh.

Bellaire—H. P. Pettit will remove his bazaar stock to Gladwin April 15.

Big Rapids—William Day has engaged in the grocery business at this place.

Adrian—Benj. Peavey, grocer and meat dealer, is succeeded by W. F. Trim.

Detroit—Moses Greenburg succeeds M. Greenburg & Son in the clothing business.

Northville—Wm. H. Cattermole has purchased the harness stock of Nathan H. Caverly.

Woodland—Chas. E. Rowlander succeeds Harter & Rounds in the grain and hay business.

Calumet—Stefanz & Chopp have purchased the general merchandise stock of Lucas, Matt & Co.

Flint—C. F. Quick, furniture dealer and undertaker, has removed from Royal Oak to this place.

Otsego—A. B. Bosman has closed his clothing store in the Union block and removed the stock to Holland.

South Haven—H. L. Daggett has purchased the T. E. Kymes meat market and has already taken possession.

South Boardman—M. J. Murphy has purchased the interest of his partner in the meat firm of Murphy & Hurley.

Escanaba—T. J. Martin has added a meat market, which he will conduct in connection with his grocery business.

Unadilla—A. C. Watson has engaged in general trade, having purchased the merchandise stock of W. S. Livermore.

Alma—Stevens & Gargett have leased one-half of their furniture store to W. E. Wilson, who will occupy same with his grocery stock.

Rodney—M. Ketchem has purchased the interest of his partner, Wm. Mulholland, in the mercantile firm of Ketchem & Mulholland.

Millington—McPherson & Crippen have purchased the general merchandise stock of J. D. Storms & Co. and will take possession April 1.

Escanaba—F. D. Mead and H. Salinsky have been appointed trustees of the Glazer department store stock and will dispose of same at once.

Jackson—Carl G. Trumble has resigned his position with F. L. Henderson & Co. and will open a drug store in the Library block next month.

Traverse City—James Loeding has closed his grocery store on Union street, having decided to work at his trade as carpenter during the coming season.

Dowagiac—The E. E. Allier Grocery Co. has sold its stock to Cooley & Hamblin, of South Bend, Ind., who will continue the business at the same location.

Ludington—Elmer Guinette has purchased the interest of Mr. Asplund in the grocery firm of Asplund & Brandt. The new style will be Brandt & Guinette.

Hillsdale—W. H. Croose, who sold his interest in the meat business to his partner, Geo. Scheick, last fall, has purchased the Cummins market, on Howell street.

Dundee—The hardware stock of Chandler & Engel has been taken by J. J. Dixon, of the Dundee bank, on a chattel mortgage, the indebtedness being about \$2,000.

Flint—Fred P. Elliott, of this city, and J. A. Cheney, of Alpena, have formed a copartnership and engaged in the shoe business under the style of the Economy shoe house.

Vernon—W. D. & A. Garrison, who have conducted a general store here for over forty years, have sold out to H. B. McLaughlin, who will take possession of store and stock at once.

Marquette—I. Reshofsky has retired from the clothing firm of D. Seidenfeld & Co. and will engage in business at Laurium. Mr. Seidenfeld will continue the business in his own name.

Shelby—L. P. Hyde has purchased John Munson's shoe and rubber stock and shipped it to Hart. Mr. Munson will concentrate his efforts on the clothing and men's furnishing goods business.

Owosso—M. Schulein, proprietor of the Boston clothing house, has removed the remainder of his stock to Ovid, where he will close it out at once. He will re-open with a new stock here about March 15.

Ypsilanti—The drug firm of Morford & Hyzer has been dissolved. W. E. L. Smith, formerly a clerk in the store, has purchased the interest of Mr. Hyzer. The new firm will be known as Morford & Smith.

Muskegon—Jacob Jesson, formerly engaged in the drug business here for several years, but for some time past the proprietor of a prosperous pharmacy at Ontario, Calif., was recently married to Miss Marie T. Wigton, of Berkeley, Calif.

Detroit—The wholesale jewelry firm of Kunz & Shuttleworth has been succeeded by Kunz & Rogers. Mr. Kunz will have full charge of the business and will continue it as heretofore, Mr. Rogers not being a jeweler and being engaged in other lines of business.

Carson City—B. F. Sweet has sold his drug stock to Fred J. Chamberlain, formerly engaged in the drug business at Battle Creek. Mr. Sweet has been engaged in the drug business here a quarter of a century and enjoys the confidence and respect of every one within a radius of a dozen miles.

Owosso—E. L. Devereaux and Bert Gristock have purchased the grocery stock of W. E. Burhans. Mr. Gristock will have the management of the business. Extensive repairs will be made on the store building and the stock enlarged. The new establishment will be known as the City Cash grocery store.

Allegan—The J. G. Stein Grocery Co. has leased the first floor of the Parker block and the buildings in the rear, which will be used for warehouse purposes, and will remove to its new quarters about March 1. Burrell Tripp, who recently purchased the building now occupied by the company, will put in a stock of groceries.

Houghton—The Lake Superior Produce & Cold Storage Co. has purchased the Hutchinson Produce Co., of Hutchinson, Minn., which includes five branches and eight creameries. This purchase enables the company to secure an ample supply of fresh eggs and creamery butter for its copper country trade. It will also supply a large trade in Butte and Helena, Montana.

Cadillac—The Drury & Kelley Hardware Co. has been recently reorganized and the corporation in its new form consists of C. E. Drury, Mrs. C. E. Drury, Mrs. Eva Kelley and George Hecox, the latter having purchased a portion of Mrs. Kelley's stock. The officers of the company are C. E.

Drury, President; Mrs. C. E. Drury, Vice-President; Mrs. Eva Kelley, Secretary and Treasurer.

Owosso—Cnestor W. Hopkins, for several years cashier of the Chesaning bank, will remove to Owosso April 1 and enter the employ of the banking house of M. L. Stewart & Co. From 1886 to 1888 Mr. Hopkins was a member of the hardware firm of Hopkins & Gould, of Owosso. He afterwards moved to Chesaning and acted as clerk of Saginaw county from 1892 to 1896. Since the latter date he has been cashier of the Chesaning bank, with the exception of one year when he was connected with R. H. Nason in the lumber and real estate business in Louisiana.

Manufacturing Matters.

Port Sheldon—Aussicker Bros. will erect a stove mill here.

Detroit—The Columbian Cash Register Co., Limited, has discontinued business.

Detroit—The Buhl Malleable Co. has increased its capital stock from \$75,000 to \$100,000.

Detroit—The style of the Standard Can Co. has been changed to the Michigan Can Co., Limited.

Allendale—The Allendale Co-operative Creamery Co. has declared a 10 per cent. dividend from the profits of 1900.

Woodland—The Woodland Creamery Co. has secured the services of Guy Bovee, of Lake Odessa, to manage its factory the coming season.

Cadillac—Daniel Kysor has purchased the McAdie & Company iron works and will assume the control of the establishment May 1. He was formerly a well-known mill owner and lumberman at Bond's Mill.

Adrian—Col. B. F. Graves has purchased an interest in the Lewis knitting factory here, which has begun work with twenty operatives. As soon as the machinery can be placed the force will be increased to 100 machine workers.

Saginaw—The contract for laying the foundation for the sugar beet factory here has been let to Campbell & Osborn, of Bay City, and work is to begin soon. There is to be more building in Saginaw this year than in any year since 1893.

Detroit—The Booth Manufacturing Co. has filed articles of association, incorporating a company to deal in builders' supplies under \$10,000 capital stock. Charles R. Everts, William S. Booth and Edwin Everts constitute the stockholders.

Middleville—The Improvement Association of this place has made a deal with the Warren Featherbone Factory, of Three Oaks, by which that institution will establish a branch plant at this place. It will occupy the same location formerly owned by the Keeler Brass Co.

Detroit—Articles of association have been filed for the incorporation of the F. C. Osborn Co., of which Francis C. Osborn, Laura F. Osborn and Frank E. Robson, all of this city, own 100 per cent. of the capital stock. The company is to manufacture scales and is capitalized at \$25,000.

Pontiac—The Pontiac Utility Manufacturing Co. has been organized, with a capital stock of \$12,000, all paid in. It proposes to manufacture the Sherman dishwasher and the Sherman steam cooker, patented by F. C. Sherman, of this city. The company will locate in one of the Osmun buildings on South Saginaw street, and in addition to the Sherman patents, will make a general line of sheet metal utensils.

Benton Harbor—The house furnishing goods firm of C. J. Peck & Co., composed of C. J. Peck and Charles L. Young, has leased the first floor and basement of the Robinson block. This will give them a floor space of 28,000 feet. A carpet manufacturing, varnish and second-hand departments will be added.

Mt. Clemens—The Mt. Clemens Casket Co. has been incorporated, with a capital stock of \$10,000. The officers elected are: President, Charles Ayers; Vice-President, George Brandy; Secretary and Treasurer, Rueben C. Ullrich; directors, T. Van Damme, Ralph Olney, Charles Ayers, R. C. Ullrich and George Brandy.

Saginaw—A new company has been organized under the style of the Howell & Spaulding Co. to continue the manufacture of the Howell and Spaulding steel horse collar. The stockholders are E. O. Spaulding, Fred Slocum, F. E. Kelsey, J. D. Wilsey and F. H. Johnston. Mr. Kelsey will act as manager. The capital stock is \$14,000.

Detroit—The old-established firm of W. H. Anderson & Sons, tool manufacturers, who removed from 38 Clinton avenue to 14 Macomb street about twelve years ago, has again been obliged to find larger quarters, and after May 15 will be located on the corner of Guoin street and St. Aubin avenue. A tract of land 127x156 feet has been purchased and the work of erecting a forge shop 100x60 feet and a two-story machine shop 40x67 feet will be commenced this week.

Detroit—W. Osgood Orton, President of the Western Gas Engine Co., of Mishawaka, Ind., states that his company is thinking of coming to Detroit if certain preliminaries can be arranged. Detroit is desirable because of its deep water way. The firm has a capital of \$35,000 and manufactures both marine and stationary engines. The styles are now limited to such as can be transported by rail, but in the event of coming to Detroit the company would increase its capital and try to interest local money. A river frontage of about 50 feet and an area of about 700 by 130 to 150 feet will be necessary for the plant, as the buildings can be but one story.

The Boys Behind the Counter.

Hillsdale—Harry Osborn succeeds Charles Tyler as clerk in the hat, cap and furnishing goods store of L. H. Frensdorf.

Allegan—John E. Wool, of Lake Odessa, succeeds O. B. Shonding as clerk in the Phillips Bros. hardware store and will move his family to Allegan in the spring. Mr. Shonding will enter the employ of G. L. Hicks March 1.

Petoskey—C. L. Tousley has severed his connection with the W. W. Rice Leather Co.

The Saginaw Storekeeper last week published an extra anniversary edition, comprising 42 pages and cover, containing much special matter of general interest, together with a liberal assortment of extra advertising. The issue was in every respect creditable to the publication, to its editor and to the market which it undertakes to serve so well and so faithfully. The Tradesman extends congratulations.

The Commercial Credit Co. Systematic Collector or direct demand letters will bring in "good but slow" accounts 100 per cent. net.

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

Grand Rapids Gossip

L. E. Whiteman succeeds F. L. Struble in the grocery business, at the corner of Lafayette and Hall streets.

C. R. Reid has engaged in the grocery business at Mendon. The stock was furnished by the Musselman Grocer Co.

W. L. Freeman, who has done the buying for the Worden Grocer Co. and its predecessor at the same location for many years, has ceased his connection with that corporation and is succeeded by E. D. Winchester, who has achieved an excellent reputation as a retail grocer and whose friends confidently expect him to score a second success in his new relation.

At the annual meeting of the stockholders of the Michigan Bark and Lumber Co., Clarence U. Clark, W. D. Wade and Mrs. I. J. Clark were re-elected directors of the corporation. The former officers were then re-elected, as follows: President, C. U. Clark; Vice-President, W. D. Wade; Secretary and Treasurer, F. N. Clark. The company enjoyed a prosperous year, the net returns being somewhat larger than were expected.

The Produce Market.

Apples—Russets and Ben Davis are held at \$2.50. Baldwins and other fancy varieties command \$3@3.25. There is no particular change in the market. The fact that supplies are no larger than last year, taking the country as a whole, and that demand is considerably more active, assists in keeping the market firm on all choice and fancy grades. Under grades require urging to clear.

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

Beets—\$1 per bbl.

Butter—Creamery is strong at 22c, although receipts are liberal. Dairy grades range from 13@15c for choice rolls down to 11@12c for packing stock. The market is in good shape, exporters having completely cleaned out the surplus supplies in the East.

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. California is beginning to arrive and finds an outlet on the basis of 90c per bunch.

Cider—13c per gal. for sweet.

Cranberries—Jerseys are steady at \$2.75 per bu. box and \$8 per bbl.

Eggs—Strictly fresh are still held at 18c, due to the continuance of cold weather. The price will certainly drop as soon as the weather changes, because the Grand Rapids market is above the parity of other markets.

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. Lemons are scarce and there has been a slight upward movement in fancy grades, which are about cleaned up. Not for some time has this market been as bare of lemons of all grades and sizes.

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 \$1.10@1.50. 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.

Parsley—40c per doz. bunches.

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

Pop Corn—\$1 per bu.

Potatoes—Miller & Teasdale Co.'s review of the market under date of Feb. 25 is as follows: New potatoes will come much earlier than usual this year on account of the very open and mild winter (no winter at all). Already the planting is in full force in the Far South. The season is now well advanced, and with favorable conditions (and it hardly seems possible that conditions can be anything but favorable since it is so late now, and the 1st of March will soon be here and March a spring month) there will be larger quantities of new potatoes on the market earlier than ever before. At best, the time is limited in which to clean up the old potatoes—March, April, May and doubtful if part of June, except in the extreme North—and if new potatoes come as early as they are expected and if early garden truck is as plentiful as it no doubt will be on account of the favorable season, there will be a limited demand for old potatoes during the last days of May. Therefore, there remain but two good months in which to move the crop of old potatoes, which is recognized by well posted authorities to be the largest amount ever on hand at this time of the year, especially in the farmers' hands, unless the big year of 1895 and possibly 1896, at which time the ruling prices at loading stations in the spring ranged from 7@12c per bushel and some stations sold fine, hard stock loaded at as low as 6c in Michigan when the buyer furnished the labor. There seems to be a difference of opinion on the situation of potatoes at the present time, but the preponderance of evidence is with the men who, with the statistics in hand, are willing to accept the situation as it really exists, and came to the conclusion some months ago that the market on potatoes was bound to be lower in the face of the facts then presented; we were with this class, and have, with the most intelligent information available, endeavored during the past six weeks to see the position just as it is.

Poultry—All kinds are firm and in active demand. 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, 9@10c—old not wanted.

Radishes—30c per doz. bunches for hothouse stock.

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

Squash—2c per lb. for Hubbard.

Turnips—\$1 per bbl.

Hides, Pelts, Furs, Tallow and Wool.

Hides are well sold up on all grades, with a good demand equal to all offerings. Prices do not change, while considerable pressure is brought to bear to make them lower. The market is rather a speculative one.

Pelts are accumulating, with light demand at low prices.

Furs are light in offerings. The catch is small. Prices are firm but no higher.

Tallow is in fair demand, with no change in values.

Wool is selling more freely at a declined price. One holder after another lets go, and at a loss. Other holders feel encouraged from the fact that the stuff sells; that bottom has been reached and that any change will be for higher prices. Stocks of Michigan wool are light at seaboard markets and in manufacturers' lofts. The new clip is close at hand and manufacturers do not feel alarmed at any report of scarcity.

Wm. H. Hess.

The Grocery Market.

Sugars—The raw sugar market remains quiet at 4¼c for 96 deg. test centrifugals. Business was very light, as refiners have ample supplies for the present and are not buyers. Holders are storing sugars, rather than force them on the market. The refined market is quiet, but list prices remain unchanged. As fair supplies are held by buyers, they only purchase sparingly, operations being of a hand-to-mouth character. No immediate change in price is expected.

Canned Goods—The past week in the canned goods market was as quiet as it has been since the first of the year. It is true that February is usually a dull month in canned goods, but this year it has been unusually so, excepting for tomatoes. All of the other lines were quiet, but it is evident the quotations have struck rock bottom and that stocks are in such shape as not to cause the holders any uneasiness. There are some lines of canned goods which are unquestionably a very good and safe purchase at the present quotations, and buyers would do well to watch them closely, particularly tomatoes, peaches and oysters. There is very little, if anything, to say about the corn market. There is a lot of very poor quality goods being offered at phenomenally low prices, but better goods can be bought at very reasonable prices. However, the demand for any grade of corn is very light and trade in futures is also very slow. There is quite a little trade in spot peas, particularly the cheap grades, which are firmly held. There are all kinds of rumors relative to the coming pea pack, but most packers have not yet named any price. The market is in such an unsettled condition that the packers hardly know where they stand. The fear of the pea louse and the uncertainty of the formation of the can combine are the principal reasons why so little business has been done in future peas, nor is there liable to be very much business done until these questions are settled and some estimate of the pack can be obtained. String beans are unchanged, but there is very little demand or them. The peach market is not at all active, but it was not anticipated that it would be. March and April are the months in which most of the peaches are sold and a large quantity is expected to be sold during that time to meet the required demand. Gallon apples are firm at unchanged prices, but are in very small request. Oysters are quiet at unchanged prices. The demand is only fair at present, but we think this market will bear watching. A glance over the entire market brings to view a state of affairs not in keeping with the general conditions and it is quite evident that there must be some change in the canned goods situation shortly. The consumption of canned goods, from all reports, continues large and it is only a question of a short while when these stocks will have to be replenished.

Dried Fruits—The dried fruit market shows no material change, but the demand for prunes appears to be growing from day to day, although prices show no improvement. The buying continues almost exclusively of small or moderate sized lots, but the aggregate business is considerable, or, at least, more than has been experienced for some weeks. Raisins are steady in price, but very quiet. There is, however, quite a good demand for seeded. Currants are unchanged. The demand seems to be

picking up and holders are somewhat firmer. Apricots and peaches are very quiet, but prices show no change. Evaporated apples are so dull that it is difficult to say what the market is. Quite a little better trade is noted in figs at unchanged prices. Dates are dull and easy.

Rice—The trend of the rice market remains strong and prices are fully maintained, despite the slow movement. The demand, however, shows a slight improvement during the last few days. All grades of foreign rice attract attention, stocks of which are rather light.

Tea—The tea market is firm and some grades show a slight advance in price. The demand is good for small lots, which in the aggregate amount to a good business. Dealers remain very confident of a better market and no pressure is shown to market supplies.

Molasses and Syrups—Prices remain firm for all grocery grades of New Orleans molasses, dealers generally reporting business of a satisfactory character, with a somewhat increased demand. Spot stocks are fair and firmly held. The corn syrup market is very firm and prices show an advance of 1c per gallon and 5c per case.

Nuts—The trade in nuts is fair for this time of the year, the season of greatest activity having already passed. Stocks of filberts and almonds are very light and held at full prices. Walnuts are in moderate supply and prices are unchanged.

Gripsack Brigade.

Jackson Patriot: Charles K. White, who has been with the Model clothing house, has resigned his position and engaged to cover the State of New York for the Michigan Corset Co.

Hillsdale Standard: Charles Tyler, for the last three years clerk at L. H. Frensdorf's, expects to start on the road March 1 for a Beloit, Wis., glove house and the Quincy Knitting Works.

Marshall Statesman: R. S. Scott has taken a position as traveling salesman for the Folding Bath Tub Co., and left Monday for Holly in the interest of the new rural delivery mail box recently patented by Mr. Grant.

Fremont Indicator: W. P. Patterson, of Muskegon, traveling salesman for the J. I. Case Threshing Machine Company, is very ill at the St. Charles, with pneumonia. Mrs. Patterson came Saturday morning to nurse him.

Ironwood Times: Walter Monroe has resigned his position as night clerk at the Curry, and gone to Duluth to take a position as traveling salesman for L. Van Praagh. He is succeeded at the Curry by Fred Hutchinson, of Minneapolis.

Passenger Traffic Manager Nicholson, of the Santa Fe, has sent out samples of his proposed coupon tickets, which are designed to defeat the schemes of scalpers for beating the railroads, accompanied by circulars explanatory of the manner in which it is designed they shall be sold and handled, all of which has heretofore been fully explained in this column. The tickets in question show the method of cancellation to be employed. The idea is to have stations shown by an official number, which will be punched, instead of the name of the destination of the travelers to which they are sold. In this way no scalper could definitely know what the ticket was good for and therefore could not make the alterations which have so often defrauded railroads out of just revenue.

Hardware

Personality as an Element of Commercial Success.

In seeking for the causes of business failures or successes, it has often appeared to me that both writers and speakers have frequently failed to take cognizance of elements which contribute not a little to success or failure, or, if they have recognized such elements, have failed to give them the importance which they really deserve.

This may be because such elements do not appear prominently upon the surface, but rather beneath it, or, when they do rise above, are not always recognized by their proper title. I refer to personality and pure human nature.

These elements have guided or misguided the affairs of men from the time when Eve's overweening curiosity made her a prey to the serpent and Adam fell a victim to feminine cajolery, to the present twentieth century where human nature is the same, although clothed in the garb of more modern times.

The cat, although transformed to a bride, will still pounce upon the mouse, as in the days of Aesop.

We come into the world human and endowed with a nature that has accompanied the race through all the ages. We each and all of us may have our especial and particular mental peculiarities or tendencies, but others have had them before us and others will have them after us.

They are mostly natural and subject to well known and fixed laws.

In general, we are much alike and many tendencies we all have in common. Still each individual has a few little peculiarities very much his own, and these we soon come, to some extent, to recognize in each other.

We may not all agree as to the importance these tendencies and the knowledge of them in each other play in the game of business, but all will, I believe, agree that they cut somewhat of a figure.

It is human nature to locate the causes of success largely within ourselves and to place the blame of failure upon outside causes and influences.

One man succeeds because he has a disposition and mental make-up which make him friends and draw him trade from all directions.

Another who lacks the personality of the first succeeds because he understands human nature in others and knows how to play upon and guide into proper channels their various peculiarities and inclinations.

One man fails because his personality is bad, although his methods may be good.

Another fails, although his personality is good, because he does not understand and appreciate the many peculiarities and tendencies of his fellows.

Many succeed and many fail without ever fully realizing or appreciating the real forces which lie at the bottom of their success or failure.

The man who is thoroughly conversant with Nature's laws, and who knows the causes of certain effects and how to produce, regulate or take advantage of them, has a strong lever with which to do his work.

Self-preservation is the first law of Nature. It is born with us. It is intuitive. It doesn't wait for reason, judgment or fairness. This is shown in times of great danger by the selfishness and brutality of many from whom we

would least expect such an exhibition. We may say we would not exhibit such a spirit. Wait until we are tried. Next to me is mine. Next to us is ours. This is natural.

Now for the application:

A man starts in business with ample capital, a good location and all the outward needs for a successful career.

He has a bad personality. Customers do not like him. They may think he means well, but they don't like to trade with him.

He fails. Why?

Will he be honest as to the cause of his failure, even should he know it?

If the department store man across the street was a pleasant fellow, will he not lay it to him and his competition?

Another starts out likewise well equipped as to capital, location, etc. He has a pleasant and attractive personality. He is a good fellow. He can't say No to the salesman who asks him to take a gross instead of a dozen. He can't say the little word to the other good fellows who want the goods to-day and will pay next month, next fall and perhaps finally in pork.

He fails. Why?

You Will Miss It

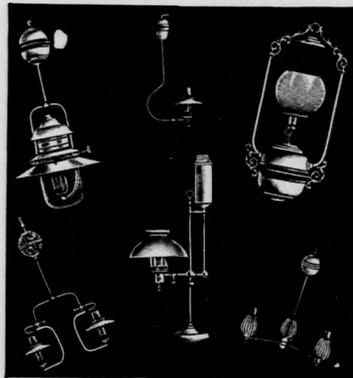
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283 W. Madison St., Chicago, Ill.



At One-Half Cost

Two Morley Shelf Ladders, seventy-four feet Track, eighteen Brackets—good as new. Enquire of

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"DETROIT" Vapor Stoves

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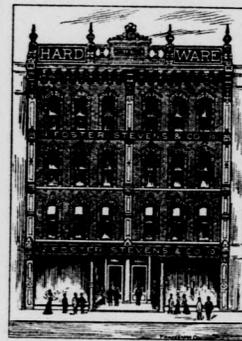
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Are entirely different from all others. No tank in sight. The "Detroit" burner is the ONLY burner. It has proven its superiority during the past five years.

Write for catalogue and secure agency.

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PRINTING FOR HARDWARE DEALERS Tradesman Company
Grand Rapids,

Will he be honest? If the catalogue house man in the city bought carefully and sold for cash, will he not lay his failure to catalogue house competition?

There is nothing more human or more natural than selfishness. This is seen nowhere more forcibly than in trade. Your customer does not go to the department store or send to the catalogue house because he dislikes you, but because he believes he can do better for himself and his.

If the catalogue house or department store man gets his trade, it is because they have made him believe this. They recognize this trait of human character and cater to it.

Wouldn't you do the same if you had the capital and the opportunity? Now be honest.

Do you try to take advantage of this human selfishness, and try to show your customer how he is doing best for himself and his by trading with you, even if he has to pay a slightly higher price?

Do you show him how some of the money he pays you stays at home to keep up the local church, school, fire company, etc., and do it pleasantly, effectively and persistently?

Or do you jump upon him and the catalogue house rough-shod and often miss the truth and too sharply attack the customer's judgment, which is a very tender point with him?

How many customers, if too roughly convinced of an error, will refuse to correct the same, simply as a matter of personal pride, or through a dislike to openly come out and admit their judgment was wrong?

There are hundreds of merchants today in cities and villages who are successful and prosperous, notwithstanding much severe competition. They are selling large quantities of goods, getting fair prices and making nice profits and accumulating a competence.

In these same cities and villages are other merchants who are not thriving, although they have practically the same conditions to meet.

I do not wish to appear to argue that personality is everything or that an acute knowledge of human nature will always accomplish desired results.

I do, however, believe that these elements are important factors in business success.

Barnum said that people like to be humbugged. They evidently liked Mr. Barnum's way of humbugging. He was careful, however, that his humbugs had no stings.

How many men have made fortunes from a knowledge of pure human curiosity. How many men have traded their profit on human credulity and hope.

A knowledge that men can be easily made to believe what they really want to believe has enabled many a man to enlarge his bank account.

In our fights against many evils we have, I fear, many times lost sight of some of our most effective weapons.

We sometimes abuse the catalogue house and department store man. He is doing simply what you or I would do were we in his place, provided, of course, that he is at least fairly honest, and most of them doubtless are.

He is buying where he can do the best, selling for cash and making some money. He understands human nature. This knowledge is a part of his stock in trade and it is yielding him good returns. As long as he is honest, we should not criticise him. If he is dishonest and unfair, he should be punished, and

in any case his sins will ultimately find him out.

The man who sells the department store and the catalogue house at cut prices, and allows them to cut prices to the consuming public to a point where the honest retailer can not compete, is the man we are after. His own selfishness has blinded his vision and overshadowed his judgment of the rights and nature of others.

The manufacturer and the jobber are the men we must educate, but we must not attempt it with a club.

The tendency of several generations can not be dissipated in a year.

These men know something of the laws of equilibrium and can be taught that the selfishness of a few hundred men can not stand against the selfishness of several thousands. They are interested in themselves and theirs and will follow the paths which lead to the best results.

A few might be driven into these paths. All can be led.

There is also a widespread love of absolute and exact justice among men, and the majority will always recognize this principle. Those who will not quickly recognize self-interest.

Justice demands that thousands of retailers scattered throughout the land, and in close touch with the consuming public shall have an equal chance with the department store and catalogue house to make an honest living.

There should be equality before commercial as well as before constitutional law.

If an appeal to justice fails, then let there come an appeal to selfishness.

The manufacturer and the jobber are in the market to sell goods at a profit. Who buy the most and pay the best prices, the thousands of retailers, or the hundreds of department stores and catalogue houses?

A continued and persistent appeal to justice and selfishness will settle these questions.

In pursuing these methods, nature and personality should not be lost sight of.

Study your men. Use tact, and ever keep in mind the influences which govern and shape human conduct. Be fair, be calm, be persistent, and above all, be just.

We all have our troubles. We always have had them. We always shall have them. The mills of the gods grind slowly, but the product that comes from the outlet is always the pure and refined grain, free from chaff and cheat.

Study your mental philosophy, master your moral philosophy, and apply the knowledge gained from both to your every-day business and social relations, and, if you don't achieve at least fair success, then the lessons which are intended to be conveyed in this article are all wrong. F. E. Bonney Paxton.

Two Drinks for a Quarter.

A young man about town who thought he had seen the limit in strange happenings ran up against a new one last Monday night. He had drifted into a hotel bar for a drink and while standing at the bar an elderly man, very nicely dressed, and with every indication of prosperity, if not wealth, came in and ordered a drink of 15-cent whisky, enquiring at the same time if that brand were not sold at the rate of two drinks for a quarter. Upon receiving a reply in the affirmative the old chap produced a flask, laid down a quarter and asked the bartender to put the other drink in the bottle to take away with him. The bartender, dazed, did so without a word, and the incident was closed.

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 5		
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	Size of Shot	Gauge
120	4	1 1/2	10
129	4	1 3/8	10
128	4	1 1/8	10
125	4	1 1/8	8
135	4 1/4	1 1/8	5
154	4 1/2	1 1/8	4
200	3	1	10
208	3	1	8
236	3 1/4	1 1/8	6
265	3 1/2	1 1/8	5
264	3 3/4	1 1/8	4
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. S. 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			
Com.	7 c.	5-16 in.	3/4 in.
BB.	8 1/2	6 c.	5 c.
BBB.	8 1/2	7 1/2	6 1/4
		7 3/4	6 3/4
		8 1/2	6 1/2
Crowbars			
Cast Steel, per lb.	6		
Chisels			
Socket Firmer.	65		
Socket Framing.	65		
Socket Corner.	65		
Socket Slicks.	65		
Elbows			
Com. 4 piece, 6 in., per doz.	65		
Corrugated, per doz.	1 25		
Adjustable.	40 & 10		
Expansive Bits			
Clark's small, \$18; large, \$26.	40		
Ives' 1, \$18; 2, \$24; 3, \$30.	25		
Files—New List			
New American.	70 & 10		
Nicholson's.	70		
Heller's Horse Rasps.	70		
Galvanized Iron			
Nos. 16 to 20; 22 and 24; 25 and 26; 27.	18		
List 12 13 14 15 16.	27		
Discount, 70			
Gauges			
Stanley Rule and Level Co.'s.	60 & 10		
Glass			
Single Strength, by box.	85 & 5		
Double Strength, by box.	85 & 5		
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		
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		
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.	00		

Levels	
Stanley Rule and Level Co.'s.	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, Clsterm.	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	
Ohio Tool Co.'s, fancy.	50
Scota Bench.	60
Sandusky Tool Co.'s, fancy.	50
Bench, first quality.	40
Nails	
Advance over base, on both Steel and Wire.	
Steel nails, base.	2 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
Finer 3 advance.	50
Casing 10 advance.	15
Casing 8 advance.	25
Casing 6 advance.	35
Finish 10 advance.	25
Finish 8 advance.	35
Finish 6 advance.	45
Barrel 1/2 advance.	85
Rivets	
Iron and Tinned.	50
Copper Rivets and Burs.	45
Roofing Plates	
14x20 IC, Charcoal, Dean.	6 50
14x20 IX, Charcoal, Dean.	7 50
20x28 IC, Charcoal, Dean.	13 00
14x20 IC, Charcoal, Allaway Grade.	5 50
14x20 IX, Charcoal, Allaway Grade.	6 50
20x28 IC, Charcoal, Allaway Grade.	11 00
20x28 IX, Charcoal, Allaway Grade.	13 00
Ropes	
Sisal, 1/2 inch and larger.	8
Manilla.	12
Sand Paper	
List acct. 19, '86.	dis 50
Sash Weights	
Solid Eyes, per ton.	25 00
Sheet Iron	
Nos. 10 to 14.	com. smooth. com.
Nos. 15 to 17.	\$3 20
Nos. 18 to 21.	3 30
Nos. 22 to 24.	3 60
Nos. 25 to 26.	3 70
No. 27.	3 80
All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
Shovels and Spades	
First Grade, Doz.	8 00
Second Grade, Doz.	7 50
Soldier	
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 IX, Charcoal.	9 75
Each additional X on this grade, \$1.25.	
Tin—Allaway Grade	
10x14 IC, Charcoal.	7 00
14x20 IC, Charcoal.	7 00
10x14 IX, Charcoal.	8 50
14x20 IX, Charcoal.	8 50
Each additional X on this grade, \$1.50	
Boiler Size Tin Plate	
14x56 IX, for No. 8 Boilers, } per pound..	10
14x56 IX, for No. 9 Boilers, }	
Traps	
Steel, Game.	75
Oneida Community, Newhouse's.	40 & 10
Oneida Community, Hawley & Norton's.	65
Mouse, choker per doz.	15
Mouse, delusion, 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	



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 advertisement in the Michigan Tradesman.

E. A. STOWE, EDITOR.

WEDNESDAY, - - FEBRUARY 27, 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. 20, 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 twenty-third day of February, 1901.
Henry B. Fairchild,
Notary Public in and for Kent County, Mich.

A MATTER OF CHOICE.

During the burning of a residence in a Western State recently two brothers were burned—one fatally and the other so badly injured that his sight was destroyed—while they were trying to secure a pocketbook containing \$540. The report did not state that they secured the money and the shocked and sympathizing reader put down the paper deploring the foolishness that will incur such fearful risks, involving, as these did, the life of the one and the eyesight of the other. It was foolhardy from beginning to end and, had the result been less dreadful, the sharpest criticism would have been indulged in to the effect that money is not everything and that he who is willing to risk everything for it must not complain if the odds in the end are against him. Far from the scene of the appalling misfortune and over his coffee, a man is liable to put it down as an instance of what mankind will do where money is concerned. The idea of throwing a life away for \$270 and living, it may be, for years blind for the same pitiful sum! And yet the man over his coffee and an army of others like him are doing that same thing, and have been doing it for years, risking life and health and comfort—everything—for \$270, or what that paltry amount stands for! It is a mere matter of choice. The brothers in the newspaper item took their way. The other men in the human family are taking theirs. The end is the same.

With a business established and a competency secured, there is no need of running these desperate risks, and yet there is not a life calling which can not present its countless instances where "life, liberty and the pursuit of happiness" are constantly sought for and toiled for and sacrificed, when secured, for the Almighty Dollar. The lawyer with his brief and the doctor with his

patient find no place to practice the rest and the recuperation, the lack of which they know is sending them to their graves. The world of business is peopled with men who are constantly toiling for the accumulation of money which they do not need and so are making it the end and not the means of living. Meat and the wherewith to buy it are more than life, the raiment is more than the body, and, for these things which perish when they do, men are working might and main, caring for nothing else and thinking of nothing else. So eager have they become in the art of money getting that they have shut themselves from all culture and all generous pleasure and so become a sort of machine which works in a single line of manufacture. That is all life is worth to them. That is its end, its aim, and, with their choice made, they are willing to abide the consequences. If the result be blindness, well and good. If it be life itself, it is worth the recompense, let it go. It is only a matter of choice and one way is as good as another.

There is another side to this question: This is a world of work, and ease, the pretended aim of all toil, is a fool's paradise. Suppose that these busy men were to yield to persuasion and give up business. What then? A mental and physical rusting to death. It is a mere matter of choice. Is that commendable? Better a dozen wear-outs than a single rust-out, and the latter comes first. A man out of work is a dead man although he possess millions. The world walks straight over him and the fact that he has nothing to do in the world's business and is doing nothing there makes him a nobody. He loses his influence and goes for nothing, "and the last state of that man is worse than the first."

A little reflection will strengthen the statement that this last condition is simply the other extreme and it remains to consider whether there is not a common ground where the extremists may stand. Admitting that wearing out is better than rusting out, does it follow necessarily that either extreme is needful? Must the toiler work needlessly long and constantly? Must fret and worry and anxiety and care attend every day's work for every day in the year and far into every night? It is a matter of choice, must this be the choice? Not so. A little different wording of the policy is all that is necessary. "Do not get others to that which you can do yourself," as life goes on, should be changed into "Do not do that which others can do as well," and then the happy medium is reached. There is then no wearing out, no rusting out. The avoiding of extremes makes the matter no longer a one of choice and then when the day's work is over the sleep which follows will in its turn be followed by a period of well-earned and unending rest.

There is no more pronounced type of the public nuisance than the man who proceeds upon the assumption that the community can not possibly get along without his assistance.

One success makes the next easier to achieve, and finally we wonder at our own progress. Of course our ambition, like every other passion, should be kept within proper bounds.

After a man has failed a few times he begins to feel competent to give advice to others.

NOT FOR SOUR APPLES.

There was a lull in the hum of business in one of the busiest wholesale offices in Grand Rapids and the man at the desk found a momentary relief in talking of matters having no connection with the grocery trade. Chance introduced the name of a city clergyman and this led to a discussion of his merits as a preacher, which the President of the wholesale house closed with a single remark: "He preach? He can't preach for sour apples!"

The statement, true in every respect, declared an indisputable fact, and at the same time led to the conclusion that the pulpit is not the only position in the world where the occupant, failing to fulfill the duties devolving upon him, for reasons best known to himself decides to remain in the place and, with no attempt to make himself equal to it, insists on degrading himself, as well as the position he knows, or ought to know, that he can never fill. The fact that he has long held the place, that the training, it may be, of years has been given to this single purpose, has little to do with the question. The man is not equal to the demands of the position—as the grocer so aptly puts it, "He can't preach for sour apples"—and it is his bounden duty to look for and get into some position where he can.

If professional life furnished the only instances where the sour apples would answer for the merited income it would be well enough to let the matter rest just there; but there is hardly a life-calling which does not furnish the ample illustration. Only a few weeks ago the columns of the Tradesman recorded among its biographical sketches an instance where the man was passing from one class of business to another, hoping to find the actual corresponding to the ideal that had haunted him from the first day he entered the field of trade until that happy moment when he found what he had been looking for for years. The field is large, it contains all there is of every form of commercial activity, from the handling of the commonest, coarsest goods to the far-reaching judgment demanded in deciding the whims and fads of a future season, and it is no wonder that the novice in this limitless field of industry should find the search for his particular liking a long and often disappointing one. To him, however, who knows what he wants, and who is restless and unsatisfied until he gets exactly that, the long-looked-for is sure to come, at last, to be duly followed by the success after which all men are striving, whether the craft they follow be of brain or hand or both. He only who gets the work he is naturally fitted for will find men's estimate of him to be that he can preach not only for sour apples, but for others equally marketable if he so desire.

There is a corner grocery store not many miles from this city where the single clerk is trying to settle this very question. He is not afraid of work, he is not a clock-watcher, he is not averse to soiling his hands. When he sweeps he moves the barrels and he does not leave the dirt in a pile under the counter. He does not go from measuring potatoes to the handling of butter without washing his hands and he does not believe it impossible for a clerk in a grocery store to wear a clean collar and to keep his finger nails immaculate. He has considerable to do with the books and the proprietor of the store is constantly saying commendable things about the boy. He has been working

there for six months and he has about come to the conclusion that the same amount of work in some other line of trade will suit his purpose best and bring him in contact with a class of goods and a class of men more to his liking than those he knows now. For awhile, it may be for years, this level-headed young man is going from one position to another with an ideal in his brain which he is determined somewhere to realize; and he will succeed. He is going to be another of these fellows who will know sour apples when he sees them and in his favorite line of work will preach for, around and all over them, and the money he gets for his preaching will be a willing tribute from those who know him that he has not only found his place in the world of work, but is filling it to his own satisfaction and that of those who are benefited by it.

About three months ago the Tradesman called the attention of its readers to the questionable methods pursued by the Regal Manufacturing Co., of Chicago, in obtaining contracts for oilettes and frames from country merchants. A representative of the Tradesman subsequently called at the office of the company and was so unfavorably impressed with the management that a general warning was published by the Tradesman, cautioning its readers not to have anything to do with the concern. Some weeks later another trade journal took the matter up and issued a similar warning to its subscribers. Unfortunately, there are merchants who do not read the Michigan Tradesman or the Modern Grocer, in consequence of which they have been mulcted by one of the most cleverly-concocted swindles ever originated by the fertile brain and cunning hand of Chicago fakirs. The Tradesman takes pleasure in presenting two articles on this subject this week—one referring to the injunction obtained against the company by Marion, Ind., merchants, which appears on page 12, and the other describing the modus operandi pursued by the swindlers, which appears on page 32. Both articles will bear careful perusal, because they both confirm the strong statements made by the Tradesman regarding the Regal Manufacturing Co. at the time the original exposure of its methods appeared in this publication.

So Sampson is a snob, after all, and those of us who have stood by him in his ambition to be awarded greater honors at the hands of Congress find that we have unintentionally championed the cause of a man who is unworthy of our assistance. Coming from the lowest level of the common people, he appears to have entirely overlooked his own humble origin in his attack on a young officer of the Navy who aspired to higher honors as a reward for heroic services. It appears to be one of the penalties of greatness that a man who can win distinction at Manila and Santiago is great only as long as he confines his operations to the seas—that when he becomes a landlubber he is found to be made of the same common clay of which the rest of us are constructed.

In a few brief weeks Mrs. Carrie Nation has smashed herself into a salary of \$700 per week for a series of lectures. Nothing like picturesque advertising.

We should seek to benefit society rather than ourselves; to advance the cause of truth and to rise by the open and straight path of uprightness.

BEARING THE BURDEN.

All People and All Property Should Be Taxed.*

The needs of our State in its various departments have increased to such an extent that those heretofore contributing have become restless under the strain of taxation, and while they are not able, of course, to point out a remedy, they somehow have come to believe that too many people escape altogether, while the majority pay less than they should.

It would be impossible for human agency to devise a plan which, in the opinion of the persons affected, would be entirely equal. Some of our people are prosperous and the tax bears lightly upon them, but the greater number either have unproductive real estate or are unsuccessful in their business, or they have low wages or perhaps no work at all.

When the tax gatherer comes to these less fortunate classes, it is difficult to make them understand that they are not paying more than their share and that the wealthy, the prosperous and the corporations ought to pay more—if, indeed, they did not pay at all.

Taxes are defined to be "burdens or charges imposed by the legislative power of a state upon persons or property, to raise money for public purposes." Further, that "tax legislation means the making of laws that are to furnish the measure of every man's duty in support of the public burdens and the means of enforcing it."

It follows as a matter of course that the power of the Legislature to tax is practically unlimited—provided, always, that the outlay is for a purpose that the courts will call public, and that the method of raising the tax is uniform.

It is not generally understood that our present method is the result of modern civilization. In feudal times the plan was wholly different, and under it all persons were obliged in some way and to some extent to furnish a fair share toward the public burden—while now the above rule has been lost sight of and the load rests upon a far less number than the whole, and by one means and another a large percentage are exempted.

We are supposed to be making certain progress, and it may be that the best evidence of this is the manner in which society is maintained, by compelling the industrious, the frugal and the fortunate to furnish the money which may be found necessary to answer the various calls of modern society.

The fundamental idea originally was, in primitive conditions, that each person should join with all the others in giving a portion of his time and labor for the common good. It was in that way that the roads were made and kept in order, the buildings for public use were constructed, and hence we find the public meeting place and the public school house constructed and the affairs of the community conducted with but a small outlay of money.

As time progressed social requirements not only multiplied, but have become more exacting, until from the several sources demands are made which even a few years ago were not dreamed of. In the meantime a large proportion of those originally contributing have dropped out altogether.

In a State like ours we have the expenses incident to the executive, the legislative and the judicial departments.

We have our institutions of learning, our asylums and our penal institutions, and with them all the expensive machinery which modern sentiment can suggest. These institutions are under the control of boards, and these boards are selected from among the most prominent citizens of the State. In the nature of things they become partisans of the several institutions which they represent, and are easily convinced that new improvements, extensions and betterments of one sort and another are not only necessary, but can no longer be delayed.

When the Legislature is surrounded by this class of gentlemen, acting in a patriotic spirit and without hope of profit to themselves, what wonder that members relax their ideas of economy and are induced to vote appropriations more and more as the sessions recur?

Then, apart from the State, there is the government of the county, with its courts, its officers, its poor and various other channels demanding money. Then we have the township and city, each having its special local demand, and, in the case of the city at least, the enormous burden incident to the local government and support of the public schools.

Michigan is not a rich State, and yet I am told that the class of people who pay taxes must annually—year after year—somehow get together and pour into the public treasury over twenty millions of dollars. This demand is not unusual, it not only will continue, apparently, but the amount is constantly increasing.

Apart from this load put upon us by the State, there is the ever increasing demand on the part of the General Government. The requirements from this source have reached the point where it is said that the estimate for the next two years is placed at the stupendous amount of a billion and a half of dollars.

Besides the demands of the State and the Government, you are all familiar with the other demands, which are not obligatory, but necessary, such as the support of the churches, the charitable institutions and other organizations of a voluntary character, and these demands, as well as the others, are always increasing year by year.

The thoughtful citizen may well take thought of the future and consider, if he can, where the ultimate limit may be, and take into account the question whether society, civilization and the Government are not too expensive and too extravagant, and at all events whether we can keep up the extraordinary pace.

Constantly recurring demands in behalf of the public demands which the average citizen did not create, and which at all events he does not feel responsible for, grow tiresome after a time to the best and most patriotic citizen. He complains mildly at first, but grows furious in time. When enough such join their cries together, we have the resulting reaction and possible danger to the State.

If the obligations are to be continued and these vast sums of money are to be annually collected, the burdens will not be borne unless there is a general understanding that the load is being fairly and equally distributed, and that every man having the benefit of the law shall contribute to some extent to the support of the Government.

It would be safe to declare that if our Government were an absolute monarchy, instead of being what it is, a pure de-

mocracy, and such burdens were put upon us as we voluntarily put upon ourselves, revolution would soon follow, and the facts being known, mankind would say that the revolution was fully justified.

It may be that I was not asked or expected to say these things, but a note of warning now and then by one not in power, nor likely to be, nor seriously to be affected by the ever growing burdens, may not be out of place, and I beg that you may not disregard it.

The conditions of fifty years ago, when our constitution was adopted and when the laws in pursuance of it were put in force, were wholly different from the present. The machinery which was quite good enough then no longer serves our purpose. Property for the most part consisted of lands and the improvements thereon, the personal property connected with farms, merchandise in the hands of dealers, quite limited in amount, a small amount of property incident to manufacturing and a very limited amount of money, or what stood for money.

The necessities of the State, the counties and the towns were limited and simple, so that assessments were easily made, and while valuations were now and then grumbled about, the sum demanded was small and the money was forthcoming from year to year.

Since then two conditions have been gradually changing, developing, growing—these are now forced upon our attention and we may not ignore them, even if we would. These changed conditions are:

First. The needs for public revenue have more than quadrupled, and yet, under the constitution and the supervisor system, methods and sources have remained practically the same.

Second. Since 1850 there has been a vast change in the class of properties subject to taxation and, through the growth of corporations and otherwise, new sources of revenue have come into being.

Since that time the great mining properties of the State have been uncovered and developed—thousands of miles of railroad have been constructed, our State has not been left behind in the era of marvelous industrial development, while wealth in various forms and from a hundred different sources has transformed our new, our simple civilization into a real and genuine commonwealth, having within its borders the productions, the resources and the wealth of an empire. Not only this, but we have a population patriotic enough and intelligent enough to govern themselves and from their surplus bounties to aid now and then those without the borders who are less fortunate.

A system, however, which was good enough for the time when it was adopted has become outgrown and antiquated, and we must set in motion new methods, constructed on modern lines.

In what I have to say in this direction I ignore the limitations of the constitution and will assume that whatever is for the best interests of the people in way of tax reform the people will adopt, and that the plan which you formulate will carry with it any amendments of the constitution which may be necessary to make the plan legal.

Read Article 14 of the constitution, and you will find some things which stand in the way of what is now for our best interest, and yet very slight changes may fit it to present conditions.

Section 1 provides that specific taxes,

with the exception of those received from mining companies, shall, instead of being distributed pro rata, the same as direct State taxes, be diverted to certain specified uses.

The reason underlying this no doubt was the universal wish to provide for the common schools of the State, because it was feared that, if the maintenance of the district school were left to local contributions of the school district, education might be neglected, and this could under no circumstances be tolerated.

The plan of so diverting the specific tax has lately been reaffirmed in an amendment to the constitution, and yet it is worth considering whether that was not an opportune time to have changed the law in this respect and to have allowed specific taxes, either in whole or in greater part, to go into the treasury for the general expenses of the State.

What more do we find in this article?

"Sec. 10. The State may continue to collect all specific taxes accruing to the treasury under existing laws. The Legislature may provide for the collection of specific taxes, from banking, railroad, plank road and other corporations hereafter created.

"Sec. 11. The Legislature shall provide a uniform rule of taxation, except on property paying specific taxes, and taxes shall be levied on such property as shall be prescribed by law.

"Sec. 12. All assessments hereafter authorized shall be on property at its cash value."

Perhaps the few sentences above given are sufficiently comprehensive to cover such a reform in the legislative enactments as the occasion demands, and for the purpose of this discussion I will assume that they are sufficient.

When a man has surrounded himself with various kinds of property and has also incurred large indebtedness, he naturally from time to time casts about to consider his resources, to decide in what way he can meet his obligation without embarrassment.

In the case of the people of Michigan, perhaps the like practice has been too long delayed, and in undertaking a reform of our tax system, you will no doubt find it profitable to also consider the resources of the State, not only as to their character, but to what extent they can respond in taxes with the least possible harm to person and property.

I will mention a few sources of revenue as they occur to me:

1. Lands and the improvements thereon.
2. Tangible personal property.
3. Intangible property.
4. Railroads and their equipment.
5. Electric railroads.
6. Telegraph and telephones.
7. Mines.
8. Money, bonds, notes, mortgages and other evidences of debt, including bank deposits.
9. Citizenship.
10. Inheritances.
11. Incomes.

There may be other kinds of property, but I believe the foregoing analysis will fairly cover all the sources from which revenue may be obtained.

With your permission I will refer to them in their order:

First. Lands and their improvements.

This class of property is the easiest reached and the hardest to conceal of any. The owners of the agricultural lands of the State are among those who have become most discontented and

*Address by Hon. Thomas J. O'Brien before Michigan Legislature Feb. 14, 1901.

have made themselves believe that they are badly treated.

It may be that their claims are well founded, and yet the people of our State, compared with those of some of the others, are not heavily taxed.

This class of property will no doubt continue to be assessed by some machinery in substantially the same way as heretofore. The evil of undervaluing lands, and improvements generally, has prevailed in the State from the outset and no general reform can take place until this practice shall be corrected.

With an intelligent and properly carried out plan, it would not mean that the owner would be burdened heavier than he is now—indeed, I fancy that, even with the present demands for revenue, his burden would be lightened.

Second. Tangible personal property. This would include the personal property to be found upon the farms and in the towns in whatever form it might be.

This class of property has also heretofore been undervalued in large measure, and in still larger measure has not been taxed at all.

No genuine reform respecting these two classes of property can be had under the prevailing system for the assessing of property. The origin of all these assessments is the township and ward. These communities furnish the supervisor, and the voters of the township and the ward are his supporters and constituents.

In the nature of things he will be influenced in fixing values by the responsible people of the community, and the worst part of it is that those having the most, and thereby being the most prominent, are the ones who seek to influence the supervisor the most. He therefore makes up his roll, placing the values as low as he possibly can, and there is no place where his valuation can be properly corrected.

I have no prejudice against the supervisor. I merely contend that under the present system the supervisor not only ignores the law, but it is next to impossible for him to do his whole duty.

I am told that some of our people have been led to believe that the system prevailing in Indiana in this respect would be better than that in Michigan. I agree with them perfectly, and if your committee is anxious to provide a reform bill on this subject, I commend to them a careful examination, not only of the laws of that State governing the taxation of real and personal property, but also the manner in which those laws are enforced.

Let me explain that the preliminary assessment and valuation are made by a township assessor, who sets down the descriptions and carries out in the first column the valuation as he makes it. These rolls are then delivered to a county assessor, who has made himself familiar with the values throughout his territory and who, taking all the rolls together, equalizes them each with the other, and also sees to it that the valuations are not allowed to get below a fair cash value.

But there is another feature in which the method in that State is infinitely better than in this: The assessor visits every resident and sets down his property of all kinds. This includes not only ordinary property, but also pictures, household furniture, musical instruments, horses, carriages, silver, watches and other things which would be considered property.

Michigan has an exemption law, and yet it may not be generally understood

that the majority of the states do not have it. It would be well for this State if it should be repealed. It is by way of this excuse that the household and other like personal property of the individual, no matter how valuable, is absolutely ignored. And so the beneficent idea which the makers of the law had in mind, by which the poor should be relieved from taxes on their little holdings, has been turned into an instrument of fraud, evasion and dishonesty.

I do not know what others' experiences may have been, but, after a considerable observation, I do not know of any person who is thus visited by the supervisor, or whose personal property of the character I have referred to ever finds its way to the rolls.

The amount thus omitted and escaping its just share would, in my judgment, amount to millions of dollars, and no honest tax roll can be made until that class of property has been valued and extended.

In suggesting the repeal of the exemption, it is not my purpose to increase the hardships or burdens of the poorer class, but we are seeking for a system of equal taxation, and I believe that the fundamental idea in any system we may adopt should be a fair contribution to the public revenue by every citizen, according to his ability.

In case the exemption should be repealed, the poorer persons would not be greatly affected, while the public treasury would be vastly benefited through the taxing of property which now, under the guise of being exempt, escapes a just and fair tax.

I will repeat, therefore, that nothing could be nearer right than to adopt the Indiana practice in relation to the assessment of real and personal property.

Third. Intangible property. There are some kinds of business requiring large outlay in plant, machinery and the like. There are other kinds where this outlay may be very limited. The latter business may be highly profitable, while the former, weighted with its initial outlay, either barely holds its own or actually loses money.

Again, two corporations may go into a like business in the same town and invest a similar sum in their plants. Their capital stock may be the same and, to all appearances, their chances of success should be equal, and yet one will be found to make money, to pay dividends and to accumulate a surplus. The other will languish and perhaps barely keep even.

The assessor visiting these two properties has no other recourse but to find them equally valuable, and yet, as appears by the market value of the capital stock, one may be worth three for one and the other barely worth par.

I suggest that this increased value is a proper asset for taxation. In the one case the owner taxed for the real and personal property will find the payment difficult, whereas in the other the matter of paying the increased sum will be free from burden or distress.

Such excess value can readily be ascertained through the market value of the stock or otherwise, and I know of no class of property which can more easily come to the aid of the State than that in question.

It seems to me also that the State should receive more than it now does from the organization of its corporations. I do not encourage too much of a penalty, nor such a sum as would discourage these organizations. If such

associations had not been encouraged and the business of our State had been left to private enterprise, we would be woefully left behind in the race with our neighbors, and Michigan, instead of being the prosperous industrial State that it is, would be a back number among the states.

While I would not stand in the way of their formation, it seems to me that the privilege they obtain when the associates are permitted to contribute to the stock, with a liability limited to the amount of their contribution, and the privilege is given to the associates to conduct the business in a corporate name, that this concession by the State has a distinct value which should be recognized and compensated, either at the time the corporation is formed or by the way of an annual tax, or both.

The fourth, fifth and sixth classes of property—railroads, electric roads, telegraph and telephone lines—may fairly be considered together. I understand there is a disposition to change the method of taxing these corporations on their gross earnings to the ad valorem system prevailing in respect to other real and personal property.

The railroad companies have contributed first and last a very large sum toward supporting the State, and the amount is constantly increasing. It has been claimed by some that they have not been paying enough. The basis for this claim has never been clearly demonstrated, since until very recently no scientific enquiry has been made as to the relative values of these properties.

The making of this enquiry has been urged upon successive State administrations for a number of years, but always without success until now.

Having ascertained the values of the properties, it only remains to determine upon the basis of other property the extent to which they should contribute in the way of taxes.

I have not yet been able to learn why the present system is not preferable to the one proposed. It is true a suggestion has come that a tax upon so much traffic as passes in and out of the State would be bad, because the United States reserves to itself the right to regulate commerce between the states.

The suggestion may or may not be good. I only have to say that it was not made by a railroad company, and is not likely to be. Moreover Congress would no doubt cheerfully relinquish to the states the right to tax the gross earnings received from such traffic, but it is asked, Why do the railroads prefer the present system? I will suggest some of the reasons:

They believe in the doctrine that all taxes, wherever possible, should be upon the specific basis. By this means they escape the varying judgments of different officers, the danger of favoritism, the danger of mistakes, and above all the danger of unfairness, due to political conditions.

So far as I know, the railroad companies are willing to bear promptly and without question their fair and equal proportion of the public burdens. They shrink, however, from the risks coming from ignorance, prejudice and unfairness. It does not follow, of course, that the dangers suggested are imminent in this State—indeed, under a scientific basis and with a just recognition of the rights of all, the railroads might fare no worse than under the present system—they simply say that, as it now is, the amount is fixed and can not be de-

creased upon the one side nor increased upon the other.

I have taken occasion to examine the comparative gross earnings and taxes paid by the several railroads of the State during the past fifteen years, and I notice that in proportion as the requirements of the State increased, so also the taxes upon these properties increased.

While the earnings in 1886 were twenty-five millions in round numbers, the taxes were \$599,000.

In 1900, with gross earnings increased only to thirty-six million dollars (an increase of about ten and one-half millions), the taxes paid were \$1,240,000, or considerably more than double the sum of the former year.

Again, it is said that the taxes fluctuate with the earnings, and yet, if you will examine the gross earnings and the taxes of the years I have referred to, you will see how slight a difference there really has been, excepting as an increase has come from a raising of the rate. Other property fluctuates also in value quite as much, as the rolls from year to year will show.

I have taken occasion to enquire into the amount of gross and net earnings of the Grand Rapids & Indiana Railway Company during the past four years, the amount paid in taxes and the ratio of taxes to net earnings. These figures show that during one of these years the ratio was 10 per cent., while in 1899 it was something more than 11 per cent. of the net earnings.

I have also taken occasion to notice the subject from the broader standpoint of the whole United States during the ten years between 1888 and 1897, both inclusive.

During that period there was an increase in net earnings equal to 17 per cent. Yet the increase of taxation during that period was 69.6 per cent. and the ratio of taxes to net earnings ranged from 8 to 11.6 per cent.

Let me add, in considering this class of property for ad valorem assessments, the difficulty of arriving at its value. We have to consider not only the railroad properties, but also the uncertain value of the rapidly increasing electric railroads and telegraph and telephone lines throughout the State.

I have already stated, what I believe to be true, that the specific system, wherever applicable, is the true one to be adopted. When under the ad valorem system we depend upon human judgment we find ourselves confronted with differences, with favoritism, and sometimes with corruption. Under the specific system these dangers are not possible.

The railroads in the last fifteen years have paid into the State treasury twelve and a quarter million dollars. This I assume to be every dollar they should have paid under the rates which from time to time prevailed. The money has been forthcoming without protest and it has cost the State not a dollar to collect.

Furthermore, every dollar which has been levied against the railroads, not only during the period stated, but since the system was adopted, has been actually paid without evasion and without loss. If then the value of the properties is known, the rate which these properties should pay can be easily learned and if the present rate is below what it should be, there is no process much easier than to raise it.

I have been informed that Professor Cooley and his associates have gone over the several railroad properties of

the State, with a view to ascertaining their values, and that, as a result of the enquiry, he finds the amount to be in the neighborhood of one hundred sixty-five millions, and to the value of physical properties so found Professor Adams has added twenty or more additional millions on account of values which can not be seen.

Of course, I do not know how these values are ascertained, but, judging from the valuations of other states, Professor Cooley must have got his figures altogether too high.

Referring to the State of Indiana, whose methods, I have been informed, are considered superior to ours, the mileage of that State is not very different from ours, but I beg you will remember that every trunk line running east from Chicago passes through Indiana and that the traffic of the railways of that State is simply enormous.

Present business, with future prospects, gives a basis of value to all kinds of property, and from this point of view the railroads of that State are rich indeed, contrasted with the railways of Michigan. You can readily understand that our location and our surroundings will for all time absolutely limit the amount of business which can be done.

If we except the Michigan Central and the Grand Trunk, we can have no through lines in the State, and a great percentage of the mileage must in the existing nature of things be devoted to local business lying between the two Great Lakes, and this business, I am afraid, has already seen its highest limit.

Under the Indiana system, the total value of the roads is but one hundred fifty-three millions, and yet the gross earnings of the railways passing through the State aggregate the stupendous amount of one hundred sixty-two million dollars annually.

It is conceded that more than 25 per cent. of that sum is earned within the State and that therefore their present earnings are about forty-five millions per year, while the earnings of all the roads in Michigan during 1899 were but thirty-six millions.

If the valuations of the roads of that State are correctly found at one hundred fifty-three millions, the value of the Michigan lines would be not much above one hundred millions.

Taking this latter sum as a basis of the cash value of the properties, and reducing the value as other property is reduced to about sixty-five per cent., it will be easy to see that the railway companies are already paying their full share.

I have seen it somewhere stated that I was to address you to-night in behalf of the railway companies. This is hardly true.

First of all, I am a citizen of Michigan; I was born in the State and have always lived in it. I am proud of the State, of its resources and its possible future, but prouder still of its people, their intelligence and their patriotism. I have no employment which requires me to misstate any truth nor to argue for a plan or a system which I know to be unwise. I hold no brief for a cause that is wrong. I am simply here with the honest purpose of pleading for such a reform in our methods and the establishment of a plan which shall be fundamentally correct because I know that no other will be fair or will last.

I beg that you gentlemen will approach this most difficult subject in a spirit of candor and fairness and give

up the notion that the voters of the State have charged you to frame a bill along any particular line. They have not done so. They have simply removed the obstacle to your valuing certain classes of property upon an ad valorem basis and still permit the taxes raised therefrom to be devoted to the support of the primary schools.

I favored submitting the amendment, because you will not do your best unless unhampered by restrictions and, being unhampered, the people, I know, will be content with your honest judgment.

Seventh. Mines. I can pass hurriedly over this class of property. In the past I believe these properties have been assessed upon an ad valorem basis. What I have just said with reference to specific taxes will apply to these properties as well. Unlike the railroads, they are not getting better, but year by year the wealth in the ground is being removed and the amount produced at a specific rate per ton would seem to be a fair and a sure basis. No other basis can be utilized and do justice either to the owners or to the State, although a combination of the two might be necessary.

Eighth. I will next say a word with reference to the property known as money on hand and on deposit, bonds, notes, mortgages and other evidences of debt. This class of property has given the assessor more trouble than all the rest put together. It is elusive, hard to find, hard to reach and hard to hold. It may as well be conceded first as last that, unless a different plan shall be adopted, the present scandalous results are sure to continue. It seems perhaps a misfortune that property of so valuable a sort should not contribute dollar for dollar pro rata with other classes of wealth, but the notorious fact is that it has not and that it will not.

The question for you to consider, therefore, is whether, by means of concessions, the difficulty may not be met and some revenue at least be obtained from this class of property.

There is this to be said in behalf of the money lender: The rate of interest has now come to a point where, if the average rate should be deducted in the way of tax, the balance by way of profit would be quite insignificant and, it can be urged, would not be the equivalent in return to that coming to those investing in business enterprises; but there are a large number of people, old people, widows, orphans and the like, who would not be suited for business and whose little savings are the only sources from which a living can be obtained.

The prejudice against money lenders was, perhaps, not altogether warranted, except in the case of a small percentage, and was the result of the higher rates of a few years ago. Ten per cent. then was entirely common, while good investments now will return but from 3½ to 5 per cent.

The money of the State is needed and business can not be conducted without it. Very few persons in business have sufficient capital of their own to carry on their enterprises, and prosperity is dependent upon the opportunity to borrow money at as low a rate as competitors are able to obtain it in other states.

We must, therefore, manage in some way to retain the money and at the same time get some revenue, but, if we are to do this without fraud, evasion, perjury and other iniquities, the assessment must be upon a specific basis, in order that the rate may be less than the general property tax.

I have in mind a rate low enough to remove the temptation to either send the money out of the State, or to hide it, or to lie about it, or to commit other frauds to avoid assessment:

Would it not be better to obtain three-quarters of 1 per cent., or thereabouts, on all this class of property than to deal with it as now, upon an attempted property basis and reach perhaps a fiftieth of the whole?

In this connection a good deal has been said about the matter of taxing mortgages. The plan was to declare the mortgage as representing an interest in the property itself and to be taxed separate from the fee. The effort has been a failure, because the mortgagee always makes provision that the mortgagor shall pay the whole, with the result in many cases that the owner of the property has paid the tax upon his realty, perhaps to its full value, and tax upon the mortgage as well. In my judgment the theory was a wrong one, and the result has shown it.

Money at interest should be subject to taxation, no matter how secured. One person may secure by a mortgage on real estate, another by a pledge of personal property, another by endorsement of a note, while another may give no security at all. It is, therefore, the wealth involved in the loan itself which should be assessed and not the particular manner in which the promise to pay is secured. The note or other form of promise to pay is the thing of value in the hands of the owner and should be assessed as such and the character of the security, if there is any, should be wholly ignored.

There is another class of wealth which should contribute something to the public burden, but which, I understand, at present is entirely omitted from the roll. I refer to bank deposits. These deposits are either returning a very low rate of interest, and represent savings, or are not interest bearing at all. There seems no particular way of reaching this class of property, except by compelling the bank to pay it, but the bankers will show that, if paid in that way, it will not be practicable to be reimbursed by the depositor. Whatever is collected, therefore, from bank deposits must be paid by the banker, with a possible corresponding reduction of interest.

What I have already said about the value and need of money in the State applies especially to bank deposits. They are loaned to the manufacturers and merchants and enable them to carry on business, to provide employes with labor and to bring wealth to the community in numberless ways.

If an effort should be made to treat deposits as property, and the depositor should be assessed accordingly, he would either hide the money, or at all events would withdraw it from deposit before the time for assessment in each year. This would be demoralizing and a distinct injury to every community in the State.

I suppose there is upon deposit in the State and National banks not less than one hundred seventy-five millions of dollars and the amount is constantly growing larger.

Suppose the banks were called upon to pay specific tax upon these deposits of from two and a half to five mills on the dollar. Something handsome in the way of revenue would come to the treasury. The money would all be collected, there would be no disturbance or fluctuation in the matter of deposits, due to taxation, and I believe in every way

the law would be cheerfully complied with.

Of course, the taxation of the capital stock of the banks would be continued as heretofore. I am only now referring to the moneys on deposit which have heretofore substantially escaped all taxation whatever.

Ninth. Citizenship. By this I mean that every person residing in a civilized community has the benefit of the highways, the walks, the fire and police protection and the benefit of the public schools. These privileges are of a high order and no male citizen should be allowed to escape paying something, however small, toward the cost.

In this connection let me again refer to the methods in Indiana. In that State every male over twenty-one years of age, whether he be a voter or not, is assessed \$3 by way of poll tax and if he be a citizen of a town having graded schools the amount is \$5. If it be said that this tax would not be collected, I refer you to the experiences of that State. My information is that very little of it is lost. Public sentiment favors the payment of this levy and a man who refuses to pay is an unwelcome citizen at the polls and at other public places. They collect over \$500,000.

To illustrate the outlay in connection with municipal government I beg you will listen to a few figures taken from the public records of the city of Grand Rapids. The population, as you know, is a little short of ninety thousand. The number of voters at the last election was 22,263. While the male citizens over twenty-one years of age are 26,689, yet the number of taxpayers in the city, including corporations, is but 18,113 all told. The cost to these taxpayers for State, county, city and school purposes is \$883,031, or \$48.75 to each taxpayer.

The cost of the public schools is \$297,104, and the total number of children enrolled in the schools is not quite 15,000. Simple computation will show that it costs \$19.80 for each of the 15,000 children, and \$16.40 for each of the 18,113 taxpayers.

Finally, if equally distributed, the tax upon all the citizens of the town, men, women and children, would be \$10 each.

What is true of Grand Rapids is true of all other cities, and in a less degree of the country at large. The greater the population the smaller the percentage of those who contribute to the public expense.

Notwithstanding this absurd inequality, we never stop to consider whether this one or that one is helping to support the government, but the money thus coming from a comparative few is generously expended for the protection, the safety and the benefit of the whole. Indeed, I fancy that in most cities the class which contribute nothing not only need, but get the greatest care and the greatest protection.

I would not be understood as urging an increase of the burden upon the poor. But this is a business proposition. I have already laid down the rule that all should contribute, and if this rule is sound, there should be no favoritism and each should pay according to his means. This will be better for the State, it will be actually better for the individual paying and it will be the foundation of a system which will last.

Tenth. Income. I do not know whether the people of the State are yet ready to adopt a system through which some support can come from so-called incomes, but if the time is not yet ripe,

it soon will be, and the sooner the better.

I would not, of course, compel those whose incomes were derived from property already taxed to pay again, but a little reflection will show you that a large part of the business of the State is carried on by way of corporations and other employers engaged in heavy enterprises.

These employers, managers, secretaries, treasurers, presidents and the like, for the most part receive large salaries. Indeed, I know of no money coming from individual effort so easily earned and so readily paid. Unless these persons own the houses in which they live, they pay no taxes whatever, and we would all be astonished at the aggregate of salaries ranging from \$600 to \$10,000 a year which are absolutely exempt from any sort of taxation, and yet the receivers of these moneys could contribute with greater ease and with less self-denial than any other class of people in the State. I have already shown that in the city of Grand Rapids there are about 27,000 male citizens over twenty-one years of age, and I have also shown that but 18,113 of these pay any sort of taxes whatever. Who are the 8,000 who escape, and why are they exempt? Investigation would show that quite a percentage of them belong to the class drawing salaries to which I have just referred, and who of all others can best afford to pay.

The owner of the poor man's or the poor woman's little house and lot does not escape and are really called upon to pay their share or lose their homes. Why should not others equally or better able to pay contribute a little of the money for the protection and the privileges provided for all alike?

What objection then is there to incorporating into your reform bill a provision for taxing this class of wealth on a specific basis and to a moderate extent?

Eleventh. Inheritance. We already have on the statute books a provision upon this subject, and its legality has lately been sustained by our highest court. I need not therefore advert to it, as I will assume that the rate of taxation is correct.

What we need is a complete overhauling of our entire tax system by intelligent, capable and conscientious men, who would have no purpose beyond reaching a scientific basis for distributing upon all the people of the State some portion of the amount to be raised.

Such men need not proceed under excitement nor with any idea of prejudice or favoritism, but with minds free to perform a splendid and patriotic work, having before them and for their guide the weaknesses of our present system and the benefit of intelligent effort elsewhere.

It has come to be thought wise to make a radical change in our plan under which the taxes for the support of the State government should be collected in one way and the taxes needed in the counties, towns and cities be collected separately in another.

If this reform can be brought about, it will save much confusion and great expense, and would also, I should hope, bring to the people a greater degree of content.

While under existing laws the moneys coming from railways and certain other corporations can not be used in the way pointed out, yet if the plan of taxing specifically wherever possible should be adopted, it may be that

enough would be forthcoming to meet the needs of the State, and if at the outset the amount would be sufficient, I should hope that the increasing wealth and prosperity of our people would afford such increases in the future as would at all times be sufficient.

This phase of the question has been elaborately gone into by Mr. Attorney General Oren, and his argument, as I understand it, is entitled to the greatest consideration.

My means of information upon this subject is no better than yours, and I am not sure that what I have said will bring you any aid in the proposed legislation. I have simply thrown together quite hastily the result of some observation as to the workings of our present system, with some suggestions as to sources of revenue which, up to this time, have been untouched.

Success of a Plucky Syracuse Girl.

Conspicuous among the enterprising business women of Syracuse, N. Y., is Miss Mary Elizabeth Evans, known to local fame as "Mary Elizabeth."

Miss Evans is seventeen years old, and still wears short dresses and a "pigtail braid," but she is the proud proprietor of a grocery store from which last year she cleared \$1,000 after supplying the family table. Thrift is evidently a family characteristic, for the \$100 with which she began her enterprise was borrowed from her brother, who had saved it while working as an errand boy. This nest egg of fortune has been returned by the young storekeeper, who now has an independent and increasing bank account.

Mary Elizabeth is granddaughter of the late Judge Regal, who died a few years ago, leaving an estate heavily mortgaged, so that his widow and daughter found themselves in great financial embarrassment. They contrived, however, to save a tract of land on which are seventy-six small cottages in the eastern part of the city, but as this was heavily encumbered there was not money enough to pay interest, taxes and living expenses. Mary Elizabeth, although only sixteen years old, decided to leave the High School and "do something," and as there were few stores in the neighborhood, it occurred to her to open a grocery store. She took one of the many vacant little yellow cottages and put out a sign, "M. E. Evans, Groceries." After a while she added drugs and notions.

All the neighborhood began to buy of her and her trade gradually increased. She has two telephones in connection with her establishment and last month she added a delivery wagon. Her sixteen-year-old brother, Henry, drives it, and her two sisters, Martha, fourteen years old, and Fannie, twelve years old, help in waiting on the customers.

But Mary Elizabeth's fame is founded on her candy more than anything else. She makes it herself in a little room in the rear of the store, and gets up at 6 o'clock in the morning and works sometimes until midnight in order to keep her rapidly increasing customers supplied. The candies bring 50 and 60 cents a pound, and are put up in half pound, one pound and two pound boxes.

The little sister Fannie was ambitious to add to the family income, so began to make cakes for sale. In this she was so successful, that she now has more orders than she can fill.

What Is Missed.

The man who advertises only once in a while does not get the full value of his advertising. Neither he nor his business ever benefits from the cumulative value of publicity. His each announcement may bear some fruit in proportion to its individual value, but one absorbs nothing of the good wrought by the other. His firm name is not kept constantly before the people. It is not unremittingly impressed upon consumers. Hence he is in a measure a new advertiser every time he advertises.

OILETTES IN COURT.

Regal Manufacturing Co. Tied Up by Injunction.

From the Chicago Tribune, Feb. 21.

Miller & Barley, of Marion, Ind., have secured a temporary injunction against the Regal Manufacturing Co., of Chicago, restraining the concern from carrying out the provisions of an alleged contract to purchase 2,000 picture frames at \$1.50 each and twenty at \$2 each from the defendant company.

In the petition for the injunction Miller & Barley alleged that the Chicago firm made the "promises and agreements with fraudulent and unlawful intent to defraud and extort money."

The temporary injunction was granted by Judge Chetlain, and Charles L. Zimmerman was made receiver for 1,100 photographs of citizens of Marion, Ind., delivered to the Regal company for enlargement. The frames in question were to be made for the enlarged pictures. Next Tuesday in Judge Chetlain's court arguments on making the injunction permanent will be heard, and representatives of the company have been cited to show cause why they should not be held in contempt of court for not delivering the photographs in question to the receiver.

The Regal company is composed of William J. Reid, E. A. Reid, E. J. Palmer and Harry Homenods. Its place of business is at 248 Market street.

Albert C. Barley, Jr., member of the Marion firm, has been in Chicago for several days in company with H. M. Elliott, a Marion attorney, working on the case. Mr. Barley said:

"The Regal company sent a representative to Marion about three weeks ago and closed up a contract with us. The Regal company was to solicit orders for pictures to be enlarged free of charge, provided the customer traded out \$25 at our store. We were to allow the company space in our store for a demonstrator to display the pictures and to sell picture frames. It was not to be obligatory upon any of our customers who had ordered pictures enlarged to purchase frames. All money received for such frames, however, was to be sent by us each week to the Regal Co. in full. There was to be no expense attached to us in the business whatever. The solicitors traveled in a private car. We soon became dissatisfied with the methods of the canvassers and we told them to stop

work. They kept on for a while, however, and then left the city. We telegraphed a cancellation of our contract. Our attorney and I came to Chicago that night. When we called upon the company a deputy sheriff in the company's office under the guise of a book-keeper served a summons on me of a suit which had been filed in a Chicago court against us for violation of contract.

"It was then that I was informed for the first time that the company held a contract with us whereby we agreed to accept an order of 2,000 frames at \$1.50 each and twenty at \$2 each, terms net cash upon receipt of order. My Marion attorney and Attorney Charles T. Larrimore, of Chicago, then filed suit in the Court of Chancery asking for a receiver to take charge of the photographs which the company secured from our customers, and also application was made to enjoin the company from shipping us the frames. Charles L. Zimmerman, clerk of Judge Chetlain's court, was appointed upon our application, and when he demanded the photographs, immediately afterwards, he was refused. The court then issued an order to the Regal Co. that if the photographs were not surrendered to the receiver within five days the manager would be cited for contempt. The case for which Mr. Barley was summoned by the Regal Co.'s deputy sheriff was for \$3,000 damages for violation of contract and is still pending. Miller & Barley are wealthy, and they have made up their minds to fight the case to the end. Ever since they began their investigation they have had a representative following the Regal solicitors in Indiana and Illinois towns looking for evidence to aid their case.

"This is only a malicious attack," said William J. Reid of the Regal Co. "We had a simple contract with Miller & Barley for the supplying of oilettes and frames, which would aid them in working up trade. Of course, we could not wait until each person who ordered a picture had purchased \$25 worth of goods before we received our money for the oilettes. Therefore our contract specified that Miller & Barley should pay for the frames and in turn collect from the Marion residents. They have been trying to repudiate their contract."

The more careful a woman is about her complexion the more careless she is about her housework.

Olney & Judson Grocer Co.

Grand Rapids, Mich.

"The house for you to buy of."

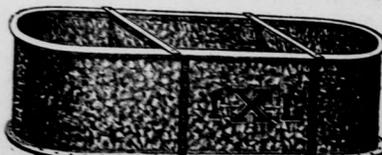
Come and see us and you will have the careful attention of

Heman G. Barlow,
Edward Frick,
Geo. T. Williams.

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.

My Bounden Duty to My Downtrodden Neighbor.
Written for the Tradesman.

"Why, Mr. Allan, how do you do? I'm delighted to see you," exclaimed Mrs. J. Corson Du Boise the other day at the entrance of one of Denver's department stores I was about to enter the store just as she was coming out. Without giving me an opportunity to answer her question—if "How do you do?" may be regarded as such—or to enquire after the state of her own health she rattled on: "Do you know, I have had the most provoking time this afternoon that could be imagined. Salespeople are such disagreeable persons anyway. They are forever trying to make you think they know more about what you want than you do yourself. I think, without doubt, that fairhaired creature at the glove counter in this store is the most exasperating girl I have ever dealt with, or rather tried to deal with. She actually had the effrontery to insist that I required a 6½ glove when I know my size to be 6¼."

I could not restrain a glance at Mrs. J. Corson Du Boise's hand and from its squeezed appearance I mentally decided that the "fairhaired creature" was right in suggesting the 6½ size.

"I made her pay for her impertinence, though," continued my acquaintance, "by allowing her to fit on my hands seven different pairs of her old 6½ gloves and then not buying any. Let's sit down on this seat in the vestibule here, Mr. Allan. You are always such a fine listener. I want to tell you some more of my experiences in this same store to-day. Oh, this is splendid!" she exclaimed as we seated ourselves; "now we can talk without being constantly elbowed."

I inwardly changed the "We can talk" to "You can talk" and resigned myself to the inevitable.

"Well, after I got through with that hateful girl at the glove counter I thought it would be nice to look at some dress goods. An elderly, Irish-looking man with short side whiskers came forward to wait upon me. I just detest Irish people; but he was the only one at leisure just then and I hadn't the patience to wait. Of course, I didn't wish to buy, only to look. He showed me quantities of goods and insisted on my buying and when I told him that I was only looking he became extremely rude. He said that people had no business taking up a salesman's time if they had no intention of buying. Of course, he didn't use just those words, but that is what he meant. Now I should like to know what salespeople are for if not to show the goods, whether one wishes to buy or not! Oh, don't go just yet!" I was on the point of rising to make my escape. "You haven't heard all my experiences yet."

My idea of escape had to be relinquished; but I silently resolved that I would take revenge upon the loquacious Mrs. J. Corson Du Boise. I was personally acquainted with both of the salespeople she had described and knew their history. While she clacked on with her tale, that seemingly had no end, my thoughts were busy arranging the talk I had determined she should hear. Finally she ran down, having faithfully unwound her entire afternoon's experience.

"Really, Mrs. Du Boise," I said, now that I had at last a chance to speak, "I can only express my deepest sympathy." To myself I added, "for the poor salespeople." "You will pardon me if I talk upon an entirely differ-

ent theme. It has been told me that you, as President of the Y. W. C. A., are greatly interested in young women who, although poor, are virtuous and are having a struggle to live."

"Oh, my, yes, every member of our Association is doing her utmost to help such poor creatures."

"It has possibly never occurred to you," I went on, fearful lest Mrs. J. Corson might still have an unwound coil or two in reserve, "that some of these young women might be much too proud to accept pecuniary aid, and yet, such being the case, each one of your members has it in her power to ease the burdens of some of these struggling young women immeasurably."

"I—don't understand you."

"Let me tell you the story of a young woman who belongs to the class I have just mentioned: Two years ago there lived in a pretty little cottage on Gilpin street a young couple with their two children, a boy and girl, aged 7 and 5 years respectively. It was a most happy home. The young wife and mother was proud of her husband and beautiful children. The future, although it would bring old age, contained the promise of much happiness. She looked into this future with joyful, expectant eyes, even longing, at times, for old age to come, for then their son would be a man and would win a place for himself in the world and the little daughter would be grown into a beautiful maiden, to be their comfort and solace and joy. The husband was a good provider and the little family lacked for nothing that was in his power to furnish. His position was one of trust, cashier in one of the city banks. But an evil day came and with it the happiness of the little family in the pretty cottage on Gilpin street was wrecked forever. Temptation found its insidious way into the heart of the husband and father. He took a sum of money belonging to his bank and lost it in mining stock speculation. Before he could make it good the shortage was discovered. The law took its course and he was sentenced to ten years in the State penitentiary. The cozy little home was taken by the bank to help make good the amount embezzled, and the stricken wife, with her helpless boy and girl, was turned adrift upon a cold and heartless world to shift for herself.

"Was it easy for this women to secure employment? No; people with positions to be filled didn't want a felon's wife in their employ. Is her boy, whom she loves as her life, made to suffer for his father's wrong? I tell you, Yes. Many are the taunts that are thrust upon him and he is made to feel the weight of his father's sin. This young woman, out of whose life all joy and happiness had been torn, had to live in order that her children might be fed. Death would have been a Godsend to her. It was only after weeks of patient, hopeless, soul-wearing search that she found employment. You will pardon me, Mrs. Du Boise, when I say that never once did a member of your Association offer her even a look of sympathy. They held up their hands in holy horror as if she were an unclean thing.

"As I said, after many a vain and weary search, this girl secured employment. The pay was small, but it enabled her to keep herself and her children from starving. You will forgive me, I am sure, for telling you this story, Mrs. Du Boise, but that 'fairhaired creature' who fitted seven different pairs of gloves upon your hands this afternoon without making a sale is the young woman of my story."

The face of the proud and haughty dame turned purple with rage and shame, for she at last realized at what I had been driving. Seeing this I continued: "Surely you can see that this poor girl's burden is heavy to bear. Why should you or any Christian woman, through lack of consideration, increase it by even a straw's weight?"

With a look that would have chilled an iceberg Mrs. J. Corson Du Boise rose to go. Knowing that she would never

forgive me, I determined to give her a parting thrust: "Permit me also to state Mrs. Du Boise, that the Irishman with the short side whiskers reported for duty for the first time to-day since his wife's death, one week ago." She waited to hear no more, but with a lofty toss of her head flounced out of the vestibule and disappeared in the crowd.

With the feelings of a man who has done his duty I entered the store.
Mac Allan.

Bloodhounds for Railway Service.

Bloodhounds are now a part of the equipment of the Oregon Short Line. The hounds will be kept at certain stations in Utah, Wyoming and Idaho, where their presence is thought to be most needed, the character of the country and the small number of inhabitants affording excellent opportunities for the operations of train robbers.

The moment that word of a train robbery reaches the railroad officials a special engine and car containing a pack of hounds will be sent to the scene at full speed and with absolute right of way. The bloodhound special will stop at nothing until it arrives at the spot where the bandits were last seen. Experienced men in charge of the dogs will put them on the trail.

Unfeminine.

Fogg—It isn't such a difficult thing to read character by the handwriting. I believe I can do it myself.

Bass—Well, try your skill on that letter I received a short time ago. What do you say to that?

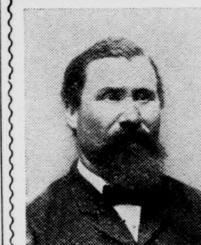
Fogg—In the first place, the writer is a very womanly woman.

Bass—How do you come to that conclusion?

Fogg—None of the words are underscored.

There is a particular feeling of horror that never comes to a woman except when the company to dinner gets the cracked tea saucer.

Abbott Bros. RHEUMATIC CURE



Gout

"FOR FOUR YEARS I suffered untold agony with gout," writes Mr. T. Steinen, a florist and gardener, Webster Street, Decatur, Ill. "When I began to use Abbott Bros.' Rheumatic Cure, five years ago, I was a **HELPLESS CRIPPLE**. I was bed-fast when this good medicine was recommended, and for three months I laid in one position, unable to move my legs or arms. The first bottle placed me on my feet. After taking the second I was able to do some work in my gardens. Six bottles **CURED ME**. My wife was suffering with sciatic rheumatism, and was just about as helpless as I had been. To our delight three bottles cured her also."

If you believe your case is beyond help it is because you have not tried this grand old

SPECIFIC FOR RHEUMATISM

It has effected more cures in the past 14 years than any other known remedy. Has cured thousands of cases which defied the skill of the most eminent doctors.

Large Bottles \$1.25; Six for \$6.00

A TRIAL BOTTLE will surely do you a world of good—may cure you. Sent postpaid for ONLY 35 CENTS.

Agents Wanted. Write for Terms. **Abbott Brothers Company, 134 E. Van Buren St. CHICAGO, ILL.**

SAMPLE BOOK SENT FREE TO MERCHANTS

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

DAVID ADLER & SONS CLOTHING CO. MILWAUKEE, WIS.

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

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.

TRADESMAN COUPON BOOKS

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—The general market for staples has been moderate. For future business it has been slow, but the demand for stock goods has been a little better. Brown goods show practically no change and buyers are not yet ready to accept sellers' ideas of prices. One-eighth to one-quarter of a cent still divides them. The lines that show the greatest weakness are the 4-yard brown sheetings, which occasionally are to be secured at 4½c, but more frequently at 4¼c. Ducks are quiet, and show no special features since our last report. Brown osnaburgs are in the same condition. Bleached cottons show no change from last week. They are quiet, and at firm prices. White sheetings and cotton flannels are also quiet. Cotton blankets, which are now open for the new season, started off with considerable irregularity, and agents are at a loss to decide upon their real values. Coarse colored cottons are slow, and buyers are not inclined to meet the position of the sellers, and as the latter will not give way, there is little business transacted. Here and there, however, are found some concessions, and a little business is the result.

Printed Cottons—The most active spot in the cotton goods market is among printed calicoes and printed wash fabrics. Wash fabrics show quite a good amount of re-order business, the best selling lines being from 8 to 10 and 12c per yard, but lower grades are far from being neglected. Staples, as well as dress ginghams, are moving in a quiet but thoroughly satisfactory manner.

Dress Goods—The demand for dress goods the past week has been of a modest order—staples, skirtings and flannels have been purchased in a small way. In jobbing circles a fair business has been transacted. Attention is being directed towards the new fall season which should come into evidence in two or three weeks, and preparations are under way therefor. There is more or less uncertainty regarding the direction which buyers' preferences will take. The weight of opinion appears to indicate a preponderance of favor for plain goods, but there are those who champion the fancy goods, and predict a better fancy goods business than has been done in some years. Agents are hopeful for a good fall season, but there is an apparent feeling that buyers will lean toward conservatism in their actions.

Underwear—Agents for underwear say that every line has now reached its lowest level and if buyers do not take hold now, they need not ever do so, for, there are more chances of advances in the near future than of further cutting of prices. In regard to fleeced goods, it is said that this week contrary to recent reports they have not only stopped going down in price but several manufacturers have taken orders at slight advances. This we mentioned in our review of last week and now it seems to be substantiated. Ribbed goods seem also to be in about the same condition as fleeces. Prices are said to have advanced in several places while in others the fabrics have been manipulated which amounts to the same thing. Wool underwear for fall averages as near as can be estimated about five per cent. lower than a year ago. This is due entirely to the lower cost of raw material. The cold weather of last week acted

beneficially for the retailers, who had a good spurt of business. Window displays of heavy underwear have been prominent in all cities and prices are well sustained.

Carpets—Wilton carpets and other lines of three-quarter goods, including velvets and axminsters, are holding their own. Prices are well maintained, and have a tendency to advance a little. Mills on the three-quarter goods have been running full from the opening of the season, and manufacturers are looking forward for early orders and a good demand. The outlook continues to be favorable for the remainder of the season. The retail trade is very quiet except with the larger department stores, where sales and bargains are offered. There is no improvement over last month at all with other retailers. There is still no prospect of anything doing in this line. Everything seems to be at a standstill. Some manufacturers have secured orders at the advanced prices. Manufacturers have advanced super ingrain 2½c per yard.

Smyrna Rugs—This line has continued in a satisfactory condition among some manufacturers, and indications are favorable for a good trade the balance of the season. Some have reported fair-sized order. It is expected that there will be a big demand for these goods next season.

Protest Against "Loaded" Silk.

A conference of manufacturers of silk is about to be called with a view of preparing a bill to be introduced into Congress to require silks that are weighted, or "dynamited," as some term it, to be labeled so that buyers may know what they are getting.

The manufacturers have concluded that the practice of weighting silk is what has brought it into disrepute and almost ruined the industry. By the use of bichloride of tin in the dyeing process the dyer gets two pounds out of every pound that comes to his hand. This has produced a great reduction in prices, but the goods are inferior. On exposure to the air the bichloride of tin crystallizes, and the crystals cut the fabric upon the slightest wear or friction.

At first the "dynamited" silk has the same handsome and brilliant appearance that the bona fide article has, but as it does not wear it has given silk a bad name generally, and the industry languishes. The manufacturers who insist on having their silk treated with pure dye only are greatly handicapped, and they are now endeavoring to get the aid of Congress.—Dry Goods Reporter.

Silk Skirts in Favor.

The popularity of the black silk skirt grows with the advance of the season. All lines are replete with handsome novelties of this order. Taffeta, peau de soie and china silk, together with nets, grenadines and lace novelties, go to make up a showing such as has never been known before in skirt lines.

Every sort of material is utilized for the trimming. Ribbon, velvet and lace, mousseline and liberty silk, embroidery, braiding, applique and cut out work are among the applied trimmings, and cording, tucking, stitching, braiding and shirring add to the effect of elaboration. The range of variety in these lines is almost limitless.

Bargain in Dress Goods.

Wife—Oh, such a bargain! I reached Bigg, Drive & Co.'s ahead of the crowd this morning and got enough stuff for a perfectly elegant dress for \$1.90.

Husband—Hoopla! You're an angel! What will it cost to get it made up?
Wife—"Bout \$30.

Applying the Principle.

The correspondence was brief but to the point. The letter she received was as follows:

"Dear Madam—I take pleasure in shipping to your address a rug valued at \$50, for which I shall be glad to receive your check. If you do not desire the rug, please return it."

"The idea!" she exclaimed. "I never knew such impertinence."

Then she sat down and wrote the following:

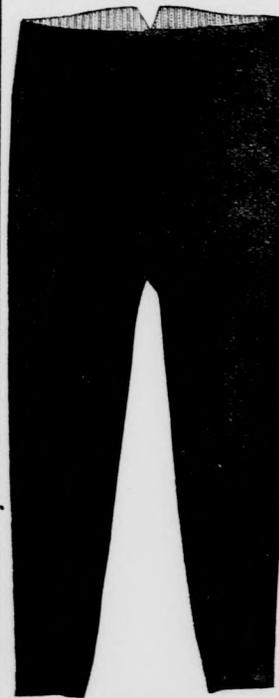
"Dear Sir—I have ordered no rug from your establishment, and I see no reason why I should go to the expense of returning that which I do not want and

which was sent to me unsolicited." To this she received the following answer in due time:

"Dear Madam—I will send for the unsolicited rug, and I trust you will do me the favor to send for the unsolicited charity entertainment tickets which now lie, with about 28 others, on my desk." "The discourteous boor!" she exclaimed.

"Evidently," he soliloquized, "there are methods of procedure that can not be successfully applied to business."

Probably Jonah had no idea that his wife would believe him when he told her where he had been, anyway.



For Spring Business

we will show a brand new line of pants. Line begins at \$4.50 and runs to \$21. Full line Corduroys. Kerseys of all descriptions. All goods guaranteed not to rip. Full in every way. Samples will come paid. Write.

P. Steketee & Sons,
Wholesale Dry Goods,
Grand Rapids, Mich.

WE IMPORT



our own line of Laces and Embroideries from the makers and do not buy them from agents, which some jobbers do. Some one may say "what's the difference." There's a double advantage in it for you. It's a saving in first cost and it assures a better assortment to select from. In connection with these lines we would call your attention to a very good line of Dimities, India Linons, Lawns and Nainsooks, far better than any shown by us up to this time

Voigt, Herpolsheimer & Co.,
Wholesale Dry Goods,
Grand Rapids, Mich.

COLLAR BUTTONS

One
gross
assorted
in
case
\$4.50
per
case



Best
quality
celuloid
back
warranted

AMERICAN JEWELRY CO.,
TOWER BLOCK,
GRAND RAPIDS, MICH.

Clothing

Spring and Summer Styles in Hats and Haberdashery.

There is very little perceptible change in the spring hats, either in form or measurement, from year to year and from season to season, the changes, with few exceptions, being so slight that they are not observed by the layman. First, let us take a look at the spring derbies. There is a tendency to manufacture them with the crowns a little higher than last fall's hat. The shape is the English round crown, which has a tapering appearance. It will be made in a variety of colors, among them black, brown, oxford mixed, tan, umber, russet and coffee. However, the black derby, as usual, will be worn almost to the exclusion of the other shades. Browns are not likely to find much favor, while a gray will be a rarity. There will be practically no change from the fall in the size and shape of the brim. The band will be black, and will be about 12 ligne.

The silk hat will have about the same dimensions as the fall one, the crowns on the young men's hats being a little lower than those on the men's. The former will be about 5½ inches, the latter 5¾ inches high. The crown will be less belled than of the fall styles. The brim will have the D'Orsay curl, well set up, the sides being raised one-half an inch. The opera hat or theater hat, sometimes called the crush hat, will follow the lines of the silk rather closely. I heard rumors that it may lose some of its popularity, but I doubt them greatly, as this hat is entirely too useful and genteel appearing a hat to be lightly discarded.

The soft alpine is a great spring and summer hat; some say that it makes the straw hat hustle for first honors. They are made in so many different shapes and sizes that it is difficult to tell if there will be much change from the fall. The dimensions will be about the same, and the wide brimmed affairs will, in all probability, fully equal their last summer's popularity. They will be made on a tapering block, and the most of them will be well rolled up on the sides. That is, this will be their shape when the consumer buys them, but they will not retain their shape long, as the wearer generally thinks that he can improve the manufacturer's work, and twists the brim and crown into all sorts of shapes. The band will not be as wide as the fall band; the latter was 24 ligne, while this spring's will only be a 22 ligne band. There is one blessing that we are likely to be thankful for, if the predictions of the hatters come true, and that is that the twisted band in gaudy colors, or even in simple effects, will not meet with nearly as much favor as it did during the 1900 spring season. The colors will be black, brown, blue pearl, steel mixed, otter, nutria, slate and Belgian. Slate, blue pearl and steel mixed were seen more than any others last spring and summer, and are liable to duplicate their success this year, but a number of good authorities informed me that it would not surprise them to see the black alpine way in the front, especially for the golf alpine.

The straw hat worn next summer will be almost the exact duplicate of last summer's shape. The brim will still be very narrow, and the most popular kind will be those made of rough straw. The bands will be of quiet colors, as a rule. The straw alpine is liable to be even

more popular than was the case during the last spring season. At the beginning of that season, it was not worn very extensively, the middle aged and elderly gentlemen being the chief purchasers. But as time passed, it gradually won the hearts of the younger element, and its popularity was growing when the straw hat season closed. Unless there should be a great change in popular favor, I believe that the alpine straw will be one of the favorites of the year. The Panama is an ideal summer hat, but the price asked for it keeps down the sale considerably. However, the dealers are justified in asking good prices for them, as the genuine Panama is not easy to get in large quantities, in the shapes required for their trade, and the scarcity naturally shoots up the prices. The hats are made in Ecuador, and there are no factories for them, the natives on the coast plaiting them when they feel like it. It costs so little to live there that the natives do not have to work any more than they feel like, which is very little, and so they can afford to be independent. Hence the Panama hat famine in this country.

The high turn-over collar will certainly retain its popularity, and is liable to exceed it during the spring and summer. As the summer is always a small tie season, it can readily be seen that next spring will be doubly so. While it is impossible to predict the various styles that may come up, the unknown quantities of the neckwear trade, it is safe to say that the tieable ties, bows, bat-wings, etc., and the reversible narrow four-in-hand will be worn more extensively than any other styles. The former are liable to have very neat and handsome, and at the same time plain, patterns. The narrow four-in-hand will be from one and a half to two inches wide. It will be seen a great deal in solid colors, with polka dots and with small figured effects, and also with stripes running down the center. It will come in a number of qualities and materials, such as silk, satin, mixtures, madras, pique and lawn. The solid colors shown will include a large variety, some of the swellest effects being in gray, ox-blood, green and navy. Of course, a large number of other styles will be shown, such as the wide imperials, De Joinvilles, rumchundas, Windsors, etc., but whether they will meet with much success is only a matter of conjecture at this early hour.

From present indications there will not be much change in the pattern of shirts that will be worn next spring. The stripes will still run vertically, in the majority of cases, and horizontally around the cuffs. The prevailing shade will be blue, of a very delicate hue. I hear that there will be a great many more white shirts, both soft and stiff bosom, worn than has been the case during the warm seasons for a number of years.

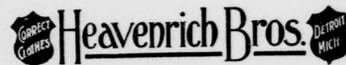
Underwear is not so much a matter of style as a matter of comfort. A number of authorities say that there is going to be a very large sale of fancies. A line of underwear that is liable to play a very important part in next spring's consumption is mesh underwear. This is shown in a large number of designs and grades. The Aertex Cellular underwear is one of the leaders of this kind of underwear and is likely to more than rival its success of last year. I saw some really beautiful mesh underwear, which was imported by one of the largest firms in the United States. They had a number of really beautiful designs, some looking almost like embroidery work. One design had a mesh, the open work being fully one-half an inch square. Without exaggeration, it resembled an average size crabbing net. Mesh underwear always had a good sale in the South, but last summer sprang into prominence in the Middle North and Northeastern States, and in parts of the West.

It looks as if the well dressed man will have an unusually large number of handsome and original designs to select from, when he purchases his spring

hosiery. The colors will be bright but not gaudy. While there will be more vertical than cross stripes worn, the latter will have a larger following than last year. A number will be made with both stripes, the tops having cross, and the sides vertical stripes. The jacquard effects ought to take very well, because they will not be quite as expensive as heretofore. The output is limited, owing to a certain kind of machinery being necessary for their manufacture. The materials worn mostly by the better dressers will be a mixture of cotton and silk, silk lisle, and silk. Silk is worn chiefly for dress, in black plain, small figured or open work effects.

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.



Special Inducement to the Hat Trade

**Our Twentieth Century Offer
Bargains in Three Dozen Lots Hats or Caps**

Six styles (or three) in each lot. Prices \$2, \$3, \$4, \$5, \$6, \$7, \$8, \$9, \$10 and \$12 dozen.

Make your order read as follows:

KOSSUTH HAT CO., Detroit, Mich.

Send us one lot (or more) six styles (or three) Hats (or Caps) at \$..... a dozen net Ship by express C. O. D., charges prepaid, with privilege of examination.

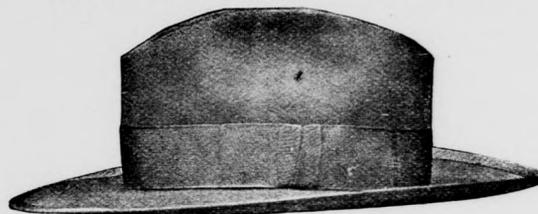
Name.....

Address.....

KOSSUTH HAT CO., 180 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.

THE PURITAN SPECIAL

STYLE AND QUALITY GUARANTEED.

\$3.00 FULL VALUE.

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.

Shoes and Rubbers

Improvements Brought About by the Long Shoe.

There is no longer any valid excuse for people to go slipshod or down at the heels in their footwear. It depends entirely upon the shoe wearer as to whether he shall present a slovenly appearance at the foot. The manufacturer is doing his part toward rendering such practices obsolete, and the retailer is guarding his patrons against shoes that will contribute towards such undesirable results. Never before in the history of shoemaking were such handsome things turned out for the feet as now; and never before has it been more difficult for the novice, who simply wears shoes and who doesn't know ooze calf from mat kid or hand-made from machine work, to make a choice on his own judgment of shoes that are really cheap in the economical sense of that abused term. And yet, as a rule, the low-priced, honest-made shoe of the reputable manufacturer, such as a large class of people must have, or none, is by no means hurtful to the trade or the consumers.

It is often puzzling to the shoe man himself to discriminate to a nicety between shoes of widely varying cost. Holding in either hand a shoe, between which there is a difference in price of nearly two dollars per pair, but between which there is so little apparent contrast in beauty of form and finish to his eyes, it is no wonder that there is some irresolution on the part of the customer as to which to take; and perhaps in many instances the lower priced ones are purchased when the inexperienced buyer's judgment is his sole guide.

It is true that cheap shoes, as the term is loosely applied, are now turned out in such variety of styles and of such seductive appearance that one who wishes to get a really good shoe must consult the reputable dealer and abide by his opinion in order to be on the safe side in the matter. In the purchase of no commodity is the inexperienced consumer more liable to be deceived than in the value of shoes.

A preventive for the condition called "down at the heels" has been suggested in the way of a steel heel plate, but it is a question whether the injury they inflict by shock upon the system does not far outweigh their economical quality; and it is a mooted point, also, whether it is not advisable to give the heel a chance to follow its natural tread as well as other parts of the foot, and thus to find, approximately at least, its comfortable bearings. A sort of compromise between the back-mitered heel of the worn shoe and the perfectly level heel of the new one might be good.

In the repair shop, among many odd specimens of women's partly worn shoes that were examined, an observer found abundant evidence that women are more level walkers than men are; that they have, as a rule, a more uniformly lateral tread. If their high heels were abandoned they could give the sterner sex valuable points on even tread in their shoes. Among women's common-sense heeled shoes were observed many that were not perceptibly worn off at the back edge. Moreover, it was noticed that women with the smallest and best shaped feet, almost without exception, had worn their uppers to an almost irreparable condition, and had still left sole and heel in a fairly level state. Larger and more abnormally shaped

feet had left their impress on the old shoes in various irregularities of tread and local destruction, pointing a moral to the careful cobbler, by which he could partly provide against like evils in his repairs.

The damage that slipshod footwear does to the feet and the injury produced by going "down at the heels" are undeniable, and the results assume various forms. The chiropodist is in a position to know a good deal about this matter, and he throws most of the blame upon the shoes. His verdict is probably too sweeping, and it suggests the question: Can it be true that this overthrow of the once normal foot is wholly attributable to modern footwear? If so, then ought we not to come to its rescue at once, even to the extent of radical measures for its protection? Again, it may be asked: Do shoes—other than those of the Chinese—tend to reduce the length of the feet? It seems probable that the human foot is rather shorter now than it was some centuries ago.

In discussing this subject, it was stated in a former article that this member was presumably, at one time, twelve inches and upwards in length, and that the lineal foot measure was taken from this member. Now, discarding monstrosities, such as the old Turin foot, and assuming the average to have been twelve inches, we may safely say that the foot is growing smaller. The average size in men of to-day is probably not above a No. 8, less than eleven inches long.

But in the matter of slovenliness at the feet, there is but little of it seen nowadays. Formerly our sight was shocked occasionally by indifferent and careless practices of this sort. Even women would sometimes lapse from a high standard of personal appearance when they arrived at the foot, counting upon the charity of skirts to cover their faults.

Now, there is, probably, no more pitiable spectacle than that of a man "down at the heels," either literally or metaphorically. It is as difficult to stiffen up an old run down shoe as it is to repair dilapidated fortunes, for in either case here is scarcely anything solid to build upon. It would be cheaper to throw such shoes aside and buy new ones than to attempt their redemption. But this is mostly all changed now, and the manufacturer with modern improved methods has found a preventive. Counter and heel stiffeners may in time relegate the comprehensive phrase "down at the heels" into the dim past.

But this unpleasant sight is rare now, except with children and those adults who wear the shoddy sort of shoes. Nor is it necessary that these supports should ever be made of metal, if the manufacturer will see to it that only proper material constructed on right principles be used for this important purpose. There are persons, it is true, who are built upon such eccentric principles at the ankle and heel that they would run down almost anything in leather, and for such the metal stiffener might not be out of place.

There are always helpful points to be obtained from the retailer for the asking by the inexperienced buyers, such as will help to prevent the shoe wearer from running down at the heels. More than half the prevention lies in the selection of the shoes. It is not, however, always the plainest people with the most limited means who are the best

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.

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.

customers for the lowest priced footwear. The most thoughtful of this class have learned from experience that of all articles in clothing, the shoddy shoe is the most disappointing and undesirable for them to buy.

They have, from former costly experiments, discovered that there is no real economy in a worthless or short-lived shoe, no matter how captivating and honest it seems while new. The lustrous leather, standing up gracefully in its well moulded form, is a snare if it has not quality to fit it for service. A few weeks' wear usually suffices to reveal its defects and its form collapses, its primness is gone, and it is soon too weak to stand alone. Such a shoe only when treed out by the foot of the unfortunate buyer, and brightened up by dressings, has any appearance of the beautiful object it once seemed.

Persons of small means who have had a few object lessons of this sort, and who are wise enough to profit by them, now demand durable footwear at least for the moderate sum they are able to expend; and such persons are willing to forego the tinsel of outward appearances. It is, in fact, only people with plenty of money who can afford to buy shoes of poor quality and workmanship, anomalous as it may seem.

Some women prefer to take several pairs of shoes to their homes to fit their own feet, but the practice is not likely to become general as most women do not care to take either the trouble or the responsibility. If they make an error in getting a good fit in this way, they have no redress after wearing the shoes. A dealer says there are such instances, but that they are rare; and, moreover, he does not believe the average woman will get as good a fit in this way, as two heads are better than one in directing the choice of the feet in their coverings.

The veteran retailer was asked: "Should women's shoes be fitted to their feet always in the shoe store?" He replied: "It would lighten our labors immensely if women would fit themselves to shoes at home. But while it would be a gain to us in that respect, it might in another way be worse for us. It would probably give us more trouble in the matter of exchanges in cases where careless or ignorant persons had miscalculated. Any intelligent woman, with a little practice, can fit herself to shoes without the aid of a retailer or clerk. But, in many instances, there would be disappointing results by this practice. There are certain matters about which the retailer could set a woman right at the outset, and which she would sometimes overlook and dissatisfaction would naturally result.

"Many women," he continued, "buy shoes of me that they never try on here, and it is not because of defective feet that they pursue this course, for I know from their old shoes that there are no glaring blemishes about those feet. Some of them adopt this course in order, no doubt, to escape the importunities and often ill-advised suggestions of some well-meaning, but over-zealous clerk. Besides, a very sensitive, conscientious woman is sometimes met with who does not care to trouble us too much about the momentous matter of the set of her new shoe. She wants time and exemption from espionage to consider the case in all of its bearings, and having taken a reasonable time in deciding on the kind of shoes she will buy, she takes them home to fit them on."

Some of the reasons for the almost total disappearance of the sliphshod, down-at-the-heel foot nowadays is not far to seek on our streets. The graceful gait of the person with a long and slender foot is in marked contrast with that of the person whose foot is broad and chunky, especially if the latter is thrust into a too narrow shoe. In this case the lateral bearing is defective, and

while only one foot is on the ground, the body sways slightly to one side or the other in order to retain its equilibrium. There is little enough foundation in the feet, at the best, to keep the upper part of the body within the line of gravity. With a maximum of surface contact with the ground we progress almost without thought of the art of progression; but with too little surface contact we are constantly aware of our steps, because the muscles are on the strain to prevent the loss of equilibrium.

It is a mistake to try to obtain the long, slim shoe style at the expense of suitable breadth for the foot. The natural width of the foot with the weight of the body on it should be the measure of width, with the addition of length enough for symmetry, or to suit the taste of the wearer. Even then it will require some little time to educate the foot which has been habitually cramped at the toes to utilize this extra length of the modern shoe gracefully.

But few shoe wearers, probably, realize how much the long shoe now so common, has done toward improving the condition of the man and woman who were once, literally, down at the heels.—E. A. Boyden in Boot and Shoe Recorder.

Getting Ready for Easter—Reign of Patent Leather.

Dealers are impatiently awaiting the time when they can draw the curtain over the trade of a period which has in many respects been unsatisfactory, and usher in the business of a vernal season which is full of promise, with an accompaniment of April skies, balmy sunshine, babbling brooks, the rejuvenation of nature, spring millinery, new apparel, and a general spirit of bubbling cheerfulness in all mankind.

It is not too early now to make reasonable suggestions regarding the trade at Easter time. Easter is not so far off. The exact date is April 7. Retailers have doubtless been bearing that fact in mind. They have been making strenuous efforts through hundreds of bargain sales to hasten the sluggish flow of their winter shoes and make way for their spring stocks. Of course, they want a plentiful supply of new styles in at Easter time, for, during the week preceding Easter, especially Saturday, April 6, there will be a sale of shoes in all the large cities of the country which is likely to be unprecedented.

There is a wonderful deal of talk regarding the popularity of patent calf and kid, but the reign of the shiny material will be more patent than ever at Easter. The gilded youth—and nowadays men of even staid sobriety—wear patent leather on every occasion where they make any pretense of dressing, and thousands also wear these shoes for regular business purposes. We shall watch with interest the sales of the week preceding Easter, and give a full report of them, as our correspondents see them, in our issue of April 9.

Perhaps our readers may think we are a little previous. But a successful spring opening is not attained by the work of a week. The plans must be carefully laid beforehand. We will take it for granted that the appropriate stock is all in the store; that the clerks, vigilant, bright and active, are all alert, and the commercial powder is all ready to receive the spark which shall be applied by public demand.

Yet two more things are necessary and must be attended to. One is window dressing—the other, publicity.

Let us first consider how a spring opening should be advertised. Retailers in the smaller cities and towns will have less difficulty about this matter than many of their brethren elsewhere. Possibly they may issue booklets or folders, but they can very easily get at the public generally through the local newspapers.

Dealers in the suburban sections of large cities, however, will not have as easy a time. It is no object for them to advertise in newspapers, nine-tenths of the readers of which live in sections of the city miles distant from their store. These dealers will find it necessary to issue neat and attractive printed matter.

What that shall be, of course, they are the best judges.

Wherever a dealer is located, there must be a considerable amount of attention devoted to advertising, as amid all the noises that come to the ears of the public it is the clear, strong note that makes the impression. People have no time to consider feeble and nervous announcements.

It has often been remarked that dealers do not do justice to themselves in most instances in displaying Easter goods.

They do not seem to put that thought and attention into their window displays that are so noticeable in the department stores. Of course, there are exceptions, but speaking generally, shoe retailers are lax in this respect. There seems to be a spirit of economy that prohibits the expenditure of a few dollars on fixtures that will admit of dressing their win-

dows more tastefully, and thereby attract attention to the goods shown therein.

There is no better advertisement for a store than to have the name of always having neatly arranged and attractive windows. The retailer that is up-to-date in this important detail of business is usually successful in his vocation. The arrangement of a display window can not be done in a slipshod manner. In order to properly bring out the effects, as it were, the idea should be first worked out, and details arranged accordingly. It is evident that more attention is being given by retailers to this detail of their business, but still there is room for improvement. Think out your ideas beforehand, and endeavor to improve upon your efforts in the past in arranging your Easter display.—Boots and Shoes Weekly.

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.

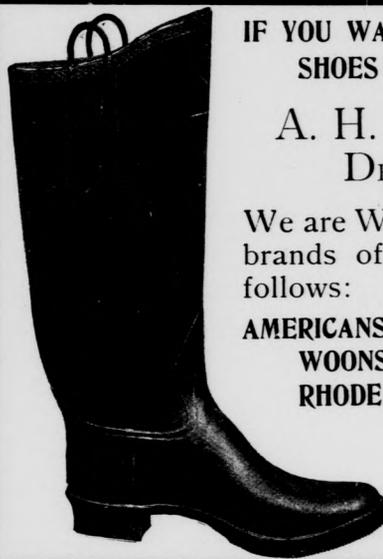
TERMS:

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.



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.

OUR EUREKA

SOMETHING NEW

A Cordovan shoe made with great care as to style and finish. The best shoe on the market today for the money; thoroughly up-to-date. Made in our own factory.

Note the price, \$1 50 net.

**Herold-Bertsch
Shoe Co.,**

**Makers of Shoes,
Grand Rapids, Mich.**



Clerks' Corner.

Successful Salesmanship Largely a Matter of Experience.

I appreciate the difficulties you meet in dealing with customers who have not quite decided what to buy or where to buy it, but you may be sure, my boy, that the same perplexity is what is causing salesmen in every line of business more trouble than anything else. A few general rules and suggestions may be given, but only by experience can you learn how to approach different people, as each customer presents a different problem.

You should never under any circumstances lose your temper when waiting on customers, or permit yourself to show that you are irritated or angry no matter how great the provocation. The moment you do so you place yourself at a disadvantage. You lose the prospect of making a sale at that time and greatly lessen the chance for doing any future business with the same parties or their friends. Granting that the customer is insolent and insulting, yet if you allow yourself to become angry he will blame you for it entirely and proclaim you as a cross, cranky, unaccommodating clerk. By keeping good humored you lose nothing, you show your own power of self-control, which of itself may make a favorable impression, and you have not the humiliating remembrance of a past outbreak of passion to hamper you in future transactions.

It often happens that persons who are very annoying, if treated respectfully, become good customers. I recall one instance when some ladies looking for goods tried my patience severely. Nothing suited them; they did not like the goods in style, size or finish, and the prices, which were really very close, they declared were exorbitant. Although tempted to treat them as I felt they deserved, I managed to keep my temper and answer them respectfully, and when they flounced out I never expected to see them again. Within an hour they came back and to my surprise bought the very goods they had previously looked at, at the same prices, and afterwards became very good customers. Had I spoken the sharp words which were on my tongue I presume the sequel would have been different.

Nor is this an isolated case. I could give you many others from my own experience which have taught me that it pays to keep pleasant even under great provocation.

I believe it to be a good rule, with exceptions of course, not to be in too great a hurry to quote prices on goods to a prospective customer. If you were a mind reader and could tell what each person's taste was, how much money they had to spend, what they had seen in the same line elsewhere and how favorably they were impressed with your goods, you might be in a position to name the price at once. But you do not know these things and you have to learn them from your customer, who is probably a lady, in the course of the conversation. Moreover, to be successful in the highest degree you must gain your knowledge without the lady herself realizing your purpose, and so you do not proceed like a lawyer cross-examining a witness, but you lead her into conversation about the goods, their style, finish, the advantages of each particular pattern, etc., interesting her in the goods, drawing her out by an occasional

question and picking up from her talk, expressions, glances and gestures the information you want. If she shows by word or look a decided preference for some piece, then of course you show up that piece to the best advantage. But if, as is more often the case, she finds difficulty in selecting or does not seem inclined to buy, you use your knowledge of what is mostly likely to suit her taste and pocket book, and direct her attention to whatever you have in stock that seems most nearly to meet her requirements. So that briefly my reason for not quoting prices at first is that many shoppers, having learned the price, will leave at once and give you no chance to find out what they really want, but until you have named prices you are sure of them.

If there were nothing to do but quote prices it would not be necessary to pay salaries to salesmen; it would be cheaper to hang a large card on each article with the price on it, and in fact a salesman who can not do more than to tell you the prices, who can not talk intelligently about his goods, is little better than a price mark.

Naturally you want to bring your customer to purchase as good an article as possible. As a rule it is better to show the higher priced goods first, although I think in some cases, especially where you are making construction a strong talking point, it is better to begin with the more common goods first and thus prepare the buyer to appreciate the advantages of the superior or improved construction.

If your customer is at all susceptible to flattery you will often find means to use it to your advantage. "You are a good judge of goods, I see; you have picked out the best we have in the store," is a shot that rarely fails to tell when a lady pauses to admire some nice article.

I might say much more on this subject, but after all, as I told you in the beginning, it is largely a matter of experience rather than rules.—Uncle Reuben in Furniture Journal.

The Story of Malta.

Written for the Tradesman.

Malta was very popular. Her affectionate nature and even disposition won for her a place in the hearts of all who knew her. Besides possessing these winning qualities she was very beautiful. It was no wonder that she captured the hearts of all the young men at the silk counter. Whenever she appeared there was a scramble as to who should monopolize her attentions. At the lace and embroidery counter, just across the aisle from the silk department, there were a number of young ladies, some of whom were extremely pretty. Strange to say, none of them ever seemed to dream of being jealous of the attentions lavished upon Malta. Indeed, it was no uncommon sight to see one of these young ladies put her arms around the beautiful Malta and give her a most affectionate hug when she chanced to visit them. Everybody agreed that the power of inspiring love which Malta possessed was truly wonderful. It was told by the young ladies at the laces that a little girl who came to the store with her mother one day chanced to meet Malta at the door of the elevator and insisted upon kissing her then and there, although the child had never seen her before.

There came a time when several weeks passed and Malta failed to make her accustomed visits at the silk counter. The young men who had shown her so many attentions could give no explanation. She had left no word upon her last visit and so they were completely in the dark. The ladies at the laces declared that the young men had offended her; but they one and all maintained this was not true.

Imagine their astonishment when, after a month had gone by, Malta, with careful, dignified tread, walked down the aisle one morning early carrying a soft fuzzy little reproduction of herself. She laid it before the group of admiring young men who had advanced to meet her and looked up into their faces with

gracious greeting, then down at the pretty baby.

Seemingly satisfied that her friends would be careful, she trotted off and left the kitten behind. Presently she reappeared, bearing another just like the first and presented it also to her young men friends. This operation she repeated until five, soft, dainty little maltese kittens were exhibited to her many friends, who were both delighted and amused. Malta seemed more than satisfied to have the admiration which had heretofore been all her own lavished upon her beautiful babies. They were passed around from one to another and then the young ladies at the laces came over and took them. Her babies were cuddled and fondled and petted, while Malta looked on in proud and satisfied contentment.

Then a strange and dreadful thing happened. One of the kittens was handed to a young lady who was standing near the main entrance. She placed it on the floor to see it toddle and frisk about. It was an active little fellow and before she knew it the kitten was out on the sidewalk. Malta realized the danger and, springing from her place on the show case, ran after her foolish baby. She took it up by the back of its neck and turned to re-enter the store, when, like a flash, a huge mastiff, which was passing at the moment, sprang upon her and with one snap of his cruel jaws crushed her to death. A passerby caught up the kitten just in time to save it from a like fate.

There were many mourners over the sudden and terrible death of the beautiful Malta. From the grief depicted on the faces of the young men at the silk counter and the tear-stained faces of the young ladies at the laces, one would have known that they had lost a dear friend.

The five little motherless kittens were well taken care of by Malta's good friends and each one found a home where it was loved and cared for the sake of the loving and beloved Malta. Mac Allan.

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.

American Family Soap

J. S. Kirk & Co.

WORDEN GROCER CO., Distributors
Grand Rapids, Mich.

PERNICIOUS CREDITS.

Practice Which Is Undermining the Dry Goods Trade.

The evils that obstruct the road to success for the dry goods dealer in this country are manifold. We know of no line of mercantile trade that has so much detail, that requires such close application, such careful scrutiny and eternal vigilance in order to attain success as does the retail dry goods business.

The retailer has not only to suffer from the blunders of jobbers and manufacturers who employ ignorant, incompetent or indifferent help in their order and shipping departments, but he is constantly subjected to losses from manufacturers' imperfections and shortages, in both length and weight, changes in style, overproduction and many other irregularities that might be enumerated.

All these objectionable features are of secondary importance compared with the abuses of the credit system, which we believe to be indirectly the cause of all, or nearly all, the ills the dry goods trade is heir to. Primarily, the fault lies with the manufacturers and jobbers who are constantly overstocking the home market and in their anxiety to sell have made credit the cheapest commodity on earth. The jobbers, in their efforts to increase their yearly sales, employ an army of "road salesmen," who are paid usually by a commission or percentage on their sales, and whose positions depend upon the number of orders they take, regardless of the responsibility of the parties who give the orders. These salesmen usually visit the most reliable and best-known merchants first—who are often overstocked with goods and decline to place orders. The enterprising salesman then leaves with the remark that he must do business in the town. The firm he represents expects it—in fact, his bread and butter depend on it—and he proceeds to execute the mandate of his employer. We have heard a prominent "road salesman," who represented a well-known dry goods house, make the remark, on being refused an order, that he "was cut to sell goods and would take an order from the devil if he could get it." Subsequent events prove that he got it.

Under the present credit system it requires no capital to embark in the retail dry goods business. An empty room, a little cheek or brass, and the new dealer can place himself in his office, advertise his intention to open a new stock of dry goods on a certain date, and before the opening day arrives he can have a full stock. It will not be necessary for him to go to market or to make a statement of his financial condition.

It often occurs that a jobber has failed to secure a satisfactory amount of trade in a town already crowded with dry goods dealers; but determined to get a foothold in the place, he sets up a "dummy," or what might be termed a "fence." He puts in a stock of goods and allows the manager or nominal owner of the concern to purchase from outside parties and pay promptly until a great margin or credit is established.

He allows the concern to break and cut prices on all lines—in fact, to sell at any price until the trade of the town is ruined—and when the time arrives to realize all there is in it he either quietly unloads, by ordering the manager to make all purchases from outside jobbers, or, if more practical, he secures a chattel mortgage for his entire claim

and rakes in the swag; and the other creditors whose great ambition is to increase their sales get nothing.

There are doubtless many honorable exceptions among jobbers regarding this nefarious practice. The complacency and meekness with which some of the oldest and first-class jobbing houses submit to being swindled in this manner is astounding. We know of cases where failures have been strongly tainted with fraud, and yet these great, big-hearted creditors have remitted or cancelled their entire claim, and then extended credit to the same parties again.

Now, under present conditions, what encouragement is held out to the retailer? To be honest and to conduct his business with economy and on sound business principles, what chance does the honest merchant have with this class of competitors? Does not this system of loose credits offer a premium for dishonesty and rascality? Under it a national bankrupt law, no matter how it is framed, is powerless for good. It only turns loose a herd of chronic bankrupts, to repeat their familiar games over again.

This pernicious credit system is sapping the very foundations of our commercial fabric and we believe it to be the duty of every merchant, both wholesale and retail, who believes in maintaining the honor and integrity of the trade to make heroic efforts to eradicate and stamp out this great and growing evil. Let the retail dry goods dealers form associations in every state, county and municipality and co-operate with wholesale merchants for the purpose of driving the "buccaneers" and mercantile pirates from the trade. The credit department, instead of being the weakest and most vulnerable point, should be the fortress, the stronghold and the "Gibraltar" of every great commercial or mercantile house.—D. Burnham in Dry Goods Economist.

His Generous Action.

"I do not wish to be unnecessarily hard on you," said the lawyer who had several accounts placed in his hands for collection, "but it seems to me you ought to make some effort to liquidate these bills."

The gilded youth puffed his cigar reflectively for a minute or two.

"Do you really think so?" he asked at last.

"Most assuredly," answered the lawyer. "Your creditors have been most considerate and they are inclined to be lenient now if you show any disposition to settle. There are many ways in which a good, strong, active young man can make money."

"True," replied the gilded youth, "but it's so deucedly annoying and inconvenient, don't you know?"

"It may not be as pleasant as the idle and irresponsible life you now lead," admitted the lawyer, "but you should be willing to make some sacrifice for those to whom you are indebted."

"That sounds reasonable," commented the gilded youth. "I am glad you put it in that way, for it really awakens me to a sense of my responsibilities. I have no right to lead this easy and indolent life when those who have trusted me are in need of what is due them. I must be unselfish; I must do something, and I will."

"What?"

"Sir," replied the gilded youth with unwonted energy and determination, "I shall marry."

His Insomnia.

"I can't sleep nights since I read about that Rockefeller-Carnegie-Morgan combine of capital."

"Why not?"

"Every time I shut my eyes I see miles and miles of ciphers chasing a dollar mark across desolate wastes."

A Short Cut.

The other night on a Texas railroad train a drummer called to the conductor and asked: "Are we on time?"

"Yes."

"I'm glad. Are we on the track?"

"I don't know, but will go forward and ask."

He went away and returning said: "I am informed that we left the track about five miles back. We are now crossing a country dirt road, and if we don't meet a wagon we are all right. You see that there big bend in the road back there, and we saved time by making a short cut."

True Prophecy.

"The late editor's wife is something of a humorist."

"Indeed?"

"Yes; took a line from his original salutatory and placed it on his tombstone."

"What was it?"

"We are here to stay!"

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.

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

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.

OLD RELIABLE B.L. CIGAR
ALWAYS BEST.

starts to wreck one and God sends her to another.

After Mrs. Nation's successful raid in Topeka, a band of women, several hundred strong, was formed, called "The Home Defenders," who were pledged to smash saloons or otherwise, forcibly or peaceably, discourage the joint business in that city, and a raid had been planned for the next night. During the day the word was quietly tipped to the various members, as well as several of us newspaper correspondents who were there, that the women would move on the saloons at 3 o'clock in the morning. We were to make a rendezvous at a certain private residence, and about midnight we began slipping out through the snow and gathering at the place. It was quite the most exciting scene in which I ever participated. Those of us who were there sat around and talked in hushed whispers, although there wasn't the slightest reason we shouldn't have yelled if we had wanted to, and an air so thick with mystery and deep, dark plotting that you could have cut it with a knife hovered over the scene. Every few minutes fresh arrivals would come and every woman had a bright, brand new, business-looking hatchet.

Finally, just as we were keyed up to the highest pitch of expectation, there was a frightful collapse. Mrs. Nation decided that she wouldn't go raiding after all. She said she didn't hear the voice of God telling her to go, and go she wouldn't, in spite of entreaties and threats and taunts. The "Home Defenders" were furious. They called her a coward and accused her of deserting them and using the notoriety she had gained as a stepping-stone to the lecture platform, but Mrs. Nation only smiled, and said, over and over again, that she couldn't go because God wasn't calling her to do it. So the raid was off. The disgusted "Home Defenders" telephoned around and stopped as many others as they could from coming and the correspondents, as we waded back to our hotels through the snow, heaved a bitter sigh of disappointment and talked shop and mourned over the story that we had missed.

What is to be the future of Mrs. Nation and the movement she has inaugurated nobody can prophesy. Perhaps the time has come when the world needs something strenuous in morals and religion to arouse it. Certain it is that, indefensible as are her methods, they work. She has started a great temperance movement that is sweeping Kansas, and in the midst of it she stands, one of the most curious figures the world has ever seen—a kindly, good-natured, motherly old woman, with the faith of a mystic and the hatchet of a hoodlum, leading a crusade whose end no one can foretell. Dorothy Dix.

The Story of Life.

Only the same old story, told in a different strain; Sometimes a smile of gladness and then a stab of pain; Sometimes a flash of sunlight, again the drifting rain.

Sometimes it seems to borrow from the crimson hue; Sometimes black as thunder, then changed to a brilliant blue; Sometimes false as Satan, sometimes as heaven true.

Only the same old story, but oh, how the changes ring! Prophet and priest and peasant, soldier and scholar and king; Sometimes the warmest handclasp leaves in the palm a sting.

Sometimes in hush of even, sometimes in the ridday strife; Sometimes with dove-like calmness, sometimes with passion rife; We dream it, write it, live it, this weird, wild story of life.

Some Disagreeable Features of the Treating Habit.

Representative Connor, of Illinois, has introduced a bill in the Legislature of that State making treating in a campaign a crime punishable by fine and imprisonment. Such a bill, of course, belongs to the freak legislation category, and will fail of its object. Unfortunately, you can't legislate people out of bad habits and into ways of sobriety and sense, but it is surely high time something was being done to call a halt on the silly and mischievous practice of treating.

In the first place, it is the prolific parent of intemperance. It is responsible for more drunkenness than a love of liquor, and for more "tobacco hearts" than a passion for My Lady Nicotine. Most men have enough sense to know when they have had enough to drink and smoke, and left to themselves, would stop at that, but they meet a friend and must treat, or be treated, and before they are done they have fuddled their brains and upset their digestions by a lot of stuff for which they had no desire. The absurd etiquette that prevails on the subject seems to demand that a man shall offer himself up a victim on the altar of the treat and sacrifice his stomach in the name of good fellowship.

Treating is mostly a man's vice. Absurd and ridiculous as are many of woman's weaknesses, she has never reached the pitch of unreason that demands that she shall spend money she can't afford buying things for people to consume that they don't want and on which they merely gorge themselves in the interest of politeness. A poor woman can go down town a thousand times and not feel called on to set up ice cream soda to some other woman she happens to meet, and who are perfectly able to pay for all the soda water they want to drink. Not one man in a thousand has the moral courage to buy a cigar or a glass of beer without standing treat, if there's anybody he knows within eye shot, and he does this, no matter how little he can afford the money.

Perhaps nowhere else does treating prevail in such excess as in Grand Rapids. Among men the habit is universal, and to such an extent is it carried that it is almost impossible for a woman to get on a street car where there is any man with whom she has even a casual acquaintance that he does not feel obliged to pay her carfare. So far from this being a courtesy and a compliment, as it is intended, it is a source of acute embarrassment to a sensitive woman. It puts her in the light, in her eyes at any rate, of a dead-beat and a sponge. Only the men of a woman's own family, or the escort who has especially invited her to accompany him, have the right to pay for her, and in her heart every woman resents being denied the privilege of paying her own way. "He was such a gentleman," a girl said not long ago, speaking of a certain man; "I borrowed a dollar of him in a hurry one day, and when I paid it back he took it without a word, and just as a matter of course that I would pay my debts like a man."

The foolish idea that we must pay our friends' way, if we ask them to go somewhere with us, cuts women out of many pleasures we might have, if we had more independence and frankness in dealing with each other. Many of us who are poor and have to count the dimes can buy one theatre ticket, but we can not afford two. Our friends are

precisely in the same position. Why shouldn't we pool our finances, and each paying for herself, go along in pleasure, harmony and independence to see our play and eat our dinner together?

The treating habit has nothing to recommend it, and women should make an effort to abolish it. No right-thinking person wishes to bestow charity on those who don't need it, or receive alms from other people. John Randolph, of Roanoke, said that he had found that the philosopher's stone was to pay as you go, and he might have added for each to pay her own way.

Cora Stowell.

No woman can call on another woman half an hour until they are both talking in whispers about some man that "everybody" is talking about.

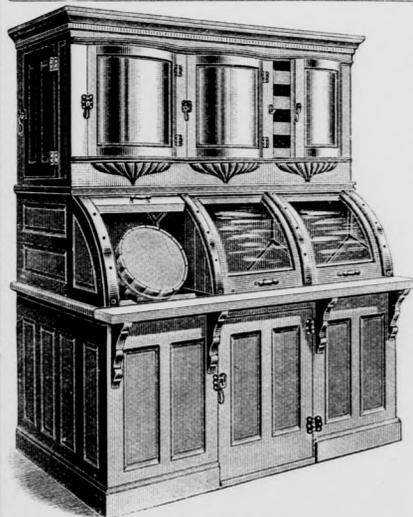


Don't buy an Awning until you get our prices.

Chas. A. Coye,

11 Pearl St., Grand Rapids, Mich.

Send for prices.



Borden & Sellack Co.,

48-50 Lake St., CHICAGO, ILL.

Swell Front Roll Top Refrigerators and Butter Boxes.

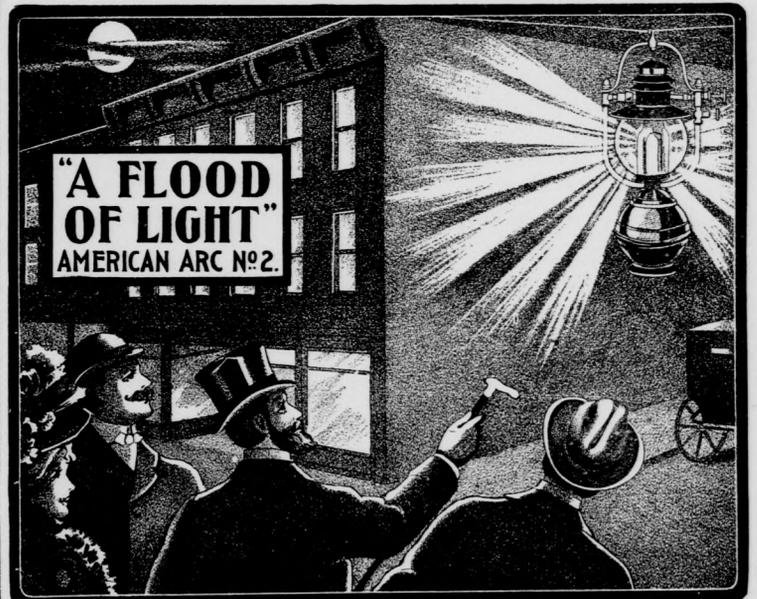
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Agate Bearing Scales.

STAR COFFEE MILLS,
For granulating and pulverizing.

Outfits for retail grocery stores.
Correspondence Solicited.

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.

Produce

422,000 CARLOADS.

Summarized Estimate of the Potato Crop for 1900.

Minnesota.

The crop of potatoes in Minnesota was 8,636,058 bushels. This is a light crop. The great Northwest eat potatoes and Minnesota has therefore a good outlet that way for her surplus during cold weather, but when the weather moderates the Dakotas will get some of that trade. Minnesota is, however, finding some difficulty to market her red seed stock, and will likely experience more difficulty from now on, as Maine is selling large quantities of seed in the Southwest. However, Minnesota will find she has more potatoes than she thinks as soon as the weather permits of shipment.

North and South Dakota.

Crop of potatoes in North Dakota was 1,536,860 bushels, and the crop in South Dakota in 1900 was 4,030,841 bushels. These States are very cold from early fall until late spring and are not fixed to ship potatoes as other sections; they do not cut much figure in the market now; they have the potatoes though, and later they will figure to a great extent, especially as a supply for red seed stock.

Nebraska.

The crop of potatoes in Nebraska was 9,664,446 bushels. There are still potatoes there, although many say there are none; however, they told us that last year and they were mistaken. There are now potatoes in Nebraska, principally Early Ohios; March and April will bring them out. However, Nebraska is short of last year and to-day is buying white eating potatoes for her needs; she always does.

Colorado.

The crop of potatoes in Colorado was 1,863,288. Now you may think that Colorado doesn't cut much figure, but Colorado has lots of potatoes and ships South, also a short distance east of her, and in the Northwest she cuts a figure, as Colorado potatoes are the finest grown, so Colorado cuts a figure—wait and see.

Iowa.

Crop in Iowa was 14,004,457 bushels. There may be a shortage of potatoes everywhere in Iowa at the present time. Iowa has a better outlet in Kansas, Nebraska and the Northwest, and will not cut much figure in the markets of the Central States this spring.

Wisconsin.

The crop of potatoes in Wisconsin was 15,619,641 bushels. Now we are getting where the potatoes are this year, but keep your eye on Michigan. In the State of Wisconsin there are still large quantities of potatoes held in cellars, in frost-proof warehouses, in merchants' stores and many held by parties who never bought potatoes before—to hold for higher prices. Prices paid farmers to-day range from 22c at some stations to 28c at others; 20c is about what the price ought to be and we think that it will come. Only about 40 to 50 per cent. of the potatoes in Wisconsin have been used up, shipped or lost by rot. At least 50 to 60 per cent. are yet to go forward. Many parties are holding potatoes for better prices in the spring; will they come?

Michigan.

Crop of potatoes in Michigan was 16,630,941 bushels. The great potato State, where they raise so many and so fine, "How about Michigan?" She has potatoes, has lots of them, and most of her big crop of 1900 is still on hand in Michigan awaiting buyers; holding, we are told for better prices. The East has plenty of potatoes; Maine and New York State have plenty to supply the entire East; they don't want or need Western potatoes so say their best posted dealers and seed houses, furthermore, they say that Western potatoes are not in favor in the East this year because of the fine quality of Eastern potatoes and the poor quality of Western

stock generally speaking; furthermore the East is now trying to sell potatoes in the West and is naming prices very close to ruling market prices in the West. It looks as though some Eastern stock would come West. Then "What of potatoes" in Michigan? Well, they must go South and have turned South. The South likes Michigan potatoes. Twenty-two cents per bushel for white eating potatoes was yesterday reached in Michigan to farmers. Farmers are becoming anxious to sell; they ought to sell. Prices in Michigan range to-day to farmers 20c to 27c and yet where can you find a market at a profit at even these prices? Stop and consider this. Do Michigan potato men remember four years ago, when they were begging us to give them 9c and 10c loading station for potatoes, and we even bought at 6c and 7c loaded. The crop that year was 264,000,000 bushels for the entire United States and 13,750,000 bushels for Michigan. "Can we forget that day in June," 1896, when we stood and saw them opening the pits, spreading the potatoes over the field and plowing them under, and yet they refused 25c to 30c for those same potatoes? "Come and let us reason together."

New York.

Crop of potatoes in New York was 27,481,356 bushels. The greatest potato State. See her crop and then read the letters from there "Plenty of potatoes," "Lots of potatoes stored," "Everybody holding potatoes for better prices and spring is upon us," gentlemen, what does it mean, what will we do with all of the potatoes? Must we as the Scriptures say of the human, "Earth to earth, dust to dust return" and must some of 1900 crop be again consigned to the earth whence it came unused? Holding for higher prices! Holding for a better market!

Maine.

The crop of potatoes in Maine was 6,200,208 bushels. The last of the Northern tier of states where winter potatoes are raised. Maine, too, has lots of potatoes left; enough, it seems, to supply Texas with seed, and many Southeastern States also, and yet a big Boston potato house tells us that they will get their supplies from Maine this spring for Boston eating. One large seed house in Maine writes: "We have already sold and shipped to Texas 70 cars of early seed potatoes." Other firms have shipped largely also, still there are "plenty of potatoes in farmers' hands." This is one of many letters from Maine of like tenor. The quality of potatoes in Maine this year is very fine.

Crop of potatoes for the entire United States the season 1900 was 210,926,897 bushels, or if loaded into cars, 30,000 pounds each, would be 422,000 carloads! Miller & Teasdale Co.

Booming a Church Lemonade Stand.

A church festival was being held in the opera house, and an attractive young lady was selling lemonade as one of the methods of raising revenue. In spite of the attractiveness of the young lady and the excellent purpose to which the proceeds were to be devoted, business was slow. Three young men hatched out a very wicked scheme to stimulate business, and incidentally stimulate the crowd in attendance at the festival. They procured a quart of whisky, and when the attention of the young lady was attracted elsewhere poured it into the lemonade tank. They then began talking about the excellent quality of the lemonade. A number of people tried it and reported to their friends.

Business began to boom.

It was only a little while until the tank was empty, and had to be refilled. It was a great hit.

Some time afterward, when one of the wicked young men confessed the diabolical conspiracy to stimulate the sale of lemonade, and it came to the ears of the minister's wife, she cried about it and said it was a scandalous shame.

Corks soaked in vaseline make good substitutes for glass stoppers. They are not affected by acids or chemical fumes and do not become fast in the bottle.

BEANS === SEEDS POTATOES

MOSELEY BROS.

Jobbers of Fruits, Seeds, Beans and Potatoes

26, 28, 30, 32 Ottawa Street

Grand Rapids, Michigan

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.

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



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.

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.

PRINTING FOR PRODUCE DEALERS **Tradesman Company**
Grand Rapids.

The New York Market

Special Features of the Grocery and Produce Trades.

Special Correspondence.

New York, Feb. 23—With two days of holiday—for Saturday is practically one if the Friday before is—we can count this week on only four days of regular work. Conditions are favorable and, with the advancing season, everybody feels encouraged to believe that we shall have a continuation of the favorable conditions that now prevail. There are those who think that by fall J. P. Morgan will be absolute controller of everything in the country. It will keep him busy, but he is equal to the occasion.

Coffee deliveries are large and some strength has developed in futures. No. 7 closes at 7¼c, having gained ½c. In store and afloat the amount aggregated 1,108,977 bags, against 1,327,809 bags at the same time last year. The world's consumption for the past four months indicates a consumption approaching 15,000,000 bags per annum, having increased since July 1, 1,400,166. Mild coffees have been moderately active at unchanged quotations.

Teas have been rather more active, although the demand has not by any means reached the proportions of a boom. Prices are steady and No. 4 Japan closes at 14½c.

The demand for sugar has been light and prices remain unchanged. Stocks are reported as quite large, although showing a decrease of about 87,000 tons since December. Orders coming to hand have been from widely separated points.

Just about an average trade has been done in rice—nothing more. Prices are well held and have shown very little variation for a long time.

The jobbing trade in spices is light, and practically nothing is doing in an invoice way. Quotations are unchanged.

Grocery grades of New Orleans molasses have been strong and for several weeks the market has been gaining in activity and quotations have been well sustained. Syrups are firm. Prime to fancy, 20@25c.

In canned goods, an irregular market has prevailed. The general situation is not especially encouraging. Tomatoes and corn are both quoted at prices that must certainly show a loss to the packer, but the volume of trade remains very light. Sales of New York corn have been made at 50c. Most packers want 65@67½c for 1901 pack.

There is a continued feeling of strength in the dried fruits market in some lines and altogether the outlook is better than for some time, although quotations are without any especial advance as yet.

The week has been too short to show much of a volume of trade in green fruits, and the weather has been "agin" the seller. Sicily lemons, \$2.75@3.50. Oranges, California navels, \$2@3.25, latter for fancy 36os; Floridas, \$2.25@3.50. Bananas are quiet, ranging from 90c@\$1.25 per bunch for firsts.

The butter market is fairly active. Best Western creamery is pretty well established at 23c and Western factory at 16c. Supplies are not over abundant and the outlook is for a firm market for some little time.

A fair demand has prevailed for cheese during the week and 12¼c is paid readily for small size colored stock. Not much doing by exporters.

Arrivals of eggs have been sufficiently large to keep prices from advancing and best Western will scarcely fetch over 16½@17½c. With warmer weather there will be still further decline.

Observations by a Gotham Egg Man.

It looks as though egg men who are inclined to speculate on the effects of

bad weather late in the winter season would have to take some new features into consideration in the future. Time was when a solid week or ten days of very cold weather with a liberal proportion of snow in the Southwest would almost certainly have caused a material decrease in egg shipments. Of course this result might still follow if the weather was bad enough or long enough continued, but the volume of egg production has now extended over such a wide territory in the Southwest that it takes worse weather and more of it to create a shortage after the hens have once begun to lay than it used to do some years ago.

Missouri, Kansas and Nebraska are big states and the chicken business has spread over them on a very large scale. It has also increased very largely in Arkansas, Oklahoma and Texas and production in those Far Southwestern districts now forms an important part of the supply forwarded by the big Missouri, Kansas and Nebraska packers.

When the cold and stormy weather set in about the first of February there had been a long period of conditions quite favorable to egg production in the Southwest and collectors, anticipating low prices in distributing markets, put their paying rates down to what seemed a very safe point. For a good while in January the cost price of eggs at collecting points in Missouri and Kansas was in range of 13 to 15c—unusually low figures for so early in the season. This resulted in various effects. In the first place country holders were, in many cases, induced to hold stock back and some accumulation occurred between producers and the larger shippers; this made the shipments to seaboard moderate in relation to the actual scale of production and although they were large for the season the absence of heavy stocks of refrigerator eggs enabled Eastern markets to maintain higher values than are often the case under equal winter supplies of fresh and for quite a while there were large profits made on the goods purchased at points where production was largest. Thousands of cases came here from Missouri and Kansas points that made big money.

When the cold weather set in early in February collectors, having been operating on so wide a margin before, were quick to raise their paying rates and country cost went up 3@4c per dozen in some sections. This drew in a good deal of stock that was not obtainable by the big packers at the lower rates previously ruling and, so far as shipments to the East are concerned, the effect of the bad weather was thus nullified for a time at least. But the continued free movement of eggs from the Southwest to the Eastern coast and Chicago was not due altogether to the existence of country accumulations. The big territory from which eggs are now drawn into the Southwestern cities accounts for it in large measure, for the country unaffected by the late cold snap is big with eggs and carload after carload continues to come into Missouri and Kansas from the Far Southwest—largely

from Texas, Arkansas and Oklahoma.

The big egg producing capacity of this great Southwestern territory is not sufficiently appreciated by some of the egg operators in more northerly sections. There are many egg shippers in Ohio, Indiana and Illinois who are inclined, in estimating the chances of the future, to give too much weight to weather conditions in their own locality. Very often the presence of snow and cold wintry weather in these sections, with incidental small egg collections, induces Michigan, Ohio and Indiana shippers to place high limits on their goods, especially when they hear of cold weather in Missouri and Kansas. They even sometimes order purchases on this market under such conditions and their operations sometimes lead to big accumulations and unhealthy market situations, besides resulting in losses to themselves. —N. P. Produce Review.

Achieved Success by Marking Down.

He had been the leading dealer in ladies' shoes for years, and had retired with a fortune. "How were you so successful?" asked a less fortunate rival. "Easiest thing in the world," he replied. "The first thing I did when I began was to mark down every pair of shoes in the place and keep the stock that way." "Mark down?" "Yes." "In price, do you mean?" "The wise dealer laughed softly. "Oh, no," he said, "in sizes."

The Cheapest Metal.

Aluminum is, at the present price, the cheapest metal in the market, with the exception of iron, zinc and lead. This metal is now extensively used in place of copper, brass, tin, and in some cases even iron, especially where the reduction of dead weight is a question of great importance. Aluminum is also beginning to be very largely used in connection with electricity, as electrical conductors on this metal, giving the same conductance as copper, weigh only half as much, and cost less. It is impossible to foresee the ultimate extent of the use to which this metal can be put, but the progress made in aluminum during late years justifies the most sanguine expectations. Twenty years ago, the total output in the world did not exceed four or five tons, and its price was about \$30,000 per ton; ten years ago its price was reduced to about \$10,000 per ton, the output increased to about thirty tons per annum; now the price is from \$650 to \$700 per ton, and the output during the past twelve months is reckoned at 5,000 tons.

Four of Armour's Rules.

The late Philip D. Armour believed the following principles to be the best guides to financial success: Capital can do nothing without brains to direct it. No general can fight his battles alone. He must depend upon his lieutenants, and his success depends upon his ability to select the right man for the right place. Good men are not cheap. Most men talk too much. Much of my success has been due to keeping my mouth shut.

Good Butter

represents skill in manufacture, but no amount of skill can overcome the influence of impure ingredients. POOR BUTTER will surely result from using poor salt. Every grocer who sells

Diamond Crystal Salt

is helping his dairyman customers to overcome a whole lot of difficulties, as well as helping them to produce an article that can be sold and handled at a profit. Now that leading chemists have declared DIAMOND CRYSTAL to be the purest butter salt in the world, it should be easy for grocers to decide which salt to sell.

Diamond Crystal Salt Co.

St. Clair, Michigan

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

L. O. SNEDECOR Egg Receiver

36 Harrison Street, New York

REFERENCE:—NEW YORK NATIONAL EXCHANGE BANK, NEW YORK

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

Village Improvement

The Advantage of Working for a Common Object.

In a Western village, which need not here be named, the Improvement Society believed that the two churches could be made powerful instruments of good if they could see that in one sense at least the aim of the Society and that of the churches were essentially the same: the amelioration, in every sense of the term, of the life and character of the village. It was a matter that called for the daintiest handling. Both churches had about the same membership, they held the same rank as to financial prosperity—both were as poor as the proverbial church mouse—and in social respectability they stood on the same level. This condition of things had existed for years, and, what is quite to the purpose, their constant fear that the other should gain even the slightest advantage kept alive that spirit of jealousy and envy which in secular organizations would have been pronounced hardly less than scandalous. The fact is, each thought so much more of the church organization—it was the sin of the Middle Ages—than of the Christ, of whom the church is only the shadow, that each organization was constantly warring against the other, to the detriment of the Great Cause both churches were trying to forward. Indeed, they both had other characteristics which were strong reminders of the Middle Ages. Their churches were their castles whither they repaired for rest and refreshment when feuds were fiercest and, with drawbridge up and portcullis down, schemed the other's direful overthrow. The time had come when something corresponding to the Crusade was needed to turn their thoughts away from themselves to a worthier object, and the modern Peter the Hermit to preach this crusade was the Village Improvement Society.

Both pastors of these village churches were men of modern ideas and when the President of the Improvement Society approached them and unfolded his plan he found them ready listeners and strong encouragers, but candidly doubtful if more than that could be expected from them. They would see. They did. They were often together. They soon reached conclusions and they concocted a plan by which each church society, while working seemingly for its own advancement, really was furthering the general interests which the Improvement Society had at heart.

What the Society wanted, first of all, was the improvement of a certain square owned by a non-resident who utterly refused to spend a penny for its improvement in any possible way. In summer it was the garden of the rankest weeds. In fall the seeds were scattered in every direction and the stout stalks and pods, wind-swayed, seemed impudently to ask of the villagers what they supposed they were going to do about it. In winter that square was little less than a public pest. It had no sidewalk; the snow was never cleared; it was icy or slushy or muddy and the only way that the outraged community had managed to endure it was by taking to the middle of the street when the nuisance was otherwise impassable. In spring the square was the hotbed for the dandelion and the buttercup. It was marshy and the water found its natural outlet, on account of the lay of the land, at the sidewalk—or what was intended to be that.

In a word, it had always been an eyesore to the village—everybody wanted it taken care of, but nobody wanted to do the work that belonged to the owner to have attended to. This was the condition of things when the Improvement Society determined to do something about it.

Up to this time the church properties had not been the most attractive spots in the village. The church records do not furnish statistics to the effect that either church society planned to have its building closely resemble an old dismal street car barn, but both meeting houses, in their plainness and neglect, conveyed that idea. A long series of church festivals for a number of years had left their unmistakable signs about the grounds in the omnipresent oyster-can, the never-substantial fences had become weary and where they were not leaning had thrown themselves prostrate on the ground. Years ago an attempt had been made to embower the buildings with shade, but only two trees had survived in one yard and one in the other, while the dead boles of the remainder of the dozen still stood to tell the pitiful story of fervor dwindled into sheer neglect. The plan of the work soon crystallized into this: the improvement of the church property and the neglected lot, the latter to be the supposed end and aim of the Improvement Society, that lot, be it understood, lying between the two church properties.

To give in detail what was done by the churches to improve their surroundings would be repeating what this department has already stated. The empty cans disappeared; the grass was taken care of; the dead trees were displaced by living ones that were cared for and the Virginia Creeper was planted that it might hide the ugly brick walls. The point to be emphasized is that, after both churches had started the improvement business, like all good work it spread. Their own little plot brightened, they wanted to extend the brightness and this brought the two church societies face to face with each other across the detested lot—or rather side by side. There is where the idea of the crusade came in. They had no thought of going to Jerusalem for the rescue of the Holy Sepulcher, but it did occur to them that they could get that lot out of the hands of its pagan owner by purchasing it and so committees were appointed for a conference with that end in view. The old experience of civilization was repeated in that little village: They secured the lot, but, better than that, they found out that they had other interests in common and that, as members of two Christian sects, they had other and better business on their hands than ill feeling and quarreling.

At this stage of affairs the President of the Improvement Society put in an appearance. He had learned of the purchase of the property and he had long looked upon it as the one place of all others for a little park. It was pleasantly located and above all central. It would be easy to throw it into that kind of public property. It had a goodly number of trees. The marsh could be easily cared for by draining and the spring gushing from the ground in the corner of the lot could at a little expense be changed from an annoyance to a delight, having been long known for the purity and the coldness of its water. Why would not the church people be willing to dispose of the property to the village and so have it a matter that all might be interested in? A public fund

could be established and the grounds be easily and cheaply laid out and improved. Would it be done?

The rest is a matter of village history: Each church society appointed a committee, with the minister as chairman, to confer with the Village Improvement Society. The conference was held and in a short time the lot again changed hands. A few leading spirits in the village agreed to bear the expense of a landscape gardener and with the plans he furnished the Improvement Society went to work. It is needless to say that the lot and all things belonging to it are the pride and the delight of the village. The young folks like to walk under the trees at sunset. In the long warm afternoons of summer the housekeepers like to take their sewing and, under the shade of a huge maple where the spring has been coaxed to bubble and sparkle and trickle, enjoy all that the spot affords. The men of the village have begun to gather there in the evenings and, take it all in all, the transforming of that neglected lot into a public park that all have helped to pay for has proved the greatest blessing in its history.

Won Without Trying.

A minister was one day walking along a road, and to his astonishment he saw a crowd of boys sitting in front of a ring with a small dog in the center. When he came up to them he put the following question: "What are you doing to the dog?"

One little boy said: "Whoever tells the biggest lie wins it."

"Oh," said the minister, "I am surprised at you little boys, for when I was like you I never told a lie."

There was silence for a while, until one of the boys shouted: "Hand him up the dog."

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Grand Counselor, J. E. MOORE, Jackson; Grand Secretary, A. KENDALL, Hillsdale; Grand Treasurer, W. S. MEST, Jackson.

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Michigan Commercial Travelers' Mutual Accident Association

President, J. BOYD PANTLIND, Grand Rapids; Secretary and Treasurer, GEO. F. OWEN, Grand Rapids.

Interesting Report From the Chairman of the Railway Committee.

Saginaw, Feb. 19.—I have the honor to report that many things have transpired since our annual meeting two months ago that are especially gratifying and will prove of interest to the commercial travelers of the State.

Representatives of several commercial travelers' organizations which cover a large area of territory assembled at Chicago recently and passed unanimously a strong set of resolutions, endorsing the form of the Northern mileage ticket. Mr. D. K. Clink, of the Northwestern Traveling Men's Association, Mr. Stacey, of the Commercial Travelers' Protective Association of America, and another gentleman, from Ohio, together with myself, will meet the railroads at Chicago upon the call of Mr. Clink, of Chicago. I feel that the other members of this committee should appear to be the aggressive ones, for the reason that the Knights of the Grip can not afford to appear to be in any way dissatisfied with our present condition, and our only interest lies in our desire to assist in broadening the field which may eventually be covered by the Northern mileage ticket. I say this emphatically for fear that our action might be misconstrued by those members who now comprise the Northern Mileage Bureau, and no higher compliment could be paid their efforts than to be endorsed by the commercial travelers of so large an area.

I have also to report that an interchangeable mileage ticket has been decided upon, to go into effect in the Upper Peninsula at once, the details of which may require some little time to perfect.

I have to further report that the form of the interchangeable mileage ticket used by the Central Passenger Association is meeting with most effectual legal reverses in Indiana, as a recent decision of the Court of Appeals of that State held that all members of the Central Passenger Association are bound to accept their mileage coupon when tendered direct as fare (on the train), which will, if followed to a conclusion, result in affording the commercial travelers of that territory the relief that makes the Northern mileage ticket so popular. The test case was brought by A. S. Street, a commercial traveler from Richmond, Indiana, against the Pennsylvania Co. I am quite sure that the commercial travelers of not only Ohio, Indiana and Illinois, but Michigan, will hail with delight this decision, as it points out a decided legal strength of the Northern mileage ticket over the one used by the Central Passenger Association.

I have further to report that Senator High, of my county (Clinton), has introduced a bill in the Legislature to provide for more perfect connections at junction points, especially where roads are antagonistic in their interests and have so far forgotten the accommodation and comfort of passengers as to pull out when the other train is in sight, which fact every traveling man knows is exasperating.

I desire to say in connection with the above that the subject of organization is becoming more and more strongly

fixed upon the commercial travelers of this country and is proving itself each year to be indispensable in securing necessary concessions and legislation, and the Knights of the Grip have been by no means a small factor in this direction in Michigan, and I congratulate our members on the efforts we are making in the many directions that our various committees are instructed to perform.

E. P. Waldron,
Chairman Railroad Committee.

The Grain Market.

Wheat has been very uninteresting during the past week. Prices made a small advance and that in face of what might be called bearish news, which, when closely examined, amounted to very little.

For instance, the crop in India is reported to have an export surplus of 9,000,000 bushels and Australia to have probably 11,000,000 bushels. Again, they are talking about Russia opening up new wheat fields, but they forget to state that a railroad will have to be built before there can be any movement in wheat from that section. All such nonsense is brought to bear to depress the price of wheat. They also forget to state that Argentine is shipping only about half of what she was shipping last year, while our exports up to date are within 2,000,000 bushels of what they were one year ago. Owing to the favorable weather, receipts have been somewhat better than they have been in the winter wheat states. We must also take into consideration that this is about the end of the run of wheat, as the granaries are cleaned out. Those who have wheat now are able to hold and will hold for better prices. In the spring wheat section, the movement from first hands is simply insignificant. The elevators are shipping in to evade taxes. While our exports are getting larger, our visible showed a small decrease of about 146,000 bushels, when last year there was an increase of about 250,000 bushels, all of which goes to show the strong position wheat is in.

Corn showed another increase of over 1,100,000 bushels, notwithstanding that Jas. A. Patten, the corn bull leader, dumped 7,000,000 bushels of May corn, thereby cleaning up \$100,000 or more. It held its own and advanced about 1/2c on May over one week ago. Should the weather be favorable for corn to cure, so that it will grade, prices will sag. The present cold weather tends to put corn in good condition. I think it rather risky to sell corn. Better be on the buying side.

Oats remain steady, with no change in price. The visible showed a decrease of 265,000 bushels, but had no effect on the market. We think they are too high and are liable to sell off any day.

Rye is in the dumps and the market is simply flat. There will have to be more orders for export before there will be any life or demand in that cereal. There is little call from distillers, but Michigan rye is not in it for distilling purposes.

Flour remains in an even tenor. Prices are sustained. Local demand, as well as domestic, is fair. In mill feed the scarcity is more pronounced than in our last report and I think prices will advance.

Receipts of grain have been large this week—probably the largest on this crop—being 90 cars of wheat, 13 cars of corn, 13 cars of oats, 1 car of rye, 4 cars of flour, 2 cars of straw, 5 cars of potatoes.

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

TWO WOMEN.

Away from the footlight's glare and heat
She sits in her box in the dim-lit gloom;
Her tender eyes like a child's are sweet,
And her face like a fair wild rose in bloom.
About her eddies a well-dressed crowd
With n any an idle jest and speech.
Her laugh is merry, her laugh is loud,
She has something pleasant to say to each.

Near her there snores the lord of her heart,
He is old, and portly, and fond of sleep;
He leaves his young wife to play her part,
And knows she will never go in too deep.
Proud is he of her youth and grace,
He loves her next to his bonds and stocks;
Beside his trotter she holds a place,
After his gold her golden locks!

Wandering over the flaming jets
Of the golden horseshoe her proud glance goes
Where a spangled danseuse piroettes,
While the merry music ebbs and flows.
My lady's glance is stern and cold,
And half unconscious the blushes start.
For here is the woman, she has been told,
Who once reigned over her husband's heart.

The pretty danseuse about the stage
Skips and ogles and shakes her locks.
The reigning beauty and social rage
Flirts on as actively in her box
One scorns the other with all her heart,
Though she never loved her lord, 'tis true;
Both sold themselves and both play a part;
What is the difference between the two?

ECONOMY OF CONSOLIDATION.

One of the effects of the great railway consolidations recently accomplished will be to cause the discharge of large numbers of employes. Whereas each separate road formerly had executive officers and special corps of general officials, the various roads will be combined in a system which will be under a single executive control.

Such changes will be in the interests of economy, which is rapidly becoming one of the most important considerations in business. The question always at the fore is how to reduce expenses without damaging efficiency. It is estimated that community of ownership and the absorption of numbers of roads into a few great systems, such, for instance, as those in which the Union Pacific and Southern Pacific systems, which have lately been merged; in the Reading and Jersey Central, the Southern Railway and Mobile and Ohio, the Great Northern and Northern Pacific, Gould and Kansas and Texas systems and the railroads affiliated with the Pennsylvania, will work vast changes in the methods of operation.

Figures are given that the changes will result in dispensing with perhaps 3,000 men in the general offices, including some high-salaried officials. At an average of, say, \$800, here is a saving of \$2,500,000 a year. Probably 5,000 agents and solicitors will be done away with when the full programme is carried out from one end of the country to another. Here is a further saving of \$2,500,000.

In operating crews, by reason of cutting off useless competitive trains and regulating the size of trains according to the traffic to be carried, perhaps 12,000 men can be dispensed with, thereby effecting a further saving of \$6,000,000 a year. This would result in a total curtailment of 20,000 men in the regular railroad service.

The amount saved by economy of rolling stock and maintenance of stable rates and abolishment of commissions will, it is estimated, be many millions of dollars a year. Whether the rates of transportation will be raised remains to be seen.

THE SOVEREIGNTY OF CHARACTER.

The determining factor in life is moral rather than intellectual. Nothing finally succeeds in this world save that which is wrought out in obedience to the higher laws of life. Newspapers and books and familiar conversation among men are often touched by a certain cheap cynicism, a certain shallow moralization. It is the custom to say

that the cheap thing succeeds; that the vulgar thing is the fashion; that one must truckle and placate and flatter in order to win success and influence. In individual cases, for a short space of time, in securing close-at-hand results these mean and paltry arts and qualities are sometimes successful; but in the long run this philosophy of life is as untrue as it is ignoble.

Talent does command recognition; character does secure confidence; noble life does lay the foundations of a great influence. There are no short-cuts to lasting success; there are no substitutes for genuine ability; there are no equivalents for a noble character. These facts ought to be written in the heart of the race as they are written in the very heart of history. Inferior ends are successfully served by vulgar methods, lower prizes are secured by selfish men, but this ought not to confuse the mind of any one who looks at life broadly and sanely.

Men may sometimes be deceived for a time by a specious success, but they are not deceived in the long run. The man who hoodwinks others is never able to hoodwink himself; and not for one moment is the mind of God confused by the tricks, the chicanery, or the adroitness of the merely clever and unscrupulous. Nothing really pays, in the highest and noblest sense of the word, except goodness; nothing really succeeds unless it deserves to succeed, and nothing endures that is not genuine and noble. In every great career of a mixed character the world speedily learns to detect the mean and the false and separate it from the good. The wheat and the tares grow together, but they are divided, the one from the other, long before the ultimate harvesting.

Let no man be deceived or deceive himself. It is only the good who will survive, it is only the noble who are really great; and nothing is worthwhile in this world, either in obscure or great places, but honesty, unselfishness, purity, and devotion.—Outlook.



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Drugs--Chemicals

Michigan State Board of Pharmacy

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

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

Examination Sessions.

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

Mich. State Pharmaceutical Association.

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

The Proper Relation Between Competing Druggists.

At the very outset of the consideration of the proper relation which should exist between business competitors, and particularly between competing druggists, all idea of antagonism or enmity should be eliminated. The very basis of proper relations must be a most cordial friendship. This fact becomes more apparent when it is remembered that under proper conditions a competitor is always a friend, and frequently, whether we so recognize it or not, our best friend. Many owe their success to active and vigorous competition. A spirit of friendly rivalry will frequently inspire business efforts which otherwise would never be made. It matters not with how much energy one's business may be conducted, competition will stimulate still greater efforts and insure closer and more constant application.

Progressive methods will be more quickly adopted; business houses will be made and kept more attractive; a more liberal and accommodating business policy will be pursued when it is known that a competitor is on the alert to take advantage of the influence which these things exercise as winners of public favors.

Having noted the broad basis—friendliness—upon which competition should rest in order to maintain the proper relation between competitors, let us briefly point out a few of the factors which produce, and at the same time constitute this relationship.

First, co-operation in buying and selling. Too little attention is paid by the ordinary druggist to the matter of judicious quantity buying. An extra discount of 5 or 10 per cent. may frequently be had by purchasing many staple lines of goods in larger quantities than could be prudently handled by a single person; and a little friendly co-operation will enable competitors to unite in buying an astonishingly large number of articles. The burden of carrying the additional stock should, of course, be borne proportionately by each. When received, the entire quantity should be divided as agreed upon before purchasing, each promptly paying his part of the purchase price. Should the stock of any one become exhausted before all are ready for another lot he should supply himself from the stocks of others, getting, to a large extent at least, the advantage of the original purchase price. The benefit of co-operation in selling may be obtained in the disposal of those remnants which, notwithstanding the greatest care, will accumulate upon the shelves. Lists of these should be carefully prepared by all competitors, to be kept by each in some convenient place, and from which purchases, either for stock or to supply a chance demand, should be made.

Second, concessions in price should be made by each when supplying others with those little deficiencies which, with the most careful system of stock-keeping, will at times occur. A discount of 10 per cent. is suggested as an equitable basis in such transactions, thus allowing the greater profit to accrue to the most diligent stock-keeper.

Third, a private price mark should be adopted and carefully placed on all copies of prescriptions given, as well as upon prescriptions on which a price is made, and which are not at the time left for compounding. The advantage of this practice is in the upholding of prices and in preventing the hawking about of prescriptions to be filled by the lowest bidder, as well as the establishment in the minds of the public of the idea that the prices in this department of our business are neither purely arbitrary nor fixed without due regard for the real value of the services rendered.

Fourth, local organization is another benefit to be derived from the friendly relations which should exist between competitors, being the means of perpetuating the very spirit by which it is created. The advantages of organization are so numerous and have been so frequently dwelt upon that it is perhaps sufficient to remark its inestimable value in resisting the discriminations which are constantly being attempted against us. The wholesale injustice imposed by the war revenue bill and other unjust measures directed against the entire trade by national legislation are not here alluded to, but attention is more particularly directed to those petty local annoyances which are constantly cropping out from local causes, and which it would be useless to combat single-handed. Competing druggists should stand together for the betterment of the general conditions governing the profession; for the exclusion of incompetent and unqualified apprentices; in the advocacy of the use of the preparations of the National Formulary by the physicians; for the fuller recognition of the claims of higher pharmacy by the physician as well as by the public, and for the maintenance of the highest standard of business, moral and professional integrity.

Fifth, social intercourse, wherever possible, should be encouraged. A little time can perhaps be spent in no more effective way than by cultivating the social side of a competitor's disposition. In fact, this is the only way in which some can be reached. It is said that in no other way is one so truly known as by his home or social life. Under the influence of some simple social function many a prejudice or preconceived ill feeling may be dispelled, and easier and more cordial relations perpetuated.

Sixth, the maintenance of prices. Perhaps the most important of all the features of the proper relation between competing druggists is a well maintained price agreement or understanding. Every article of well known retail value should bring its full price. A well defined standard of charges should be adopted upon prescriptions, and staple articles of a similar value should, as nearly as possible, bear a uniform profit. These will be firmly adhered to wherever the ideal relations exist. The necessity of posting forfeitures or preparing signed articles of agreement to maintain prices never exists under proper conditions. The word of a competitor should be taken at par. Where this can not be done, signed agreements

will be of temporary value only, to be evaded and violated by a course of indirection and deceit, the results of which are in the greatest degree demoralizing. The importance of steadfast personal confidence among competitors can neither be over-estimated nor too strongly insisted upon.

J. W. Gayle.

Various Uses of Photography in Pharmacy.

Great and manifold are the advantages which the photographic camera has placed at the disposal of the apothecary in the way of facilities for illustrating and studying the sciences pertaining to pharmacy.

First, I will mention one branch of pharmacy, namely, microscopy, which is perhaps more closely related to photography than any other—pursuing in part the same course, as illustrating objects, various stages of changes, and in short picturing everything that in words could be explained only with great difficulty or not at all. This branch of science is greatly aided by photography, and is distinctly defined by the term "microphotography," which can be considered under at least four different classes of work, viz., biological, histological, bacteriological, and pathological.

In this work, the microscopist can make any number of printed copies from one negative, after a slide has been properly prepared and photographed, and send specimens to all parts of the globe.

Second, as applied to medical botany and pharmacognosy, it again fills the office of an absolute necessity, for when a photograph is taken of living plants it is true to nature and suffers in no way, as do the most carefully drawn pictures by skillful hands.

There is no better equal to the natural specimen of plants or parts of plants than a carefully fixed and finished picture. For instance, if one photographs a living plant with a fair-size lens of about one and a fourth to one and one-half inches in diameter, he will get a perfectly satisfactory picture, which, if the operator desires, may be enlarged or reduced.

Third, photography has done a great deal to render a more ready and better understanding of the different processes taking place both in pharmacy and chemistry with special reference to illustrating lectures and practical work. And it is due to photographic development that our books are so profusely illustrated, and even our daily papers are so rich in beautiful half-tones. All of this is due to the extraordinary progress in photography, which has reduced and almost entirely replaced the steel and copperplate engraving, as most of such work is now done by photo engraving.

Photography as practiced by most pharmacists is generally purely amateur, but splendid are the achievements and highly creditable the work and new development which some have accomplished.

To the store away from large photographic supply houses, material used in photography forms a pleasant and well-paying side line. Most druggists carry a well selected stock of pure chemicals, and if they possess a little photographic inclination, they will find cameras and other photographic paraphernalia a highly remunerative investment, and to-day hundreds of druggists do a splendid and very profitable business with amateur photographers in nearly every state in our Union.

Ambrose Mueller, Ph. G.

The Drug Market.

Opium—Is firm but unchanged.
Morphine—Is steady.
Quinine—Is very firm and prices are unchanged.
Cocaine—Has again declined 25c per ounce.
Cod Liver Oil—Is weak and lower in price.

Strychnine—By error last week's market noted a decline of 25c. It should have been 10c.

Balsam Copaiba—On account of small receipts, is still advancing.

Balsam Tolu—Is very firm at higher prices.

Oil Anise and Cassia—Are both tending higher.

Oil Lemon—Has advanced, on account of higher primary markets.

Oils Orange and Bergamot—Are also higher abroad.

Syrup of Copaiba.

Balsam copaiba, 40 gms.
Gum arabic, 10 gms.
Distilled water, 25 gms.
Syrup, 200 gms.
Oil peppermint, 20 dps.
Make an emulsion with the copaiba, gum arabic and water; then add the syrup and oil of peppermint.

Lotion Chapped Hands, Lips and Face.

Spirit camphor, 1 dr.
Comp. tincture benzoin, 4 drs.
Lister's antiseptic solution, 2 ozs.
Glycerite hydrastis, to make 8 ozs.

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Declined—Cod Liver Oil, Cocaine

Acetium\$ 6@ 8	Conium Mac. 50@ 60	Scilla Co. @ 50
Benzoleum, German. 70@ 75	Copaiba 1 15@ 1 25	Tolutan @ 50
Boracic @ 17	Cubeba 1 20@ 1 25	Prunus virg. @ 50
Carbolicum 30@ 42	Execithios 1 00@ 1 10	
Citricum 45@ 48	Gaultheria 1 10@ 1 20	Tinctures
Hydrochlor. 3@ 5	Geranium, ounce @ 75	Aconitum Napellis R 60
Nitrosum 8@ 10	Gossippi, Sem. gal. 50@ 60	Aconitum Napellis F 60
Oxalicum 12@ 14	Hedeoma 1 40@ 1 50	Aloes 60
Phosphorium, dil. @ 15	Juniper 1 50@ 2 00	Aloes and Myrrh 60
Salicylicum 50@ 55	Lavendula 90@ 2 00	Arnica 50
Sulphuricum 13@ 15	Limonis 1 50@ 1 60	Assafoetida 50
Tannicum 1 10@ 1 20	Mentha Piper 1 40@ 2 00	Atrope Belladonna 60
Tartaricum 38@ 40	Mentha Verid. 1 50@ 1 60	Aurant Cortex 60
Ammonia	Morhuus, gal. 1 10@ 1 20	Benzoin Co. 50
Aqua, 16 deg. 4@ 6	Myrra 4 00@ 4 50	Barosma 50
Aqua, 20 deg. 6@ 8	Olive 75@ 3 00	Cantharides 75
Carbonas 13@ 15	Pleis Liquidula 10@ 12	Capicum 10@ 12
Chloridum 12@ 14	Pleis Liquidula, gal. @ 35	Cardamon 75
Aniline	Ricina 1 00@ 1 08	Cardamon Co. 75
Black 2 00@ 2 25	Rosmarini @ 1 00	Castor 1 00
Brown 80@ 1 00	Rosa, ounce 6 00@ 6 50	Catechu 50
Red 45@ 50	Succini 40@ 45	Cinchona Co. 50
Yellow 2 50@ 3 00	Sabina 90@ 1 00	Cinchona 50
Baccae	Santal 2 75@ 7 00	Columba 50
Cubeba po. 25 22@ 24	Sassafras 45@ 55	Cubeba 50
Juniperus 6@ 8	Sinapis, ess., ounce @ 65	Cassia Acutifol. 50
Xanthoxylum 1 25@ 1 30	Tigil 1 50@ 1 60	Cassia Acutifol Co. 50
Balsamum	Thyme 40@ 50	Digitalis 50
Copaiba 55@ 60	Thyme, opt @ 1 60	Ergot 50
Peru @ 1 85	Theobromas 15@ 20	Ferr Chloridum 35
Terabin, Canada 55@ 60		Gentian 50
Tolutan 45@ 50	Potassium	Gentian Co. 50
Cortex	Bi-Carb. 15@ 18	Gulaca 50
Abies, Canadian 18	Bichromate 13@ 15	Gulaca ammon. 60
Cassia 12	Bromide 52@ 57	Hyoscyamus 50
Cinchona Flava 18	Carb 12@ 15	Iodine 75
Euonymus atropurp. 30	Chlorate, po. 17@19 16@ 18	Iodine, colorless 75
Myrica Cerifera, po. 20	Cyanide 34@ 38	Kino 50
Prunus Virgin. 12	Iodide 2 60@ 2 65	Lobelia 50
Quillaja, gr'd 15	Potassa, Bitart, pure 28@ 30	Myrrh 50
Sassafras po. 20 15	Potassa, Bitart, com. @ 15	Nux Vomica 50
Ulmus po. 15, gr'd 15	Potass Nitras, opt. 7@ 10	Opil. 75
Extractum	Potass Nitras 6@ 8	Opil, comphorated. 50
Glycyrrhiza Glabra 24@ 25	Prussiate 23@ 26	Opil, deodorized 1 50
Glycyrrhiza, po. 25@ 30	Sulphate po. 15@ 18	Quassia 50
Hamatox, 15 lb. box 11@ 12	Radix	Rhatany 50
Hamatox, 15 13@ 14	Aconitum 20@ 25	Rhel 50
Hamatox, 1/2 lb. 14@ 15	Althea 30@ 33	Sanguinaria 50
Hamatox, 1/4 lb. 16@ 17	Anchusa 10@ 12	Serpentaria 50
Ferru	Arum po. @ 25	Serptomonium 60
Carbonate Precip. 15	Calamus 20@ 40	Tolutan 60
Citrate and Quinia 2 25	Gentiana, po. 15 12@ 15	Valerian 50
Citrate Soluble 75	Glycyrrhiza, pv. 15 16@ 18	Veratrum Veride 50
Ferrocyanidum Sol. 40	Hydrastis Canad. @ 75	Zingiber 20
Solut. Chloride 15	Hydrastis Can., po. @ 80	
Sulphate, com'l. 2	Hellebore, Alba, po. 12@ 15	Miscellaneous
Sulphate, com'l, by 80	Inula, po. 15@ 20	Ether, Spts. Nit. F 30@ 35
bbi, per cwt. 7	Ipeac, po. 3 40@ 3 60	Ether, Spts. Nit. 4 F 34@ 38
Sulphate, pure 7	Iris plox., po. 35@38 35@ 40	Alumen 2 1/2@ 3
Flora	Jalap, pi 25@ 35	Annatto, gro'd, po. 7 30@ 40
Arnica 15@ 18	Maranta, 1/2 @ 35	Antimon, po. 4@ 5
Antemis 22@ 25	Podophyllum, po. 22@ 25	Antimonlet Potass T 40@ 50
Matricaria 30@ 35	Rhel 75@ 1 00	Antipyrin @ 25
Folia	Rhel, cut @ 1 25	Antifebrin @ 20
Barosma 28@ 30	Rhel, pv 75@ 1 35	Argenti Nitras, oz. @ 51
Cassia Acutifol, Tin- 20@ 25	Spigella 35@ 38	Arsenicum 10@ 12
nevelly 20@ 25	Sanguinaria, po. 15 @ 18	Balm Gilead Buds 35@ 40
Cassia, Acutifol, Aix. 25@ 30	Serpentaria 40@ 45	Bismuth S. N. 1 90@ 2 00
Salvia officinalis, 1/2 s 12@ 20	Senega 60@ 65	Calcium Chlor., 18 @ 9
and 1/4 s 8@ 10	Smilax, officinalis H. @ 40	Calcium Chlor., 1/4 s. @ 10
Uva Ursi 8@ 10	Sellae, M. @ 25	Calcium Chlor., 1/2 s. @ 12
Gummi	Sellae, M., po. 35 10@ 12	Cantharides, Rus. po @ 80
Acacia, 1st picked @ 65	Symplocarpus, Feti- @ 25	Capsici Fructus, af. @ 15
Acacia, 2d picked @ 45	us, po. @ 25	Capsici Fructus, po. @ 15
Acacia, 3d picked @ 35	Valeriana, Eng. po. 30 15@ 20	Capsici Fructus B, po @ 15
Acacia, sifted sorts: @ 28	Valeriana, German. 15@ 20	Caryophyllus, po. 15 12@ 14
Acacia, po. 45@ 65	Zingiber a 14@ 16	Carmine, No. 40 @ 3 00
Aloe, Barb. po. 18@20 12@ 14	Zingiber j. 25@ 27	Cera Alba 50@ 55
Aloe, Cape, po. 15 @ 12	Semen	Cera Flava 40@ 42
Aloe, Socotri. po. 40 @ 30	Ansum, po. 15 @ 12	Coccus @ 40
Ammoniac 55@ 60	Apium (graveleons). 13@ 15	Cassia Fructus @ 35
Assafoetida, po. 45 45@ 50	Bird, is 4@ 6	Centraria @ 10
Benzoinum 50@ 55	Caru, po. 18 12@ 13	Cetaceum @ 45
Catechu, 1 s. @ 13	Cardamon 1 25@ 1 75	Chloroform 55@ 60
Catechu, 1/2 s. @ 14	Coriandrum 8@ 10	Chloroform, squibbs @ 1 10
Catechu, 1/4 s. @ 16	Cannabis Sativa 4 1/2@ 5	Chloral Hyd Crst. 1 40@ 1 65
Camphore 69@ 73	Cydonium 75@ 1 00	Chondrus 20@ 25
Euphorbium, po. 35 @ 40	Chenopodium 10@ 12	Cinchonidine, P. & W 38@ 48
Galbanum @ 1 00	Dypterix Odorata 1 00@ 1 10	Cinchonidina, Germ. 38@ 48
Gamboge, po 65@ 70	Foeniculum @ 10	Cocaine 5 55@ 5 75
Gualacum, po. 25 @ 75	Fenugreek, po. 7@ 9	Croscotum 1@ 35
Kino, po. 30.75 @ 80	Lini 4@ 5	Creta, bbl. 75 @ 2
Mastic @ 40	Lini, grd. bbl. 4 4 1/2@ 5	Creta, prep. @ 5
Myrrh, po. 45 @ 60	Lobelia 35@ 40	Creta, precp. 9@ 11
Opil, po. 5.10@5.30 3 75@ 3 80	Pharlaris Canarian. 4 1/2@ 5	Creta, Rubra @ 8
Shellac 40@ 45	Rapa 4 1/2@ 5	Crocus 30@ 35
Shellac, bleached 40@ 45	Sinapis Alba 9@ 10	Cudbear @ 24
Tragacanth 60@ 90	Sinapis Nigra 11@ 12	Cupri Sulph. 6 1/2@ 8
Herba	Spiritus	Dextrine 7@ 10
Absinthium, oz. pkg 25	Frumenti, W. D. Co. 2 00@ 2 50	Ether Sulph. 75@ 90
Eupatorium, oz. pkg 20	Frumenti, D. F. R. 2 00@ 2 25	Emery, all numbes. @ 6
Lobelia, oz. pkg 25	Frumenti 1 25@ 1 50	Emery, po. @ 8
Majorum, oz. pkg 23	Frumenti Co. O. T. 1 65@ 2 00	Ergot, po. 90 85@ 90
Mentha Pip. oz. pkg 23	Juniperis Co. 1 75@ 3 50	Flake White 12@ 15
Mentha Vir. oz. pkg 25	Saacharum N. E. 1 90@ 2 10	Galla @ 23
Rue, oz. pkg 22	Spt. Vini Galli 1 75@ 6 50	Gambler 8@ 9
Tanacetum V oz. pkg 25	Vini Oporto 1 25@ 2 00	Gelatin, Cooper @ 60
Thymus, V. oz. pkg 25	Vini Alba 1 25@ 2 00	Gelatin, French 35@ 60
Magnesia	Sponges	Glassware, flint, box 75 & 70
Calcined, Pat. 55@ 60	Florida sheeps' wool @ 2 50@ 2 75	Less than box
Carbonate, Pat. 18@ 20	Nassau sheeps' wool @ 2 50@ 2 75	Glue, brown 11@ 13
Carbonate, K. & M. 18@ 20	Velvet extra sheeps' @ 1 50	Glue, white 15@ 25
Carbonate, Jennings 18@ 20	wool, carriage @ 1 25	Glycerina 17 1/2@ 25
Oleum	wool, carriage @ 1 00	Grana Paradisi @ 25
Absinthium 6 50@ 7 00	Hard, for slate use @ 75	Humulus 25@ 55
Amygdala, Dulc. 38@ 65	Yellow Reef, for @ 1 40	Hydrarg Chlor Mite @ 1 00
Amygdala, Amare. 8 00@ 8 25	Syrups	Hydrarg Chlor Cor. @ 90
Anisi 2 10@ 2 20	Acacia @ 50	Hydrarg Ox Rub'm. @ 1 10
Aurant Cortex 2 25@ 2 30	Aurant Cortex @ 50	Hydrarg Ammoniat @ 1 20
Bergamit 2 90@ 3 00	Lupulin @ 50	Hydrarg Unguentum 50@ 60
Caliputi 80@ 85	Ipecac @ 50	Hydrargyrum @ 85
Caryophyll. 80@ 85	Ferr Iod. @ 50	Ichthyobolla, Am. 65@ 70
Cedar 65@ 90	Rhel Aron. @ 50	Indigo 75@ 1 00
Chenopadi @ 2 75	Smilax Officialis 50@ 60	Iodine, Resubi. 3 85@ 4 00
Cinnamoni 1 30@ 1 40	Senega @ 50	Iodoform 3 85@ 4 00
Citronella 35@ 40	Scilla @ 50	Liquor @ 50

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

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

- Shumacher's Rolled Oats
Cramarty Bloaters
Round Shore Herring
Black Strap Molasses

DECLINED

- Buckwheat Flour
East India Sago

Index to Markets
By Columns

Table with columns A, B, C, D, E, F, G, H, I, J, K, L, M, N, O, P, Q, R, S, T, U, V, W, X, Y. Lists various goods like Akron Stoneware, Baking Powder, Canned Goods, etc.

1

Table 1: ALABASTINE, AMMONIA, AXLE GREASE, BAKING POWDER, BATH BRICK, BLUING, BROOMS, etc.

2

Table 2: BRUSHES, SHOE, STOVE, BUTTER COLOR, CANDLES, CANNED GOODS, CHEWING GUM, CHICORY, CHOCOLATE, CLOTHES LINES, COCOA, COCOA SHELLS, COFFEE, CORN, FRENCH PEAS, GOOSEBERRIES, HOMINY, LOBSTER, MACKEREL, MUSHROOMS, OYSTERS, PEACHES, PEAS, PINEAPPLE, PUMPKIN, RASPBERRIES, RUSSIAN CAVIAR, etc.

3

Table 3: Salmon, Shrimps, Sardines, Strawberries, Succotash, Tomatoes, CATSUP, CARBON OILS, BARRLS, CHEESE, CHEWING GUM, CHICORY, CHOCOLATE, CLOTHES LINES, COCOA, COCOA SHELLS, COFFEE, CORN, FRENCH PEAS, GOOSEBERRIES, HOMINY, LOBSTER, MACKEREL, MUSHROOMS, OYSTERS, PEACHES, PEAS, PINEAPPLE, PUMPKIN, RASPBERRIES, RUSSIAN CAVIAR, etc.

4

Table 4: Santos, Maracaibo, Mexican, Guatemala, Java, Mocha, Package, New York Basis, ARBUCKLE, DILWORTH, JERSEY, LION, McLaughlin's XXXX, Extract, Valley City 1/2 gross, Felix 1/2 gross, Hummel's foil 1/2 gross, Hummel's tin 1/2 gross, Substitutes, Crushed Cereal Coffee Cake, 12 packages, 1/2 case, 24 packages, 1 case, CONDENSED MILK, Gall Borden Eagle, Crown, Daisy, Champion, Magnolia, Challenge, Dime, COUPON BOOKS, Coupon Pass Books, CRACKERS, The National Biscuit Co. quotes as follows: Butter, Seymour, New York, Family, Salted, Wolverine, Soda, Soda XXX, Soda, City, Long Island Wafers, Zephyrette, Oyster, Faust, Farina, Extra Farina, Saltine Oyster, Sweet Goods-Boxes, Animals, Assorted Cake, Belle Rose, Bent's Water, Cinnamon Bar, Coffee Cake, Iced, Coffee Cake, Java, Coconut Macaroons, Coconut Taffy, Cracknells, Creams, Iced, Cream Crisp, Cuban, Currant, Fruit, Frosted Honey, Frosted Cream, Ginger Gems, Large or small, Ginger Snaps, N. E. C., Gladiator, Grandma Cakes, Graham Crackers, Graham Wafers, Grand Rapids Tea, Honey Fingers, Iced Honey Crumpets, Imperials, Jumbles, Honey, Lady Fingers, Lemon Snaps, Lemon Wafers, Marshmallow, Marshmallow Creams, Marshmallow Walnuts, Mary Ann, Mixed Picnic, Milk Biscuit.

5

Table 5: Molasses Cake, Molasses Bar, Moss Jelly Bar, Newton, Oatmeal Crackers, Oatmeal Wafers, Orange Crisp, Orange Gem, Penny Cake, Pilot Bread, XXX, Pretzettes, hand made, Pretzels, hand made, Scotch Cookies, Sears' Lunch, Sugar Cake, XXX, Sugar Squares, Sultanas, Tutti Frutti, Vanilla Wafers, Vienna Crimp, CREAM TARTAR, 5 and 10 lb. wooden boxes, Bulk in sacks, DRIED FRUITS, Apples, Sundried, Evaporated, 50 lb. boxes, California Fruits, Apricots, Blackberries, Nectarines, Peaches, Pears, Pitted Cherries, Prunelles, Raspberries, California Prunes, 100-120 25 lb. boxes, 90-100 25 lb. boxes, 80-90 25 lb. boxes, 70-80 25 lb. boxes, 60-70 25 lb. boxes, 50-60 25 lb. boxes, 40-50 25 lb. boxes, 30-40 25 lb. boxes, 1/2 cent less in 50 lb. cases, Citron, Leghorn, Corsican, Currants, California, 1 lb. package, Imported, 1 lb. package, Imported, bulk, Peel, Citron American 19 lb. bx., Lemon American 10 lb. bx., Orange American 10 lb. bx., Raisins, London Layers 2 Crown, London Layers 3 Crown, Cluster 4 Crown, Loose Muscatels 2 Crown, Loose Muscatels 3 Crown, Loose Muscatels 4 Crown, L. M., Seeded, 1 lb., L. M., Seeded, 1/2 lb., Sultanas, bulk, Sultanas, package, FARINACEOUS GOODS, Beans, Dried Lima, Medium Hand Picked, Brown Holland, Cereals, Cream of Cereal, Grain-O, small, Grain-O, large, Grape Nuts, Postum Cereal, small, Postum Cereal, large, Farina, 24 1 lb. packages, Bulk, per 100 lbs., Haskell's Wheat Flakes, 36 2 lb. packages, Hominy, Flake, 50 lb. sack, Pearl, 200 lb. bbl., Pearl, 100 lb. sack, Zephyrette, Macaroni and Vermicelli, Domestic, 10 lb. box, Imported, 25 lb. box, Pearl Barley, Common, Chester, Empire, Walsh-DeRoo Co.'s Brand, Grits, Rolled Oats, Rolled Avena, Steel Cut, 100 lb. sacks, Monarch, bbl., Monarch, 1/2 bbl., Monarch, 90 lb. sacks, Quaker, cases, East India, German, sacks, German, broken package.



6

Taploca
Flake, 110 lb. sacks..... 4 1/4
Pearl, 130 lb. sacks..... 3 3/4
Pearl, 24 1 lb. packages..... 6

Wheat
Cracked, bulk..... 3 3/4
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 GRADE EXTRACTS
FOOTE & JENKS' CLASS

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'
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

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

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

FRESH MEATS

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

Pork
Dressed..... @ 6 1/2
Loins..... @ 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
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 3/4s..... 3 75
Diamond 1/2s..... 3 75

Worden Grocer Co.'s Brand
Quaker 1/2s..... 3 90
Quaker 3/4s..... 3 90

Spring Wheat Flour
Clark-Jewell-Weils Co.'s Brand
Pillsbury's Best 1/2s..... 4 60
Pillsbury's Best 3/4s..... 4 50
Pillsbury's Best 1/2s..... 4 40
Pillsbury's Best 3/4s paper..... 4 40
Pillsbury's Best 1/2s paper..... 4 40

Ball-Barnhart-Putman's Brand
Duluth Imperial 1/2s..... 4 40
Duluth Imperial 3/4s..... 4 30
Duluth Imperial 1/2s..... 4 20

Lemon & Wheeler Co.'s Brand
Wingold 1/2s..... 4 60
Wingold 3/4s..... 4 40
Wingold 1/2s..... 4 30

7

Olney & Judson's Brand
Ceresota 1/2s..... 4 65
Ceresota 3/4s..... 4 55
Ceresota 1/2s..... 4 45

Washburn-Crosby Co.'s Brand.



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

Worden Grocer Co.'s Brand
Laurel 1/2s..... 4 60
Laurel 3/4s..... 4 50
Laurel 1/2s..... 4 40
Laurel 3/4s and 1/2s paper..... 4 40

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

Feed and Millstuffs
St. Car Feed, screened..... 16 50
No. 1 Corn and Oats..... 16 00
Unbolted Corn Meal..... 16 50
Winter Wheat Bran..... 15 00
Winter Wheat Middlings..... 16 00
Screenings..... 15 00

Corn
Corn, car lots..... 42
Oats..... 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..... 14
Root..... 10

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

MATCHES



No. 200 Lookout, 144 bx..... 1 25
No. 500 Select Society, 144..... 4 00
No. 200 Williams Perfect, 144..... 1 35
No. 2 Lily, 144 boxes..... 1 15
No. 100 Park, 432 boxes..... 2 85
No. 80 Poetry, 720 boxes..... 4 00

Diamond Match Co.'s brands.
No. 9 sulphur..... 1 65
Anchor Parlor..... 1 60
No. 2 Home..... 1 3c
Export Parlor..... 4 00
Wolverine..... 1 60

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

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..... 3 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, 1/4 lb., each..... 18
Packages, 1/2 lb., each..... 17
Packages, 1 lb., each..... 16

PICKLES
Medium
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

1/4..... 28 50
1/2..... 34 60
1..... 44 80
2..... 54 1 00
3..... 66 1 25
4..... 76 1 45
5..... 90 1 70
6..... 1 06 2 00
8..... 1 28 2 40
10..... 2 26 3 00
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 1/2
Gray..... 4 3/4

POTASH
48 cans in case.
Babbitt'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
Pig..... @ 15 75
Bean..... @ 14 50

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

Smoked Meats
Hams, 12 lb. average..... @ 10 1/2
Hams, 14 lb. average..... @ 10 1/2
Hams, 16 lb. average..... @ 10 1/2
Hams, 20 lb. average..... @ 9 1/2
Ham dried beef..... @ 11 1/2
Shoulders (N. Y. cut)..... @ 10 1/2
Bacon, clear..... 10 @ 10 1/2
California hams..... @ 7 1/2
Boneless hams..... @ 11 1/2
Boiled Hams..... @ 15
Plenic Boiled Hams..... @ 10 1/2
Berlin Hams..... @ 8 1/2
Mince Hams..... @ 9

Lards-In Tierces
Compound..... 5 1/2
Kettle..... 8 1/2
Vegetole..... 6

60 lb. Tubs, advance
Mess 40 lbs..... 1 60
Mess 10 lbs..... 1 34
Mess 8 lbs..... 1 13
No. 1 100 lbs..... 10 80
No. 1 40 lbs..... 4 50
No. 1 10 lbs..... 1 20
No. 1 8 lbs..... 1 00
No. 2 100 lbs..... 8 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 71 37

SAUERKRAUT
Barrels..... 4 50
Half barrels..... 2 75

SEEDS
Anise..... 9
Canary, Smyrna..... 4
Caraway..... 6
Cardamom, Malabar..... 60
Celery..... 12
Hemp, Russian..... 4 1/2
Mixed Bird..... 4 1/2
Mustard, white..... 9
Poppy..... 10
Rape..... 4 1/2
Cuttle Bone..... 15

SHOE BLACKING
Handy Box, large..... 2 50
Handy Box, small..... 1 25
Bixby's Royal Polish..... 85
Miller's Crown Polish..... 5

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 85
10 box lots, delivered..... 2 80

Bell & Bogart brands—
Coal Oil Johnny..... 3 90
Peekin..... 4 00
Lautz Bros. brands—
Big Acme..... 4 00
Acme Sc..... 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

9

SALT
Buckeye
100 3 lb. bags..... 3 00
50 6 lb. bags..... 3 00
22 14 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
56 lb. sacks..... 40
28 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
Follock..... @ 3 1/2

Halibut
Strips..... 10
Chunks..... 12

Herring
Holland white hoops, bbl. 11 00
Holland white hoops, 4 bbl. 6 00
Holland white hoop, keg. 80
Holland white hoop mchs. 85
Norwegian..... 150
Round 100 lbs..... 3 00
Round 40 lbs..... 1 50
Sealed..... 1 60
Bloaters..... 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 80
No. 1 40 lbs..... 4 50
No. 1 10 lbs..... 1 20
No. 1 8 lbs..... 1 00
No. 2 100 lbs..... 8 25
No. 2 40 lbs..... 3 60
No. 2 10 lbs..... 98
No. 2 8 lbs..... 81

10

SALES
Detroit Soap Co. brands—
Queen Anne..... 3 15
Big Bargain..... 1 75
Umple..... 2 15
German Family..... 2 45
A. B. Wrisley brands—
Good Cheer..... 3 20
Old Country..... 3 80
Johnson Soap Co. brands—
Silver King..... 3 60
Calumet Family..... 2 70
Scotch Family..... 2 70
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
50 cakes..... 1 95
Ricker's Magnetic..... 3 90
Dingman Soap Co. brand—
Dingman..... 3 85
Schultz & Co. brand—
Star..... 3 00
B. T. Babbit brand—
Babbit's Best..... 4 00
Fels brand—
Naphtha..... 4 00

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

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

SPICES
Whole Spices
Allspice..... 12
Cassia, China in mats..... 12
Cassia, Batavia, in bund..... 28
Cassia, Saigon, broken..... 38
Cassia, Saigon, in rolls..... 55
Cloves, Amboyna..... 17
Cloves, Zanzibar..... 14
Mace..... 56
Nutmegs, 75-80..... 50
Nutmegs, 105-10..... 40
Nutmegs, 115-20..... 28
Pepper, Singapore, black..... 18
Pepper, Singapore, white..... 28
Pepper, shot..... 20

Pure Ground in Bulk
Allspice..... 16
Cassia, Batavia..... 48
Cassia, Saigon..... 17
Cloves, Zanzibar..... 18
Ginger, African..... 18
Ginger, Cochlin..... 25
Ginger, Jamaica..... 65
Mace..... 65
Mustard..... 18
Pepper, Singapore, black..... 20
Pepper, Singapore, white..... 28
Pepper, Cayenne..... 20
Sage..... 20

STARCH
Kingsford's Corn
40 1-lb. packages..... 6 1/4
20 1-lb. packages..... 6 3/4
6 lb. packages..... 7 1/2

Kingsford's Silver Gloss
40 1-lb. packages..... 7
6 lb. boxes..... 7 1/2

Common Corn
20 1-lb. packages..... 4 1/2
40 1-lb. packages..... 4 1/2

Common Gloss
1-lb. packages..... 4 1/2
3-lb. packages..... 4 1/2
6-lb. packages..... 5
40 and 50-lb. boxes..... 3 1/2
Barrels..... 3 1/2

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

COARSE GRANULATED
Coarse Granulated..... 5 60
Extra Fine Granulated..... 5 60
Conf. Granulated..... 5 75
2 lb. bags Fine Gran..... 5 85
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, Phoenix A..... 5 05
No. 5, Emplre A..... 5 00
No. 6..... 4 85
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 gallon cans..... 3 00
1 doz. 1/2 gallon cans..... 1 70
1 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..... 27
Siftings..... 19 @ 21
Fannings..... 20 @ 22

Gunpowder
Moyune, medium..... 26
Moyune, choice..... 35
Moyune, fancy..... 50
Pingsuey, medium..... 25
Pingsuey, choice..... 30
Pingsuey, fancy..... 40

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

Oolong
Formosa, fancy..... 42
Amoy, medium..... 25
Amoy, choice..... 32

English Breakfast
Medium..... 27
Choice..... 34
Fancy..... 42

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

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

11

COARSE GRANULATED
Coarse Granulated..... 5 60
Extra Fine Granulated..... 5 60
Conf. Granulated..... 5 75
2 lb. bags Fine Gran..... 5 85
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, Phoenix A..... 5 05
No. 5, Emplre A..... 5 00
No. 6..... 4 85
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

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Corn
Barrels..... 18
Half bbls..... 20
1 doz. 1 gallon cans..... 3 00
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Sundried, choice..... 30
Sundried, fancy..... 40
Regular, medium..... 28
Regular, choice..... 30
Regular, fancy..... 40
Basket-fired, medium..... 28
Basket-fired, choice..... 35
Basket-fired, fancy..... 40
Nibs..... 27
Siftings..... 19 @ 21
Fannings..... 20 @ 22

Gunpowder
Moyune, medium..... 26
Moyune, choice..... 35
Moyune, fancy..... 50
Pingsuey, medium..... 25
Pingsuey, choice..... 30
Pingsuey, fancy..... 40

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

Oolong
Formosa, fancy..... 42
Amoy, medium..... 25
Amoy, choice..... 32

English Breakfast
Medium..... 27
Choice..... 34
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6

Taploca
Flake, 110 lb. sacks..... 4 1/4
Pearl, 130 lb. sacks..... 3 3/4
Pearl, 24 1 lb. packages..... 6

Wheat
Cracked, bulk..... 3 3/4
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 GRADE EXTRACTS
FOOTE & JENKS' CLASS

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'
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

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

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

FRESH MEATS

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

Pork
Dressed..... @ 6 1/2
Loins..... @ 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
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 3/4s..... 3 75
Diamond 1/2s..... 3 75

Worden Grocer Co.'s Brand
Quaker 1/2s..... 3 90
Quaker 3/4s..... 3 90

Spring Wheat Flour
Clark-Jewell-Weils Co.'s Brand
Pillsbury's Best 1/2s..... 4 60
Pillsbury's Best 3/4s..... 4 50
Pillsbury's Best 1/2s..... 4 40
Pillsbury's Best 3/4s paper..... 4 40
Pillsbury's Best 1/2s paper..... 4 40

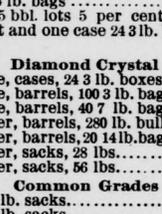
Ball-Barnhart-Putman's Brand
Duluth Imperial 1/2s..... 4 40
Duluth Imperial 3/4s..... 4 30
Duluth Imperial 1/2s..... 4 20

Lemon & Wheeler Co.'s Brand
Wingold 1/2s..... 4 60
Wingold 3/4s..... 4 40
Wingold 1/2s..... 4 30

7

Olney & Judson's Brand
Ceresota 1/2s..... 4 65
Ceresota 3/4s..... 4 55
Ceresota 1/2s..... 4 45

Washburn-Crosby Co.'s Brand.



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

Worden Grocer Co.'s Brand
Laurel 1/2s..... 4 60
Laurel 3/4s..... 4 50
Laurel 1/2s..... 4 40
Laurel 3/4s and 1/2s paper..... 4 40

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

Feed and Millstuffs
St. Car Feed, screened..... 16 50
No. 1 Corn and Oats..... 16 00
Unbolted Corn Meal..... 16 50
Winter Wheat Bran..... 15 00
Winter Wheat Middlings..... 16 00
Screenings..... 15 00

Corn
Corn, car lots..... 42
Oats..... 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

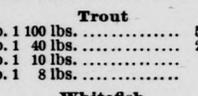
INDIGO
Madras, 5 lb. boxes..... 55
S. F., 2, 3 and 5 lb. boxes..... 50

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

LICORICE
Pure..... 30
Calabria..... 23
Sicily..... 14
Root..... 10

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

MATCHES



No. 200 Lookout, 144 bx..... 1 25
No. 500 Select Society, 144..... 4 00
No. 200 Williams Perfect, 144..... 1 35
No. 2 Lily, 144 boxes..... 1 15
No. 100 Park, 432 boxes..... 2 85
No. 80 Poetry, 720 boxes..... 4 00

Diamond Match Co.'s brands.
No. 9 sulphur..... 1 65
Anchor Parlor..... 1 60
No. 2 Home..... 1 3c
Export Parlor..... 4 00
Wolverine..... 1 60

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

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..... 3 90
Stuffed, 8 oz..... 1 45
Stuffed, 10 oz..... 2 30

OYSTER PAILS
Victor, pints..... 10 00
Victor, quarts..... 15

12	
San Telmo.....	35@70 00
Havana Cigar Co.....	18@35 00
C. Costello & Co.....	35@70 00
LaGora-Fee Co.....	35@70 00
S. I. Davis & Co.....	35@185 00
Hene & Co.....	35@90 00
Benedict & Co.....	75@70 00
Hemmeter Cigar Co.....	35@70 00
G. J. Johnson Cigar Co.....	35@70 00
Maurice Sanborn.....	50@175 00
Bock & Co.....	65@300 00
Manuel Garcia.....	80@375 00
Neuva Mundo.....	85@175 00
Henry Clay.....	85@550 00
La Carolina.....	96@200 00
Standard T. & C. Co.....	35@70 00
H. Van Tongeren's Brand.....	
Star Green.....	35 00
Fine Cut	
Uncle Daniel.....	58
Ojibwa.....	38
Forest Giant.....	38
Sweet Spray.....	35
Cadillac.....	57
Sweet Loma.....	38
Golden Top.....	27
Hiawatha.....	58
Telegram.....	28
Fay Car.....	33
Prairie Rose.....	50
Protection.....	38
Sweet Burley.....	40
Sweet Loma.....	38
Tiger.....	39
Plug	
Flat Iron.....	36
Creme de Menthe.....	60
Stroughold.....	40
Solo.....	35
Sweet Chunk.....	37
Forge.....	33
Red Cross.....	24
Palo.....	36
Kylo.....	36
Hiawatha.....	41
Battle Axe.....	37
American Eagle.....	54
Standard Navy.....	38
Spear Head, 16 oz.....	43
Spear Head, 8 oz.....	45
Nobby Twist.....	49
Johnny Tar.....	39
Old Honesty.....	45
Toddy.....	34
J. T.....	34
Piper Heldstick.....	64
Boot Jack.....	81
Jelly Cake.....	36
Plumb Bob.....	32
Smoking	
Hand Pressed.....	46
Double Cross.....	37
Sweet Core.....	40
Flat Car.....	37
Great Navy.....	37
Warpath.....	27
Bamboo, 8 oz.....	29
Bamboo, 16 oz.....	27
I X L, 6 lb.....	28
I X L, 30 lb.....	32
Honey Dew.....	37
Gold Block.....	37
Flagman.....	40
Chips.....	35
Klin Dried.....	23
Duke's Mixare.....	40
Duke's Cameo.....	40
Honey Dip Twist.....	39
Myrtle Navy.....	40
Yum Yum, 1 1/2 oz.....	39
Yum Yum, 1 lb. palls.....	37
Cream.....	37
Corn Cake, 2 1/2 oz.....	25
Corn Cake, 1 lb.....	23
Flow Boy, 1 1/2 oz.....	37
Flow Boy, 3 1/2 oz.....	35
Peerless, 3 1/2 oz.....	34
Peerless, 1 1/2 oz.....	36
Indicator, 2 1/2 oz.....	28
Indicator, 1 lb. palls.....	31
Col. Choice, 2 1/2 oz.....	21
Col. Choice, 8 oz.....	21
TWINE	
Cotton, 3 ply.....	17
Cotton, 4 ply.....	18
Jute, 2 ply.....	12
Hemp, 3 ply.....	12
Flax, medium.....	17
Wool, 1 lb. balls.....	8
VINEGAR	
Malt White Wine, 40 grain.....	8
Malt White Wine, 80 grain.....	11
Pure Cider, Red Star.....	12
Pure Cider, Robinson.....	11
Pure Cider, Silver.....	11
WASHING POWDER	
Gold Dust, regular.....	4 50
Gold Dust, 5c.....	4 00
Pearline.....	2 90
Scourine.....	3 50
WICKING	
No. 9, per gross.....	20
No. 1, per gross.....	25
No. 2, per gross.....	35
No. 3, per gross.....	55
WOODENWARE	
Baskets	
Bushels.....	1 10
Bushels, wide band.....	1 20
Market.....	4 00
Splint, large.....	4 00
Splint, medium.....	3 75
Splint, small.....	3 50
Willow Clothes, large.....	7 00
Willow Clothes, medium.....	6 25
Willow Clothes, small.....	5 50
Butter Plates	
No. 1 Oval, 250 in crate.....	45
No. 2 Oval, 250 in crate.....	50
No. 3 Oval, 250 in crate.....	55
No. 5 Oval, 250 in crate.....	65
Egg Crates	
Humpty Dumpty.....	2 25
No. 1, complete.....	30
No. 2, complete.....	25
Clothes Pins	
Round head, 5 gross box.....	45
Round head, cartons.....	62

13	
Mop Sticks	
Trojan spring.....	85
Eclipse patent spring.....	85
No. 1 common.....	75
No. 2 patent brush holder.....	80
12 lb. cotton mop heads.....	25
Pails	
2-hoop Standard.....	1 40
3-hoop Standard.....	1 60
2-wire, Cable.....	1 56
3-wire, Cable.....	1 70
Cedar, all red, brass bound.....	1 25
Paper, Eureka.....	2 25
Fibre.....	2 40
Toothpicks	
Hardwood.....	2 75
Softwood.....	2 75
Banquet.....	1 40
Ideal.....	1 40
Tubs	
20-inch, Standard, No. 1.....	6 00
18-inch, Standard, No. 2.....	5 00
16-inch, Standard, No. 3.....	4 00
20-inch, Cable, No. 1.....	7 00
18-inch, Cable, No. 2.....	6 00
16-inch, Cable, No. 3.....	5 00
No. 1 Fibre.....	9 45
No. 2 Fibre.....	7 85
No. 3 Fibre.....	7 20
Wash Boards	
Bronze Globe.....	2 50
Dewey.....	1 75
Double Acme.....	2 75
Single Acme.....	2 25
Double Peerless.....	3 20
Single Peerless.....	2 50
Northern Queen.....	2 50
Double Duplex.....	3 00
Good Luck.....	2 75
Universal.....	2 25
Wood Bowls	
11 in. Butter.....	75
13 in. Butter.....	1 00
15 in. Butter.....	1 75
17 in. Butter.....	2 50
19 in. Butter.....	3 00
Assorted 13-15-17.....	1 75
Assorted 15-17-19.....	2 50
WRAPPING PAPER	
Common straw.....	1 1/4
Fiber Manila, white.....	3 1/4
Fiber Manila, colored.....	4 1/4
No. 1 Manila.....	4
Cream Manila.....	3
Butcher's Manila.....	2 3/4
Wax Butter, short count.....	13
Wax Butter, full count.....	2
Wax Butter, rolls.....	15
YEAST CAKE	
Magie, 3 doz.....	1 00
Sunlight, 3 doz.....	1 00
Sunlight, 1 1/2 doz.....	50
Yeast Cream, 3 doz.....	1 00
Yeast Foam, 3 doz.....	1 00
Yeast Foam, 1 1/2 doz.....	50
FISH AND OYSTERS	
Fresh Fish	
White fish.....	Per lb.
Trout.....	9
Black Bass.....	11@12
Halibut.....	16
Ciscoes or Herring.....	4
Bluefish.....	20
Live Lobster.....	40
Bolled Lobster.....	18
Cod.....	10
Haddock.....	7
No. 1 Pickerel.....	8
Pike.....	7
Perch.....	4
Smoked White.....	5
Red Snapper.....	11
Col River Salmon.....	14
Mackerel.....	16
Oysters in Bulk	
Counts.....	Per gal.
Ext. Selects.....	1 75
Selects.....	1 60
Standards.....	1 35
Anchor Standards.....	1 15
Anchor Standards.....	1 20
Oysters in Cans.	
F. H. Counts.....	35
F. J. D. Selects.....	25
Selects.....	30
F. J. D. Standards.....	22
Standards.....	20
Favorite.....	18
Shell Goods.	
Clams, per 100.....	1 00
Oysters, per 100.....	1 00
HIDES AND PELTS	
The Cappon & Bertsch Leather Co., 100 Canal Street, quotes as follows:	
Hides	
Green No. 1.....	@ 6
Green No. 2.....	@ 5
Cured No. 1.....	@ 7 1/2
Cured No. 2.....	@ 6 3/4
Calfskins, green No. 1.....	@ 9 1/4
Calfskins, green No. 2.....	@ 8
Calfskins, cured No. 1.....	@ 10 1/4
Calfskins, cured No. 2.....	@ 9
Pelts	
Pelts, each.....	50@1 10
Lamb.....	
No. 1.....	@ 4 1/4
No. 2.....	@ 3 1/4
Wool	
Washed, fine.....	18@20
Washed, medium.....	22@24
Unwashed, fine.....	12@14
Unwashed, medium.....	16@18
Furs	
Beaver.....	1 00@3 00
Wild Cat.....	10@ 50
House Cat.....	10@ 25
Red Fox.....	25@1 50
Grey Fox.....	10@ 75
Lynx.....	10@2 00
Muskat.....	@ 8
Mink.....	25@2 00
Raccoon.....	10@ 80
Skunk.....	15@1 00

14	
CANDIES	
Stick Candy	
Standard.....	bbls. palls @ 7 1/2
Cut Leaf.....	@ 7 1/2
Standard H. H.....	@ 8
Standard Twist.....	@ 9
Cut Leaf.....	@ 9
Jumbo, 32 lb.....	@ 7 1/2
Extra H. H.....	@ 10 1/2
Boston Cream.....	@ 10
Beet Root.....	@ 8
Mixed Candy	
Grocers.....	@ 6
Competition.....	@ 7
Special.....	@ 7 1/2
Conserve.....	@ 8 1/2
Royal.....	@ 8 1/2
Ribbon.....	@ 9
Broken.....	@ 8 1/2
English Rock.....	@ 9
Kindergarten.....	@ 9
Bon Ton Cream.....	@ 9
French Cream.....	@ 10
Dandy Pan.....	@ 10
Hand Made Cream mixed.....	@ 15 1/2
Crystal Cream mix.....	@ 13
Fancy-In Bulk	
San Blas Goodies.....	@ 12
Lozenges, plain.....	@ 9 1/4
Lozenges, printed.....	@ 10
Choc. Drops.....	@ 11 1/4
Eclipse Chocolates.....	@ 13 1/4
Choc. Monuments.....	@ 14
Victoria Chocolate.....	@ 15
Gum Drops.....	@ 5
Moss Drops.....	@ 9 1/2
Lemon Sours.....	@ 10
Imperial.....	@ 10
Ital. Cream Opera.....	@ 10
Ital. Cream Bonbons.....	@ 12
20 lb. palls.....	
Molasses Chews, 15 lb. palls.....	@ 14
Fine Apple Ice.....	@ 12 1/2
Maroons.....	@ 12
Golden Waffles.....	@ 12
Fancy-In 5 lb. Boxes	
Lemon Sours.....	@ 55
Peppermint Drops.....	@ 60
Chocolate Drops.....	@ 65
H. M. Choc. Drops.....	@ 85
H. M. Choc. Lt. and Dk. No. 12.....	@ 1 00
Gum Drops.....	@ 30
Liciorice Drops.....	@ 75
Lozenges, plain.....	@ 60
Lozenges, printed.....	@ 60
Imperial.....	@ 60
Mottees.....	@ 60
Cream Bar.....	@ 55
Molasses Bar.....	@ 55
Hand Made Creams.....	@ 80
Cream Buttons, Pep. and Mint.....	@ 65
String Rock.....	@ 65
Wintergreen Berries.....	@ 60
Caramels	
No. 1 wrapped, 3 lb. boxes.....	@ 50
Penny Goods.....	55@60
FRUITS	
Oranges	
Florida Russett.....	@
Florida Bright.....	@
Fancy Navels.....	2 75@3 25
Extra Choice.....	2 50@3 00
Late Valencia.....	@
Seedlings.....	@
Meat, sweets.....	@
Jamaicas.....	@
Rodi.....	@
Lemons	
Messina, 300s.....	3 50@3 75
Messina, 360s.....	3 75@4 00
California 360s.....	3 00@3 25
California 300s.....	3 25@3 50
Bananas	
Medium bunches.....	1 50@1 75
Large bunches.....	
Foreign Dried Fruits	
Figs	
California, Fancy.....	@
Cal. pkg. 10 lb. boxes.....	@
Extra choice, 10 lb. boxes.....	@ 9
Fancy, 12 lb. boxes.....	@ 12
Pulled, 6 lb. boxes.....	@
Naturals, in bags.....	@
Dates	
Fards in 10 lb. boxes.....	@
Fards in 60 lb. cases.....	@
Hallow.....	5 @ 5 1/2
lb. cases, new.....	
Sairs, 60 lb. cases.....	4 1/2 @ 5
NUTS	
Almonds, Tarragona.....	@ 18
Almonds, Ivica.....	@
Almonas, California, soft shelled.....	17@19
Brazils.....	@ 12
Fiber.....	@ 13 1/2
Walnuts.....	@ 14
Walnut, soft shelled.....	
California No. 1.....	@ 14
Table Nuts, fancy.....	@ 14
Table Nuts, choice.....	@ 13
Pecans, Med.....	@ 10
Pecans, Ex. Large.....	@ 11
Pecans, Jumbos.....	@ 12
Hickory Nuts per bu.....	
Ohio, new.....	@ 3 75
Cocoanuts, full sacks.....	@
Chestnuts, per bu.....	@
Peanuts	
Fancy, H. P., Suns.....	5 1/2 @
Fancy, H. P., Suns Roasted.....	@
Choice, H. P., Extras.....	6 1/2 @ 7
Choice, H. P., Extras Roasted.....	@
Span. Shld No. 1 in w.....	6 1/2 @ 7 1/2

15	
AKRON STONWARE	
Butters	
1/2 gal. per doz.....	52
2 to 6 gal. per gal.....	6 1/2
8 gal. each.....	56
10 gal. each.....	70
12 gal. each.....	84
15 gal. meat-tubs, each.....	1 20
20 gal. meat-tubs, each.....	1 60
25 gal. meat-tubs, each.....	2 25
30 gal. meat-tubs, each.....	2 70
Churns	
2 to 6 gal., per gal.....	7
Whurn Dashers, per doz.....	84
Milkpans	
1/2 ga. fat or rd. bot., per doz.....	52
1 gal. nat or rd. bot., each.....	6 1/2
Fine Glazed Milkpans	
1/2 gal flat or rd. bot., per doz.....	60
1 gal flat or rd. bot., each.....	6
Stewpans	
1/2 gal. fireproof, ball, per doz.....	85
1 gal. fireproof, ball, per doz.....	1 10
Jugs	
1/2 gal. per doz.....	60
1 gal. per doz.....	45
1 to 5 gal., per gal.....	7 1/2
Sealing Wax	
5 lbs. in package, per lb.....	2
LAMP BURNERS	
No. 0 Sun.....	35
No. 1 Sun.....	45
No. 2 Sun.....	65
No. 3 Sun.....	1 10
Tubular.....	45
Nutmeg.....	50
LAMP CHIMNEYS—Seconds	
Per box of 6 doz.	
No. 0 Sun.....	1 50
No. 1 Sun.....	1 66
No. 2 Sun.....	2 36
First Quality	
No. 0 Sun, crimp top, wrapped & lab.....	2 00
No. 1 Sun, crimp top, wrapped & lab.....	2 15
No. 2 Sun, crimp top, wrapped & lab.....	3 15
XXX Flint	
No. 1 Sun, crimp top, wrapped & lab.....	2 75
No. 2 Sun, crimp top, wrapped & lab.....	3 75
No. 2 Sun, hinge, wrapped & lab.....	4 00
Pearl Top	
No. 1 Sun, wrapped and labeled.....	4 00
No. 2 Sun, wrapped and labeled.....	5 10
No. 2 hinge, wrapped and labeled.....	5 10
No. 2 Sun, "Small Bulb," for Globe Lamps.....	80
La Bastie	
No. 1 Sun, plain bulb, per doz.....	90
No. 2 Sun, plain bulb, per doz.....	1 15
No. 1 Crimp, per doz.....	1 35
No. 2 Crimp, per doz.....	1 60
Rochester	
No. 1 Lime (65c doz).....	3 50
No. 2 Lime (70c doz).....	3 75
No. 2 Flint (80c doz).....	4 70
Electric	
No. 2 Lime (70c doz).....	3 75
No. 2 Flint (80c doz).....	4 40
OIL CANS	
1 gal. tin cans with spout, per doz.....	1 40
1 gal. galv. iron with spout, per doz.....	1 58
2 gal. galv. iron with spout, per doz.....	2 78
3 gal. galv. iron with spout, per doz.....	3 75
5 gal. galv. iron with spout, per doz.....	4 85
3 gal. galv. iron with faucet, per doz.....	4 25
5 gal. galv. iron with faucet, per doz.....	4 95
5 gal. Tilting cans.....	7 25
5 gal. galv. iron Nacefas.....	9 00
Pump Cans	
5 gal. Rapid steady stream.....	8 50
5 gal. Eureka, non-overflow.....	10 50
3 gal. Home Rule.....	9 95
5 gal. Home Rule.....	11 28
5 gal. Pirate King.....	9 50
LANTERNS	
No. 0 Tubular, side lift.....	4 85
No. 1 B Tubular.....	7 40
No. 15 Tubular, dash.....	7 50
No. 1 Tubular, glass fountain.....	7 50
No. 12 Tubular, side lamp.....	13 50
No. 3 Street lamp, each.....	3 60
LANTERN GLOBES	
No. 0 Tub., cases 1 doz. each, box, 10c.....	45
No. 0 Tub., cases 2 doz. each, box, 15c.....	7 40
No. 0 Tub., bbls 5 doz. each, per bbl.....	2 00
No. 0 Tub., Bull's eye, cases 1 doz. each.....	1 25
Earthenware Meat Tubs	
15, 20, 25, 30 gal. All sizes in stock. We can ship promptly. Prices are right. Send us your order.	
W. S. & J. E. Graham	
GRAND RAPIDS, MICH.	
GAS AND GASOLINE MANTLES	
Glovers' Gems, Satisfaction, and Perfection are the best.	
GLOVER'S WHOLESALE MDSE. CO., Manufacturers, Importers, and Jobbers of Gas and Gasoline Sundries, GRAND RAPIDS, MICH.	

Promptness

The things you overlooked when our salesman visited you can be ordered from us by telephone, telegraph or letter.

They will be shipped on the first train.

We appreciate the fact that when you want something, you want it right off.

Therefore, prompt shipments.

BROWN & SEHLER.
Grand Rapids, Michigan.

THE NULITE

750 Candle Power ARC ILL

MEN OF MARK.

Paul Doty, Manager Grand Rapids Gas Light Co.

"The temperature of the gas where the gas naphtha is applied at Grand Rapids is 110 degrees F."

An incidental turning of the leaves of a pamphlet brought the name of the city within eye range and the short sentence, saying what it had to say and no more, arrested the attention and led to an extended examination of the pamphlet. It proved to be a printed copy of a paper upon "The Causes Underlying the Formation of Naphthaline and Their Prevention," read at the Western Gas Association at Milwaukee in 1899. A pen that can do so much and do it in that way has written more than that one paper and a little enquiry has led to the collection of some half dozen of these papers, read from time to time in different parts of the country. They have not been prepared as a means of pastime in the writing or reading. They are not samples of a subject-matter tossed off on the spur of the moment to meet a rashly accepted engagement for a festive gathering. They do not evince the slightest tendency to rambling. They are straightforward records of straightforward experiences, fortified with facts for proofs. Here is a paper, for example, read at the twenty-fifth annual meeting of the American Gas Light Association, held at Old Point Comfort, Va., in the fall of 1897. Its subject is "Burner Stoppages," and there is no better way of showing how much can be packed into a single sentence, having a single leading subject and predicate, with topic and method of treatment, than by quoting the opening statement: "The fact that a number of gas companies, our own included, have suffered serious loss in dollars and in prestige from what are known as burner stoppages leads to the presentation of this report, giving the results of our experience, including experiment and research, in the effort to discover the cause and the cure of these troublesome deposits."

With the subject thus presented and the treatment outlined, the paper goes with the unerring mathematical exactness of the mechanical engineer straight to the point proposed. Nothing is allowed to vary the direction of that straight line. Obstacles are removed or tunneled, as the exigencies of the case require; but the story of the methods of removal and of the tunneling accomplished are told with the skill of the expert, concisely and briefly, although the intricate formulae of chemical reaction have the painstaking exactness of the chemical text book. It is simply the work of a head that has learned how. More than that, the paper shows that its writer knows not something about the topic he treats, but all about it; and the language is so used as to convey, not to conceal, the idea. The writer of these papers is Mr. Paul Doty, General Manager of the Grand Rapids Gas Light Company.

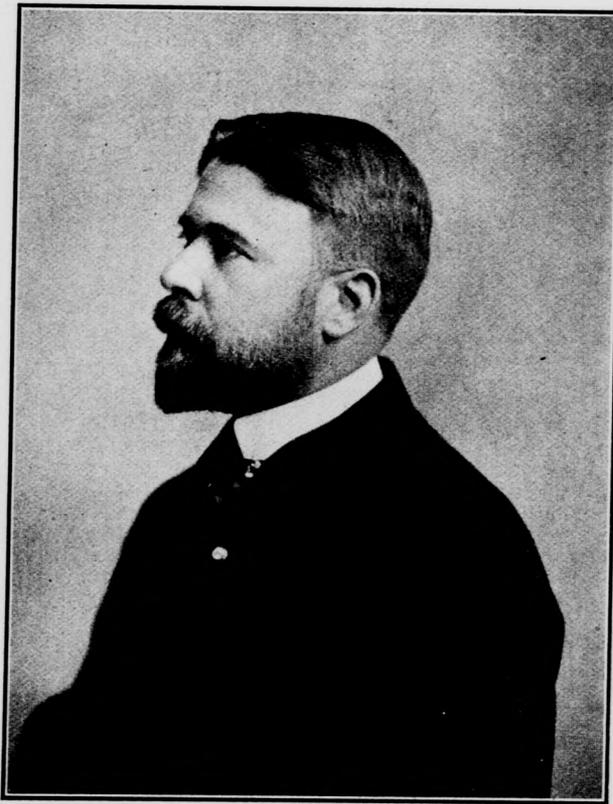
Mr. Doty, after the New England phrase, was "born and brought up" at Hoboken, New Jersey. He received his education at the public and private schools of his native city, having been graduated at the high school and at the Stevens Institute of Technology, receiving from the latter institution the degree of mechanical engineer. Having been engaged before that as assistant in the superintendent's office of the Morris & Essex Railroad Co., he

gained there his first business experience, in 1881. After graduation he was employed as a draughtsman by the Schenectady Locomotive Works, and intended to take up the work of railroad engineering. He had hardly entered upon his duties, however, when he was offered a position as draughtsman by the United Gas Improvement Co., at Philadelphia, a position where his experience in gas engineering began. While still in the service of the United Gas Improvement Co. he was sent from Philadelphia to Jersey City as assistant in the work of the distribution department. From Jersey City he was assigned to the United Gas Improvement Co.'s Paterson works as assistant superintendent, and remained at Paterson from 1888 to 1895. In 1895, he accepted the offered position of General Manager of the Consolidated Gas Co. of New Jersey at Long Branch from Emerson McMillan, the President of the company.

made Mr. Doty a marked man in the community. In Dec., 1897, Mr. Doty represented Mr. McMillan in the organization of the gas companies at Buffalo, N. Y.

Time went by and the McMillan interests demanded a manager for affairs in Western Michigan. Grand Rapids was the particular field. There was no anxiety about filling the place. It was an important one, but what man has done man may do, especially if he is the same man. In this instance Mr. Doty was the man. The offer was tendered to him in 1898 and in due time he became General Manager of the Grand Rapids Gas Light Co., a position he holds to-day to the eminent satisfaction of all concerned.

These changes from position to position may mean much or little. In many instances they mean little. In this one they mean much. They are not mere transfers from place to place, but a series of promotions due to the "well done" of



This transfer to Long Branch meant something. There were four local companies with common interests or interests to be common, there were considerable building and rebuilding to be done and these four companies were to be brought together as to preclude all clashing of interests, or—if that were impossible—the minimum of conflict. There was to be a passing from the old to the new, four corps of officers and men were to be reduced to one. From beginning to end there was to be a thorough reorganization and a man was wanted to undertake the work who had the gift of organizing born in him. So the transfer from the old position to the new was made and Mr. Doty took charge of the matter in hand. The Consolidated Company materialized according to ways and means wholly acceptable to those most interested and the organizer scored a well-earned success. Order had been called out of chaos and, to the delight of all, it heeded and

one position becoming the stepping stone to something better and so higher. From the draughtsman fresh from college no position has Mr. Doty accepted which he has not more than filled. He has been equal to the requirements and, proving himself that and much more has not had long to wait for the higher and wider field of usefulness not only ready but waiting for him. One can not help feeling that this is an instance illustrating the often-made assertion that never before was the call for trained men so loud as now. They are in demand everywhere. We find them occupying the best positions of trust, and wherever they are they are more than equal to the demands required of them. In every instance they are ready for the work because they know it from beginning to end—outline and detail, the whole and the part and the relations which these sustain to one another. It is simply being an authority upon whatever pertains to the subject; and it is

simply relating the fact in saying that Mr. Doty is an acknowledged authority upon what belongs to his position. Nor is his knowledge of such a theoretical character that he can not put it to practical use. On the contrary, his career as Manager of the Grand Rapids Gas Light Co. plainly demonstrates that he is a man of remarkable ability, because he has been able to show a steady gain in consumption, a gradual lessening of expense and a marvelous increase in profits which have been the occasion of repeated surprise to his friends and excited the continued commendation of his associates and stockholders.

If membership in different organizations is an index of popular favor Mr. Doty is not a man who will ever hide his light under a bushel. A few of the many have been recorded. He is a member of the American Gas Light Association; of the Western Gas Association; of the American Society of Mechanical Engineers; of the American Association for the Advancement of Science; of the Alumni Association of the Stevens Institute of Technology; of the Michigan Gas Association, which he served last year as Vice-President and which organization unanimously elected him President at the annual convention held last week. He is a member of the Society of Mayflower Descendants, that noted vessel bringing to America an ancestor of his. Mr. Doty is a director of the National City Bank; a member of the Board of Trade; of the Peninsular Club; of the Lakeside Club; of Kent Country Club; a trustee of the U. B. A. Hospital; a communicant of the Episcopal church, and an attendant at St. Mark's.

Mr. Doty married the daughter of the late General I. N. Stiles, of Chicago, and their residence is at 43 South Union street.

Mention has been made of Mr. Doty's writings. The technical side of Gas Association interests finds in him its happiest exponent. He deals with things. In one of his longest papers there are but three ifs and these do not imply theory. The facts are these. They are the effects of these causes. They can be remedied thus. The chemical snarl is untangled. Everything is made straight, the whole is shown to be a needlessly involved simplicity and put down in black and white, to be considered when there is leisure. With this technical knowledge Mr. Doty combines the talent of expression—not a common combination in these days—and the result has easily made him an authority, especially on the subject of public advertising. Of course, he believes in it. "Gas companies to-day must advertise. Advertising in the abstract is a tax on business, a premium against competition, but as business is conducted by successful merchants, so we, having a merchantable article, must conduct our business. Successful merchants advertise and we must get in with the procession." There is more, much more, all of it to the point, but enough has been said to affirm that Mr. Doty is an organizer, that he has no superior in the management of details and that he has become an acknowledged authority in the theory and practice of that part of the business world he so thoroughly understands.

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.

FLIMSY FRAUD.

Modus Operandi of the Regal Manufacturing Co.

Marion, Ind., Feb. 25—Your letter to Miller & Barley, our clients, has been handed to us for reply.

The article you mention as having been seen by you in the Chicago Tribune of February 21 contains in substance the statement of the conduct of the Regal Manufacturing Co. with our clients.

We wish, however, to state further that the real plan of the Regal people is to so present the business they wish to conduct with the merchant that it has every possible appearance of being fair, honest, legitimate and of value and that the merchants are drawn into it from the very fact that it so appears. Relying upon the representations made by their advance man, who secures the contract, merchants are quite willing to enter into the contract and sign it on the supposition that the plan of operation under the contract will be such as is mapped out by such agent. After signing the contract, however, matters change, and a gang of canvassers, with no desire or intention of doing anything nearly correct or proper and without any intention of carrying out the plan of operation as mapped out by the agent, proceed to canvass the town. If you have seen the contracts—and they are all alike, even to the written portion, which is written from memory by the agent; the agent, having committed the contract by memory, can and does make them all alike, as we have proven—you will notice that the merchant is bound to advance to the Regal Manufacturing Co. the full cash payment for all frames shipped under the contract to the amount mentioned therein and that afterwards the Regal Manufacturing Co. will settle with the merchant for all frames not sold, after 160 days, and this settlement is claimed to be based upon the number of orders taken for pictures and frames. Every mark and figure and number, except the number of frames taken, is the same in every contract, except in some matter which is immaterial, but every material feature of said contract, as written by the agent, is written the same in every one. The canvassers then come on and canvass the city and secure what they call orders for frames and pictures by any and every possible means. As a general rule, these orders are never turned in to the merchant, but are retained by the Regal people, and the settlement is made upon those orders. The Regal canvassers, or the Regal Co., are not particular whether the parties giving the orders ever take a picture or frame at all. It makes no difference with them whether the frames or pictures are ever accepted or paid for by the parties giving the orders. The only thing the Regal Co. is after is to obtain orders, and by those orders the merchant is to settle.

We have conclusive proof of their obtaining orders by various means, as follows:

1. By representing that the order is not an order, but a statement showing that the canvasser called.
2. By showing that it is merely for the purpose of obtaining the address of the person called on.
3. That there is no necessity of the person giving the order of trading out anything at the store of the merchant, since the oilette to be delivered is a mere gift from the merchant to the people of the town in the way of an advertisement. Many other conflicting statements have also been made, while some signed the order expecting that they had to take a frame.

If you will look at the order, and the coupon which was to be given by the merchant, and the advertisements in connection with the canvass—all of which are furnished by the Regal people—we are constrained to believe that you will discover that they all form a part of the original contract, and may be used in construing it, and from these evidences, together with the statements of the advance agent, and other matters which each merchant has in mind, you

will discover that no person signing the order is bound to take and pay for a frame or even an oilette, but these alleged orders are for the mere purpose of settling with the merchant.

The great fraud in this matter is in the misrepresentations of the agent, the failure of the company to carry out the operations under the contract, as planned and schemed to hold up the merchant for a large amount of money for frames of small value, to secure the photographs of a large number of people of the town, which photographs are generally of deceased friends or articles of curiosity or cherished mementos, and make the merchant responsible for the return thereof to the owners, and in that way, by force of public sentiment, compel the merchant to settle in order to secure the return of the photographs.

In one instance in this State, a merchant contracted for 1,000 frames in the ordinary way, and when found that he had been held up in the matter, settled with the company, paying over \$1,500 for the frames which had been shipped, and secured a written agreement from the Regal Co., through its manager, W. J. Reid, for a cancellation of the contract and the return of the photographs. Said Reid being then at the town where the merchant resided, and the photographs in Chicago, he could not deliver them and did not do so thereafter. The merchant wrote him, demanding a return and received no reply. He then went to Chicago and made a personal demand, in company with a member of our firm and others, and this demand was refused and is still refused, claiming that the Regal Co. must have pay for the oilettes before the return of the photographs, even in the face of this contract.

The plan of operation is to so entangle the merchant that he will come to Chicago to secure a compromise or settlement and, after having visited them, he will be notified to return on a later date, possibly the next day, or a later time in the same day, and when he returns a suit will have been commenced against him in the Chicago courts, and a book-keeper of the concern, who has been especially appointed deputy sheriff, will serve him with process while he is in the office of the company attempting to get a compromise, and then he has to fight a suit in the Chicago courts. We went to Chicago, filed suit in chancery for cancellation of contract on account of fraud, asking for an injunction against the destruction or disposition of our photographs, which was granted, and also asked for a receiver for the same, which was granted, and demand was made by the receiver upon the manager of the company for the photographs and refused, and the matter is now before the court on an order to show cause why the photographs should not be turned over or the party punished for contempt.

We write this fully to you so that you may understand how we feel here. We can give you the names of a large number of persons who have been drawn into this matter, and enclose same to you for your particular benefit. The enclosed list contains the names of persons who have had business relations with this company. Elliott & Elliott.

Holds to an Old-Fashioned Doctrine.
From the Niles Star.

A. J. Norton, a Northern Indiana grocer, is running his store on the Christian plan. He will not sell tobacco or anything that contains liquor, and will not deliver goods, on the ground that the customer pays for it in the end. He makes public the cost price of his goods and sells at certain stated margins. He refuses to carry insurance, insisting that if it is the Lord's will to burn his store, he should not stand in the way. His stock was destroyed by fire a short time ago, but he never lost confidence in the correctness of his conclusions and belief.

As soon as a woman belongs to two clubs she has so much to do saving the country that she forgets how to cook.

The man who talks but little is not in danger of telling all he knows, anyway.

Business Wants

Advertisements will be inserted under this head for two cents a word the first insertion and one cent a word for each subsequent insertion. No advertisements taken for less than 25 cents. Advance payments.

BUSINESS CHANCES.

FOR SALE—FIRST-CLASS MILLINERY business, stock and fixtures, at a bargain. Would like to sell this month. Address No. 730, care Michigan Tradesman. 730

COMPLETE CANNING PLANT AND STOCK canned goods for sale in fruit section. Address No. 729, care Michigan Tradesman. 729

IF GOING OUT OF BUSINESS OR IF YOU have a bankrupt stock of clothing, dry goods, or shoes, communicate with The New York Store, Traverse City, Mich. 728

TEN SYRUPS SODA FOUNTAIN, GOOD as new. Will sell cheap if taken at once. Call or address C. A. Mitts, care Sweet's Hotel, Grand Rapids, Mich. 724

FOR SALE—CIGAR STORE, WITH SMALL stock; good location; good reason for selling. Address M. A. C., care Michigan Tradesman. 725

FOR SALE—CLEAN GENERAL STOCK; near Detroit; inventories \$1,500; rent \$55 per month; fine chance; poor health the reason for selling. Address M. T. Funston, River Rouge, Mich. 723

FOR RENT—A GOOD BRICK STORE WELL located in a good business town. Address Mrs. A. M. Colwell, Lake Odessa, Mich. 722

FOR SALE—DRUG AND GROCERY STOCK, invoicing about \$1,300; doing good business; expenses very light; best of reasons for selling. Will sell for cash only. Address No. 721, care Michigan Tradesman. 721

I HAVE A NO. 1 HAY FARM—40 ACRES— in Ferry, Oceana county, Michigan, which I will sell for \$700 and take a good driving team in part payment. A. H. Platt, Hart, Mich. 720

FOR SALE CHEAP—ONE 4X6X10 FT. HIGH Brecht patent cooler and No. 0 Buffalo chop per. For particulars write A. R. Hensler, Battle Creek, Mich. 726

TO EXCHANGE—A BUSINESS PROPER- ty well rented, for farm or stock general merchandise. Address No. 727, care Michigan Tradesman. 727

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

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—STOCK OF GENERAL MER- chandise, invoicing about \$3,000, at a fine trading point; one of the best managing 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, invoicing between \$3,000 and \$4,000. Address Hazeltine and Perkins Drug Co., Grand Rapids, Mich. 717

DRUG STOCK FOR SALE. A GOOD CLEAN stock, invoicing 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 land. Don't ask what I have, but tell me what you want. E. T. Merrill, Reed City. 695

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—BUSINESS PROPERTY IN PE- toskey, half block from postoffice. Address Chas. Neff, Petoskey, Mich. 700

BIG RETURNS FOR SMALL CAPITAL— We have just succeeded in securing the exclusive control and manufacture of the celebrated Doran Hydro-Carbon Lighting System, which is the best system light yet invented for interior and street lighting; each lamp gives 1,200 candle power light, can be turned on or off instantly, the same as electricity; absolutely safe, simple and satisfactory. Correspondence solicited from all interested parties and municipal officers, and those who would like a good paying business in their own city or town. Acorn Brass Works, 20 South Jefferson St., Chicago. 659

WANTED—IN THE BIGGEST LITTLE town in Michigan flour mill, planing mill, canning factory, agricultural implement dealer, novelty works and home seekers; abundance of timber; immense water power; two railroads and cheap stump lands. Write for descriptive booklet. Wm. Hogg, Secretary of Association, Thompsonville, Mich. 677

FOR SALE CHEAP—\$2,000 GENERAL stock and building. Address No. 240, care Michigan Tradesman. 240

MONEY ON THE SPOT FOR CLEAN stock of merchandise, \$5,000 or over. Address Box 113, Grand Ledge, Mich. 660

WANTED—ENERGETIC COUNTRY printer who has saved some money from his wages to embark in the publication of a local newspaper. Will furnish a portion of the material, take half interest in the business and give partner benefit of long business experience, without giving business personal attention. 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. 685

FOR SALE—STOCK OF GROCERIES, DRY goods and shoes inventoring about \$2,500, enjoying lucrative trade in good country town about thirty miles from Grand Rapids. Will rent or sell store building. Buyer can purchase team and peddling wagon, if desired. Terms, half cash, balance on time. Address No. 592, care Michigan Tradesman. 592

FOR SALE—GENERAL MERCHANDISE stock, invoicing about \$7,000; stock in A1 shape; selling about \$25,000 a year, with good profits; trade established over twenty years; a fortune here for a hustler; terms, one-half cash down, balance one and two years, well secured by real estate mortgage; also store building and fixtures for sale or exchange for good Grand Rapids residence property on East Side; must be free from debt and title perfect. Address No. 520, care Michigan Tradesman. 520

FOR SALE—DRUG STOCK INVOICING \$2,000, in good corner store in the best town in Western Michigan. The best of reasons for selling. Address No. 583, care Michigan Tradesman. 583

FOR RENT—A GOOD BRICK STORE IN good business town on Michigan Central Railroad; good living rooms above; good storage below; city water and electric light. Address Box 298, Decatur, Mich. 588

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.



\$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

MILLER & TEASDALE CO.

Receivers—Carlots—Distributors

POTATOES

We handle from all sections and sell everywhere.

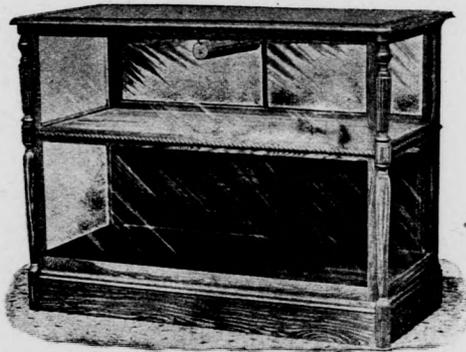
ST. LOUIS, MO.

Leading Distributing Center in the United States.

BOUR'S COFFEES MAKE BUSINESS

GRAND RAPIDS FIXTURES CO.

Cigar
Case.
One
of
our
leaders.



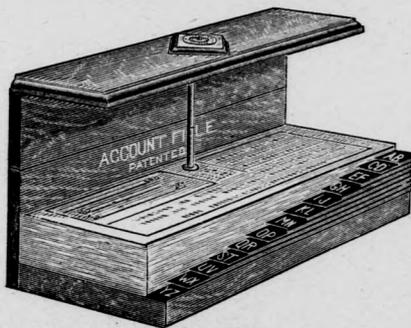
Shipped
knocked
down.
First
class
freight.

No. 52.

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

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

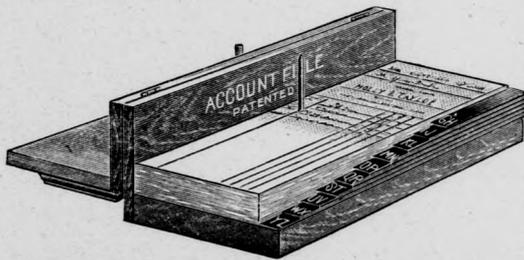
Simple Account File



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

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

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



TRADESMAN COMPANY, Grand Rapids

MERCANTILE ASSOCIATIONS

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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.

Lv. Grand Rapids	NORTH		
	Except Sunday	Except Sunday	Except Sunday
Ar. Cadillac	7 45am	2 10pm	10 45pm
Ar. Petoskey	11 20am	5 40pm	2 10am
Ar. Traverse City	1 30pm	7 50pm
Ar. Mackinaw City	2 50pm	9 15pm	5 35am
Ar. Cincinnati	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.

Lv. G'd Rapids	SOUTH		
	Except Sunday	Except Sunday	Except Sunday
Ar. Kalamazoo	7 10a	12 30p	1 50p
Ar. Ft. Wayne	8 50a	1 45p	3 22p
Ar. Cincinnati	6 25p	6 50p

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.

Lv. Grand Rapids	MUSKEGON		
	Except Sunday	Except Sunday	Except Sunday
Ar. Muskegon	7 35am	2 05pm	5 40pm
Sunday train leave Grand Rapids	9 00am	3 20pm	7 00pm

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.

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

Lv. Chicago (12th St. Station)	FROM CHICAGO	
	Except Sunday	Daily
Ar. G'd Rapids (Union depot)	5 15pm	11 30pm
5:15pm train runs solid to Grand Rapids with Pullman buffet parlor car attached.	10 15pm	6 45am
11:30am 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.

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. Feltner, Richard P. Joy, Chas. C. Jenks.

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

DARRAH BROS. CO., Big Rapids, Mich.

Attractive Assortment Glassware



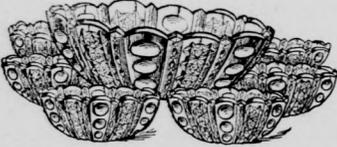
A rich, imitation cut pattern of highly polished, brilliant, crystal glass. The round dots, shown in illustration, are ornamented with burned in colors, which give the glass an unusually attractive appearance.

The package contains:

1 dozen 4 piece sets, assorted green, cherry, canary and gold. Per dozen, assorted..... \$9 00
 ½ dozen 7 piece sets, assorted green, cherry and canary. Two sets of each color. Per dozen sets, \$6.00.. 3 00

Total for package.....\$12 00

H. Leonard & Sons, Grand Rapids.



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

Buckwheat Flour

Made by

J. H. Prout & Co.,
 Howard City, Mich.

Has that genuine old-fashioned taste and is
ABSOLUTELY PURE
 Write them for prices.

Kinney & Levan

Importers and Jobbers of
**Crockery, Glass, Lamps, House
 Furnishing Goods**
 CLEVELAND, OHIO

Crushed Cereal Coffee Cake.

Better than coffee.
 Cheaper than coffee.
 More healthful than coffee.
 Costs the consumer less.
 Affords the retailer larger profit.
 Send for sample case.
 See quotations in price current.

Crushed Cereal Coffee Cake Co.
 Marshall, Mich.

SCOTTEN-DILLON COMPANY

TOBACCO MANUFACTURERS
 INDEPENDENT FACTORY DETROIT, MICHIGAN

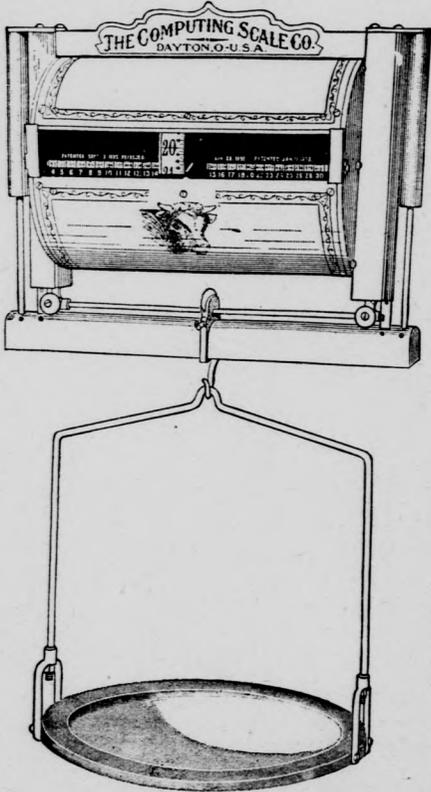
OUR LEADING BRANDS. KEEP THEM IN MIND.

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.



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